

February 28, 2018



Paver Express

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

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ICPI NEWS

ICPI Board of Directors Funds Workforce Development Program



ICPI

At the 2018 ICPI Annual Meeting in Indianapolis on Feb. 10-13, the ICPI Board of Directors reviewed and approved recommendations from the Workforce Development Special Committee to launch a program designed to attract more young people into the industry. The program will:

1. **Establish a boot camp program for member implementation**— This will be a hands-on classroom program to establish basic skills for new paver installers to quickly add to the labor force.
2. **Develop curriculum for high schools/ vocational schools** — In the near-term, ICPI will allow high schools and post-secondary schools to license the Concrete Paver Installer Course. In the long-term, ICPI will develop curriculum for high schools/post-secondary schools by engaging an outside consultant who has established relationships with schools to accelerate curriculum implementation.
3. **Promote paver installation as a career** — A task group has been appointed to help create marketing materials to promote paver installation as a career to young people and educators. Campaign marketing tools will include videos, social media and print/digital collateral.

For more information about the Workforce Development program and other ICPI key initiatives at the 2018 Annual Meeting, click [here](#).

EVOLUTION
Polymeric Sand



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2018 ICPI Annual Meeting Highlights Now Available



ICPI



The ICPI Board of Directors elected new officers at the 2018 Annual Meeting in Indianapolis. Kendall Anderegg, president of Mutual Materials Company has been elected ICPI Chair; Marshall Brown, PhD, president of ACM Chemistries, Inc. was selected to serve as Chair-Elect; and Ed Fioroni, PhD, vice president of CDC sales at Keystone Hardscapes has been named Secretary/Treasurer.

Click [here](#) to view the entire 2018 Annual Meeting Highlights.

PRODUCT SHOWCASE



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ICPI Annual Meeting General Session Luncheon Speaker: Forecasting Strong Economy and Market



ICPI

Edward Sullivan, Portland Cement Association Chief Economist and Senior Vice President of Market Intelligence, predicted a strong outlook for the nation's economy and concrete paver industry, including:

- Sustained job creation & low unemployment rates forecasted
- Wage gains accelerate assisted by tax cuts
- Household debt burdens low, easier access to credit
- Interest & inflation rates rise, but slowly and well below historical norms
- New tax law: may add strength to business investment and



consumer purchasing

- Strong private sector generates more income & tax revenue = increased public-sector spending
- New tax law: potential generation of additional \$3 to \$4 billion construction
- Interest rates to rise slowly to check inflation – can impact construction
- Next recession likely during or after 2020 – Possible causes: high inflation/interest rates, federal debt
- Paver growth to continue, especially in residential renovation markets

READ MORE

Register Now for the ICPI Regional Commercial Paver Sales Course in Baltimore, MD on March 28-29



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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ICPI Currently Conducting 2018 Industry Sales Profile Among Industry Producers



ICPI

ICPI is currently conducting research among industry producers for the 2018 Industry Sales Profile, which provides the industry's most accurate and up-to-date sales information in the United States and Canadian markets. A print questionnaire and email will be sent this week to all producers.

Participating producers will receive a free copy of the survey report as appreciation for taking the time to respond. This survey is being conducted by Industry Insights on behalf of ICPI. Industry Insights is an independent consulting firm in Columbus, Ohio. If your company is interested in participating or has questions, please contact Michael M. Becher, CPA, Vice President, Industry Insights, Inc. Tel: 614-389-2100, ext. 114 or mbecher@industryinsights.com.



ICPI Represented at Sustainable Community Conference



ICPI



The Federation of Canadian Municipalities hosted the 2018 Sustainable Community Conference on Feb. 6-8 at the Westin in Ottawa, ON. As a Corporate Partner with FCM, ICPI was recognized throughout the event on signage, presentation and in opening remarks. [READ MORE](#)

Did You Know? Entries Are Now Being Accepted for the 2017 NCMA/ICPI Safety Awards Program



ICPI

Entries are now being accepted for the NCMA/ICPI Safety Awards Program. The program recognizes safety-conscious Producer and Associate Members of the National Concrete Masonry Association (NCMA) and the Interlocking Concrete Pavement Institute (ICPI), as evidenced by exemplary safety records. There is no cost for entry.

