

# CPM NEWS

For the concrete masonry and hardscape industry

Volume 38, Number 8 August 2008



## Making it Easy to Invest in Your Success

**G**row your assets. That simple concept drives most business decisions in our society, and it also defines the focus of NCMA's professional development efforts. We all know that human resources are our most valuable asset, and that a good employee is hard to replace. When you invest in training your workforce through NCMA's education courses and certification programs you enable your personnel to perform more effectively (increasing your bottom line), prepare your employees for roles of greater responsibility within your company, and build a sense of loyalty among your staff, enhancing your ability to retain great workers.

Through classroom-based courses conducted throughout North America, cutting-edge conference seminars, distance learning, and prestigious certification programs, NCMA's Concrete Products University<sup>SM</sup> (CPU<sup>SM</sup>) makes it easy for you to invest in your success and grow your assets!

*continued on page 2*

Please pass on to:

- Sales
- Production
- Quality Control
- Management
- Finance
- Technical
- Marketing
- Purchasing

### in this issue

#### FEATURES

3

**A Home Run for Concrete Products University**

8-15

**CPU Education Course and Certification Program Catalogue**

12

**CPU Course Calendar**

14

**CPU Registration Form**

#### DEPARTMENTS

4 **Association News**

16 **Safety Focus**

18 **Education & Workforce Development**

20 **Marketplace**

23 **Upcoming Events Calendar**

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One of the most important projects we will undertake next year is getting NCMA's certification programs into compliance with certification industry best practices: The National Commission for Certifying Agencies (NCCA) *Standards for the Accreditation of Certification Programs* and the International Organization for Standardization (ISO) *Standard 17024*. This will improve the quality and credibility of our credentialing programs, and minimize the liability exposure of NCMA Member companies that sponsor local administrations of NCMA's certification exams—including the Certified SRW Installer™ (CSRWI™) exam, which is a very effective way to build relationships with contractors in your region.

To help control the costs involved with sending an employee to class at NCMA Headquarters, we are launching the CPU College of Distance Learning this month, offering an extensive library of industry-specific and generic internet-based and video-based courses for individuals who learn effectively in a self-guided environment. This is a great way to maximize the value of your investment in employee training.

We have organized CPU programs by job function ("track") and in logical progression (like a college course catalogue), so it is simple to progress through the courses within an area of job responsibility. For example, if you are just starting out in sales, you would want to take the following courses in this order:

- Customer Service Course (Sales 200)
- Block and Hardscape Products Sales Course (Sales 300)
- Technical Sales Course (Sales 400)

After those, you could take the Certified Consultant of Concrete Masonry™ (C<sup>3</sup>M™) certification exam (Sales 410) to help market and promote your knowledge of the industry to customers. "Electives" would include the SRW Installer Train-the-Trainer (Market Penetration 310), NAHB Home Builder Train-the-Trainer (Market Penetration 320), and AIA/CES Provider Training Program (Market Penetration 500).

The education content at the 2009 International Concrete Exposition (Icon Expo) is also organized in tracks: Sales and Marketing; Production, Operations, and

Safety; Business Management; Hardscape Contractor; and Executive Leadership. This year's topics were selected by the NCMA Education and Training Committee, Production Technology Subcommittee, and SRW Contractor Task Force, so the seminars promise to be highly relevant and practically applicable to the challenges we are facing throughout our industry.

I look forward to continuing to work with all of you in our effort to make CPU an effective tool to expand the concrete masonry and hardscape industry and to help our Members achieve success. CMN

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*By Michael F. Iannelli, Director of Marketing, Fizzano Brothers Concrete Products, Inc., and NCMA Education and Training Committee Chair*

## A Better Learning Environment

"Form follows function" is now a fact of life at the Kevin D. Callahan Memorial Classroom at NCMA Headquarters in Herndon, Virginia. While the classroom has always been a great space for Concrete Products University<sup>SM</sup> (CPU<sup>SM</sup>) courses, the room's technological components have recently been upgraded as part of the 90th Anniversary building renovations.

A high-brightness ceiling-mounted projector, motorized ceiling-recessed screen, and in-floor electrical outlets for student laptops are the most obvious improvements, but the real heart of the system is the new computer—the "CPU CPU," complete with Blu-Ray disc recorder, in-ceiling surround sound, printer, and internet connectivity. What this means for CPU course participants is a more conducive learning environment, where the audio-visual support does just that: Support the content transparently, rather than distract from it.

CMN

**CM News** reports on the concrete masonry and hardscape industry. *CM News* is published monthly by the National Concrete Masonry Association and distributed to the concrete masonry and hardscape industry, the trade press, and other interested parties.

Send address corrections and subscription requests to:

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# A Home Run for Concrete Products University: 2007 Performance Metrics

Throughout the year, we track the performance and value of NCMA services. NCMA's Concrete Products University<sup>SM</sup> (CPU<sup>SM</sup>) education courses and certification programs have improved significantly over the past three years, as the two graphs illustrate.

Course attendance grew 8.3% in 2007. SRW Installer Course attendance set a new record, with 2,067 students. Attendance across all other courses also reached a record high in 2007, with 287 participants.

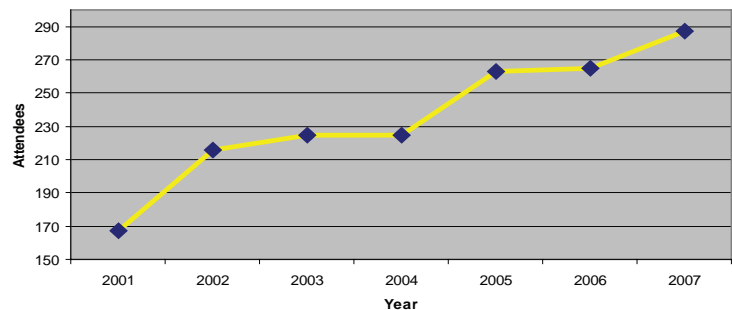
Of course, quality is as important as quantity. Steadily increasing student evaluation scores reflect the intense effort our CPU Instructors put into the effective delivery of high-quality content that is relevant to the issues and challenges faced by our Members and external customers. Average evaluation scores climbed from 4.14 in 2003 to 4.63 in 2007—again, a record high.

To help measure the value of NCMA's professional development services, we are currently comparing CPU course attendees' rates of retention within the industry and at the same company with overall industry rates.

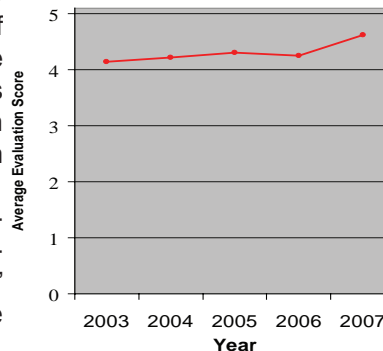
Here are additional highlights from the past year:

- The Technical Sales Course was restructured, combining the two, week-long phases into a single week of content and shifting the location of the Construction Specifications Institute (CSI) content to local CSI chapters and online. This sharply reduced participant travel costs and eliminated the problem of attrition between phases, resulting in more people completing the program than in any year since 2000.
- The introduction of the Home Builder (NAHB) Train-the-Trainer was a qualified success: The 32 students who participated in the three sessions held throughout the United States (in Pennsylvania, Arizona, and Virginia) provided very positive feedback, but more work needs to be done to fine-tune the NAHB course content and exams.
- An SRW Hands-On Installation Course was developed and taught to more than 60 installers at the 2008 Manufactured Concrete Products Exposition (MCPX) and 2008 Hardscape North America (HNA) trade shows. The students told us that they found the course rewarding, and many asked us to develop an advanced version.

