

# MASONRY NEWS

Sponsored by:  **EZ Grout Corporation**

Volume 4, Issue 18

May 2005



## ***Mason Builders of Orange County, Inc. use Grout Hog® and Mud Hog® for safer and more effective way of grouting.***

Mason Builders of Orange County is currently working on a project, The Ulster County Jail in Kingston, NY . The project started in February of 2003 and is nearing the completion stage. The project consisted of 500,000 block and 3100 yards of grout. Due to the fact that this job required so much grout Glenn Botbyl, President of Mason Builders of Orange County, decided to purchase a Grout Hog® and Mud Hog® for this project.

According to Mr. Botbyl, “ We used the Grout Hog® for grouting and the Mud Hog® for mixing. We hooked up a water hose directly to the mixer and used the Grout Hog® on separate floors feeding it with our own manual hopper. We were able to grout all interior walls, up to 4 floors high. We saved enormous amounts of time with this procedure.” Mason Builders of Orange County, Inc. also used different length discharge hoses to accommodate the situation they were in. “We used various hoses such as 10’ and 20’ hose to reach over scaffold and through cross braces. The longer hoses enabled us to get grouting done much quicker and more efficiently.”

Mr. Botbyl plans on using EZ Grout equipment for his future products because, “they have allowed us to minimize the usage of concrete trucks, which produced quite a savings. Your fine products, have also helped Mason Builders prosper in providing a safer more effective way of grouting.”

*Photos: Ulster County Jail jobsite in Kingston, NY*

# ***New & Improved...***



# ***Hog Trough™***



***If this happens on your jobsite, this is your mud tub!***

***Other Features:***

- Made from Virgin Polyethylene***
- Light weight***
- Easy to clean, nonstick surface***
- Will not crack in cold weather***



***Before***



***After***

***Seminar Specially Designed for Mason Contractors***

Damian Lang President of Lang Masonry Contractors and EZ Grout Corporation is hosting another seminar on Rewarding and Challenging Employees for Profits in Masonry due to request from mason contractors across the country. The next seminar will be held on Thursday & Friday September 22nd and 23rd. We expect to have a full house again. Due to limited seating, the first 35 paid attendees will be accepted. For more information call Kerri at 1-800-417-9272.

**Call today : 1-800-417-9272 [www.ezgrout.com](http://www.ezgrout.com)**

# Masonry News - Safety First

## Fire Protection & Prevention

Fires and explosions kill about 200 workers and injure 5,000 more each year. In 1995, the more than 75,000 workplace fires that occurred cost businesses more than \$2.3 billion. On construction sites, you risk losing materials, structures, and even the lives of employees.

Obviously, the best defense against a fire is to prevent it from starting in the first place. Although many items sitting on or stored on construction work sites are not flammable, materials like lumber and other wood products, gasoline and propane, and other materials commonly found on work sites are potential igniters or fuels to a fire.

These are ways your company can be prepared for fires:

- Establish evacuation plans that are known to all employees and posted in accessible spots around the jobsite.
- Have appropriate extinguishers, inspected as required, and other fire fighting equipment located where required and near areas where the most potential for fire exists, with employees trained on their use.
- Access to means to summon emergency services like the fire department to the jobsite.
- Access to a water supply of sufficient volume, duration, and pressure (as soon as combustible materials have accumulated on the jobsite).

Employees should be trained on the following:

- Emergency evacuation plans and alarms.
- Types and locations of fire fighting equipment and supplies on the jobsite and how to use them in case of a fire.
- Proper electrical work practices as regulated under Subpart K of 1926.
- Which operations constitute a fire hazard and the fact that smoking is prohibited in those areas (as well as the posting of a smoking prohibition notice).
- Flammable and combustible liquids information, as necessary.
- Safe use of LP Gas.
- Safe use of temporary heating devices.

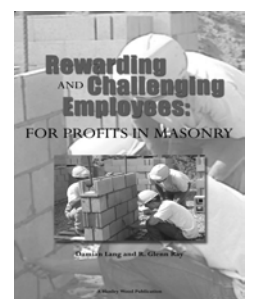


*(Info provided courtesy of Keller's Construction Toolbox Talks, Fire Protection & Prevention, copyright 2003)*

*Now Available!  
\$39.95 + S&H*

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!

**For more information call 1-800-417-9272 and ask for Kerri Huck**



## **Masonry News Contractor Tip of the Month**

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

### **Do your customers complain or just leave you to die?**

How many times have you finished your meal at a restaurant when the waiter stops by and asks, "How was everything?" Don't you tell him or her, "Just fine" even if you were just telling the person sitting next to you how bad the service was? How bad does a business have to be until someone lets them know what they are doing wrong? The answer is when no one shows up or calls back. By then, it's usually too late.

Lang Masonry and EZ Grout held its annual company picnic in Columbus Ohio. We went to Wyandot Water Park on Saturday and the Columbus Zoo on Sunday. My wife Donna and I along with several employees stayed at the same hotel. We had 25 rooms.

On Friday night, my three daughters wanted to go swimming and needed towels to dry off when they got out of the pool. There was only one towel in the room so Donna called the front desk to get more. The man at the front desk said to come down to the front office and pick them up. When she got there, the man asked, "How many towels do you need?" Donna replied, "We have a family of five, so we need five towels." The man turned to his manager and asked if she could get five towels. The manager said, "Three towels is the limit." Donna then asked, "What do we need to do to get towels to shower in the morning?" He replied, "The cleaning lady will bring some in the morning."

Well the next morning came and there were no towels. I called the front desk. There was no answer, so I went down. Again, the man at the desk thought that is was ridiculous when I asked for five towels. He said he would go to the laundry room, get them, and

bring them to me. A half-hour later I called to see where they were. He said, "I'll bring them to you." I asked, "When can I expect them?" He replied, "In about a half-hour." I asked, "What are we suppose to do about our schedule?" He replied, "If you like, I can bring them now, but they will be a little damp since they are still in the dryer." I said, "Go ahead and bring them. We want to meet our schedule." We went ahead and showered and used the old towels to dry off. 40 minutes later as we were getting ready to leave, the man called and asked if we still needed the towels. Donna told him that we no longer needed them since we had already showered. As we were walking to the car, we noticed the laundry room with the door wide open. Inside we could see clean towels on the shelves. So I walked in to feel if they were warm as would be if they just came out of the dryer. It was obvious that they had been there for a while. I wondered why they just refused to bring them to us.

Guess where we or the 25 other rooms are not staying for our company picnic next year? We'll be staying where there isn't a three-towel limit for sure!

When I was checking out I was just waiting to be asked, "How was your stay?" But no one asked! That's all right; I was just going say okay, since I will never stay there again anyhow. Isn't this what good customers are doing to our businesses all the time? They do not tell us what our problems are. They simply leave us to die. This hotel chain just lost 25 customers forever. Well, it is just like Donna put it as we were leaving their driveway. If this hotel chain doesn't change their service to their customers soon, they will go bankrupt. Then, the owners will have all the towels they want!



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