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- ASCC Webinars

Registration

- Atlantic Building Restoration Limited, Dartmouth, NS, Canada
- Beech Contractors, Charleston, SC
- CGS Contracting, Jonesboro, AR
- NVCO Construction, Kansas City, MO
- Terex Advance, Ft. Wayne, IN

Welcome back, Pacific Structures, San Francisco, CA!

Message from the Executive Committee

What I Get From CELF Cory Lee, Vice President

When I think of ASCC and the benefits the organization provides our members, one of the most impactful for me is the CELF. This year was no exception. From the location to the content and networking, CELF Hawaii was one of the best uses of my time so far this year.

Whether moving through your career or growing your company, as we move into larger roles we face challenges that are broader and have fewer finite answers. Helping solve those broader business questions is what CELF has been able to help with the most.

The ability to sit with other individuals in similar roles to my own has proven to be invaluable. The round table discussions are extremely helpful and allow us to speak to specific issues we have faced and what solutions have worked. This alone has saved Martin Concrete many missteps as we have grown our company. Topics like how to have tough conversations, both internally and externally, and integrating our culture into our workforce are spot on when we must help our people to be better leaders.

It is rewarding not only to work on business solutions, but to network with other individuals and families in our industry. There are some incredible people in ASCC and it has been great to build friendships that will last a lifetime.

I would be remiss if I didn't also brag about winning one of the BEAM awards (Bev Exposes ASCC Members). Winning the tenacity award was just special. HAHA. Those of you that were not there should ask Bev all about her awards.

Executive Director's Message

Thanks for Sharing Bev Garnant

In Jim Klinger's column about the hotline this month, he says its success isn't due to who answers the phone, it's about the callers; the challenges they're facing, and their willingness to share so others might benefit. I decided to echo that sentiment by saying a HUGE thank you to all of you who not only use the ASCC resources, but so many who have gone above and beyond to assist, even save, fellow members.

We have had:

- Members jump on a plane to spend long hours with another member helping them "right their ship."
- Members "adopt" another contractor's employee or employees for weeks to teach them a new skill.
- Members take a job on behalf of another member that couldn't perform work in a given locale.
- Members joint venture to secure a project.
- Members send one or more of their crew to another's jobsite to help in a tough time.

How many times have you seen on the email forum: "Call me. I've been there/done that, and I'll walk you through it." Think about it. Have you ever had another member – contractor or associate – go out of their way for you? I know many of you are nodding your heads. And if you have a story you'd like to share, I'd like to hear it.

With every safety moment, when someone admits their company has missed the mark or

discovered a fantastic new way. With every email forum question that shows a contractor doesn't know it all. With every confession to a MIX Group that a company is struggling in one way or another. Every time a member shares they receive help and another member benefits.

Sharing is the crux of ASCC; some like to say the golden egg of membership. No one here is judging you for admitting a mistake or a lack of knowledge. They're applauding that you were brave enough to bring it to the table.

Concrete Construction Specialist

What Brings You to the ASCC Hotline?

Jim Klinger

The ASCC Hotline has been in existence for about 50 years, taking calls on business, contracts/specifications and technical issues. The success of the Hotline is not about the person answering the calls, but the contractors that call in. As contractors call, more information is obtained about an issue or project, which collectively leads to a pinpoint answer, a stronger strategy, an ASCC Position Statement, or an ACI article. While the issue or solution is shared with other contractors, the caller is always anonymous. The subjects of Hotline calls vary as shown below, but callers typically receive information that reduces their cost or schedule. Remember to use the ASCC Concrete Construction Hotline (800) 331-0668 or email ascchotline@asconline.org or call (925) 234-2623 or email jklinger@asconline.org.

Business

- Bidding
- Estimating
- Finding Suppliers, Subcontractors or Consultants
- Change Orders
- RFIs
- Warranties
- Legal Advice
- Readymix
- Inspection Checklists

Contracts and Specifications

- Contract Clauses
- Subcontracting
- Scope of Work/Proposal Letters
- Contract Exclusions/Allowances
- Preconstruction Conferences
- AIA and ACI Specifications
- CSI Specification Standards
- ASTM Standards
- ICRI Requirements

