

MASONRY NEWS

Sponsored by:  **EZ Grout Corporation**

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September 2006

Roundy Masonry kept on schedule with EZ Grout combo system.



Roundy Masonry, LLC of Riverton, Utah recently utilized a Grout Hog® and a Mud Hog® by EZ Grout Corp. while building a Wal-Mart Super Center in Sandy, Utah. The project required a substantial amount of grouting, therefore EZ Grout products allowed Roundy Masonry, LLC to mix grout on site and place the grout directly into the walls without having to waste any time.

Having used the Grout Hog® and the Mud Hog® for about four months, Bryan Pemberton of Roundy Masonry, LLC, Grout Hog® operator commented on the time efficiency of the EZ Grout products.

“The Grout Hog® has enabled us to place grout with myself and one lift operator. We follow the block layers on a daily basis without stopping or slowing production on the installation of block. I was sceptical of the Grout Hog® at first, however it’s the way I prefer to place grout now. The Grout Hog® has kept us on schedule, everyone knows help is hard to find! We mix our grout onsite with a MH20 Mud Hog® by EZ Grout Corp. This mixer is simply amazing! With this combo system, GPH75 and MH20, we are on our own schedule when it comes to delivery of grout.”

Roundy Masonry, LLC does commercial work mainly in the Salt Lake City market, but has gone as far as Arizona and Wyoming as well. Mike Capps of Specialty Tool & Attachment in Cody, Wyoming is the local supplier of EZ Grout for Roundy Masonry, LLC.

Photos: Roundy Masonry jobsite

Come see the *Mud Hog*® in action at the SPEC MIX Bricklayer 500® Regionals

With the success of the SPEC MIX Bricklayer 500, the amount of regional qualifiers have been increased. These events attract crowds between 150 and 300 local industry members in each of the specific markets. Think you have what it takes to compete? Then be sure to register and while you're there check out the Mud Hog® in action. The most durable, best designed mixer on the market offers triple use with mortar, grout, and concrete. Witness for yourself the advantage of the Mud Hog®, not only is it easy to operate, easy to hook-up, and highly productive, it's also economical and gives you a great return on your investment.



September 16, 2006

Nebraska/South Dakota Regional
Twin City Concret Products
3208 Keystone Drive
Omaha, NE 68134
Contact: Lee Peacock (800) 731-0350

September 30, 2006

Michigan Regional
Theut Products, Inc.
73408 Van Dyke
Romeo, MI 48065
Contact: Jimmy DiGiovanni (313) 475-0241

Northern California Regional

QUIKRETE Northern California
6950 Stevenson Blvd.
Fremont, CA 94538
Contact: Rob Dyer (916) 919-0463

DRUM ROLL PLEASE...AND THE WINNER IS....

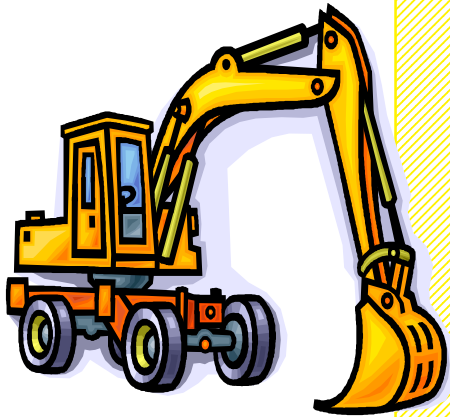
Ricky Mayes with Bat Masonry from Virginia! Ricky won our EZ Grout Product Improvement Contest. His suggestion was to move the ignition panel on the Diesel Mud Hog Mixer from the engine and mount it to the frame of the mixer to eliminate vibration. For his winning idea, Ricky will receive \$500! EZ Grout will be implementing Ricky's idea on all new mixers and all previous mixers will be sent a retro-fit kit. Thanks for all of the great ideas!

Seminar Specially Designed for Mason Contractors

Due to request from mason contractors across the country, Damian Lang, President of Lang Masonry Contractors and EZ Grout Corporation will be hosting another seminar on Rewarding and Challenging Employees for Profits in Masonry. The next seminar will be held on October 26 & 27, 2006. 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 ext 122.

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

Masonry News - Safety First



Heavy Equipment-Material Handling equipment

OSHA divides materials handling equipment into two groups: Earthmoving equipment and lifting and hauling equipment. Earthmoving equipment primarily moves dirt around; some can double as equipment haulers. Lifting and hauling equipment moves raw materials around your jobsite.

