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PRESIDENT’S MESSAGE
Mario Forlenza, Modern Mosaic, Ltd

Dear Fellow Precasters, Associates and Professionals,

The Spring Workshop was a great success! The Fort Worth, TX venue was fantastic, everyone enjoyed themselves. We were treated to four plant tours, Gate Precast, Advanced Architectural Stone, Inc., Speed Fab-Crete Corporation and Johnson County Foam. It was a tight squeeze, but we got all of them in! I would like to thank Tim Michael, for hosting this great workshop and Carl Hall for opening us his plant to us. Many thanks to Gate Precast and Johnson County Foam for allowing us access to their great facilities. It is so beneficial that everyone in the APA is willing to show off their plants and share their knowledge with the rest of the members. This is what makes the APA such a strong association.

The upcoming Annual Convention is sure to be a crowd pleaser as well. Make sure you mark the date, September 21 - 24, 2018 at the Gaylord National Resort and Convention Center in National Harbor, MD. Nick Carosi will be opening his plant for a plant tour. Nick’s plant is the only plant in the APA Membership that makes Positive Formwork using plaster and then makes a negative form out of concrete. It is truly a unique method. We are excited about the upcoming convention! There are sponsorship opportunities and registration will be open soon, so please make plans to attend! Let’s make this highest attended convention ever! Together we learn and move forward. The APA Awards for Excellence will be presented at the convention as well, so be sure to submit your projects by the deadline of July 13, 2018. This is an excellent opportunity to show off the incredible work you have done!

I look forward to seeing everyone there.

Collaborate, communicate, this is the key to our future success.

Yours sincerely,

Mario Forlenza

SAVE THE DATE!

2018 APA ANNUAL CONVENTION

September 21–24, 2018
Gaylord National Resort & Convention Center
National Harbor, Maryland

REGISTRATION COMING SOON!

BOOK YOUR ROOM NOW
2018 Spring Workshop Report

We hope you were able to attend the 2018 Spring Workshop in Fort Worth, Texas. The Spring Workshop experienced record attendance and offered valuable information to its attendees. Attendees enjoyed the speakers and took away new innovations & insights to take back to their plants.

The APA would like to thank Tim Michael from Advanced Architectural Stone, Inc. for his help in hosting this workshop and for being a part of the Plant Tours. We would also like to thank Carl Hall with Speed Fab-Crete Corporation as well as Hillsboro Gate and Johnson County Foam for making their plants available for the plant tours.

Special thanks also goes to Thermomass, JVI, Inc., Meadow Burke, Federal White Cement, Isotech, and Mixer Systems, Inc. for being sponsors this year.

THANK YOU TO OUR SPONSORS

PLATINUM

GOLD

SILVER
Plant Tours

PLANT TOUR: ADVANCED ARCHITECTURAL STONE

PLANT TOUR: HILLSBORO GATE
Plant Tours

PLANT TOUR: JOHNSON COUNTY FOAM

PLANT TOUR: SPEED FAB-CRETE CORPORATION
Meetings

Speaker: Cy Young, Advanced Architectural Stone

Speaker: Lance Lewis, Johnson County Foam

Speaker: Bryan Seal, Contemporary Industrial Hygiene Consultant

Speaker: Bryan Seal, Contemporary Industrial Hygiene Consultant

Speaker: Cy Young, Advanced Architectural Stone

Speaker: Joe Barron, Barron Systems Integration
Evolving Technology

In the past, most employers have implemented a policy governing the use of traditional company telephones by employees, although the widespread possession of personal cell phones has made many of them obsolete. Personal cell phone use (or tablets) can raise serious workplace issues like loss of productivity, customers who receive poor service, improper or sexually charged text or social media fallout.

Cell phone (or digital device) policies should consider your company’s specific work environment and “culture.” For example, businesses that rarely have customers at the worksite may choose to have more lenient policies than those where current or prospective clients or customers visit regularly. In some workplace settings, personal calls might be a minimal disruption, but in other circumstances where employees must leave their work area to use any phone, personal calls may be limited to meal or other breaks.

