

# MASONRY NEWS

Sponsored by:  **EZ Grout Corporation**

Volume 8 Issue 40

November 2009

## Beam Construction utilizes Hog Crusher™ to recycle, save money, and for L.E.E.D projects.



Beam Construction Company based in Cherryville, NC has been using labor saving equipment from EZ Grout for over 8 years. They recently purchased EZ Grout's latest innovation, the Hog Crusher™ Material Recycler for use at the Chesnee High School addition in Chesnee, SC.

The project consisted of 66,000 CMU's and 148,000 brick. Chad Day, General Masonry Superintendent at Beam Construction notes, "Now with the Hog Crusher™, we are able to recycle clean material waste piles and use as backfill instead of filling dumpsters and paying to dispose of the material."

Day also believes that the Hog Crusher™ will help Beam Construction on future L.E.E.D projects. "The more we use the Hog Crusher™, we find additional applications to use it for."

In addition to the Hog Crusher™, Beam Construction owns (4) Mud Hogs®, (4) Grout Hogs®, (3) Hog Legs®, (2) Booger Hogs®, and (3) of the Poly Hog Troughs®.

Beam Construction is a commercial masonry business that is geared toward state/educational projects in the Charlotte, NC and Spartanburg, SC areas. The Hog Crusher™ was purchased from Bruce Davis at RBD & Associates in Charlotte, NC.

Photos: Beam Construction Company Inc.

# News Update



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2010 will be here before we know it. EZ Grout will once again be at the World of Concrete/World of Masonry in Las Vegas. This years show takes place from Tuesday, February 2nd to Friday, February 5th. Come see us at booth # S-12527 to see what new innovations EZ Grout will have for the masonry industry.

**MultiQuip is rerouting 800-417-9272 directly to EZ Grout effective November 2009 to connect you directly to EZ Grout staff for all your customer service needs.**

EZ Grout Corporation will be converting its Masonry News newsletter into an electronic format. Currently the printed newsletter is distributed by traditional mail bi-monthly to over 11,000 mason contractors, general contractors, and industry professionals all over the country.

Masonry News will switch to electronic format to gain the advantage of incorporating video footage of products and equipment demonstrations as well as up-to-date information on industry news. Readers will have immediate access to Damian Lang's Contractor Tip and will have the ability to forward the electronic newsletter to other industry leaders.

If you are currently getting Masonry News and want to continue receiving the information electronically, EZ Grout asks that you please fill out the information below then simply mail it back to EZ Grout or fax it back to 740-749-0602. If you don't have an email address and would like to continue receiving a hardcopy of Masonry News newsletter via postal service, simply contact Sherry at 740-749-3512.

## Please send Masonry Newsletter via e-mail

**Company Name:** \_\_\_\_\_  
**Contact Name:** \_\_\_\_\_  
**Street Address:** \_\_\_\_\_  
**City:** \_\_\_\_\_ **State:** \_\_\_\_ **Zip:** \_\_\_\_\_  
**Email:** \_\_\_\_\_  
**Phone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_

# Masonry News - Safety



(Info provided courtesy of © 2009 Safety Toolbox Talks : Toolbox Topics and Safety Meetings)

## *Safety Awareness*

Safety Awareness is like almost everything else we do, it is learned, not instinctive. We aren't born with awareness for safety concerns . . . in fact anyone who has a young toddler or grandchild knows this first hand as they see them going around doing unsafe things constantly.

We learn through various means. Some learn by doing, others by watching, some by reading. Others learn by their mistakes or the mistakes of others which is one reason we post and talk about near misses and direct hits that we've had here and at other companies and locations throughout the country.

So how do you know you've developed good safety awareness? Here are some good examples of behaviors that suggest you have good safety awareness:

- Before you begin a job, you consider how to do it more safely
- You make sure you know how and when to use personal protective equipment
- As you work, you check your position to reduce strain on your body
- While you are working, you become aware of any changes in the area—people coming or going, jobs beginning or ending
- You start talking with others about safety

Monitor yourself today and see if you've got good safety awareness. If you don't, one of the best ways to gain further awareness is to step back and take a hard look at your or a coworkers actions as they are performing a job. Watch for risky actions. You will learn and if you're watching a coworker . . . share those observations with them to help them go home safely each and every day.

## Add this to your Christmas List!



Need a great gift idea? Why not get 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 \$10 million masonry company; largely due to incentive plans. Achieve a unique balance in safety, quality, production, and employees compensation! ***For more information call Sherry at 740-749-3512.***

## Masonry News Contractor Tip of the Month

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

### “If you’re winning horse races, do you start breeding show turtles?”

If you’re into racing horses, and you know what it takes to win horse races, why would you get into the business of breeding show turtles? Just as a horse racer would probably lose money breeding show turtles, mason contractors who jump into businesses they know nothing about, often lose money in their new ventures. So, just because you are successful in the masonry business, doesn’t mean you can be in other businesses.

Have you made a lot of money in the masonry business? If so, are you considering starting a business in a different field to diversify your future? I can tell you this personally hard-learned lesson: be careful, for straying from what you know and do well often turns into a disaster for contractors. I am sure you have heard the slogan, “pigs get slaughtered”. Well, business people who become pigs and think they can run any business and be successful, get slaughtered too. Listen well for I’ve been there and done that. Here are some experiences of my own.

15 years ago, after being successful in my masonry business, I started a child care center. (I guess I had too much money and not enough kids to watch.) So, I drained my extra cash into the business for a couple years and ended up losing \$80,000 before closing the doors. Luckily, I was still doing well in the masonry business so I could weather the loss.

A few years later I must have forgotten what happens when you stray from your major occupation and bought a Convenience store. How hard could that be, right? After 10 years of headaches and \$500,000 in losses, I finally sold it. I must have a stubborn streak because seven years ago, while I was still thinking the Corner Store would come around,

I started a business pouring architectural precast and dropped another \$400,000 over about a year and a half before closing the doors on it. WOW – I wish I had all that money lost to weather this economic storm now. One can only take so many scrapes and still survive so I hope I have learned my lesson about getting into businesses I know nothing about.

I am not saying that you should not invest money into securing your future because you should. Just be careful, smart, and make sure you are investing with people you trust and/or ones who are specialist in what they do. Hard earned money is hard to come by so make sure you do your research and know what you are getting into before you invest a dime of your extra funds. If you don’t do your research, like me, you will most likely lose your cash and you have to work a lot harder to get that nest egg built up again.

By the way, if you call and ask me about breeding show turtles, I will tell you that I am not sure there is even such an occupation. This is just something a friend of mine tells people that he does when they ask him what he does for a living. It always peaks their interest. I will have to tell you the rest of the story over a few beers some night or maybe in another contractor tip on down the line. For now, just remember that just because you are successful in the masonry business, doesn’t mean you can be in other businesses.

*Damian Lang is a mason contractor in Southeast Ohio who has four companies that do combined sales of 20 million. He is also the author of the book "Rewarding and Challenging Employees for Profits in Masonry". To order a copy of his book or to attend one of his seminars held specifically for mason contractors, call Sherry Wittekind at Lang Masonry 888-344-7688.*



**EZ Grout Corp.**  
**405 Watertown Road**  
**Waterford, OH 45786 USA**  
**[www.ezgrout.com](http://www.ezgrout.com)**