

February 14, 2018



Paver Express

A bi-weekly news and information resource from the Interlocking Concrete Pavement Institute

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ICPI NEWS

New *Interlock Design* Magazine App Now Available



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ICPI is pleased to inform readers on the transition of the *Interlock Design* magazine to LLM Publications. One of the benefits of the change is that there is now a new mobile application for the magazine. You can access the app on either Apple or Android products.

To download the application, visit the app store on your phone or tablet and search for ICPI Interlock Design.



ICPI Releases the 2017 Annual Report

ICPI

ICPI published and will release the 2017 Annual Report this month. Be sure to check your mailbox or view the digital version of the Annual Report [here](#).





Look for Highlights of the 2018 ICPI Annual Meeting in Next Issue of *Paver Express*



ICPI

More than 200 leaders of ICPI member companies have participated in the Institute's 2018 Annual Meeting this week in Indianapolis to help drive industry growth. Complete highlights of the meeting will be available in the Feb. 28 issue of *Paver Express*.

Register Now for the ICPI Regional Commercial Sales Course in Baltimore, MD



ICPI

ICPI will hold a two-day Regional Commercial Paver Sales Course in Baltimore, MD. The course will be held on Wednesday, March 28 and Thursday, March 29, 2018 at the [DoubleTree by Hilton Baltimore — BWI Airports](#).

The course content includes an overview of competitive systems and provides technical background specific to permeable interlocking concrete pavement. Related software, product specifications, plan review, and bidding procedures are also covered in this program.

For more information or to register for the ICPI Regional Commercial Sales Course, please visit the [event site](#) or contact Anya Plana-Hutt at aplana-hutt@icpi.org.



PRODUCT SHOWCASE



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Members Evaluate ICPI Performance



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Every year, ICPI conducts a Member Needs Assessment to measure how well the organization meets the needs of its members. Each member company's Member Representative, all ICPI Committee participants and all attendees of ICPI meetings received an invitation to participate in the survey.

In all, 294 individuals completed the assessment. Here are the results from the Member Needs Assessment conducted in January 2018:

- 99 percent of participants agreed that ICPI is achieving its mission "to deliver education and technical

guidance leading to awareness, acceptance and use of segmental concrete pavement systems in the United States and Canada”

- 95 percent of participants rated the responsiveness of ICPI staff as “Excellent/Good” (no participants responded that staff responsiveness was “Poor”)
- 97 percent of assessment participants selected that they are satisfied with their ICPI membership
- 99 percent of participants stated that ICPI membership is important to their company

Due to the Member Needs Assessment results, ICPI's Net Promoter Score (NPS) is 3x higher than the average trade association score. Net Promoter Score (NPS) gauges the loyalty of the Institute's members and potential for membership growth. A "positive" score above 0 is considered “Good.” A score of 50+ is considered "Excellent." ICPI's 2018 NPS is 56 percent, the highest among trade associations monitored by McKinley Advisors, a leading association consulting firm.

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Reach Your Prospects Every Week

Thousands of industry professionals subscribe to association news briefs, which allows your company to push messaging directly to their inboxes and take advantage of the association's brand affinity.

Connect with Highly Defined Buyers and Maximize Your Brand Exposure

ICPI Welcomes New Members in January

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Slab Producer:

- [FireRock Building Materials](#) (Birmingham, AL)

Affiliate Contractor:

- [J and R Lawns & Landscapes, Inc.](#) (Syracuse, NY)
- [Ground Control of Carolinas, Inc.](#) (Charlotte, NC)
- Terra Firma Hardscapes (Everett, WA)
- [Carolina Paver Patios](#) (Hartsville, SC)
- Cascadian Landworks (Redmond, WA)
- Cornerstone Partners Horticultural Services Company (Saint Charles, IL)
- Waterfall Gardens (Mohnton, PA)

Informational Contractor:

- [Steel City Scapes LLC](#) (New Kensington, PA)