Total Attendance Excluding SRW Installer Course



Evaluation Scores Across All Courses



**SRW Installer Course attendance set a new record, with 2,067 students.**

While the Association strives to continuously improve our established education and certification offerings, we also focus on identifying our Members' unfulfilled training needs, and

we are committed to satisfying those needs. Moving forward, exciting new programs are scheduled to be rolled out in 2008:

- NCMA/Karrass Effective Negotiating<sup>®</sup> Course
- Block Plant Safety Course
- Internet-Based Courses (both industry-specific and generic)

Other education courses and certification programs currently in development include:

- New AIA/CES-approved seminars focused on sustainability
- Production Technology 101 Course
- Production QA/QC Course
- Certified Safety Manager – Block Plant<sup>™</sup> (CSMBP<sup>™</sup>)
- Estimating Course for Hardscape Installers
- Field Safety Course for Hardscape Installers
- Certified Hardscape Professional<sup>™</sup> (CHP<sup>™</sup>)
- SRW Installer Advanced Course
- SRW Hands-On Installation Advanced Course
- Certified SRW Installer–Advanced<sup>™</sup> (CSRWIA<sup>™</sup>) CMN

*By J. David Rozsa, ACA, NCMA Manager of Professional Development, Certification, Education, and Accreditation.*

# Our Strength is in our Numbers, Join the NCMA Membership Push!

NCMA is *your* association, representing your company's interests in the concrete masonry industry. While the current economic conditions continue to pose challenges for us all, we must keep the association and industry growing strong in order to accomplish our common goals and mission. It is our strength in numbers that enables the association to meet the many challenges head-on. As you cross paths with other industry leaders who ought to join the ranks, please keep in mind and mention these many member benefits:

**Legislative and Regulatory Advocacy** - The interests of the industry are well represented at the Federal level through a strong, unified voice. The cost of doing business can be greatly impacted by both legislation and regulatory requirements. NCMA exists to protect and advance the interests of its members within these forums and agencies.

**Building Codes** - NCMA aggressively protects and expands market share through its initiatives to influence the provisions of model building codes and design and materials standards. NCMA is committed to ensuring construction related codes and standards are easy to apply and enforce and result in cost-competitive, high-performance structures.

**Laboratory Research Services** - NCMA's Research & Development Laboratory and state-of-the art Production Facility are available to assist in developing products, materials, and systems. It is dedicated to testing and researching concrete masonry and landscape products. Members of NCMA take advantage of this NCMA's testing expertise for quality assurance and product certification.

**Online and Print Resources** - NCMA's online resources, publications, and research are second to none! *CM News*, a monthly publication keeps member informed on the latest developments affecting the concrete masonry industry. *e-news brief* is the weekly electronic newsletter that keeps the members abreast of hot issues in a timely manner.

**Design** - *Concrete Masonry Designs* targets architects, specifiers and engineers about design and construction utilizing concrete masonry products, with a rotating focus on commercial, residential and hardscape markets.

**Technical Bulletins** - The design and specifying community consistently references NCMA TEK. It includes more than 130 technical bulletins on various topics related to concrete masonry with a new TEK published monthly.

**Technical Information on the Web** - e-TEK is the web-site accessible TEK service and can be reached through NCMA's member Web sites sponsoring the program.

**International Concrete Exposition (ICON Expo)** - The premier annual trade show for the concrete products industry debuts in Indianapolis, February 26-28, 2009, and is proudly presented by the NCMA in conjunction with other affiliated industry groups. Icon Expo serves the needs and interests of all producers, suppliers, contractors, installers and everyone in the concrete industry.

**Strategic Mapping Research** - NCMA's strategic mapping research has been completed providing marketplace knowledge of what to promote, what to improve, what to maintain, and what to monitor when marketing concrete masonry products.

**Marketing** - NCMA's comprehensive marketing campaign is designed to follow the lead of the strategic mapping research results. Members of NCMA have access to this marketplace intelligence and using this information leads to "smart-marketing" and greater profits.

**Education** - NCMA provides a full complement of education programs spanning subjects including production, product knowledge, sales, design, and installation.

**Certification** - NCMA independently verifies relevant industry knowledge and helps certified individuals market and promote their expertise.

**Trade Publication Advertising** - Issue-focused advertising is placed in key trade publications monthly to promote the use of concrete masonry for the residential, commercial, hardscape, and civil engineering markets.

**Exhibits at Major Tradeshows** - NCMA exhibits and promotes concrete masonry and hardscape system use to strategically important markets at the AIA, CSI, CEFPI, NAHB, USGBC-Green Build, HNA, ICC Expo and Retail Construction Tradeshows.

**Workforce Development** - NCMA works to promote concrete masonry as a career choice through SkillsUSA and through sharing knowledge about successful workforce development/skill development programs along with working with MCAA, IMI, and other trade associations.

**Design Awards Program** - NCMA's Design Awards of

Excellence program recognizes the best in architectural design for projects in the residential, commercial and landscape markets. *CMN*

## New NCMA Geotechnical Engineer

Gabriela Mariscal recently began her tenure with NCMA as the new staff geotechnical engineer. Gabriela will continue to advance the SRW and engineered hardscape markets through education, technical support, and the development, advancement, and promotion of design and construction resources.

Gabriela comes to NCMA with a background in commercial and residential geotechnical analyses and SRW design on projects throughout Northern Virginia. Gabriela can be reached at 703-713-1900 or gmariscal@ncma.org. *CMN*

## New Member

### **integrated brickworks sdn. bhd.**

Wong Chong Leong, CEO

27 Jalan Tago 5, Tago Industrial Park

Kepong, Bandar Sri Damansara 52200, Kuala Lumpur

Ph 6 03-6272-4631, Fax 6 03-6272-4681

Email: clwong@integratedbrickworks.com

Web: www.integratedbrickworks.com

Sponsor: Besser

integrated brickworks sdn. bhd., is an early pioneer in manufacturing and pre-cast concrete masonry for a variety of uses. We have always invested in state-of-the-art manufacturing processes, equipment and quality assurance facilities. Our involvement in the construction industry's logistics prompted us to introduce the first truck-mounted crane to facilitate unloading at site, and wrapped and palletted product for easy site handling, quality control and verification. integrated brickworks sdn. bhd. has been a market leader for CMUs and a forerunner in Architectural and Specialty Acoustic Masonry in this region.

## Annual Convention Education Tracks & Topics

Exciting educational seminars are scheduled for the 2009 NCMA Annual Convention and Icon Expo in Indianapolis next February. The topics are highly relevant to the critical issues being faced by the concrete masonry and hardscape industry, so make plans now to attend!

### EXECUTIVE LEADERSHIP TRACK

- Strategic Planning
- Three Essential Elements of Leadership
- How to Lobby at the State Level to Expand the Market for Concrete Masonry, SRWs, and Pavers
- Recession-Proof Your Business
- Transition Planning

### SALES & MARKETING TRACK

- Making the Case for Total Cost of Ownership v. Price
- Negotiation Strategies & Tactics
- Life-Cycle Cost Analyses & Pavement Performance Prediction of Interlocking Concrete Pavements
- Building Relationships with Design Professionals: AIA/CES-Approved Seminars
- Marketing the Sustainability Advantages of Concrete Masonry, SRWs, and Pavers: Selling "Green" Products

### HARDSCAPE CONTRACTOR TRACK

- Project Management
- Planning & Designing SRWs
- Selling the "Green" Aspects of SRWs
- Fundamentals of Permeable Interlocking Concrete Pavement
- Estimating

### PRODUCTION, OPERATIONS, & SAFETY TRACK

- Making Quality Concrete Products
- Production Waste
- Efflorescence Control
- Open Forum on Productions, Operations, & Safety
- Statistical Quality Control for Aggregates
- Mix Design Optimization
- Cement & Pozzolan Technology, Including Alternative Cementitious Materials

### BUSINESS MANAGEMENT TRACK

- Executing a Targeted Sales Growth Plan
- Six Sigma Quality: It's Not Just for the Factory
- Measuring Productivity in the Plant
- Cashflow Improvement Strategies
- How to Recruit & Retain High-Performance Production Employees

*New*

ONE-PIECE

**BLOK-FLASH<sup>®</sup>**  
by Mortar Net<sup>®</sup>

for CMU Exterior Walls

*New* sharper-sloped interior surface drains even faster!