As a mason contractor we will focus on lifting and hauling equipment.

Lifting and hauling equipment-Industrial trucks (forklifts, telescopic handlers, etc.) must meet the following requirements:

Lift trucks, stackers, etc., must have the rated capacity clearly posted on the vehicle so the operator can see it. Capacities must be adjusted accordingly and posted when adding auxiliary removable counterweights provided by the manufacturer. Ratings must never be exceeded.

No modifications or additions which affect the capacity or safe operation of the equipment can be made without the manufacturer's written approval. If such modifications or changes are made, the capacity, operation, and maintenance instruction plates, tags, or decals must be changed accordingly. In no case shall the original safety factor of the equipment be reduced.

Steering or spinner knobs cannot be attached to the steering wheel unless the steering mechanism can prevent road reactions from causing the steering hand wheel to spin. The steering knob must be mounted within the periphery of the wheel.

Unauthorized people cannot ride on powered industrial trucks. Where riding is authorized, a safe place to ride must be provided.

The OSHA regulations are the minimum requirements for safely operating vehicles and materials handling equipment. Your equipment operators manual is the best source for information on operating your specific piece of equipment properly and safely.

(Info provided courtesy of Keller's Construction Toolbox Talks, Heavy Equipment-Materials Handling Equipment, copyright 2003)



Is this your Hog?



This issue's hog spotting features a Mud Hog® mixing station. This mixer was spotted just off Interstate 76 in Talmage, OH. If this is your Mud Hog®, call 1-800-417-9272 ext. 115 to find out what prize you have won. Last issue's winner of EZ Grout's Hog spotting has not yet responded. Last issue's spotting was a Grout Hog® and Hog Leg® wall bracing off Interstate 84 in Newburgh, NY. Call now to claim your prize.

Masonry News Contractor Tip of the Month

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

Pay your bills before they are due

Is it better to wait full term to pay your bills, to squeeze a few more days out of paying a vendor, maybe earn a little more interest on your money? Or is it better to bite the bullet and pay your bills even before they are due? At Lang Masonry, I have found the contractor who pays their bills on time gets preferred treatment in material delivery.

Imagine this: You're a dispatcher at a local block supplier and you have 12 loads of block to get out today. Who will you deliver the first loads of block to? Obviously, the contractor who pays their bills the quickest will get first priority. That's what I would do if I were the supplier and whether we realize it or not, it's what our suppliers are doing now. Or, maybe there is a certain type of block that is really low in stock. A contractor who pays their bills on time needs this block and so does a contractor who has strung his account out over 60 days on his past orders. Who is going to get that block? The slow-pay contractor will be the one waiting.

As contractors, we need to consider the whole picture when conducting our business. Do we want to call to see where the materials are and get the normal excuses? Ones like: you didn't get your order in on time, one of the trucks broke down, or a driver didn't show up today. This waiting on materials costs our companies thousands of dollars each year. In fact, lost production time waiting for materials costs us much more than we could possibly save on interest by holding our suppliers money an extra few days. Let's look at this from the supplier's standpoint. Isn't it fairest that whoever takes longer to pay their bills should wait longer to get their materials? Maybe I'm missing something, but I don't think so.

At Lang Masonry Contractors when we bid a job, we factor in how quickly we will get paid into our bid. If we expect to have to wait on our money, we price it higher to the owners or general contractors who pay their bills slower. I'm guessing the material suppliers do the same thing. This means if your not paying your bills on time, you are probably paying more for your materials without even knowing it. And how about the price we pay for equipment? Equipment dealers sell equipment at a much lower price when they know they can count on receiving their money at the end of the month. This is almost like waving \$100 bills in their faces.

We don't even wait until bills are due to pay them; we process and pay them as we receive them. This saves us paying our accounts payable department for sifting through late notices. Many suppliers offer a discount for paying early as well.

So the next time your foreman calls because the supplier didn't show up and now his men are standing around waiting on materials, check with your accounts payable department. Make sure they are paying your bills on time. I think you will find a direct link between how you pay your bills and how you receive your materials. You can make your company more efficient and profitable by paying your bills earlier. In turn, it increases your credibility and also allows you to take advantage of any discounts offered by suppliers.

Damian Lang is 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 Kerri Huck at Lang Masonry 800-417-9272.



EZ Grout Corp.

405 Watertown Road

Waterford, OH 45786 USA

www.ezgrout.com