- [LandArt Associates](#) (Pasadena, MD)
- [Lehnhoff's Landscaping, LLC](#) (Kingsville, MD)
- [Simon's Landscaping](#) (South Saint Paul, MN)
- [Two Shovels & A Wheelbarrow LLC](#) (South Lyon, MI)
- [Cimarron Landscape](#) (Crowley, TX)
- [E.L.P. Landscaping Services](#) (Pooler, GA)
- [Country Boys Landscape, LLC](#) (Huston, ID)
- [Island Construction Services, LLC](#) (Colorado Springs, CO)
- [Action Home Services](#) (Toronto, ON)
- [Passiglia's Nursery and Garden Center](#) (Wildwood, MO)
- [Wessel Lawncare and Landscaping, LLC](#) (Union, KY)
- [Mountain Advantage LLC](#) (West Jefferson, NC)
- [Landmark Landscape, Inc.](#) (Sheboygan Falls, WI)
- [R & S Landscape](#) (Smithville, MO)
- [SML Services, LLC](#) (Washington, DC)
- [Ryan Lawn & Tree](#) (Overland Park, KS)
- [Shovel and Thumb LLC](#) (Camas, WA)
- [Crescent Moon Landscaping](#) (Charleston, SC)
- [Lehigh Valley Chimney, Inc.](#) (Allentown, PA)
- [Proturf Landscapes](#) (Wendell, NC)
- [Bowscapes Landscape Construction Ltd](#) (Calgary, AB)
- [Design with Nature, LLC](#) (Upperco, MD)
- [Lotus Lawncare & Services LLC](#) (Kansas City, MO)
- [H&N Landscaping](#) (Mechanicsburg, PA)
- [Outdoor Solutions of MS, LLC](#) (Brandon, MS)
- [Integrity Landscape Management, LLC](#) (Zeeland, MI)
- [NVS Landscape Services](#) (Colonie, NY)
- [National Landscape](#) (Sparks, NV)
- [LocalChoice Landscaping, LLC](#) (Unionville, CT)
- [Grasstains, LLC](#) (Portland, OR)
- [AD Ottawa Construction](#) (Ottawa, ON)
- [Goshen Enterprises](#) (Laytonsville, MD)
- [Image Urbaine Inc](#) (Montreal, QC)
- [K&H Lawn Services](#) (Ashburn, VA)
- [Enterprise Construction Inc](#) (Agoura Hills, CA)



Designing for Performance: Segmental Concrete Pavements



ICPI

A free webinar hosted by the Landscape Architecture Foundation

1 p. EST on Tuesday, Feb. 27

Presenter: David R. Smith, Technical Director, Interlocking Concrete Pavement Institute

Segmental concrete pavements — interlocking pavers, permeable pavers, grids and paving slabs — are used widely in landscape and transportation projects. When appropriately designed, constructed and maintained, segmental paving can create vibrant social spaces, manage stormwater, mitigate the urban heat island effect,

increase safety, and save on capital and maintenance costs. This webinar presents information to design for and ensure long-term performance of these systems, including design considerations, assembly options, and lessons learned. Using the SITES[®] rating system as a framework, this session will cover tools to estimate environmental performance, as well as conduct a life-cycle cost analysis.

For more information and registration, click [here](#).

Did You Know? ICPI Offers Webinars and On-Demand Learning



ICPI

ICPI regularly broadcasts live webinars. Most webinars offer one Continuing Education Hour to ICPI Certified Installers. Recorded webinars are also available for download to view at a later time.



Tom Gardocki of Interstate Landscape Company, Inc. is presenting, "Modern Day Marketing for Contractors: Using Social Media and Tools like Drones, YouTube and Apps," at 1 p.m. EST on Thursday, Feb. 22. To register for the webinar or to view a list of upcoming live broadcasts or recordings, click [here](#).

