ASCC NEWSLETTER
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Upcoming Events

ACI Spring Convention
March 27-31, 2022
Orlando, FL

Committee Week
April 20-22, 2022
St. Louis, MO

Concrete Executive Leadership Forum
July 14-17, 2022
The American Club
Kohler, WI

Annual Conference
September 29 - October 2, 2022
Hilton Cleveland Downtown
Cleveland, OH

Welcome New Members

- Applied Building Sciences, North Charleston, SC
- Captivating Concrete, Tawas City, MI
- Florida Concrete Unlimited, Miami, FL
- McVittie Construction, Midland, MI
- Vaillancourt Concrete and Construction, Milford, NH

Welcome back Ultimate Edge, Millerburg, IN and B&B Concrete Placement, Romulus, MI.
Message from the Executive Committee

Putting Pride Aside
Cory Lee, vice president

What is the biggest obstacle to success in business?

To answer that, we have to ask ourselves what is the biggest problem in concrete construction.

When we have a problem, whether it be quality, customer problems, or internal struggles, we typically find that communication has failed in some form or fashion. Either we didn’t manage the customer’s expectations or properly communicate how to finish the concrete. Most of our internal communication problems come from people that either try to solve problems themselves, or step on someone’s toes while trying to solve a problem.

Human nature is to want to show that we can do our jobs well and solve our own problems. Inevitably this backfires as construction and business problems are complex. The more we can get the right person or persons to help us solve problems the better the solution. We have to put our pride to the side and solicit help even when the situation seems easy.

Human nature is to want to be important. This simple need drives people to want to move up, sometimes faster than they are ready, and be seen as the boss. There is a huge difference in being the boss and being the leader. Focusing on helping others feel important and becoming important is key to solving many if not most of our internal struggles. To do this, we have to put our pride aside and give credit to others even when it may have been our idea.

So… what is the biggest obstacle to success in business?

It’s PRIDE. I’m not talking about pride in our work or pride in our company. I am talking about personal unproductive pride. If people in companies can put their pride to the side and focus on the greater good of the company, there is unlimited potential.
Executive Director's Message

What is ASCC Worth to You?
Bev Garnant

The ASCC Education, Research and Development Foundation has been in existence since 1987, and, over the last 20 years has funded a number of significant projects; some on its own, some in cooperation with other concrete-related foundations. These include publications such as “Tolerances for Cast-in-Place Concrete Buildings” and “Guide to the Design and Construction of Concrete Toppings.” The foundation provides scholarships for CIM students, and made a large gift towards the new CIM building at MTSU, where a laboratory will be named in honor of Ward Malisch, our previous technical director and a strong advocate of concrete contractors. Research funded by our foundation has included collecting data on laser scanning, minimizing concrete cracking, stair tolerances, delamination of lightweight concrete, green concrete in building
construction, and much more. Despite these accomplishments the foundation’s work often goes unmentioned.

Recently the foundation directors adopted a new financial model under which the foundation established an endowment into which 75% of all gifts are deposited. The remainder is available for responding to new initiatives. The foundation board’s goal is to reach $1M in the endowment by fall of 2026. With a recent generous gift of $250,000 from Somero Enterprises our endowment goal is well on the way.

Over the next few months many of you will be asked to make a contribution to the foundation. If you’re of the mind to consider a donation, I’d suggest you ask yourself these questions:

• What has ASCC membership meant to my company?
• What has ASCC meant to me personally?
• How might my company be operating differently, perhaps less efficiently, if not for the resources of this organization?
• Are we a safer company since we joined? And if yes, has ASCC’s influence played a part?
• Can I name 1-10 people, or more, who have become cherished business friends and/or friends through ASCC?

I hope thinking about these questions paints a clear picture of the significance of ASCC in your life and motivates you to make a donation to the foundation and the future of our industry. Thanks for your time reading this.