Technical

- Cracks, Spalls, Popouts, Blisters, Delamination, Cracking
- Cold and Hot Weather Concreting
- Curing Requirements and Methods
- Concrete Pumping
- Placing and Finishing
- Repair, Including Removal and Replacement Issues
- Construction Tolerances
- Field and Laboratory Testing Standards and Procedures
- Inspection Issues
- Destructive and Nondestructive Tests
- Quality Control and Quality Assurance
- Formwork and Formwork Design
- Reinforcement and Post-Tensioning
- Normalweight and Lightweight Concrete Mix Designs
- Mass Concrete Requirements and Methods (Fly Ash, Slag, etc.)
- ACI Building Code Requirements
- ACI Document Interpretation

Concrete Polishing Council

"Trust, But Verify"

Scott Metzger, council director

There's an old Russian proverb that says "*Doverayay, no proveryay.*" As Americans, we know it better as "*Trust, but verify.*" President Reagan frequently invoked this proverb in reference to U.S./Soviet relations during the Cold War and nuclear disarmament agreements. Indeed, Reagan leaned on the phrase so heavily that Secretary Gorbachev once remarked, "You repeat that at every meeting." Reagan simply responded, "I like it."

In speaking with some of our CPC contractor members, this proverb seems apropos when it comes to contracts and change orders for polishing work. As Mike Payne, Mike Payne and Associates, put it: "Verbal contracts are only worth the paper they're written on."

Through the years I have seen many of our joint filler installation contractors burned by verbal agreements. The most frequent scenario occurs when joints are cut deeper than specified and the general contractor agrees to pay for extra material to keep things moving. But all too often, the project manager or superintendent that made that verbal agreement never seem to be around when it comes time to pay the bill, and the installation contractor gets stuck with nothing more than a promise to "make it up" on the next job.

All of us prefer to work with folks we know and trust. Many of us grew up in a world where a handshake was as good as a contract and where one's word was their bond. Too frequently today we work with larger and larger entities where one person's well-intentioned verbal agreement is separated by many layers from the person actually in charge of honoring that agreement. To protect our business interests and our bottom lines it's always best to "get it in writing."

To follow are a few good reminders from contractor members on what to watch out for and what to document before proceeding with work.

1. *Indemnification clauses. These can be traps from the GC. Read these extremely carefully.*
2. *If your change order is not in writing, you are gambling on the good word of your contact if you proceed. When push comes to shove, you will generally lose.*
3. *Liquidated damage clauses. These too can be very tricky. Read carefully and don't be afraid to red line before signing the contract.*

Roy Bowman II, Solid Surface Care, Inc.

1. *Itemize bids to include service activities so you quantify your units and unit pricing. Make sure these make it into your contract.*
2. *Offer unit prices if you are using lump sum bid proposals and make sure they are in the contract.*
3. *Qualify and exclude all drivers of cost not included in your bid. If you do not exclude work, you will be assumed to have included it in your bid, as you are the professional.*
4. *Ensure any cost changing documents are signed by a qualified signer. The first excuse not to pay a signed TM slip or field ticket is that the signer was not qualified to approve cost changes. Make sure you have a document that includes the scope and price of changes and identifies the cost approvers.*
5. *Document work with before and after photos of all potential scope creep or cost change activities.*
6. *Do not perform work prior to approval. If working on a T&M basis it is wise to ensure you receive approval acknowledgement daily.*

Ryan Klacking, Syncon, Inc.

Somewhat ironically, Secretary Gorbachev was often known to quote a proverb attributed to American writer Ralph Waldo Emerson, "*The reward of a thing well done is to have done it.*" This certainly holds true for many of us in our daily lives. But perhaps adding the words "and to have gotten paid for it" would make it even more true for our contracting community.

Decorative Concrete Council

Annual Conference, DCC Awards, Stronger Together Chris Sullivan, decorative concrete specialist

In this month's newsletter I want to touch on a few topics.

The Annual Conference is right around the corner. If you have not registered and are on the fence, it is not too late! It's not worth being a member if you don't get involved or use the benefits this tremendous organization offers. The Annual Conference is one of those occasions where membership pays for itself. I personally want to invite anyone interested in decorative concrete to attend the DCC board meeting, Wednesday, September 22, 2-4 PM. The education and networking opportunities are amazing, so stop thinking about it, and sign up! [Registration is quick and easy via the website.](#)

Another "must attend" event at the Annual Conference is the awards dinner, September 23 at 7 PM. This will be the first time the DCC Awards will be presented at the conference, having previously been presented at the World of Concrete. The expanded awards ceremony will provide a new and larger venue for the winners to be recognized. This year's winners are amazing, like usual, with some over-the-top projects showcasing the best of decorative concrete.