MEMBER NEWS

Sika Corporation Announces Sika[®] EPD NOW to Bring Instant on Demand EPDs to Customers



Sika Corporation



Sika Corporation, the premier supplier of innovative high-performance concrete admixtures is proud to announce Sika[®] EPD NOW. Sika admixtures already help customers design smarter, greener concrete mixes. With Sika[®] EPD NOW, customers can instantly measure the environmental improvements of a new mix design and immediately generate a fully verified EPD in response to LEED v4.0 project requirements. [READ MORE](#)

Newport News YMCA Branch Renamed to Recognize the Hunnicuts



Daily Press

Tom and Ann Hunnicutt of Interlock Paving Systems, Inc. and Westwood Contractors Inc., who are charter members of ICPI, were recently recognized for their outstanding community efforts in Newport News. [READ MORE](#)

Feature Your Company in Paver Express



ICPI

As a new feature of Paver Express, ICPI will profile one voting member company per biweekly issue. This complimentary profile will highlight each company's products and services, expert staff and resources for the segmental concrete pavement industry. A company logo will also be displayed next to the article. Paver Express is distributed to 13,000 readers, including all member companies. Companies will be profiled on a rotating basis between producer, associate and voting contractor.

If you are interested in profiling your company for thousands of Paver Express readers, please send an email to [Reba Miller](#), Marketing & Meetings Coordinator.

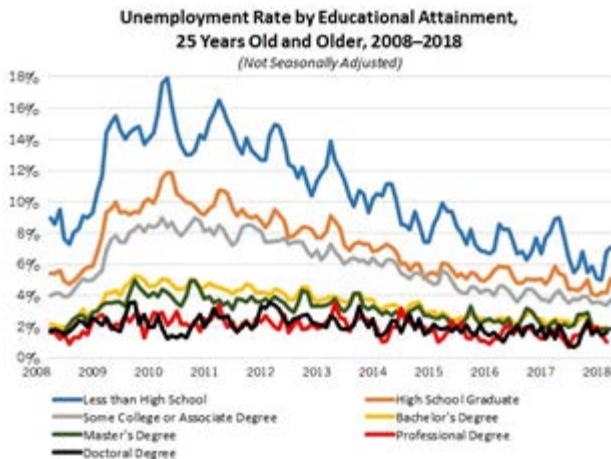
MISSED AN ISSUE OF THE PAVER EXPRESS? VISIT AND SEARCH THE ARCHIVE TODAY.

GOVERNMENT/ECONOMIC INDICATORS

Unemployment Rate by Educational Attainment, 25 Years Old and Older, 2008-2018



NAM

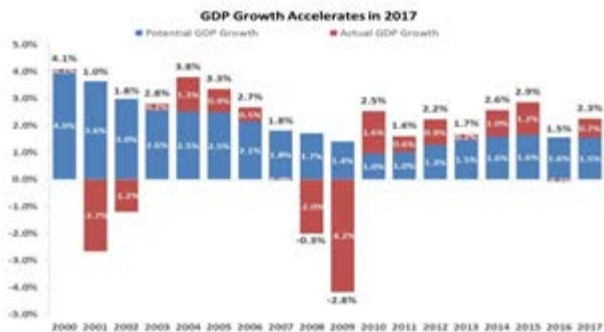


Manufacturing activity continued to expand solidly, even with the Institute for Supply Management's Manufacturing Purchasing Managers' Index edging down from 59.3 in December to 59.1 in January. New orders increased at their fastest pace in 13 years in December, but that expansion slowed a little in January, down from 67.4 to 65.4. Nonetheless, it was the eighth consecutive month that the sales measure exceeded 60, which would signify robust growth in demand overall. International growth helped fuel that demand, with exports (up from 57.6 to 59.8) expanding at their best pace since April 2011. Respondents in the sample comments tended to echo that finding, citing a brightened outlook and stronger U.S. and global sales growth. Among other things, tax reform and other pro-growth measures have helped boost confidence among business leaders in the sector. [READ MORE](#)