Concrete Construction Specialist
Guidance for Concrete Contractors ... #4 in a series
Jim Klinger

Full disclosure: The human central nervous system is a totally natural product that looks like it could be peeled right out of one’s dearly departed corpse and laminated onto a great big sheet of plywood (just run an image search for “real nervous system” and see what appears). The system is designed to transmit information related to certain loads and stresses. Any learned discussion of this system typically involves use of these terms: tension, compression and even depression. The nervous system obviously works, but the medical profession cannot say they know exactly how. Just when they think they’re getting close, technical advances cause another new feature to appear. It is sometimes possible to control the behavior of the nervous system with chemicals, but it cannot always be guaranteed when the effects might kick in; perhaps within 60 minutes, but anything more than 90 minutes would probably be unacceptable. Some might say any effort to influence or predict the behavior of the nervous system would be a purely trial-and-error proposition.

And for years they’ve been telling us that concrete’s the thing that moves in mysterious ways.

Despite advances in its component technology, concrete remains a mostly natural product. Potential compressive strength uncertainties might exist at any time during construction; from the first introduction of mix water to long after supporting formwork has been removed. According to ACI 318-19 Commentary recommendations referenced in Chapter 26, engineering judgement should be applied to help evaluate and determine significance and structural implications once apparent low compressive strength has been suspected.

You aren’t likely to find the term “engineering judgement” defined explicitly anywhere in civil engineering textbooks or construction industry literature. Roughly speaking, the term might commonly be used to describe a developmental process that combines classroom education and a healthy dose of field experience to further one’s understanding of the unpredictable behavior of a naturally moving target.

Ideally, the field portion of the process that is supposed to refine an engineer’s sense of concrete situational awareness evolves over the course of one’s career. After all, how many engineering textbooks could possibly cover practical, potential concrete strength issues commonly detectable
only in the field; often subtle conditions that involve materials, forming, placing, finishing, inspecting and testing?

Many veteran engineers and ASCC members will tell you straightaway that impressions of their own jobsite experiences concluded with an understanding that no matter what the textbooks and computer programs say, concrete seems to move in unpredictable--and often mysterious--ways.

In a recent “President’s Memo” column, (Concrete International, January 2022) ACI president Cary Kopczynski introduced a Constructability Certification program aimed at design engineers and currently being developed to “include training modules that will provide designers with a working knowledge of formwork, reinforcing bar detailing, specifying concrete, differences in the way designs should be approached as a function of project delivery type, and many more subjects”. In addition to describing the rationale driving the constructability training modules, Kopczynski reminds us of the importance of collaboration between designers and builders. Collaboration is the key to most successful projects and a fantastic way to help encourage the development of engineering judgement.

Unfortunately, some industry legal/contract language can make collaboration either impossible or very cumbersome. In a design-build project, for example, there is a fairly decent chance that an ASCC concrete contractor might actually have a seat at the bar next to the engineer when the Owner pulls the pen out to sketch schematic details on the proverbial cocktail napkin.

On the other hand, if a project is set up to be the standard design-bid-build, AIA contract language will probably limit direct communication between the concrete contractor and the engineer, which means communications could be tied up with RFIs and red tape. After all, how many are there among us who have been told by a GC that we are not allowed to collaborate with the engineer directly, that we have to involve the GC first? And how long did that take...and was it ever productive and beneficial to the Owner?

To make matters worse, our colleagues at the American Society of Civil Engineers (ASCE) tell us that it is okay for a contractor to collaborate with the engineer during the design phase of a project, just as long as that same contractor is not allowed to bid and build the job:

> Periodic constructability reviews conducted by the design professional during the project design phase may reduce problems during construction and help control costs. Often, constructors can be solicited during project design to assist with constructability reviews.

> When soliciting contractors to participate in constructability reviews, it is critical that the contractor not be placed in a position where a conflict of interest could occur. Contractors conducting constructability reviews must not be allowed to bid on the construction project being reviewed.

Despite these industry obstacles, however; once a project is awarded, the ASCC concrete contractor should make every effort to follow Kopczynski’s advice. Approach the engineer ...and collaborate. At a minimum, ACI documents provide two possible opportunities to make this happen.

ACI 117-10, Section 1.1.3 states that a meeting among the contractors to discuss the work and tolerances is mandatory; the owner and the design team, however, do not have to attend. Invite the structural engineer (and the owner) anyway. If they choose not to attend, insist that both are copied on the meeting minutes.