*New* built-in "bridge" deflects descending moisture into adjacent Blok-Flash<sup>®</sup> pan! (Saves an entire step over separate "bridge unit"!)

*Built-in Weep Spout* expels water away from building's exterior!

Made of tough lightweight recycled polypropylene!

# Nothing Protects Better, Installs Faster, Or Saves More Time & Labor.

Our simple, lightweight Blok-Flash<sup>®</sup> system has always been your best defense against moisture damage and mold growth. Now it's your best time & labor saver, too!

- Saves over half the labor & materials of thru-wall membrane flashing in a multi-wythe course, while delivering up to 10 times stronger bond and eliminating the need for multiple sizes of Architectural CMU.
- Works with 8", 10", and 12" exterior CMU.
- Installs easily in reinforced walls.
- NEW Drainage Matte eliminates the need for pea gravel.
- Lightweight & compact for easy shipping, handling, and storage.
- 40% recycled polypropylene can help your project qualify for LEED certification.

**Stronger than flashing, and it installs in a flash.**



1

Drop Blok-Flash<sup>®</sup> pans onto each 1st course block, with Weep Spouts protruding.



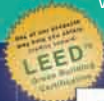
2

Grout according to instructions, then lay 2nd course.



3

Press a lightweight, polyester-mesh Drainage Matte into each cavity of 2nd course block to capture mortar/grout droppings. (No pea gravel.)



**BLOK-FLASH<sup>®</sup>**  
by Mortar Net<sup>®</sup>

With NEW Blok-Flash<sup>®</sup>, it's easier than ever to protect your CMU exterior walls against moisture damage & mold growth... while protecting yourself against the high costs of installing other moisture control systems!

800-664-6638  
MortarNet.com



# New, One-Piece **BLOK-FLASH**<sup>®</sup> Can Save **HALF** Your Installation Time & Labor. *(And That's Just For Starters.)*

## The History.

Moisture can penetrate any CMU exterior wall-system. Allowed to stay there, it can cause serious harm.

Many builders tackled the moisture problem with "step-flashing." But step-flashing took big chunks of time and labor to install. It also required the more expensive half-sized Architectural Block. They wanted to cut those costs.

A few years ago, a mason named Jeff Snyder invented such a cost-cutting solution, and we began selling it nationwide. Now it's been made even more cost-effective.



## The Blok-Flash System.

The latest version of our popular Blok-Flash drainage system cuts installation time & labor--often by 50% or more--while completely eliminating the need for half-sized Architectural Block.

Made of tough, lightweight, recycled polypropylene, the Blok-Flash "drainage pans" can be dropped onto an above-grade foundation--or onto the first-course blocks--at high speed. (As one mason quipped, "It's sort of like dealing cards.")

Each Blok-Flash pan catches moisture as it falls through the cores of the upper courses. A newly-integrated Bridge Unit (replacing the previous version, where the Bridge Unit was a separate piece) deflects this water into the adjacent pan. Then the water is expelled swiftly to the outdoors, through small Weep Spouts, built into each pan so they deflect moisture away from the building facade.

## More Benefits.

Blok-Flash has been shown to maintain a 10 times

stronger bond than thru-wall flashing. It's easy to install on reinforced block, too--simply snap the Bridge Unit off one of the pans and lay it next to the re-bar...then go right on "dealing the cards"!

Our new system also eliminates awkward pea-gravel. Instead, it gives you feather-light sheets of polyester-mesh--called Drainage Mattes--that can be quickly inserted into each cavity of the next course above the Blok-Flash, capturing any falling mortar or grout to prevent "damming."

And since we use 40% recycled polypropylene, the new Blok-Flash can help your projects qualify for LEED credits--another potential saving.

In CMU construction, Blok-Flash has no "Or equal."



**TOTALFLASH**<sup>™</sup> • **BLOK-FLASH**<sup>®</sup> • **Mortar Net**<sup>®</sup>  
**BlockNet**<sup>®</sup> • **Weep Vents**<sup>™</sup>

541 S. Lake Street  
Gary, IN 46403

800-664-6638 • [MortarNet.com](http://MortarNet.com)

# CPU EDUCATION COURSE AND CERTIFICATION PROGRAM CATALOGUE

## Improve your Profit and Productivity!

In today's competitive business environment, staying ahead of ever-changing technical requirements, marketing concepts, and management practices is key to any company's survival—and its continued prosperity. Concrete Products University<sup>SM</sup> (CPU<sup>SM</sup>) is an excellent source of high quality, cutting-edge professional development programs tailored to the specific needs of the manufactured concrete products industry.

CPU classroom-based courses and conference seminars deliver relevant, timely information and help lead concrete products manufacturers, industry suppliers, and installers into the future. CPU certification programs independently verify individuals' training and industry knowledge and are highly valued by customers and business partners. CPU education courses, certification programs, and seminars custom-developed to meet our industry's training needs are delivered throughout the year at NCMA Headquarters, at NCMA's Annual Convention, locally throughout the United States and Canada, and via the internet and VHS/DVD through the CPU College of Distance Learning.

For the skills and knowledge you need to succeed, turn to Concrete Products University.

TRACK	#	COURSE/PROGRAM TITLE	PREREQUISITES
Sales	200	Customer Service	None
Sales	300	Block & Hardscape Products Sales	Sales 200
Sales	390	NCMA/Karrass Effective Negotiating	None
Sales	400	NCMA/CSI Technical Sales	Sales 300
Sales	410	Certified Consultant of Concrete Masonry (C <sup>3</sup> M) Certification Program	Sales 400, or equivalent
Market Penetration	310	SRW Installer Train-the-Trainer	None
Market Penetration	320	Home Builder Train-the-Trainer	None
Market Penetration	500	AIA/CES Provider Training	Sales 400
Production	101	Production 101	None
Production	110	Block Plant Safety	None
Production	150	Certified Safety Manager – Block Plant (CSM-BP) Certification. Program.	Production 110, or equivalent
Production	200	Testing Procedures	None
Production	210	Certified Concrete Masonry Testing Technician (CCMTT) Certification Program	Production 200, or equivalent
Production	250	QA/QC	Production 101, or equivalent
Production	999	Sponsored Production Course	None
Installation	200	SRW Installer	None
Installation	210	Certified SRW Installer (CSRWI) Certification Program	Installation 200, or equivalent
Installation	250	SRW Hands-On Installation	None
Installation	300	SRW Installer Advanced (in development)	Installation 210
Installation	310	Certified SRW Installer Advanced (CSRWA-I) Certification Program (in development)	Installation 300, or equivalent
Installation	350	SRW Hands-On Installation Advanced (in development)	Installation 250, or equivalent
Installation	400	Estimating for Hardscape Installers (in development)	Installation 210
Installation	410	Field Safety for Hardscape Installers (in development)	Installation 210
Installation	450	Certified Hardscape Professional (CHP) Cert. Prog. (in development)	Installation 400, 410, or equivalent
Instructors	100	CPU Instructor Training	None
Instructors	200	University Professors Masonry Workshop	None
Design	300	SRW Design Seminar	None
Design	2XX	AIA/CES-Approved Seminars	None

## CUSTOMER SERVICE COURSE

The function of a customer service representative (CSR) is to add value to a company's products and services by determining a customer's needs and priorities, understanding how the company can best meet those needs, and coordinating effective solutions to the customer's challenges. This course begins with a discussion of the many roles of a customer service representative—including dispatcher, order taker, inside sales representative, production and delivery scheduler, operations manager, call center representative, and show-room and retail sales representative—and the relationship of a CSR within a company.

