

March 14, 2018



Paver Express

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

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ICPI NEWS

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



ICPI

ICPI will hold an East Coast 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.

**EVOLUTION
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ICPI Creates New Residential Video for Member Contractors Marketing



ICPI



To help member contractors promote the industry's products and their expertise to residential consumers, the ICPI Marketing Committee has developed a new video and digital marketing materials for consumers. The materials will be made available only to ICPI members for their use. If you are interested in using these materials, please send an email to icpi@icpi.org with the subject line "Residential Marketing Materials." Click [here](#) to view the video.

New Interlock Design Magazine App Now Available



ICPI



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.



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. at mbecher@industryinsights.com.

ICPI Welcomes New Members in February



ICPI

Associate:

- [Alabama Pallets, Division of Browning Enterprise, Inc.](#) (Attalla, AL)

International:

- [PD Edenhall Ltd.](#) (Newport, England)

Affiliate Contractor:

- [W.T. LeRoyer Landscape & Design](#) (Topsfield, MA)

Informational Contractor:

- [Clearwater Summit Group, Inc.](#) (Spokane, WA)
- Tom Jones Construction (Ingomar, PA)
- El Reyo Landscape Inc. (Mount House, NV)
- Urban Prairie Landesign (Omaha, NE)
- [Lawn King](#) (Grand Forks, ND)
- [Aldape Sprinkler Service, Landscape & More](#) (Boise, ID)
- Bills Landscapes (Osler, SK)
- [Northern Virginia Landscaping](#) (Manassas, VA)
- Westwood Turf Farm Inc (Battleford, SK)
- Stonish's Lawncare and Snowplowing Inc. (Amherst, NY)
- C.G.T. Limited (Lakeville, MN)
- [Strong Base Interlock & Construction Ltd.](#) (Maple, ON)
- TerraFirma, Inc. (Ypsilanti, MI)
- Williams Outdoors Inc (Clarksburg, ON)
- [Carone and Sons, LLC](#) (Manchester, CT)
- Lynchburg Landscapes, Inc. (Lynchburg, VA)
- [European Elegance, LLC](#) (Dover, NJ)
- Hardscape Northwest LLC (Rathdrum, ID)
- Lighthouse Landscape (London, ON)
- Brownsburg Landscape & Garden Center (Brownsburg, IN)
- Lighthouse Pool Renovation, Inc. (Cape Coral, FL)
- The Noll Landscape Group (Fishers, IN)
- [Blacktop Unlimited, Inc.](#) (East Meadow, NY)
- Teddy's Lawn and Landscape (Livonia, MI)
- Mighty Mow Lawn and Landscape Services (Lehigh Valley, PA)
- [Valley Landscaping](#) (Fargo, ND)
- [Turftec Landscape & Design](#) (Aiken, SC)
- Dreamscapes Landscaping LLC (Hazlet, NJ)
- 4 Evergreen Inc. (Milford, IA)
- Broadhurst & Sons (Union Bridge, MD)
- [Southern Elegance Design and Landscape](#) (Sugar Hill, GA)

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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.

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Did You Know? ICPI Offers Discounts to Members on the Fifth Edition PICP Manual



ICPI

Did you know that ICPI offers discounts on ICPI publications, including the Fifth Edition of the Permeable Interlocking Concrete Pavement Manual for members? The manual cost for members is \$26.25 (\$52.25 for non-members). Visit www.icpi.org/shop for more information on products on the bookstore.

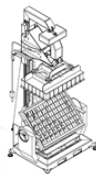


MEMBER NEWS

KBH Mold Inspection and Repair Station



ICPI



The **KBH** Mold Inspection and Repair Station (MIRS) is a free-standing unit of solid design with rugged support structure. Leveling units on the support structure allow companies to compensate for an uneven floor by up to +/- 1 inch (+/- 25 mm). **READ MORE**

CRH 2017 Full Year Results



CRH

CRH key points from 2017 full year results

- Another year of profit growth
- Focus on performance improvement and operational delivery

- Margins and returns ahead in all American and European Divisions
- Strong balance sheet with good cash generation supporting active year of development

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MISSED AN ISSUE OF THE PAVER EXPRESS? [VISIT AND SEARCH](#) THE ARCHIVE TODAY.

GOVERNMENT/ECONOMIC INDICATORS

Housing Market Soft in January



NAM

Meanwhile, the housing market data were soft in January, with weather likely a factor. Along those lines, new home sales fell sharply for the second straight month, down 7.6 percent and 7.8 percent in December and January, respectively. New single-family residential sales declined from 696,000 units at the annual rate in November, its fastest pace since October 2007, to 643,000 in December to 593,000 in January. This was a disappointing reading, with sales starting the new year on a weak note. Sales were lower in every region of the country. On a year-over-year basis, new single-family home sales were off 1.0 percent from 599,000 units in January 2017. We would anticipate faster growth moving forward, so hopefully this pullback is short-lived. **READ**

MORE

Canadian Manufacturers Reported Continuing Growth in Activity, Led by Strong Exports