ACI 301-20, section 1.6.1 states that, if specified, the concrete contractor must attend a preconstruction conference with the engineer to discuss project requirements, acceptance criteria, and responsibilities. So meet with the engineer. Come to the meeting prepared. Tell the engineer you are an ASCC concrete contractor and you want to collaborate on a successful project.
The key here is that the concept of collaboration between the structural engineer and the concrete contractor is way too understated in many ACI documents. It can be sensed in so many places, just below the surface. Thanks to Cary Kopczynski for helping to bring this to light.

Speaking of unpredictable behavior and judgement, two members of the ASCC Technical Division assisted in publishing “Expect Compressive Strength Test Results Less Than Specified Strength on Every Project” in a recent industry magazine (Concrete International, February 2022). Additional technical writing assistance was provided by Colin Lobo (NRMCA) and Eamonn Connolly (McHugh). In this article, strength testing of concrete cylinders is explored, along with reserve cylinders, core testing and engineering judgement. It’s not what you think.

Concrete Polishing Council
Calculating Risk; Not Just Ours but That of Others
Scott Metzger, council director

"If this is something you wanna do, and if this is something you gotta do, then you do it.” – Rocky Balboa

I recently returned from the World of Concrete 2022 in Las Vegas and was pleased to see so many fellow CPC members at the show. After spending most of December wondering if the show promoter would cancel, it became clear after the holidays that “the show must go on!” I spoke with many exhibitors that had reservations about going, and a few that ultimately pulled out. I must admit I too had concerns, but after skipping the June 2021 show, two years seemed like too long not to catch up.

One unfortunate thing about the show timing was that it appeared it was going to intersect with the very peak of the nationwide infection rate for Omicron. This likely could not have been predicted in December, when I expect any decision to postpone would need to have been made. In the face of this unfortunate timing, virtually everyone I spoke with came to Las Vegas assuming they would leave with COVID. For my team, this proved true, as myself and three others tested positive within a few days of returning. And I know of dozens of other customers and vendors who came home with COVID as well. Thankfully, it appeared most of us got the Omicron version rather than the Delta or the “classic.” Still, no one I spoke with said it was “nothing.” Thankfully almost all had the benefit of fighting it with two shots and a booster.

From the beginning, living with COVID has been a study in our own “risk tolerance” calculations. Construction from day one was largely deemed “critical and essential,” and I respect the fact that so many of our contractors navigated their way through the pandemic, steering their teams through the restrictions and dangers. But attending a construction trade show is not critical or essential. As most of you know, ASCC made the difficult decision to pull out of exhibiting and meeting physically at the World of Concrete, and I believe this was the right call. For an organization that prioritizes safety, exposing staff and volunteers to an environment rife with COVID did not make a lot of sense. While I know many of our members elected to take that risk, they did so voluntarily – not because it was their job or their obligation as a board member. I applaud the ASCC for making that decision and for putting personal safety first.

While I estimate that overall attendance at the show was likely less than 50% of normal, one bright spot was that the Polishing Luncheon on Tuesday was nearly sold out and the attendees had the opportunity to learn more about ASCC/ACI 310.1-20 Polished Concrete Slab Finishes specification and the opportunities to better communicate with the design community and differentiate contractors by knowing the specification and speaking its language. Chris Wright, Durable Surfaces, moderated the luncheon, with a panel of contractors including Kim Robles, Robles Concrete Design; Adam Beamish, Mark Beamish Waterproofing; and Jameon Schwarz; Pro Concrete Designs. Both Chris and Kim were recently elected to the CPC board. Congratulations to them, we look forward to benefitting from their time and talents.

Besides a new COVID infection, I left Las Vegas with an overwhelming feeling that as an industry, and perhaps even as a country, we have reached a COVID tipping point. So many attendees had already contracted COVID one or more times. Some had largely sheltered in place until recently, while some continued to vehemently refuse the vaccine. Many had suffered the loss of family or
friends. Yet all these folks were there together. The only consistent thread was that by now, everyone knew someone who had COVID, or had been sick or died from it. That was a lot different than in 2020 and 2021. As we all continue to measure our own risk tolerance, I think it important to remember that many of us are running those calculations not just for ourselves, but also for our families and friends. While we may be at the tipping point, life remains far from normal as we figure out how to live with COVID long term. As CPC members I believe it’s incumbent to put safety first, not only in the field, but in our homes. It was great seeing so many of our CPC family at the show, and I appreciate how much they contributed to one of the first chances I have had in a long time to be reminded how great “normal” can feel.

