

Hilton Cleveland Downtown
Cleveland, OH

Safety Summit

November 10-11, 2022
Albuquerque, NM

Message from the Executive Committee

From Navigating COVID to Navigating Material Escalations Maizer Oujidani, vice president

For the past two years we spent a significant portion of time learning how to cope with a pandemic, and coming to understand what it meant for our businesses. More than ever, business was less about competition and more about keeping our people safe, healthy, and employed.

During that same time frame oil futures crashed overnight, from \$18/barrel, to when it really hit the bottom of the barrel at minus (\$38.00) in April 2020. Eventually oil normalized to an average of \$40/barrel for the year. No one really complained about this mind-boggling swing because perhaps for the first time ever we had a perfect scenario; low traffic AND low fuel costs as more people worked from home.

Fast forward to today, the pendulum has swung back with a vengeance. Many of our daily conversations center around constant material price escalations, extended lead times, and supply chain disruptions. Difficult conversations are being had with customers daily. In case you were curious, oil futures were trading up to \$130/barrel last week.

So where do we take it from here?

If only we had a crystal ball... What we do have are market indices to help us gauge trends and anticipate their effects on our businesses. Lately, my focus has been on the lumber index, metal scrap index, and other indices tied to our industry. As I look at these and think about our clients, I can't help but think it might make more sense to build structures historically made of lumber and steel, with concrete. Our clients look to us as industry leaders, ready to point out the design efficiencies of concrete as steel and stick frame buildings are becoming exponentially more expensive. A unique opportunity has arisen for the concrete industry to help clients recognize the profitability of building with concrete.

Let's get to work!

Executive Director's Message

2022 Membership Drive Bev Garnant

President Bill Bramschreiber asked for a membership drive this year and one has been organized and is off and running. The drive lasts through the end of 2022, and "appropriate attention" will be given to the winning team at WOC 2023. Five teams, each with two co-captains and five additional volunteers, were formed. Each team has a representative from the DCC, CPC and Emerging Leaders Committee. Results are slow so far, but I anticipate big numbers to come.

The drive is certainly warranted. The pandemic reduced membership, from a high of 775 in February 2019 to 706 three years later. The numbers have trended downward throughout COVID, however we've experienced a slight uptick over the last three months; hopefully one that continues. Since November 2021, six companies have rejoined. That would seem a sign that some who struggled are turning things around.

The teams for the drive are set. However, if you know of a potential new member please share your information with a co-captain of your choice and help the cause. Make sure you get a signed statement that they will share a portion of the big cash prize.

Good luck to all and may the best team win! (Of course it only makes sense that the best team would win. . .)

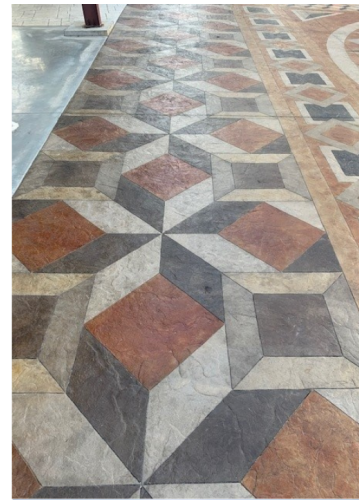
Teams	New Members
#1 Co-captains: T. Manherz & A. Albanelli	0
#2 Co-captains: A. Gregory & S. Metzger	0
#3 Co-captains: T. Primavera & M. Oujdani	0
#4 Co-captains: Matt Poppoff & R. Merlo	2
#5 Co-captains: W. Albanelli & S. McGillicuddy	0
Total	2

DCC Awards Submissions Open

The deadline to enter your projects in the DCC International Project Awards will be here soon. Use this opportunity to showcase your award-worthy work to customers, your craftspeople, and the industry. 12 categories cover every range of decorative and architectural concrete installation.

Cementitious Overlays
Polished Concrete & Overlays
Architectural Concrete
Cast-In-Place - Stamped
Cast-In-Place - Special Finishes
Countertops/Furniture/Firepits
Multiple Applications
Concrete Artistry
Stained & Dyes
Vertical/Facades
Decorative Resinous Coatings
Project Video

[Click here to see the brochure.](#)
[Submit your project online.](#)



Concrete Construction Specialist

Guidance for Concrete Contractors ... #5 in a series
Jim Klinger

Full disclosure: Over the past year, the intrepid ASCC Technical Division research staff has been assigned to cover a wide range of stories that directly affect the ASCC membership at large. In some cases, the background sources for these articles did not come from the concrete construction business per se. For example, we relied on the sensational, crisp legal writing of attorneys Loulakis and McLaughlin over at ASCE's Civil Engineering Magazine to explain the intricacies of the Spearin warranty decision as a basis for our Feb. 2021 **VOICE**. We again turned to our ASCE colleagues for assistance with our COVID claims cost recovery story that ran in March. When we needed a touch of wry humor to kick off our **VOICE** series on concrete estimating in November 2021, we found inspiration courtesy of Vince Bailey, a seasoned drywall guy who writes the "Estimator's Edge" column for "Construction Dimensions", the AWCI (Association of the Wall and Ceiling Industry) monthly magazine. This month's source comes to us in a roundabout way, discovered while researching related topics for future ASCC Position Statements. As you read into it, you'll quickly see the source as clear as glass.