Economy Grows for 8th Consecutive Year



NAHB



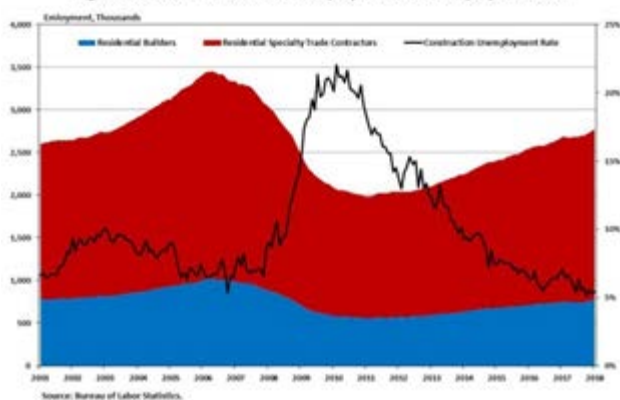
According to a release from the Bureau of Economic Analysis, the nation's real gross domestic product (GDP) slowed to a seasonally adjusted annual rate of 2.4 percent in the fourth quarter of 2017. Despite the slowdown, GDP growth over all of 2017 accelerated to 2.3 percent, faster than the 1.5 percent rate of growth in 2016. The annual increase in GDP over 2017 marked the 8th consecutive year of growth. [READ MORE](#)

Job Growth in January Was 'Solid'



NAHB

Figure 3. Residential Construction Employment and Unemployment Rate



The U.S. economy entered the New Year with a strong gain in payroll employment and the lowest unemployment rate since 2001. According to the Employment Situation for January 2018 reported by the Bureau of Labor Statistics (BLS), total nonfarm payroll employment rose by 200,000 in January and the unemployment rate was unchanged at 4.1 percent for the fourth consecutive month. [READ MORE](#)

INDUSTRY BUZZ

2018 Northeast Hardscape Expo — Register Now!



NECMA

Come to the Northeast Hardscape Expo, the only regional trade show devoted to the hardscape industry. Test drive the tools and equipment before you purchase. Seminars and certifications are led by some of the top industry speakers in North America — these individuals understand contractors and landscape design professionals, and know how to successfully run a contracting business. Come and network with industry leaders, manufacturer and supplier representatives and other leading authorities in the hardscape industry. [READ MORE](#)

ASLA Business Survey Shows Balanced Conditions for Landscape Architecture



Firms

ASLA

Landscape architecture firms experienced consistently healthy conditions for the fourth quarter of 2017, according to the latest American Society of Landscape Architects' Business Quarterly survey. Although billable hours slightly retreated, inquiries for new work grew. A growing number of firms are planning to boost hiring during the first quarter. [READ MORE](#)

Holloway Green Street



San Francisco Public Utilities Commission

In July 2017, the San Francisco Public Utilities Commission (SFPUC) Sewer System Improvement Program (SSIP) completed the Holloway Green Street project located on Holloway Avenue between Lee and Ashton Avenues. The project includes permeable paving and rain gardens, called green infrastructure, to naturally capture stormwater runoff before it enters the sewer system. Green infrastructure uses the natural process of plants and soil to filter, clean and infiltrate stormwater, reducing the burden on the sewer system. The project also brings to life a segment of the SF Planning Department's Green Connections plan along Holloway Avenue and enhances the connection between City College of San Francisco and SF State University. [READ MORE](#)

Concentration of Immigrant Workers Across Construction Occupations



NAHB



As the housing industry gains momentum and the demand for workers increases, labor shortages top the list of the crucial impediments to robust housing recovery. As native-born workers are slow to return to the construction industry, the role and share of foreign-born workers has been rising since the housing recovery got underway. Immigrant workers now account for close to one in four workers, the highest share recorded by the American Community Survey (ACS). The share of immigrants is even higher in construction trades, reaching 30 percent.

