

MASONRY NEWS

Sponsored by:  **EZ Grout Corporation**

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K.R. Sulzener Construction Combines safety and efficiency with the use of **Grout Hog®**.

K.R. Sulzener Construction Company of Urishsville, OH has recently completed a middle school located in Dresden, OH. The project, Dresden Middle School, consisted of 165,000 brick and 177,000 block and required a heavy amount of grouting. K.R. Sulzener Construction selected the **Grout Hog®** to tackle the challenge. Waco Scaffold, their local distributor, was more than happy to help them meet the demands of the project.

Charles Davis, Safety Director for K.R. Sulzener recently wrote a letter to EZ Grout regarding their experience. Mr. Davis claimed, “The **Grout Hog®** not only made the job a lot quicker, but a lot cheaper and more efficient than if we used a crane with a concrete bucket or a concrete pump. In addition the **Grout Hog®** made the job a whole lot safer. We are a SAFETY FIRST masonry contractor and the hazards you encounter with the **Grout Hog®** are minimal compared to the hazards you face using a crane and a concrete bucket or a concrete pump. Our employees appreciate our efforts and we appreciate the working attitude of our employees.”

K.R. Sulzener Construction has served their area for 13 years performing work on masonry, drywall, metal studding, acoustical ceilings, and some general contracting. With the success and safety that K.R. Sulzener Construction has had with their EZ Grout equipment, they plan to continue using EZ Grout products on most if not all of their jobsites.

Photos of K. R. Sulzener Construction, OH on jobsite in Dresden, OH.

EZ Grout Introduces.....

The Hog Slopper™

It's as easy as 1, 2, 3...



1. Load & Measure



2. Carry



3. Dump

EZ Grout is committed to taking the weight off your mason's and laborer's back!

Imagine Your Jobsite With

- **No more waiting on mortar**
- **No more shoveling**
- **Weight off your laborer's back**
- **Consistent mortar by measuring**
- **Mixing three or six batches in minutes**

NOTE: Due to the large amount of sand going into the mixer at one time, The Hog Slopper™ works best when used in combination with EZ Grout's Mud Hog® mortar mixer.

"Call your accountant. Ask about the new tax laws that allow you to write off a large portion of new equipment purchases bought this year. Enjoy the new equipment and the tax savings!"

EZ Grout Corporation Welcomes New Distributors!

B&W Equipment
301-953-3383

Cemstone
651-905-1500

Reliable Rentals
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Safety Systems
909-428-5242

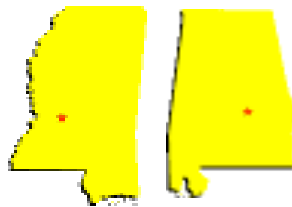
**Scaffolding
Consultants**
724-544-5758



Maryland



Minnesota



Mississippi
Alabama(excluding
Birmingham area)



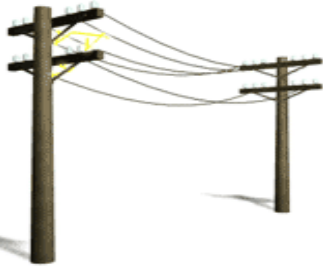
California



Pennsylvania

Call today : 1-800-417-9272 www.ezgrout.com

Masonry News - Safety First



Electrical Safety-Safe Work Practices

Safe work practices are essential. Training can ensure your employees recognize electrical hazards and use safe work practices to control or eliminate those hazards.

Safe work practices include: (1) deenergizing electrical power circuits and/or equipment before working near, inspecting, or making repairs, (2) using electric tools, extension cords, and other equipment, that is in good repair, (3) using good judgment when working near energized lines (including underground and overhead lines), and (4) using appropriate protective equipment.

Deenergizing electrical equipment

- Respect warning signs, fences, cages or other special electrical hazards.
- Repair only those items they are authorized to repair.

Tools

To maximize their safety, employees should always use tools that work properly.