What follows is adapted from a presentation prepared by attorney Courtney Little, president of the American Subcontractors Association (ASA) titled "**The Top Ten Clauses When Negotiating Contracts**". This presentation lays out typical situations we all encounter when administering our

subcontracts with GCs and Owners, and typical work-arounds and carve-outs we might use during the back-and-forth of subcontract negotiations. Unfortunately, the ASA presentation is a bit too long to reprint verbatim in **The Voice**, but it is readily available in the public domain. We encourage ASCC members to study the ASA presentation in its entirety at the link provided below.

When the GC says "This Owner is very demanding and doesn't always know what it wants. We need you to stay flexible when considering these new documents."

The ASCC sub can say "Like you, we are committed to giving the Owner the best job possible. But the documents currently contain many added cost items that we didn't know about when we bid to you. We can either work out our pricing with you on those items or go back to the earlier requirements."

When the GC says "We both know what your trade involves. I don't think we need to define every dot and tittle now."

The ASCC sub can say "You'll see that our bid submission was very specific about what it covered. We either need to incorporate the description of work in my submission and the price into the subcontract, or, we need to delete from the subcontract those items that were added."

When the GC says "We can address these concerns later as the job progresses."

The ASCC sub can say "I know we're both committed to making this project go as smoothly as possible. It's best to address these potential problems now, instead of waiting for problems to arise."

When the GC says "You are going to have to be flexible and adjust your schedule as necessary."

The ASCC sub can say "I understand that you may have to make subcontract schedule changes, but I can't agree in advance to adapt and adjust my work to suit your needs without the right to more money and an extension of time for me to finish my work."

When the GC says "Don't worry. We're going to have everything ready for you."

The ASCC sub can say "I can't make the schedule unless your jobsite utilities are ready on time and my submittals are approved and returned promptly."

When the GC says "We don't pay for acceleration. You just have to be flexible."

The ASCC sub can say "If my work doesn't start on time because of project delays, I'll need to be paid for my acceleration costs or be allowed more time to finish."

When the GC says "Time is of the essence on this project. There's never an excuse for not getting the job done on time. You'll be held fully responsible."

The ASCC sub can say "We agree to make a good-faith effort to help you meet your completion date, but we can't give up any delay claim rights if we incur more cost for reasons outside our control."

When the GC says "I need your subcontract price to be firm. Neither I nor the Owner want to worry about price increases that are out of our control."

The ASCC sub can say "My bid proposal included a price escalation clause. One of the reasons I could give you such a low bid is because I didn't have to build contingencies into my price."

When the GC says "We're going to get this project done quickly. I don't expect any delays."

The ASCC sub can say "Then the escalation clause really shouldn't be a factor. We'll be in and out before we get any surprise price increases."

When the GC says "We can always address unexpected price increases later if they arise."

The ASCC sub can say "You and I both know that leaving issues like this unresolved can lead to disputes later. Let's address this now so we can focus our energies on building the best project possible."

Concrete Polishing Council

Striking a Healthy Work/Life Balance Scott Metzger, council director

The other night I went to see the great 80s new wave band The Psychedelic Furs. It was a reschedule of a reschedule as the first show was cancelled for COVID, and the second because two band members got COVID a few days before the show. I had purchased eight front row seats with the plan of going with three of my high school classmates and their spouses so we could all relive our glory days. But as the concert ended up rescheduled for a Wednesday night, half my party bailed because they had to work the next day-or maybe they had to get back to the nursing home by a certain hour 😊. Regardless, they missed an incredible night. I fear that too many would make the same choice in order to be "ready for work." I maintain that to strike a healthy work/life balance, sometimes you need to be "ready for play."

Coming out of this COVID mess it's way too easy to stay in the rut of being "safe at home" and rather than returning to an active social life. I learned long ago that for my family, the best way to ensure we spent time playing, and not just working or studying, was to attend concerts, plays, ball games or whatever, and to have these outings scheduled throughout the year. If you wait to decide whether to attend an event or go to a party, too often inertia sets in, and you end up passing up chances to actually live life. I know this because I spent a lot of my early work life stuck in that pattern. Then a yard sale changed my life. I know, that's not something you hear every day.