READ MORE

ICPI CALENDAR OF EVENTS

Date	Event	Location
Feb. 15	PICP Specialist Course — ICPI Northern California Chapter	San Mateo, CA
Feb. 19-20	Concrete Paver Installer Course — Michigan Green Industry Association	Novi, MI
Feb. 19-20	Advanced Residential Paver Technician Course — Michigan Green Industry Association	Novi, MI
Feb. 21-22	Concrete Paver Installer Course — Nicolock	Lindenhurst, NY
Feb. 21-22	Concrete Paver Installer Course — ICPI Northern California Chapter	Reno, NV
Feb. 22-23	Concrete Paver Installer Course — New Jersey Landscape Contractors Association	Elmwood Park, NJ
Feb. 22-23	Concrete Paver Installer Course — Newline Hardscapes and Boxley Materials	Roanoke, VA
Feb. 23	PICP Specialist Course — Nicolock	Lindenhurst, NY
Feb. 26-27	Concrete Paver Installer Course (Spanish) — Belgard	Salt Lake City, UT
Feb. 27	PICP Specialist Course — Newline Hardscapes	Falls Church, VA
Feb. 27-28	Concrete Paver Installer Course — Belgard	Minnetonka, MN
Feb. 28 - March 1	Concrete Paver Installer Course — Ewing Irrigation and Landscape Supply	Pacheco, CA
March 1-2	Concrete Paver Installer Course — Belgard	Spokane Valley, WA
March 5-6	Concrete Paver Installer Course — Landscape Ontario Hardscape Committee	Kitchener, ON

March 6	PICP Specialist Course — Alliance for the Chesapeake Bay	Washington, DC
March 6-7	PICP Specialist Course — Newline Hardscapes	Clackamas, OR
March 7-8	Concrete Paver Installer Course — Nicolock	Albany, NY
March 8-9	Concrete Paver Installer Course — Belgard	Philadelphia, PA
March 12-13	Concrete Paver Installer Course — New England Concrete Manufacturers Association	Providence, RI
March 13	PICP Special Course — New England Concrete Manufacturers Association	Providence, RI
March 14-15	2018 Northeast Hardscape Expo	Providence, RI
March 14-15	Concrete Paver Installer Course — Techo-Bloc	Woodbine, MD
March 14-15	Concrete Paver Installer Course — Pavestone	Overland Park, KS
March 20-21	Concrete Paver Installer Course — WNLA	Verona, WI
March 27	PICP Specialist Course — Sustainable Business Network	Philadelphia, PA
March 28-29	Regional Commercial Sales Course	Linthicum Heights, MD
April 3-4	2018 Concrete Paver Installer Course — Nicolock	Cheektowaga, NY
April 10-11	2018 Concrete Paver Installer Course (Spanish) — Belgard	Golden, CO
April 10-11	Advanced Residential Paver Technician Course — Belgard	Golden, CO
Sept. 10-13	2018 ICPI Summer Meeting	Vancouver, BC
Oct. 16-19	2018 International Conference on Concrete Block Pavement	Seoul, Korea
Oct. 17-19	2018 Hardscape North America Trade Show	Louisville, KY
March 3-6	ICPI 25th Annual Meeting (2019)	Charleston, SC

To check out more ICPI Events, click [here](#).

ICPI WEBINARS

Date	Webinar	Time
Feb. 22	Modern Day Marketing of Contractors: Using Social Media and Tools like Drones, YouTube and Apps — Tom Gardocki, Interstate Landscape Co., Inc.	1 p.m. EST
March 13	How to Present a Lunch and Learn (Members Only) — Mark Dooley, Basalite and Dan Moreland, Anchor, an Oldcastle Company	1 p.m. EST
April 17	7 Key Principles (Everyone Should Know) for Sales Success (Members Only) — Randy Anderson, E3 Professional Trainers	1 p.m. EST

To check out more ICPI Webinars, click [here](#).

TRENDING ARTICLES

Missed last week's issue? See which articles your colleagues read most.

- [ICPI Participates in Push for New National Infrastructure Investment Package](#) (ICPI)
- [Permeable Pavement Road Map Conference Provides Insight into Divergent Agency Goals and Needed Institutional Changes](#) (ICPI)
- [ICPI Seeking Industry Leaders to Serve on Standing Committees for 2018](#) (ICPI)
- [West Georgia Avenue Project to Begin Soon](#) (The West Volusia Beacon)

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