Participants learn about different personality styles, how to determine what a customer's personality style is, and how to apply that knowledge to delivering optimal customer service. Practical skills are emphasized, including relationship-building, effective listening, time management, urgency of effort, problem-solving, damage control, and stress management. The Customer Service Course benefits dispatchers, inside sales personnel, operations managers, and others for whom customer service is a primary area of responsibility.

January 12-14, 2009 (NCMA HQ)

*Tuition is \$850 for NCMA Members, \$1,700 for nonmembers.*

## BLOCK AND HARDSCAPE PRODUCTS SALES COURSE

This course provides entry-level sales professionals with an overview of concrete masonry and hardscape products and systems. In addition to product training, participants learn from industry experts about market trends and how to sell to designers, contractors, and landscape architects. The agenda is balanced between concrete masonry product knowledge, hardscape product knowledge, and fundamental sales skills. Participants gain a solid foundation for selling products with confidence and dealing effectively with customers.

The Block and Landscape Products Sales Course is open to new personnel responsible for selling concrete masonry systems and to seasoned sales personnel in need of additional training or refresher tips.

November 17-20, 2008 (NCMA HQ)

November 16-19, 2009 (NCMA HQ)

*Tuition is \$975 for NCMA Members, \$1,950 for nonmembers*

*(Note: The NCMA/CSI Technical Sales Course focuses on the technical aspects of concrete masonry products, while the Block and Hardscape Products Sales Course focuses on product fundamentals and sales skills.)*

## NCMA/KARRASS EFFECTIVE NEGOTIATING® COURSE

You are in the middle of a negotiation—You could be trying to hold a customer to your price and get a bigger order, dealing with a supplier for a deeper discount and more service support, or settling a dispute with another department or a strategic partner. You feel anxious. You do not want to knuckle under, yet you do not want to appear to be playing hardball and antagonize the other person. You wonder how some people seem to get what they need and end up friendly with the other person after the agreement is reached. How do they do it? We

will show you.

Over 650,000 business people have attended Dr. Chester L. Karrass's Effective Negotiating® seminars. They know that, although they may be accomplished professionals, there is always room to improve their negotiating skills. At this seminar, customized for the concrete masonry and hardscape industry, we will help you sharpen the skills you already have and teach you new ways to achieve better, longer-lasting, both-win agreements that hold up for years. Like the negotiating skills we teach, the seminar is a win-win experience: You win when you meet your peers, trade stories and experiences, and test your wits with others; and you win again when your career and bottom-line improve.

September 19-20, 2008 (NCMA HQ)

*Tuition is \$950 for NCMA Members, \$1,900 for nonmembers.*

## NCMA/CSI TECHNICAL SALES COURSE AND CERTIFIED CONSULTANT OF CONCRETE MASONRY™ (C<sup>3</sup>M™) PROGRAM

NCMA and the Construction Specifications Institute (CSI) developed the Technical Sales Course to educate sales personnel about the fundamental technical aspects of designing and building with concrete masonry and hardscape products. This training positions sales representatives as valuable resources for design professionals, and was specifically developed for those who regularly contact engineers, architects, or other specifiers of concrete masonry and hardscape products.

The Technical Sales Course provides a broad introduction to the properties and design aspects of concrete masonry and hardscape units and systems. This information is reinforced with strategies for effectively selling to the architectural and engineering communities. Topics covered include: Building a relationship with the design professional; concrete masonry unit specifications and test methods (with laboratory demonstrations); fire, sound, and energy performance issues; design and installation concepts for hardscape products including concrete pavers and segmental retaining wall (SRW) units; understanding model building codes; structural design considerations; crack control; and water penetration and mold resistance. This course is open to industry professionals who have at least two years of industry experience or who have completed the CPU Block and Hardscape Products Sales Course.

After completing the Technical Sales Course (or equivalent technical-sales-related education), candidates take the NCMA Certified Consultant of Concrete Masonry (C<sup>3</sup>M) exam. Each candidate who passes the C<sup>3</sup>M exam and the CSI Construction Documents Technologist (CDT) exam is certified as a C<sup>3</sup>M; The C<sup>3</sup>M and CDT credentials are highly valued and open many doors in the design community.

September 22-27, 2008 (NCMA HQ)

March 9-14, 2009 (NCMA HQ)

October 19-24, 2009 (NCMA HQ)

*The C<sup>3</sup>M exam fee, which includes the Technical Sales Course tuition, is \$1,495 for NCMA Members, \$2,990 for nonmembers.*

## SEGMENTAL RETAINING WALL INSTALLER TRAIN-THE-TRAINER

The SRW Installer Education Course and Certified SRW Installer™ (CSRWI™) exam are delivered locally by NCMA-authorized industry representatives (SRW Installer Trainers). NCMA Members whose employees complete the SRW Installer Train-the-Trainer Course can provide a valued service to and build relationships with SRW installer contractors by sponsoring local course sessions and certification exams.

The two-day SRW Installer Train-the-Trainer course teaches fundamental SRW installation guidelines, material and system component properties, soils and compaction, the effect of water, site practices, and how to teach this subject to installers. Attendees learn effective presentation skills in the context of adult education, and how to become a knowledge resource for business partners.

December 3-4, 2008 (NCMA HQ)  
February 27-28, 2009 (Icon Expo, Indianapolis, IN)  
April 2-3, 2009 (Minneapolis, MN)  
December 3-4, 2009 (NCMA HQ)

*Tuition is \$250 for NCMA Members only.*

## HOME BUILDER TRAIN-THE-TRAINER: NAHB CONCRETE HARDSCAPING, AND NAHB CONCRETE MASONRY HOME BUILDING

In partnership with the National Association of Home Builders (NAHB) and other national trade associations, NCMA has co-developed NAHB Home Builders Institute (HBI) courses on:

- Concrete Hardscaping (4 hours)
- Concrete Masonry Home Building (4 hours)

Now, you can teach these courses to builders! By providing a basic introduction to concrete masonry and hardscape systems, these courses will familiarize builders with our industry's products and encourage the use of our materials in residential construction projects.

You can become authorized to deliver these two courses to homebuilders by completing a two-day Home Builder Train-the-Trainer session, which consists of NCMA's CPU Instructor Training Course and the two NAHB courses.

This is a perfect opportunity to build relationships with builders by providing them a valuable service, since the two courses are part of NAHB's Residential Construction Superintendent (RCS) certification program.

For a schedule of upcoming sessions of the three courses, please visit [www.ncma.org/cpu](http://www.ncma.org/cpu) or contact NCMA at 703-713-1900.