Frequent texting or lengthy personal cell phone calls should be designated as not acceptable since this may adversely affect the employee’s productivity and disturb others. Employers may outline how to handle emergency calls or texts if they occur during working time.

The use of cameras or recording capabilities on cell phones and other digital devices during work time should be prohibited to protect the privacy of the employer as well as of fellow employees. There may be exceptions if it is approved by management in advance in a capacity related to job duties. Our recommendation...
is to issue a company device for this purpose with set guidelines for use.

Social Media
Accessing social networks during work time can affect productivity for the employee and the company. We recommend that employees should be instructed not to access social media while at work unless it has a direct correlation to their job duties and is approved in advance by management.

Personal device use, even when permitted in the workplace, must never include language that is obscene, discriminatory, offensive, prejudicial or defamatory in any way such as jokes or slurs and/or inappropriate remarks regarding:

- race
- ethnicity
- sex
- sexual orientation
- religion
- color
- age
- disability

Protected Concerted Activity
According to National Labor Relations Board (NLRB) regulations, employees have the right to discuss their wages, benefits and working conditions with each other. They have this right at work and they have it on social networking sites. For example, a disgruntled employee accesses his/her social networking account and posts, “My boss is a jerk and this is the worst company I’ve ever worked for. They treat me poorly and don’t pay me enough to live on.” The supervisor sees this post and promptly fires the employee for posting it. The employee then files an Unfair Labor Practice charge with the NLRB, claiming that the posting was “protected concerted activity.” We suggest:

- Staying off the personal social media pages of employees.
- Don’t “friend” or follow your employees on social media.
- Tell your supervisors not to “friend” or follow employees on social media.
- If you or your supervisors have already “friended” your employees, we recommend that you “defriend” them immediately.

Compensable Working Time
If a non-exempt employee is using his or her cell phone or device on company business, at home or during non-work hours, this is compensable work time. The employee must record the time and it must count toward his or her total weekly hours.

If employers do not want non-exempt employees to engage in company business after hours, a policy should instruct employees to turn off their devices after a certain time, if the employer provides the device; or, if the employee owns the device, told explicitly not to engage in business related calls, emails or text messages after work.

Device Use and Vehicles
Employers have a responsibility under federal and state regulations for the safety of their employees operating vehicles at work. This applies whether your employees drive full-time or only occasionally to carry out their duties, and whether they drive a company vehicle or their own. A company should outline clear guidelines prohibiting texting while driving. Employees may be instructed to pull safely off the road and place the vehicle in park before making or receiving calls or utilize a hands free device in compliance with state regulations.

Very best regards,
THE SEAY MANAGEMENT CONSULTANTS STAFF

Remember, if you have an employment issue or challenge, and you need an answer right away, and you want the very best Human Resources Management advice available, you need to call The Seay Team!
888-245-6272 | www.seay.us
SUBMIT YOUR PROJECTS BY July 13, 2018

For full eligibility requirements and entry forms, APPLY NOW

2018 APA AWARDS FOR EXCELLENCE

AWARDS PURPOSE
The purpose of the APA Awards for Excellence program is to recognize excellence in design, manufacturing and craftsmanship of architectural precast concrete structures and individual components. Any kind, size, or type of structure and/or element may be entered. Awards will be made on the basis of APA established criteria, which has evolved since the inception of the awards program.

The Craftsmanship Awards focus on issues, such as forming, overcoming obstacles to production and quality of individual precast units rather than architectural design. The Design and Manufacturing Awards recognize excellence in these areas for completed structures.

ELIGIBILITY
Structures completed in 2018, 2017, or 2016 are eligible for the submission process. The completion date is the date the project was deemed to be “substantially complete”. Non-winning entries from 2017, which were completed in 2016 are eligible for reentry this year and will automatically be reentered, as is. New submission materials will be accepted for reentered entries – please contact the office to make arrangements.