My mother was an antiques dealer, so as a child I spent most weekend mornings "picking" with her at yard sales and flea markets. After seeing how it was possible to make money re-selling things without a whole lot of work, I started doing the same, and still do to this day. About 15 years ago I went to an estate sale where the owners had just entered a long-term care facility. Their kids were selling everything, and two boxes with hundreds of Playbills caught my eye. I didn't know much about their value, but they were all from the 1950s to 1980s, and for \$5 a box, I figured I couldn't lose too much. After I got home, I realized the real treasure. The couple had basically kept comprehensive diaries of their nights on Broadway in each Playbill – where they had dinner and what they ate, reviews of the performances and actors, funny things that happened during their trip, etc. As I anxiously read through some thirty years of their life together, I reflected on how fortunate they were to have shared those experiences and how fully they had lived their lives. I hoped that having done all that was still bringing them fond memories as they approached their sunset years. And I decided then and there that someday, when I was in a nursing home, I wanted to have experiences like that to look back on. And that's exactly what I have done from that day forward.

Many of the most successful contractors I know in the CPC make downtime an important part of their lives. Whether it's hunting or camping or concerts or beach vacations, most seem to have adopted a "work hard, play hard" attitude. After what we have all experienced over the past few years, self-care is more critical than ever. Granted, not every contractor has the ability or the financial resources to "take off" whenever. But it's not necessary to travel the world or book a luxury vacation to treat yourself to a mental break. Something as simple as taking in a concert or a going on a hike, or even a dinner out, often suffices. Regardless of what brings you joy, my advice is to schedule leisure activities into your life as routinely as you schedule work. Otherwise, you risk fatigue and inertia. For my family there are plenty of times where circumstances change, or one of us is too tired or rushed, and we elect not to go to something scheduled. But so be it. If we always waited until that day to decide, staying home would likely win out. When you force yourself to "opt-out" on life experiences rather than "opt-in," complacency tends to be the loser, and great memories can result.

I hope all of you can enjoy putting COVID behind you and get back to striking a healthy work/life balance. The world is full of opportunities to make memories beyond your last completed job. I say that after the storm we just endured- just as when we were kids- it's time to go outside and play!

Safety & Risk Management Council

Asbestos: A Brief Overview

Joe Whiteman, director of safety services

Asbestos was commonly used for insulating buildings and homes against cold weather and noise. Due to its heat and fire-resistant characteristics, it was also a popular fireproofing material in the early 1900s. Asbestos is the fibrous form of crocidolite, amosite, chrysotile, anthophyllite, tremolite or a mixture containing any of these materials. In most commercial forms, asbestos looks like attic insulation, a ball of thick fuzz. In the construction industry, it was common to use asbestos in products such as cement and plaster, industrial furnaces and heating systems, building insulation, floor and ceiling tiles, and house siding. A good rule of thumb is, if a facility was built pre-1987, there's a good chance it has asbestos-containing materials (ACM). Those in the decorative and polishing industries should be aware of exposure to ACM in flooring mastic and tiles.

Inhaling asbestos fibers can cause cancer and other diseases including asbestosis, scarring and stiffening of the lungs caused by inhaling asbestos dust over many years. Breathing becomes very difficult due to the build up of scar tissue inside the lungs and may lead to fatal diseases such as pneumonia and heart disease. Exposure can also cause lung cancer and mesothelioma, a cancer of the linings of the lungs and abdomen. Asbestos-related diseases and symptoms generally take a long time to manifest, sometimes up to 30 years from initial exposure. Smokers are at an increased risk.

Awareness to these hazards is critical as asbestos is often mixed with other materials. Because the individual fibers are microscopic, it is important to avoid disturbing asbestos and to be trained to work with it safely. Renovating or demolishing houses containing asbestos products can release fibers, which can stay airborne for hours. Inhaling the fibers is the number one exposure and health hazard when working around ACM.

Those performing asbestos abatement must be trained and certified. If you have not had this training, by law, you are not allowed to remove or disturb the material. Always know when to ask the right questions, and make sure to understand the type of work you are undertaking. If the construction is new, chance of exposure to ACM is virtually impossible as it has been outlawed for use since the late 80s. If you are performing work in an older building, find out when the building was built. ALWAYS KNOW WHEN TO ASK THE QUESTION.

DeCarlo Named ACI Fellow

Congratulations to **Anthony R. DeCarlo, Jr.**, operations officer for ASCC member **TWC Concrete, LLC**, Cincinnati, OH. DeCarlo will be honored with the rank of Fellow of the American Concrete Institute (FACI) at the ACI convention in Orlando later this month.

ASCC Webinar Series

REGISTER HERE



**Wednesday
April 13**

3:00pm CDT

Cement Outlook 2022

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



**Wednesday
May 11**

3:00pm CDT

Opioids in the Work Place

Cal Beyer, VP Workforce Risk & Worker Wellbeing,
Holmes Murphy



Brand Newland, CEO, Goldfinch Health



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Chris Sullivan
csullivan@asconline.org
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Joe Whiteman
jwhiteman@asconline.org
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ASCC members have access to these toll-free numbers for assistance.

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American Society of Concrete Contractors
2025 S. Brentwood Blvd., Ste. 105
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