Decorative Concrete Council
World of Concrete Wrap Up
Chris Sullivan, decorative concrete specialist

Despite ASCC and many other recognized companies not attending the World of Concrete, the show did go on. Attendance was noticeably light, I would estimate off by more than 50% compared to a non-COVID year. It was not all negative. Many exhibitors claimed the quality of attendees was better and had more quality time to interact with prospects and customers. Most would agree the outside areas were busier then inside. The new West Hall was put to good use hosting the heavy equipment exhibitors as well as the educational programs. On a personal note, I represented ASCC presenting the ACI Decorative Concrete Flatwork Finisher preparation program and had 24 people in attendance. This was the largest class I have worked with to date. I also presented Troubleshooting Common Issues in Decorative Concrete to more than 250 attendees. The show tested a new shortened format, opting to eliminate the half day on Friday and running exhibits Tuesday through Thursday. All indications were this was a good choice, giving everyone Friday to recover or travel. I think I speak for everyone when I say we look forward to getting back to a normal World of Concrete where we can network and socialize without fear of getting sick.

I encourage you to utilize all the technical hotlines provided by ASCC. These are a valuable benefit available to members only. You can reach the ASCC Decorative / Polishing Hotline via phone at 303-570-7374 or by email at csullivan@ascconline.org.

Spring is Coming
Jeff Eiswerth, DCC council director

Depending on where you live, it may be hard to believe that spring is just around the corner. Here in northeast Ohio, it was a bit of a harsh winter, if you consider cold and snow harsh. Now, if you are a snow sports enthusiast, it was a great winter! It's the most snow we've had in many, many years. Thank you global warming. Our kids were able to ski on our modest little slopes, and we are thankful for that.

Despite having enough snow to ski near home, we are still taking our Spring Break next month to the real slopes of Montana. One of our favorite places is Big Sky, Montana, truly God's country. If you've not been there, I highly recommend a trip winter or summer. It is an amazing place with spectacular scenery, great skiing in the winter/spring and hiking and fly fishing in the summer/fall. It's about forty-five minutes from West Yellowstone and not a long trip to see Old Faithful to add a more touristy, iconic flair.

Hopefully this month's message finds you, your family, colleagues, co-workers, and customers all doing well. If you've been cooped up for a few months because of your weather situation, hopefully a reprieve in temperature will soon be coming and you can get out. Enjoy life. For those that know me and have read my previous articles you know by now that I work to live vs. live to work. At the very least take some time off to read a book or do whatever it is that you enjoy.

Until next time, wishing you sunny skies!

DCC Awards Submissions Open
**Safety & Risk Management Council**

ASCC S.T.A.R. Program: The Time to Get Involved Begins Now!
Joe Whiteman, director of safety services

**Introduction**

The ASCC Safety Training Assessment and Recognition program (S.T.A.R.) is a benchmarking and continual improvement tool for concrete contractors to assess their safety program, identify a path for improving performance and culture, and promote “buy-in” within all levels of their company. Members first establish a baseline against industry accepted criteria. As companies improve, they reassess and resubmit their criteria, having incorporated recommended management practices, programs, and initiatives. As they improve, companies realize an elevated safety awareness and build a stronger safety culture throughout all levels of their organization.

**What is It?**

The Safety and Risk Management Council (SRMC) wanted to provide a road mapping tool to help members overall safety programs. While all contractors want and intend to work safe, it can be easy to get lost in the details. Where do you start? What are your priorities?

The S.T.A.R. program provides the plan and the contractor executes. As each company assesses where they are in their safety journey against a list of 15 Key Performing Indicators (KPIs), the plan for where to focus and what to improve becomes clear. Think of the S.T.A.R. program as a “living” Gap Analysis performed on a regular basis to identify areas of improvement within your safety program. With each reassessment cycle comes opportunities for measured improvement, and the possibility of achieving the next S.T.A.R. rating.