There are no exceptions to these requirements. Entries must originate from current Producer Members of the Architectural Precast Association. Entries may also be submitted by the architect or engineer of record providing the manufacturer is a current Producer of APA.
2018 SPONSORSHIP OPPORTUNITIES

TOP 3 REASONS YOU SHOULD BE A SPONSOR!

Connect with APA Decision-Makers!

Affordable opportunity to showcase your products & services.

Gain access to the expert precasters who will provide a “State of the Precast Industry.”

“For being an associate member of the APA allows us the privilege to see some of the most challenging and innovative precast projects in the world today. Our membership connects us to APA producer members that are constantly pushing the envelope urging us as equipment designers and builders to keep up with their cutting edge production needs!”

Jay Newton, SIMEM AMERCIAN

For detailed sponsorship information, click on the following link: 2018 SPONSORSHIP OPPORTUNITIES BROCHURE
An Interview with Rick Workman
President of Southside Precast Products

Tell us a little bit about yourself and your business.

Southside Precast Products began in 1924 in Buffalo, NY and has been an APA producing member for many years. Southside Precast has supplied architectural precast and cast stone nationwide for all types of projects ranging from large high-profile projects and customers to smaller trim projects for local contractors.

I acquired 100% ownership of Southside Precast Products from Paul Rossi on May 15, 2015. I worked in the company under Rossi as Project Manager/Engineering Manager since 2003. In that role, I managed all projects – from shop drawing / engineering phase through completion of the project including final delivery and site coordination. I also worked closely with our Production Manager John Walker to manage priorities in production, focus on improving production processes and working through research and development issues involved in introducing a new fiberglass/coating shop to supplement our carpentry mold shop.

Prior to my years working in the Architectural Precast industry I worked as a Structural Steel detailer for 4 years at a large pre-fabricated steel building company and I also worked as a Designer/Project Manager for a tensioned fabric membrane structure company for 4 years. This varied experience working to supply engineered products for the building industry provided me with a broad range of understanding that has helped in the Architectural Precast world - especially
while working with and coordinating multiple different trades and aspects of the projects and schedules.

What are some of the challenges you are facing as a precaster?

We are facing similar challenges that most in our industry are facing regarding schedules, change orders, correct and timely information etc. One of the more recent challenges that we have had to face is with the new Crystalline Silica Standard regulations and becoming compliant with these. As everyone is aware June 23, 2018 is the date that compliance to the new standards must be met. The APA highlighted this topic at the Spring Workshop in Portland, Maine in 2017 and brought in a representative from OSHA to talk about the new standards and how to begin the process of what would need to be accomplished before the deadline to be in compliance. The APA was well ahead of the date of compliance and helped us tremendously in the early stages by preparing us for this change.

What are some situations you have been through or projects you have worked on that have made you become a better precaster?

We have been involved in some large higher-profile projects. One of these projects recently was Governor’s Island in New York City. We supplied over 7,000 pieces of architectural precast curbing and bench seating units for the landscaping on the island. This included multiple types of morphing transitional pieces of straight and different radii configurations. The project also incorporated a pattern to be cast into each piece that was not to repeat more than once in every four piece set. The approved mix design was our white mix and smooth off the form finish was selected. The project naturally had many factors that needed to be executed and managed properly for a successful completion.

The project owner had also hired an engineering firm to come into our plant approx. once a month to review our material certifications, test results, confirm proper personnel certifications and observe our casting methods. This scrutiny, albeit time consuming and invasive, ultimately made us a better manufacturer of architectural precast products. Our staff understood the importance and urgency of having the proper testing, materials and methods in place to produce quality products. The APA and its thorough certification process was a factor that helped us to be more prepared for this level of observation. In the end the project went together beautifully and Southside Precast was awarded with an Architectural Precast Association Excellence in Design and Manufacturing award in 2016 for it.

How has being a member of the APA helped you in challenges within the industry?