Click [here](#) for more information or to submit an entry form. The submissions deadline is Wednesday, March 7, 2018. Award winners will be notified by Tuesday, April 3, 2018.

MEMBER NEWS

Abbotsford Concrete Products — An Innovative Industry Leader



ICPI

Abbotsford Concrete Products is an innovative industry leader in the



manufacturing of Interlocking Paving Stones, HydraPressed Slabs, Segmental Retaining Wall Systems and AquaPave® Permeable On-Site Stormwater Source Control System. Our latest products include; the Aristokrat Series, 2cm HydraPressed Porcelain Slabs and the BlackJack® Pedestal System. For more information, [click here](#).

ICPI Remembers Joe Burgoyne III

ICPI

ICPI member Joseph L. Burgoyne III of Pavers by Ideal passed away on Friday, Feb. 16, 2018 in Providence, Rhode Island.



At the age of 12, Joe started working for his family business Ideal Concrete Block, Co., founded in 1923. As a third-generation owner of Ideal with his brothers, John and Jim, Joe continued his family's tradition of serving the local community. His natural talent for networking and ability to form lasting relationships was a tremendous asset to the company, and was instrumental in establishing a wholesale distribution channel for the company's products. Joe was a graduate of Waltham High School Class of 1973 and attended Bryant & Stratton Business School.



He will be remembered as a community leader, philanthropist and family man that loved life. He especially enjoyed golfing, playing bocce, family vacations, traveling with his wife and spending summers sitting on the Dion's deck in Marshfield.

To read the complete obituary, please click [here](#).

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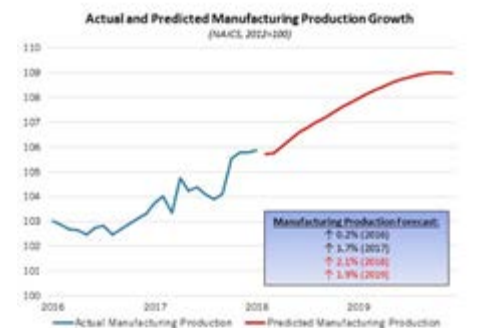
GOVERNMENT/ECONOMIC INDICATORS

Actual and Predicted Manufacturing Production Growth

NAM

The Federal Reserve reported that manufacturing production was unchanged in January for the second straight month. As such, output in the sector essentially has paused at the beginning of 2018, but we anticipate that this breather will be short-lived. Indeed, we expect manufacturing production to rise by 2.1 percent in 2018, up from 1.7 percent in 2017. In terms of the latest data, manufacturing production rose by 1.8 percent since January 2017, slowing from the more robust 2.3 percent pace seen in November, which likely represented a rebound in the aftermath of several hurricanes. Much like the headline number, manufacturing capacity utilization was flat in January's report, unchanged at 76.2 percent. **READ**

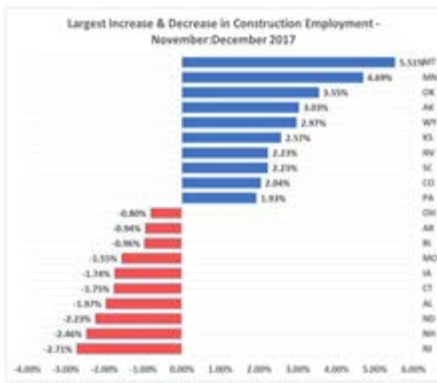
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Employment Rose in Most States in December 2017