*Tuition for all three courses in the Home Builder Train-the-Trainer is \$575 for NCMA Members and ICPI Members, and \$1,150 for nonmembers.*

## AIA/CES PROVIDER TRAINING PROGRAM

In response to an increased emphasis on continuing education, architects and engineers are turning to industry representatives to learn about new technology and design practices being implemented in masonry construction. To meet this need, NCMA has become an approved provider of continuing education by the American Institute of Architects' Continuing Education System (AIA/CES), and has developed several AIA/CES-approved seminars for design professionals. NCMA's AIA/CES Provider Training Program trains experienced sales and marketing professionals from the manufactured concrete products industry how to deliver these continuing education seminars to designers or in-house staff. Individuals who complete this program become NCMA Continuing Education Facilitators (CEF) and are authorized to present NCMA's AIA/CES-approved seminars and to award AIA/CES Learning Units to those designers who attend the seminars.

In addition to learning effective presentation skills, attendees are provided with a series of ready-to-use PowerPoint presentations covering topics relating to concrete masonry and hardscape design and construction, including:

- Crack control
- Fire resistance
- Moisture penetration abatement
- SRW and ACB design and construction
- Thermal properties of concrete masonry systems
- Sustainable design
- Mold abatement design and construction
- Architectural enhancement: Aesthetical design

This program will help participants convey critical information to designers and to establish themselves as a valuable resource to their customers.

Registration is open to NCMA Members who have completed the NCMA/CSI Technical Sales Course or demonstrate equivalent knowledge through the successful completion of a prequalification exam.

March 16-18, 2009 (NCMA HQ)

*Tuition is \$900 for NCMA Members only.*



Check us out on the web!  
New learning opportunities are added throughout the year, so check [www.ncma.org/cpu](http://www.ncma.org/cpu) for updates on classes and **certification programs, conference seminars, regional programs, and distance learning.**

## PRODUCTION 101

This is a concrete masonry and hardscape unit production course for personnel new to the industry. The course provides an overview of manufacturing practices—including batching, forming, and curing—of CMUs, concrete pavers, and SRW units. Students will learn the characteristics of raw materials used in production, where ASTM comes into play, and how it can be used as a production tool.

Attendees of this intensive, three-day course will be taught how to make concrete masonry and hardscape units, how to improve production efficiency, and how to enhance product quality.

For a schedule of upcoming sessions, please visit [www.ncma.org/cpu](http://www.ncma.org/cpu) or contact NCMA at 703-713-1900.

*Tuition is \$750 for NCMA Members, \$1,500 for nonmembers.*

## BLOCK PLANT SAFETY

This two-day course will train concrete masonry and hardscape production, operations, and safety managers and personnel how to enhance worker safety & minimize injuries. Topics include: OSHA compliance, lock out/tag out, forklift safety, permit-required areas, the fire triangle, recognizing potential hazards, and general housekeeping.

November 13-14, 2008 (NCMA HQ)  
November 3-4, 2009 (NCMA HQ)

*Tuition is \$650 for NCMA Members, \$1,300 for nonmembers.*

## CERTIFIED SAFETY MANAGER – BLOCK PLANT™ (CSM-BP™) CERTIFI- CATION PROGRAM (IN DEVELOPMENT)

## TESTING PROCEDURES COURSE AND CERTIFIED CONCRETE MASONRY TESTING TECHNICIAN™ (CCMTT™) PROGRAM

Would your QA/QC personnel be able to improve your bottom line—if only they were better trained? To help ensure that concrete masonry and hardscape products are fairly and accurately evaluated, and that their compliance is properly documented, the Testing Procedures course was developed to educate users of product standards about proper testing procedures.

Geared towards QA/QC personnel, sales personnel, and lab technicians, this course teaches how to evaluate the properties of concrete masonry, concrete masonry materials, and hardscape materials. Students are taught the ASTM standards pertaining to: concrete masonry units, pavers,

segmental retaining wall units, articulating concrete block, concrete brick, concrete roof paving units, masonry mortar, grout, and prisms.

Hands-on, laboratory sessions are used to translate classroom knowledge into practical experience and reinforce correct testing procedures. Instructors oversee the research and testing performed at the NCMA Research and Development Laboratory and actively participate in the ASTM committees responsible for the development and revision of specifications and test methods for concrete masonry products.

Candidates who complete the Testing Procedures Course (or equivalent testing-procedures-related education) and pass a written and performance certification examination earn the Certified Concrete Masonry Testing Technician (CCMTT) credential.

October 23-25, 2008 (NCMA HQ)  
March 26-28, 2009 (NCMA HQ)  
November 5-7, 2009 (NCMA HQ)

*The CCMTT exam fee, which includes the Testing Procedures Course tuition, is \$595 for NCMA Members, \$695 for nonmembers.*

## QA/QC

This course will train production and operations managers and personnel how to improve and test product quality. Topics include: The difference between proactive and reactive practices, mapping and evaluating the production line, using the SMART system (Specific, Measurable, Attainable, Recordable, and Timely) to qualify Quality Control checks, how to define customer requirements, identifying the true cost of poor quality, in-house testing, and ASTM compliance.

For a schedule of upcoming sessions, please visit [www.ncma.org/cpu](http://www.ncma.org/cpu) or contact NCMA at 703-713-1900.

*Tuition is \$750 for NCMA Members, \$1,250 for nonmembers.*

## SPONSORED PRODUCTION COURSE

The NCMA Laboratory staff can create production-related courses on demand, tailored to fit your company's needs. The NCMA Laboratory, production facility, and newly-renovated, state-of-the-art, Concrete Products University classroom are all available to host your custom course.

Call NCMA Production Specialist Mike Maroney at 703-713-1900 to explore your options.

# CPU Calendar 2009

## January 2009

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				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
	<b>12-14 Customer Service Course (NCMA HQ)</b>					
18	19	20	21	22	23	24
25	26	27	28	29	30	31

## February 2009

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1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
	<b>23-28 NCMA Annual Convention &amp; International Concrete Products Exposition (Icon Expo) (Indianapolis, IN)</b>					

## March 2009

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1	2	3	4	5	6	7
8	9	10	11	12	13	14
	<b>9-14 NCMA/CSI Technical Sales Course and C<sup>3</sup>M Certification Exam (NCMA HQ)</b>					
15	16	17	18	19	20	21
	<b>16-18 AIA/CES Provider Training Program (NCMA HQ)</b>					
22	23	24	25	26	27	28
			<b>26-28 Testing Procedures Course &amp; CCMTT Certification Exam (NCMA HQ)</b>			
29	30	31				

## April 2009

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				1	2	3	4
					<b>2-3 SRW Installer Train-the-Trainer (Minneapolis, MN)</b>		
5	6	7	8	9	10	11	
12	13	14	15	16	17	18	
19	20	21	22	23	24	25	
26	27	28	29	30	31		

## May 2009

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					1	2
3	4	5	6	7	8	9
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24	25	26	27	28	29	30

## June 2009

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14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				





Please photocopy this form and mail to:  
 NCMA, 13750 Sunrise Valley Drive, Herndon, VA 20171-4662  
 or fax to: 703-713-1910

Course name	Course Date	Tuition
_____	_____	_____
_____	_____	_____
_____	_____	_____
		Total _____

Student's Name \_\_\_\_\_

Company \_\_\_\_\_

Billing Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

Email Address \_\_\_\_\_

Method of Payment:  Bill NCMA Account (members only)  Check

Credit Card:  VISA  Mastercard  American Express

Card Number \_\_\_\_\_

Sec Code \_\_\_\_\_ Expiration Date \_\_\_\_\_

Signature (as it appears on credit card) \_\_\_\_\_

For registration assistance or for more information, please contact:

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 13750 Sunrise Valley Drive  
 Herndon, VA 20171-4662  
 Telephone: 703-713-1900, FAX: 703-713-1910  
 bkamhong@ncma.org

## SRW INSTALLER COURSE AND CERTIFIED SRW INSTALLER™ (CSRWI™) PROGRAM

The one-day Segmental Retaining Wall (SRW) Installer Course teaches installers fundamental SRW installation guidelines, material and system component properties, soils and compaction, the effect of water, and site practices.