NAM

The IHS Markit Canada Manufacturing PMI inched down from 55.9 in January to 55.6 in February. Despite the slight easing, the data remain consistent with improvements in the Canadian economy that began last year as the energy market stabilized. In particular, exports (up from 53.3 to 54.4) expanded at their fastest pace since November 2014, with hiring (up from 55.9 to 56.0) and future output (up from 66.7 to 67.9) also accelerating. In contrast, new orders (down from 56.4 to 55.6) and output (down from 56.2 to 54.8) slowed somewhat in the latest figures. The regional data were mixed, with healthier growth in Quebec (up from 51.8 to 54.0) and the rest of Canada (up from 52.2 to 52.7) but eased expansions for Alberta and British Columbia (down from 59.9 to 58.3) and Ontario (down from 56.6 to 55.2). **READ MORE**

NAM Pushes for Association Health Plans, More Choices for Manufacturers



NAM

The NAM is calling on the Department of Labor (DOL) to move forward on a plan to increase small businesses' insurance options through [association health plans \(AHPs\)](#). An AHP enables associations and groups to band together to provide health insurance to member employers and employees. As a result of the increased purchasing power and wider insurance pool that comes from banding together, AHPs offer the potential of better care and lower costs, especially for smaller companies. In [extensive comments](#) to the DOL, the NAM outlined the key steps the federal government needs to take to empower manufacturers with this health care option. The NAM has supported AHPs for more than a decade as part of a broader effort to advance market-based policy changes that can expand coverage while reducing health care costs at the same time.

Liberals Set to Roll Out Billions of Dollars in Second Phase of Infrastructure Funding



The Globe and Mail

After months of negotiations, Amarjeet Sohi says he's ready to launch the Liberal government's centrepiece

infrastructure program for major new projects across the country. The federal Infrastructure Minister announced his first deal on Wednesday — with the Northwest Territories — and more are planned later this month. **READ MORE**

INDUSTRY BUZZ

Transportation Research Board Webinar — Permeable Concrete Pavements: State-of-the-Practice



TRB

TRB will conduct a webinar on Thursday, March 15, 2018, from 2:00PM to 3:30PM ET that will provide an overview about the state-of-the-practice for two types of permeable concrete pavement systems and their use. This webinar will focus on information in [Technical Brief FHWA-HIF-16-004](#). * Presenters will discuss the structural and hydrological design, factors for successful construction and maintenance, and the performance of these systems. This webinar builds upon content discussed during a [webinar](#) conducted by TRB in March 2017.

Webinar Presenters

- David Hein, *Applied Research Associates, Inc.*
- Todd Hill, *City of Atlanta*

Moderated by: Sam Tyson, *Federal Highway Administration*

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International Conference on Concrete Block Paving



ICCBP



The 12th International Conference on Concrete Block Paving (ICCBP) will take place from Oct. 16-19 in Seoul, Korea, with support from the Metropolitan Government of Seoul and the Ministry of Land, Infrastructure and Transportation, South Korea. Since the paper submission for the technical has ended recently, the

scientific committee is now evaluating the papers to be accepted and very soon the complete conference program will be available online. **READ MORE**

Inexpensive Marketing Ideas for Small Businesses



Forbes

To get customers, you must market your business. But if your business is running on a shoestring, you probably can't spend on billboards, radio ads and mass mailings. You need to find effective, low-cost marketing methods that provide ROI. **READ MORE**

Is It Yes or No?



Pro Remodeler

This is why virtually all the best and most widely practiced sales systems used by home improvement companies have the salesperson moving through a series of steps, the last of which is the much-vaunted close. "Salespeople need to earn the right to close a prospect," says Bill Bartlett of Sandler, a company that's trained many remodeling salespeople. "We earn this right when the prospect has a high degree of confidence in the salesperson, is aware of their current situation and has enough knowledge to make an intelligent buying decision." **READ MORE**

Pavers, Alleys Downtown & the Best Move



Manteca Bulletin

The City of Ripon recognized this when they required developers in the run-up to the Great Recession to use

pavers instead of asphalt for neighborhood streets. That's because elected officials understood they likely wouldn't have the kind of money needed 40 years down the road to maintain asphalt. Stanislaus County employed pavers on a frontage road along Interstate 5 in Wesley that has substantial truck traffic. It is a nearby example of how pavers done right can support heavy traffic such as downtown delivery trucks. **READ MORE**

Case Study: Permeable Paving Materials and Bioretention in a Parking Lot for the Ipswich River Watershed Project f t in e

Commonwealth of Massachusetts



This project demonstrated the use and performance of different types of permeable paving materials, and the use of bioretention cells to reduce runoff and pollutants. **READ MORE**

Haymarket to Upgrade Sidewalks This Summer f t in e

Lincoln Journal Star

Two construction projects will bring safer and prettier sidewalks to the Historic Haymarket this summer. The project includes replacing the buffalo brick pavers on sidewalks with much-smoother concrete pavers. **READ MORE**

ICPI CALENDAR OF EVENTS

Date	Event	Location
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	Concrete Paver Installer Course — Expocrete	Regina, SK
April 9-10	2018 Concrete Paver Installer Course — Belgard	Golden, CO
April 9-10	Advanced Residential Paver Technician Course — Belgard	Golden, CO
April 10-11	Concrete Paver Installer Course — Pavestone	Grapevine, TX
April 12-13	Concrete Paver Installer Course — Expocrete	Saskatoon, SK
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
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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