**How Does it Work?**

Each participant completes the initial application process and assesses their safety program status based on the 15 KPIs. Participants score their level of achievement for each component on a weighted point scale by documenting safety data such as TRIR and EMR. Based on the results of the application, and after review by the Safety and Risk Management Council, an initial star rating is awarded. Companies achieve a S.T.A.R. recognition level of Five, Four, Three, Two or One.

Once a company has received their initial rating the real work begins. Three years may sound like more than enough time to implement new best practices, initiatives, and programs, however while some can be implemented relatively quickly, realizing the measured safety performance data takes time. As companies climb the S.T.A.R. ladder, many of the initiatives that separate a Five Star participant from a Four Star participant and so on, are larger in scale and may require participation from ownership or operations.

**Who Can Participate?**

The S.T.A.R. program was developed to apply to concrete contractors regardless of scope or size. Whether you employ 25, 250 or 2500 craftsmen, the process works the same. The fundamentals of safety are the same as the recommended best practices, programs and initiatives found within the 15 KPIs. The KPIs and industry safety best practices are universal, and work for all companies no matter their size, organizational structure, or geography.

**How will participating in the S.T.A.R. program improve my company?**

Participation in the S.T.A.R. program sets companies on a path towards a world class safety program. Companies will realize greater employee involvement and pro-active mindsets that foster a robust safety culture.

Another benefit is setting your company apart from others as you strive to become one of the safest contractors in the industry. As the list of S.T.A.R. program participants grows, you will be
part of a group of companies that share challenges and success with others participants. New opportunities for networking will be developed to ensure companies are afforded the resources and knowledge to help all be successful.

**How to Get Involved?**

Visit our website to download and submit your application. Engaging employees from all levels and responsibilities within the company will provide a true baseline of where your company stands in their safety program and culture. Please contact ASCC director of safety services, Joseph Whiteman at jwhiteman@ascconline.org with questions.

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**Concrete Industry Management Program Breaks All Previous Records at World of Concrete Auction**

The National Steering Committee (NSC) for the Concrete Industry Management (CIM) program is pleased to announce they raised more than $1.74 million in gross revenue at its annual auction, held in conjunction with the World of Concrete.

“This year’s auction was a tremendous success, both in terms of the value of donated items and auction participants,” commented Ben Robuck, CIM Auction Committee Chairman. “The results are indicative of the high value the concrete industry places on the CIM program. We thank the concrete industry for their tremendous support. In addition to a concrete mixer truck donated by Mack® Trucks, Inc. and McNeilus®, a truck-mounted concrete pump donated by Alliance Concrete Pumps, a truck chassis donated by NORCAL Kenworth and Kenworth Truck Co., a high-performance mixer donated by Con-Tech Manufacturing, Inc., an S-485 Laser Screed® donated by Somero Enterprises and a Shumaker Industries’ Load and Go Ready Mix Truck Wash® system, we had a variety of items targeted specifically for the concrete industry.”

In addition to the live auction, a silent auction was also held with record proceeds. Live and silent auction items included cement, concrete saws, drills, mixers, vibrators, safety equipment, screeds, decorative concrete tools, water meters, pumps, generators, training sessions, reference books, iPads and laptop computers, sports travel packages and golf and vacation travel packages.

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**ASCC 2022 Membership Drive Tally**

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<th>Teams</th>
<th>New Members</th>
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<tr>
<td>#1 Co-captains: T. Manherz &amp; A. Albanelli</td>
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<td>#2 Co-captains: A. Gregory &amp; S. Metzger</td>
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<td>#5 Co-captains: W. Albanelli &amp; S. McGillicuddy</td>
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<tr>
<td><strong>Total</strong></td>
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ASCC Webinar Series

REGISTER HERE

Wednesday
March 9
3:00pm CST

Wednesday
April 13
3:00pm CDT

NRMCA’s Design Assistance Program for Paving Contractors
Luke McHugh PE, NRMCA

Cement Outlook 2022
Ed Sullivan, Sr. VP & Chief Economist
Portland Cement Association

HOTLINE QUESTIONS

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Jim Klingar
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POLISHED CONCRETE
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DECORATIVE CONCRETE
Chris Sullivan
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888 - 483 - 5298

ASCC members have access to these toll-free numbers for assistance.

Support Our Associate Sustaining Members

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