Each candidate who completes the SRW Installer Course (or equivalent SRW-installation-related education) and passes a written examination is certified as a Certified SRW Installer (CSRWI). This credential is highly valued by consumers.

For a schedule of local course sessions and certification exams delivered by NCMA SRW Installer Trainers, please visit [www.ncma.org/cpu](http://www.ncma.org/cpu). Contact local course sponsor for CSRWI exam registration and SRW Installer Course tuition fees.

## SRW HANDS-ON INSTALLATION BASIC COURSE

## SRW INSTALLER ADVANCED COURSE

(IN DEVELOPMENT)

## CERTIFIED SRW INSTALLER ADVANCED™ (CSRWA-I™) CERTIFICATION PROGRAM (IN DEVELOPMENT)

## SRW HANDS-ON INSTALLATION ADVANCED COURSE (IN DEVELOPMENT)

## ESTIMATING FOR HARDSCAPE INSTALLERS COURSE (IN DEVELOPMENT)

## FIELD SAFETY COURSE FOR HARDSCAPE INSTALLERS (IN DEVELOPMENT)

## CERTIFIED HARDSCAPE PROFESSIONAL™ (CHP™) CERTIFICATION PROGRAM (IN DEVELOPMENT)

## CPU INSTRUCTOR TRAINING COURSE

Each participant who successfully completes this one-day course is authorized as a CPU Instructor and will be able to teach local sessions of courses for which an Instructor Course Module has been completed. Attendees learn the basic principles of adult continuing education, effective verbal and nonverbal presentation skills, how to develop supporting audio-visual materials, and how to serve as a knowledge resource for business partners.

November 21, 2008 (NCMA HQ)

November 2, 2009 (NCMA HQ)

*Tuition is \$200 for NCMA Members only.*

## UNIVERSITY PROFESSORS MASONRY WORKSHOP

Improving masonry education at the college level is a high priority for design firms, architects, engineers, and students. The two-day University Professors Masonry Workshop gives college instructors the background and tools required to introduce masonry education at the undergraduate, graduate, or continuing-education level.

Participants receive up-to-date teaching aids, literature, and interact with masonry design professors, masonry experts, and industry representatives. The workshop offers a combination of lecture and hands-on sessions designed to enhance participants' understanding of masonry, masonry education, and masonry research needs.

For more information, please contact The Masonry Society at 303-939-9700 or visit [www.masonrysociety.org](http://www.masonrysociety.org).

## INSTRUCTORS

## SRW DESIGN SEMINAR

The Segmental Retaining Wall (SRW) Design Seminar is a one-day program for design professionals, specifiers, architects, and engineers engaged in segmental retaining wall design. The seminar provides an in-depth look at internal and external design considerations for SRWs, including sliding, overturning, bearing, pullout, tensile rupture, and facing connection and bulging. The seminar also addresses design and detail considerations associated with surface and subsurface water. Each registered attendee receives a copy of NCMA's design manual for SRWs, drainage manual, and SRW design software. Please contact NCMA for information regarding the next available seminar date, location, and tuition fee.

## AIA/CES-APPROVED SEMINARS

The following AIA/CES-approved seminars are available:

- Crack Control in Concrete Masonry Walls
- Fire Safety with Concrete Masonry
- Concrete Masonry & Mold
- Segmental Retaining Walls-Construction Processes
- Thermal Performance of Concrete Masonry
- Sustainable Building Projects Using CM & LEED
- Designing CM Walls to Resist Moisture Penetration
- Architectural Enhancement: Aesthetical Design with CM

# A Guide to Emergency Action Plans

In recent years we've seen many natural disasters and terrorist attacks on U.S. soil. The 1993 bombing at the World Trade Center, the 1995 Oklahoma City bombing the September 11, 2001 terrorist attacks, as well as Hurricanes Katrina and Rita, and the flooding in the Mid-West all illustrate the importance of being prepared for an emergency. According to the Department of Homeland Security (DHS) the number of declared major disasters has nearly doubled in the 1990's compared to the previous decade. This increase brings into clear focus the need and benefits of being prepared. But the DHS is not alone in their concern and call for preparedness, the Occupational Safety and Health Administration (OSHA) has had regulations which require employers to prepare emergency plans. These recent events and action by the DHS have only brought renewed attention and greater direction to an employers need for a plan.

Although there are a number of regulations which require emergency preparedness, the basic regulation for Construction is 1926.35 Employee Emergency Action Plans and the General Industry 1910.38 Emergency Action Plans. These standards require all employers to have an Emergency Action Plan (EAP). A written document is needed for anyone that employs more than 10 individuals, the purpose of this plan is to facilitate and organize the actions taken by both employer and employees during a workplace emergency. A well developed plan will result in fewer and less severe injuries to employees and less potential structural damage to a facility during an emergency situation. If the employees aren't well trained and don't fully understand the EAP even the best developed plan is destined for failure.

At the very minimum an EAP is required to include:

- Means of reporting fires and other emergencies
- Evacuation procedures and escape route assignments
- Procedures to be followed by

employees that are to remain to continue operating critical plant operations before they evacuate

- Methods to account for all employees after an evacuation is completed
- Rescue and medical duties for those employees who are to perform them
- Names or job titles of people that can be contacted for more information about the plan.

This list can be quite overwhelming. Compiling all the data needed is a challenge. While some pre-written EAPs exist and may be sufficient for certain settings; employers need to evaluate potential emergencies in their operations and take a step by step approach to ensure the safety of their employees and better manage what can seem like a daunting task.

### Step 1: Designate a Responsible Person

A person must be selected to lead and coordinate the EAP and any possible evacuations. It is important that employees know not only who the coordinator is but also that they have the authority to make decisions during emergencies. The coordinator will be responsible for assessing a situation and determining the best course of action whether it is to evacuate or shelter in place and when to notify emergency officials and shut down operations of a worksite. When emergency officials, like police or fire department, respond to an emergency at the workplace, they will assume responsibility for the safety of the building and its occupants relieving the coordinator. The coordinator is responsible for writing the original plan and periodically reviewing this plan to ensure that it is current and practical. It is important that the responsible person review any training requirements of the plan to be sure they are appropriate and all employees, including new hires, have received the training. The responsible person must periodically check exits and evacuation routes to ensure that they are not blocked.

### Step 2: Coordinate the Plan

Once the plan is written and approved, the coordinator should contact whoever is responsible for maintaining the building and other employers in the building or on the jobsite. This is to ensure that plans are coordinated and do not interfere with each other. At a construction site, all contractors working at that site should have their own EAP. During the preconstruction meetings all trades need to share their plans to help increase the safety of all at the site.

### Step 3: Reporting Procedures

This is perhaps the nuts and bolts of the EAP. Any and all potential emergencies that could occur at your workplace or jobsite need to be listed as well as how employees are to report the incident. The list will vary depending on many factors such as: is this EAP for an office or construction site, are chemicals routinely used at the site or are weather emergencies a regular occurrence in the area. Once the potential emergencies are identified the coordinator determines the best way for employees to report each emergency. For example, the use of internal telephones, an intercom system or public address system may work at an established building, but cellular telephones and bullhorns may be best for open jobsites. The notification system must address both internal communications as well as how emergency officials will be alerted.