The APA has been instrumental in the success that Southside has had throughout the years. The organization provides many things, such as, information regarding current or upcoming laws and/or regulations that affect our industry, the opportunity to discuss training and methods, certification testing for batch plant operators and holds seminars and workshops that touch on all aspects of our industry. The APA also gives its members strength and credibility in the building community by promoting its certification process. Owners, architects and engineers feel more comfortable knowing that they have an APA certified plant supplying materials for their project, and it has been proven valuable to us.
Welcome back, in this edition of the APA Precaster we will cover the different commercial cleaning agents available for stain removal. There will be a new article in every edition of the Quarterly Precaster covering the art of repair and cleaning of architectural precast concrete and cast stone.

Commercial Cleaning Agents for Stain Removal

By Kiley Marcoe, Metro Precast & Stone Services, Inc.

Stain removal does not have to be difficult or frustrating if you take advantage of the chemical manufacturer’s product selection chart and supporting literature. The chemical manufacturers also provides easy waste water disposal and neutralization procedures along with video training for many of their products. With the new silica rules that have taken effect it is virtually impossible to abrasive blast on a jobsite, it a perfect time to benefit from the commercial cleaning agents available.

The chart below represents a typical product selection chart. Inclusion of this chart does not constitute an endorsement of the products mentioned.

<table>
<thead>
<tr>
<th>Restoration Cleaning</th>
<th>Paint &amp; Coatings Removal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stain</td>
<td>Coating</td>
</tr>
<tr>
<td>Algae, lichen</td>
<td>Elastic coatings</td>
</tr>
<tr>
<td>BioKlean™</td>
<td>Fast Acting Stripper</td>
</tr>
<tr>
<td>BioWash</td>
<td>Heavy Duty Paint Stripper</td>
</tr>
<tr>
<td>Asphalt, tar</td>
<td>Safety Peel 1</td>
</tr>
<tr>
<td>Asphalt &amp; Tar Remover</td>
<td>SaStrip</td>
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<td>SaStrip</td>
<td></td>
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<tr>
<td>Carbon crust</td>
<td>Graffiti-resistant coatings</td>
</tr>
<tr>
<td>766 Limestone &amp; Masonry Prewash/Afterwash</td>
<td>Fast Acting Stripper</td>
</tr>
<tr>
<td>Clear coatings</td>
<td>Heavy Duty Paint Stripper</td>
</tr>
<tr>
<td>Fast Acting Stripper</td>
<td>Safety Peel 1</td>
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<tr>
<td>Heavy Duty Paint Stripper</td>
<td>SaStrip</td>
</tr>
<tr>
<td>SaStrip and SaStrip 8</td>
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</tr>
<tr>
<td>General light soiling</td>
<td>Latex/house paint</td>
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<tr>
<td>2010 All Surface Cleaner</td>
<td>Fast Acting Stripper</td>
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<tr>
<td>Light Duty Restoration Cleaner</td>
<td>Heavy Duty Paint Stripper</td>
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<tr>
<td>Restoration Cleaner</td>
<td>SaStrip and SaStrip 8</td>
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<td>SaRestorer</td>
<td>Safety Peel 1</td>
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<td>Graffiti</td>
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<tr>
<td>Graffiti Wipe</td>
<td>Lead-based paint</td>
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<tr>
<td>Heavy Duty Paint Stripper</td>
<td>Heavy Duty Paint Stripper</td>
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<td>Safety Peel 1</td>
<td>SaStrip and SaStrip 8</td>
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<td>SaStrip</td>
<td>Safety Peel 1</td>
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<td>SaStrip 8</td>
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<tr>
<td>Lime run</td>
<td>Multiple layers/ heavy accumulation</td>
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<tr>
<td>Heavy Duty Concrete Cleaner (unpolished surfaces)</td>
<td>Heavy Duty Paint Stripper</td>
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<tr>
<td>Custom Masonry Cleaner</td>
<td>SaStrip and SaStrip 8</td>
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<tr>
<td>General light soiling</td>
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<tr>
<td>Moderate to heavy carbon</td>
<td>Oil-based paint</td>
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<tr>
<td>Restoration Cleaner</td>
<td>Fast Acting Stripper</td>
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<tr>
<td>Heavy Duty Restoration Cleaner</td>
<td>Heavy Duty Paint Stripper</td>
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<tr>
<td>SaRestorer</td>
<td>SaStrip and SaStrip 8</td>
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<tr>
<td>EK Restoration Cleaner</td>
<td>Safety Peel 1</td>
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<tr>
<td>766 Limestone &amp; Masonry Prewash/Afterwash</td>
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<tr>
<td>Oil, grease</td>
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<tr>
<td>Asphalt, tar</td>
<td>Oil, grease</td>
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<tr>
<td>Asphalt &amp; Tar Remover</td>
<td>Asphalt &amp; Tar Remover</td>
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<td>Oil &amp; Grease Remover</td>
<td>EK Degreaser</td>
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<td>EK Degreaser</td>
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<tr>
<td>Paint splatters</td>
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<tr>
<td>Fast Acting Stripper</td>
<td>Graffiti Wipe</td>
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<td>Graffiti Wipe</td>
<td>SaStrip and SaStrip 8</td>
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<td>SaStrip</td>
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<tr>
<td>SaStrip 8</td>
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<tr>
<td>Rubber tire marks</td>
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<td>Asphalt,tar Remover</td>
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<tr>
<td>Degreaser</td>
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<td>Rust stains</td>
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<td>Ferrous Stain Remover</td>
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<td>(unpolished surfaces)</td>
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<tr>
<td>800 Stain Remover</td>
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<tr>
<td>Urine stains</td>
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<tr>
<td>BioWash</td>
<td></td>
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<tr>
<td>2010 All Surface Cleaner</td>
<td></td>
</tr>
<tr>
<td>Wax-heavy accumulation</td>
<td>Fast Acting Stripper</td>
</tr>
</tbody>
</table>
| Always test to ensure desired results and proper dilution where appropriate. Additional specialized stain removers are available. Contact your PROSOCO representative or Customer Care at 1-800-255-4255.
Stain Removal