Employees must:

- Regularly inspect tools, cords, grounds, and accessories.
- Use safety features like three-prong plugs, double-insulated tools, and safety switches. Keep machine guards in place and follow proper procedures.

Underground and overhead lines

-If work is to be done near overhead power lines, the lines must be deenergized and grounded or other protective measures must be provided before work is started.

Protective equipment

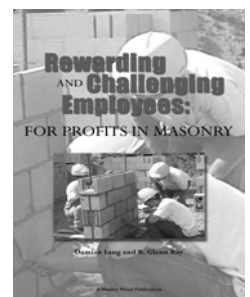
-Employees who work with electricity must use personal protective equipment required for the job. The equipment may consist of rubber insulated gloves, hoods, sleeves, matting, blankets, line hose, and protective helmets.

(Info provided courtesy of Keller's Construction Toolbox Talks, Electrical Safety-Safe Work Practices, copyright 2003)

You asked for it and it's finally here! An easy to read book on rewarding and challenging employees. See how Damian Lang, owner of Lang Masonry, has turned what once was a two man crew into a \$7 million masonry company largely due to incentive plans. Achieve a unique balance in safety, quality, production, and employees Compensation!

Now Available!
\$39.95 + S&H

For more information call 1-800-417-9272 and ask for Carrie Weidner



Masonry News Contractor Tip

by: Damian Lang, President, Lang Masonry Contractors & EZ Grout Corp.

Safety: an Asset to Improve our Bottom Line

How much are you spending annually on OSHA fines, lost-time workdays, & Workers Compensation? Would starting a company wide safety program & giving your employees an additional incentive check actually save you money? Take a look at what it has done for Lang Masonry Contractors.

Our safety program was implemented in 1995 after our Worker's Comp rate climbed to an all time high. Our rate soared as the result of two workers falling off scaffolding. Both men were foremen and are still with the company today. One fell from a height of 15 feet & broke both his heels. To recuperate, he stayed 6 weeks in bed with his heels straight up in the air. He was & still is a good friend of mine. The other foreman, also a friend, fell 22 feet off a chimney. Both accidents occurred before we had a safety program in place. In the early 1990s, these incidents almost put us out of business.

After these two accidents, I thought long & hard about our safety record. I wondered why the employees didn't follow our safety procedures. Then, I figured out that I was the problem. Take for example, the time I acted like I didn't see the guardrails down because I was too busy to stop and say anything. The men knew that I had seen the infraction but had said nothing. Naturally, they believed that I wasn't serious about safety. I told the men that we had safety programs, but I didn't enforce them. When we as leaders say one thing and do another, our workers believe that we really care about what we do - not what we say. The

saying "Do as I say and not as I do" never worked with our employees. By the mid 1990s, our worker's comp rate had risen to 18% of payroll. When your payroll is nearly \$250,000 a month, that's \$45,000 a month just for workers comp. Yikes! I had to do something so I came up with a safety program backed with an incentive check for every field employee. As a result of our safety program, our rate is presently at .86%. That's less than 1%! We estimate that this lower rate is saving us approximately \$300,000 per year in Workers Comp rates alone. But even better than that, we haven't had a serious accident in over six years, no broken legs or arms. Nothing. We have not had an OSHA fine in five years. The last six times OSHA inspectors have been on our jobsites, they haven't cited Lang Masonry for any violations. They focus on other contractors on the site instead.

If you don't have a safety program in place, I encourage you to start one. The safety policies you implement will meet some resistance. There will be some employees, often your very best ones, who will be reluctant to follow the new policies. Address and redirect those employees immediately. If they still refuse to follow the new policies, they must be let go even if they are top production workers. Let me tell you, that's not an easy situation. But, once people realize that the rules apply to everyone, the morale of your whole company will improve. We now provide a quarterly incentive to our employees for upholding safety standards. And, even with the cost of this incentive, our bottom line is still healthier. Safety has gone from a liability to an asset for Lang Masonry.



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