### Step 4: Designate Exit Routes and Procedures

Any location in a facility or jobsite where employees are likely to be found must have its own exit route to be used in an emergency. It is desired but not necessary to have two designated exit routes from every work space. Unfortunately this is not always feasible. Once the exits and exit routes are identified, they need to be mapped and posted in each work area. The EAP must also identify an assembly area far enough from the building or

jobsite that employees won't be exposed to danger or interfere with the activities of emergency personnel. An assigned area will make accounting for all employees much easier. If they assemble at a single spot, a quick head count can be done.

**Step 5: Employee Training**

Employees need to be educated about the types of emergencies that may occur and trained in the proper course of action. The training requirements are determined by factors such as; workplace and workforce size, materials handled and the availability of both onsite and outside resources such as fire, police and EMTs. Training must include all employees at the site. This training must be given upon initial assignment and when plans change. OSHA strongly advises that all employees be retrained annually.

Although writing a thorough EAP can be an arduous task, the benefits to both employer and employee are many. Once the plan is in place and the employees trained it is a good idea to have periodic drills. This will do two things for the workforce: first it will keep the plan fresh in their minds and allow the plan to proceed more smoothly when needed. Next it will reinforce for the importance of safety for employees on a regular basis.

For additional help with safety and OSHA compliance, take advantage of the resources available through NCMA and NCMA's safety provider, INTEC, Inc. These resources include the NCMA Block Plant Safety Software and INTEC's onsite consultation and training services. The software is available from NCMA at (703) 713-1900 at a cost of \$150/plant/year (nonmember \$450). Additional information about INTEC's onsite services can be obtained by contacting Joe O'Connor at (607) 624-7159 or by email at [joconnor@intecweb.com](mailto:joconnor@intecweb.com). CMN

**TEK 19-7 Characteristics of Concrete Masonry Units**

**with Integral Water Repellent** While there are many factors that influence the water resistant characteristics of a concrete masonry wall, TEK 19-7 *Characteristics for Concrete Masonry Units with Integral Water Repellent* focuses specifically on evaluating the water penetration resistance characteristics of concrete masonry units and their role in contributing to control of moisture in the wall. Recommended language for insertion into specifications for performance criteria and method of assessing that performance is also provided.

This TEK is appropriate for distribution to anyone involved in the design or construction of concrete masonry buildings - engineers, architects, residential designers, contractors, builders, plan reviewers and building officials. To order copies of the publication, call NCMA at (703) 713-1900. CMN

Do you have a link to NCMA's e-TEK on your web-site? You should! Traffic reports from [ncma.org](http://ncma.org) show that the majority of browsers visit e-TEK. Call NCMA for more information!

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# Industry Works Together to Build the Future

Companies and organizations of the masonry industry joined together June 25 to June 28, 2008, to support the 44th annual SkillsUSA National Leadership and Skills Conference and the National Masonry Championships.

For up to six hours, 45 young masons from 35 states competed at H. Roe Bartle Hall in Kansas City, Mo. Each contestant, using block and brick and mortar, tried to construct the winning project by placing the masonry materials, according to plans, on a concrete block base.

The 2008 winner of the post secondary / college competition was Alvaro Landaverde, 30, Glendale, Ariz., sponsored by the Arizona Masonry Contractors Association. The 2008 winner of the secondary / high school competition was Bradley Wright, 18, from Earnest Pruett Center of Technology, Hollywood, Ala. Wright was a returning contestant, having finished third in the 2007 national contest. Wright's instructor is Charles A. West.

Student interest in masonry vocational training continues to be strong. This year, 32 high school and 13 post secondary / college contestants competed in two divisions. To qualify, the students had been winners, or designated second place finish-

ers, of their own state contests.

They competed against the clock and against themselves to demonstrate their expertise in this ancient profession. The contest consisted of a written test and the construction of a brick and block composite project.

The project for this year's contest was designed by Bryan Light to test the skills needed for successful entry into the masonry profession. It was the contest's most challenging project in many years. Light, of Brick SouthEast, a Brick Industry Association affiliate, has served as chairman of the technical committee since September 2003.

"Each year I design a project that I feel will allow the 'best of the best' to show how talented they are," says Light. "Just two

of the post secondary students failed to complete the project in the allotted time. Ten of the 32 secondary students failed to finish on time, but that is to be expected. This year's project was designed to have fewer actual units (brick and block) but to test the ability of the mason to follow a unique design with a bit more difficulty. I'm happy with the results, and so were most of the instructors in attendance."



*This page, top:* The masonry medalists celebrate their hard-earned victories.  
*Opposite page, center:* Detail drawing of the competition project, designed by Bryan Light.



*This page, left:* Dan Hildebeitel, an instructor at Williamson Freeschool, checks to see if Keith McEneaney's project is level.  
*This page, center:* College/Post Secondary Gold Medalist, Alvaro Landaverde, starts his project  
*This page, right:* High School Gold Medalist, Bradley Wright proudly poses with his instructor, Charles West of Earnest Pruett Center of Technology.

Trade professionals from Bricklayers Local #15 and selected vocational instructors judged the projects by taking extensive measurements, measuring plumb at six locations, and judging finishing techniques and overall appearance.

Light was complimentary in his appreciation of the continuing support of trade competition. "Quality products, properly utilized, and a well-trained workforce contribute to excellence in finished brick and block projects. In supporting a contest like this, we show our understanding of the importance of technical training."

Through the efforts of The Brick Industry Association, Southeast Region, this year's contest was supported by the donation of brick from Cloud Ceramics, Concordia, Kan. National Concrete Masonry Association (NCMA) coordinated the donation of block from their member, Midwest Block & Brick, Inc. (who also sponsored Team Build's competitions) Spec Mix salesmen from around the country were "slingin' their mud," donated of course, in support of the aspiring masons.

Members of the National Masonry Technical Committee and other sustaining members and sponsors of the contest included Brick Industry Association, Inc.; Bon Tool Co.; EZ Grout Corp.; Hanley-Wood LLC; LaFarge NA / US East Business Unit; Marshalltown Co.; Mason Contractors Association of America; Masonry Institute of Tennessee; National Concrete Masonry Association; Portland Cement Association; the Southeast Region of the Brick Industry Association, Inc.; Spec Mix and Wasco, Inc.

Other highlights of the annual conclave included a field trip to a local block plant, Miller Materials Company, A Division

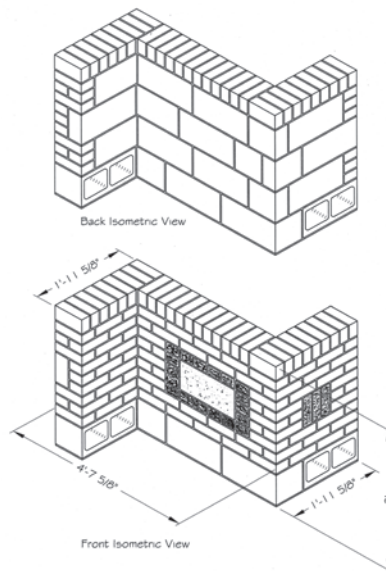
of Oldcastle APG Midwest, Inc., arranged by NCMA representative, Harry Junk. The tour was followed by a luncheon in honor of the contestants and their instructors.

At the luncheon, Chris Sutherland gave the keynote address titled, "My Journey as a Mason." Sutherland told his story of winning 14 masonry contests (without a loss) as a student, culminating in his championship at the SkillsUSA National Masonry Championship in 2002. Just six years later, he was back, speaking at the luncheon, having completed his second year as masonry instructor of the Pinellas Technical Education Center, St. Petersburg, Fla. Sutherland was in attendance with his student, Ruben Martinez, who competed in this year's contest.