Lastly, we all know the industry is experiencing unprecedented demand. Led by raw material and labor shortages, it has made for interesting times getting jobs completed. In my research it appears the demand will remain high with ongoing hit and miss supply issues into 2022. Let's all support each other as we go through these turbulent times. We are stronger together!

Excited & Thankful Jeff Eiswerth, DCC council director

As I sit down to write this month's article, I am excited about seeing my fellow colleagues who will attend the Annual Conference later this month. I'm looking forward to catching up with those I have not seen or spoken to in months, maybe years. I've communicated with many of you via text, cell phone or virtual calls, but seeing someone in person is just different. Like years past, I assume many people will still be unable to attend due to work, COVID or another obligation. For me this Annual Conference will be around the tenth I've attended. Pretty sure my first one was Grand Rapids, Michigan. I remember vividly sitting in on something called a DCC meeting. At the time I had no idea what the Decorative Concrete Council was. But, since I was a sales rep. selling decorative concrete coatings I figured I could meet colleagues in the same area and see what it was all about. Little did I know that a decade later I would be the president of the DCC! For me, the conference allows us all to reflect on the mission of the organization, "Enhance the capabilities of those who build with concrete." It also provides valuable education and networking. Personally, I enjoy helping people and giving back to the industry that has provided so much for me and my family. I am truly grateful.

Safety & Risk Management Council

Concrete Pump Truck Set Up - Common Do's and Don'ts Joe Whiteman, director of safety services

As concrete contractors, having a concrete pump truck on your jobsite may be as common as a house having a front door. As regular as that piece of equipment may be on the project, using it can easily become routine, and routine can lead to complacency. When complacency sets in questions aren't asked, and things get taken for granted, forgotten, or overlooked. Pump truck set up is something you do not want to take for granted. These are a few of the common do's and don'ts that should help stave off complacency and stay vigilant and mindful when we set up.

Don't:

- Don't assume the ground or soils condition is sufficient to support the weight of outriggers.
- Don't rush and set the pump truck up near overhead obstacles or power lines.
- Don't use the boom as a crane for hoisting.
- Don't climb on the boom or hydraulic lines.
- Don't clear a clogged hose while it is under pressure.
- Don't expose workers to the hose end when the pump is priming the system and hose.
- Don't allow untrained workers to handle the hose, work near the hopper, or operate the pump truck.

Do:

- Verify ground conditions and ensure proper cribbing is utilized.
- Verify set back distances when setting up near a trench or excavation.
- Verify pump truck logistics on site to ensure adequate space for proper set up, and safe concrete delivery access.
- Verify that outriggers are fully extended. If "short rigging" is necessary, verify manufacturer of pump truck allows for that.
- Ensure all parts of the pump truck including the boom cannot come in contact with power lines.
- Ensure a safe path of travel for concrete trucks and other workers.
- Perform a "dry run" function check and extend the boom in the area it will operate to identify potential obstacles or hazards. Verify the boom can be properly articulated and safely extended.
- Ensure an adequate means of communication is available and utilized. Hand signals are good, but if the operator's view is obstructed radio communication is a safe alternative.
- Coordinate activities on site that may impact concrete boom activities such as other equipment like tower cranes. Ensure right of way responsibilities are identified and proper communication is maintained.

These are just a few of the many do's and don'ts when setting up a concrete pump truck. There are many more hazards to consider, which lends itself to be a regular topic at your morning safety huddle. Get your crews involved and talk about the hazards often so they do not become complacent.

ASCC Webinar Series

REGISTER HERE

**Wednesday,
October 13**

3:00pm CDT

Using Tech Tools to Crush the
Construction Labor Shortage

Bill Wagner, Struxi/Penta Technologies

HOTLINE QUESTIONS

CONCRETE CONSTRUCTION

Jim Klinger
ascchotline@ascconline.org
800 - 331 - 0688

POLISHED CONCRETE

Chris Sullivan
csullivan@ascconline.org
844 - 923 - 4678

SAFETY & INSURANCE

Joe Whiteman
jwhiteman@ascconline.org
833 - 281 - 9602

DECORATIVE CONCRETE

Chris Sullivan
csullivan@ascconline.org
888 - 483 - 5288

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

Support Our Associate Sustaining Members

BUILDING TRUST



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2025 S. Brentwood Blvd., Ste. 105
St. Louis, MO 63144
314-962-0210 or 866-788-2722
ascconline.org

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