NAHB





According to the Bureau of Labor Statistics, nonfarm payroll employment increased in 33 states and the District of Columbia, unchanged in two states, and decreased in 15 states in December 2017 compared to November 2017. Year-over-year, 49 states increased employment while two states lost payroll employment during this time. As a result payroll employment nationwide rose in December. [READ MORE](#)

Existing-Home Sales Slip 3.2 Percent in January



National Association of Realtors

Existing-home sales slumped for the second consecutive month in January and experienced their largest decline on an annual basis in over three years, according to the National Association of Realtors. All major regions saw monthly and annual sales declines last month. [READ MORE](#)

INDUSTRY BUZZ

David Hein Presentation Provides CE Credit Opportunity for Specifiers and Contractors at this Year's Northeast Hardscape Expo



NECMA



One of the many highlights of the 2018 Northeast Hardscape Expo will be a presentation on "Off Road Benefits of Permeable Pavements" by David Hein, PE of ARA Associates on March 14. This presentation is designed for Landscape Architects, Civil Engineers and Landscape Contractors to dig deeper into this important topic. This presentation provides an overview of the standard and highlights lessons learned and best practices for PICP including project suitability, structural and hydrologic analysis, key design considerations, water quality benefits, construction steps, maintenance guidelines and guide specifications.

[READ MORE](#)

Smart Surface Solutions Can Improve Disaster Resilience, Health and Comfort in Cities



Building Design + Construction

A cost/benefit analysis by clean energy advisory and venture capital firm Capital E suggests that implementing smart surface solutions in major cities would have multiple resilience and health benefits as well as save money.

[READ MORE](#)

100 Resilient Cities Connects Cities, Experts with Resilience Accelerator



Smart Cities Dive

A new report from venture capital firm Capital E detailed how smart surface solutions such as green roofs and permeable pavement can strengthen resilience, and a National Institute of Building Sciences study recently determined that every federal grant dollar spent on disaster resiliency and mitigation can save the U.S. an

average of six dollars, according to Construction Dive. [READ MORE](#)

ICPI CALENDAR OF EVENTS

Date	Event	Location
March 1-2	Concrete Paver Installer Course — Belgard	Spokane Valley, WA
March 2-3	Concrete Paver Installer Course — Belgard	Myrtle Beach, SC
March 5-6	Concrete Paver Installer Course — Belgard	Atlanta, GA
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 — Eagle Bay Hardscapes	Fredericksburg, VA
March 7-8	Concrete Paver Installer Course — Landscape Ontario Hardscape Committee	Ottawa, ON
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 13-14	Concrete Paver Installer Course — County Materials Corporation	Fargo, ND
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 15-16	Concrete Paver Installer Course — Ewing Irrigation	Phoenix, AZ
March 20	PICP Specialist Course — Eagle Bay Hardscape	Richmond, VA
March 20-21	Concrete Paver Installer Course — WNLA	Verona, WI
March 27	PICP Specialist Course — Sustainable Business Network	Philadelphia, PA
March 28-29	Concrete Paver Installer Course — Rhino MaterialsA	Johnston, IA
March 28-29	Regional Commercial Sales Course	Linthicum Heights, MD
April 3-4	2018 Concrete Paver Installer Course — Nicolock	Cheektowaga, NY
April 9-10	2018 Concrete Paver Installer Course — Belgard	Golden, CO

April 9-10	Advanced Residential Paver Technician Course — Belgard	Golden, CO
April 9-10	Advanced Residential Paver Technician Course — Belgard	Golden, CO
May 3-4	Advanced Residential Paver Technician Course — Ewing Irrigation	Phoenix, AZ
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
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
May 8	ICPI Foundation Projects Update (Members Only) — David Smith, ICPI Technical Director and Robert Bowers, P. Eng., ICPI Director of Engineering	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 Releases the 2017 Annual Report](#) (ICPI)
- [2018 Northeast Hardscape Expo — Register Now!](#) (NECMA)
- [New Interlock Design Magazine App Now Available](#) (ICPI)
- [ICPI Welcomes New Members in January](#) (ICPI)

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