Masonry competitors were part of over 5,000 students who competed in 91 different career trade, technical and leadership fields. The contestants effectively demonstrated their expertise in the occupational skills required for such trades as electronics, technical drafting, precision machining, carpentry, plumbing and masonry. During the final evening, the awards ceremony was held at Kemper Arena in front of a crowd of over 15,000.

The SkillsUSA organization represents over 300,000 students and instructors in the 50 states, Puerto Rico, Guam and the Virgin Islands. The event is booked in Kansas City, Mo., through 2014.

To learn more about the Masonry Technical Committee, contact Bryan Light at (770) 760-0728. To learn more about SkillsUSA go to [www.SkillsUSA.org](http://www.SkillsUSA.org). CMN



## Medalists

### HIGH SCHOOL

Gold	Bradley V Wright	Earnest Pruettt Center of Technology, Hollywood, AL
Silver	Justin L Wiley	West Stanly High School, Oakboro, NC
Bronze	Darren Tobolt	Pioneer CTC, Shelby, OH

### COLLEGE/POST SECONDARY

Gold	Alvaro Landaverde	Arizona Masonry Contractors Association, Phoenix, AZ
Silver	Travis Greenly	Central Cabarrus High School, Concord, NC
Bronze	Keith McEneaney	The Williamson Free School of Mechanical Trades, Media, PA

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Dustin Reynolds	800-732-3419	dreynolds@spartansteel.com

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- Slat conveyor feeding system 30 inch wide by 32 ft long for cubes without pallets.
- 2 Heavy duty tumblers: Asphalt drum rubberlined and Didion with Nickel alloy lining.
- Online chain aging system for pavers.
- Shot blaster for pavers with 36 inch slat conveyor and duct collector.
- Bush hammering system for pavers.

Slab Making Plants:

- 1987 turntable Henke Hermetic complete plant. Makes 2 only 450 x 450mm in 12 sec.

Paver Plant:

- 2001 MASA XL c/w face mix, 2000 pallets, 1200 x 1100, MASA handling system, cubing, mixing and batching.
- Recent Tiger PS100 with face mix, c/w face mix, 4000 steel pallets and Tiger handling and cubing system.

Block plants and machines:

- Besser V3R modified to V312 with 2001 UL26 handling system
- Hess RH2000 1400x1100 C/w handling system and block molds

Cubers:

- Mid 70's Besser SF5 automatic cubing system with one turn table.
- 2001 Besser SF7 Semi-automatic cubing system.
- 1988 Lithibar Fully automatic cuber. Completely refurbished.

Batching plant for precast:

- New 1985 (never operated) Elba 600 tons, 4 compartment bins, 2 yard new mixer and skip hoist, 2 only traveling buckets to production station, building stairways, bucket elevator. Beautiful German fabrication.

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- Elba ribbon mixer & skip hoist 2 cu. Yd. New and 2 only 2 c.y. traveling bucket.
- Besser 100 cu. Ft. ribbon type mixer completely overhauled. Wichita clutch, new style liners, probes, new blades, new discharge door.
- Mixer system 2 cu. Yd. (1995) pan type mixer with high capacity motor. Good condition.
- Wiggert 375 l mixer. C/w cement scale and load cells. Manufactured in 2000.

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### August

6 Rocky Mountain Masonry Institute ■ Detailing Reinforcement and Anchorage Seminar ■ Denver, Colorado ■ RMMI Of ces ■ [www.rmmi.org](http://www.rmmi.org)

6-10 NCMA ■ Midyear Meeting ■ Huntington Beach, California ■ Hyatt Regency ■ [dmorris@ncma.org](mailto:dmorris@ncma.org)

7 Masonry Association of Florida ■ Structural Masonry Design Seminar ■ Jacksonville, Florida ■ [info@masonryeducation.org](mailto:info@masonryeducation.org)

8 Masonry Institute of Tennessee ■ Through the Wall Seminar ■ Memphis, Tennessee ■ The University Club of Memphis ■ [info@aiamemphis.org](mailto:info@aiamemphis.org)

### September

3 Rocky Mountain Masonry Institute ■ Highlighting Masonry in Your Design Seminar ■ Denver, Colorado ■ RMMI Of ces ■ [www.rmmi.org](http://www.rmmi.org)

10 Rocky Mountain Masonry Institute ■ A Masonry Tour of Prague and Budapest Seminar ■ Denver, Colorado ■ RMMI Of ces ■ [www.rmmi.org](http://www.rmmi.org)

17-20 Interlocking Concrete Pavement Institute ■ Summer Meeting ■ Calgary, Alberta, Canada ■ Hyatt Regency ■ [www.icpi.org](http://www.icpi.org)

19-20 NCMA and Karrass ■ Effective Negotiating Course ■ Herndon, Virginia ■ NCMA Headquarters ■ [hjunk@ncma.org](mailto:hjunk@ncma.org)

29 Pennsylvania Concrete Masonry Association ■ Annual Masonry Instructors Workshop ■ Harrisburg, Pennsylvania ■ Community College Conference Center ■ [www.pacma.com](http://www.pacma.com)

17 Masonry Association of Florida ■ Structural Masonry Design Seminar ■ Boca Raton, Florida ■ [info@masonryeducation.org](mailto:info@masonryeducation.org)

22-27 NCMA and Construction Specifications Institute ■ Technical Sales Course and C<sup>3</sup>M Certification Program ■ Herndon, Virginia ■ NCMA Headquarters ■ [dgraber@ncma.org](mailto:dgraber@ncma.org)

29-Oct 2 The Council of Educational Facility Planners ■ Annual Convention ■ San Diego, California ■ Manchester Grand Hyatt ■ [mike@cefpi.org](mailto:mike@cefpi.org)

### October

8 Rocky Mountain Masonry Institute ■ So You Bought a Historic Masonry Building...Now What Seminar ■ Denver, Colorado ■ RMMI Of ces ■ [www.rmmi.org](http://www.rmmi.org)

16-21 The Masonry Society ■ Annual Meeting ■ Salt Lake City, Utah ■ [www.masonrysociety.org](http://www.masonrysociety.org)

22 Mason Contractors Association of Florida ■ Structural Masonry Design Seminar ■ Tampa, Florida ■ [www.masonryeducation.org](http://www.masonryeducation.org)

22 Masonry Association of Florida ■ Structural Masonry Design Seminar ■ Fort Myers, Florida ■ [www.masonryeducation.org](http://www.masonryeducation.org)

23-25 NCMA ■ Testing Procedures Course and CCMTT Certification Program ■ Herndon, Virginia ■ NCMA Headquarters ■ [nlang@ncma.org](mailto:nlang@ncma.org)

To view the entire industry calendar, please visit: <http://www.ncma.org>

## A New Look for CM News

Thanks to the economy and global warming, the term "green" has seeped into every aspect of our lives. We all worry about saving green and being green, at work and at home. At NCMA Headquarters it is no different, so the time came to reevaluate the association's publications. "More bang for our buck" was the mantra as we looked at the use of valuable magazine real estate. Here are a few of the economies that rose to the top:

- The cover and table of contents pages were not being used to their full advantage. They have been combined, "newsletter style", to bring more usable information to each and every page—including the cover.
- The magazines are now mailed in a clear polybag in order to save envelopes and make them easy to identify in your mail.
- The recently updated website can be easily updated by staff, making the exchange of information nearly instantaneous.
- Extraneous information has been trimmed or is disseminated via other vehicles in order to keep an economical magazine page count.

Feedback on the new system is encouraged and welcome; please email [mterrell@ncma.org](mailto:mterrell@ncma.org). CMN

A close-up, high-contrast photograph of an elderly person's face, focusing on the eye and forehead. The skin is wrinkled and the lighting is dramatic, highlighting the texture of the skin. The background is dark.

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