Stains not removed by general power washing can be removed successfully with one of various commercial cleaning agents developed for a particular type of stain. The biggest mistake made in stain removal efforts is to attempt to clean stains with either a pressure washer or to use muriatic acid to clean every type of stain. Today’s commercial cleaning agents will not affect the delicate architectural finish thus will not alter the texture or color. Cleaning agents range from tar removers to paint removers along with a variety of poultice products developed to remove deeply penetrated stains.

Below are a few of the online resources available from the chemical manufacturer.

In the below picture a biological cleaner was used to remove the algae.

Before

After
In the below picture a phosphoric acid based concrete cleaner was used to remove the beverage spills.

Before

After

In the below picture a silicone digestant was used to remove the caulking

Before

After

In the below picture a copper stain remover was used to remove the copper.

Before

After
In the below picture a phosphoric acid based concrete cleaner was used to remove the drywall mud.

Before

After

In the below picture a muriatic acid was used to remove the efflorescence

Before

After

In the below picture a muriatic acid was used to remove mortar splatter.

Before

After
In the below picture a solvent based cleaner was used to remove the paint.

Before

After

In the below picture a phosphoric acid was used to remove rust

Before

After

Before

After
APA MEMBER BENEFIT:

HR & EMPLOYMENT HOTLINE

As valued association members of the Architectural Precast Association, you have unlimited access to a complimentary HR & Employment HOTLINE through our partnership with Seay Management Consultants. This HR & Employment HOTLINE is available to you at NO COST and will provide answers to your human resources, personnel management and employment related questions.

Hundreds of employee questions arise in day to day business and almost every one of them can be different – questions about COBRA, FMLA, EEOC, ADA, and so many others. Sometimes a simple question can turn into a complicated or costly concern if it’s not handled properly.

When you have a question and need an accurate, straight forward answer, simply contact Seay Management Consultants and identify yourself as an APA member.

HR & EMPLOYMENT HOTLINE
Email: admin@seay.us
Toll Free: 888-245-6272

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