



CJ Pink Receives J-J Hooks® Training

by Rick Groves

CJ Pink Ltd., London, Ontario, is our newest J-J Hooks licensee and is returning to Easi-Set after a 25-year gap. They were previously a tongue-and-groove licensed producer. Training was completed and they are currently producing

the J-J Hooks barrier as a sub-licensee of **HyGrade Concrete**.

CJ Pink offers a variety of precast concrete products in addition to the J-J Hooks barrier, including a full line of stairs and landings along with underground utility

vaults and custom precast products. Their products have been used in 25 states, five provinces, and the Caribbean.

With more than 75 years and four generations, the family business remains dedicated to customer service, quality, and product development. With their in-house engineering and testing facilities, all details are covered from design to production. **Easi-Set Industries** welcomes **CJ Pink** to our family of J-J Hooks precast safety barrier producers.



Barrier forms being poured at CJ Pink.

Shea Adds J-J Hooks® Product Line

By Moffette Tharpe

The **Shea** organization recently decided to add the J-J Hooks highway barrier connection system to their extensive product line of precast concrete products.

Shea Concrete Products has four New England locations: Amesbury, Wilmington, and Rochester in Massachusetts and Nottingham in New Hampshire. Their extensive line of precast products includes: retaining walls, septic tanks, concrete & brick steps, and the

Easi-Set line of precast buildings. The **Shea** team became part of the expanding network of **Easi-Set** licensed producers when they purchased Utility Precast of West Wareham, MA in late December 2009.

Greg Stratis, Plant Manager of Shea Concrete, led the discussions with **Brian Stock of Easi-Set**, culminating in their decision to add the industry-leading J-J Hooks connection system to their existing MA DOT barrier offering. As Greg says, “we can now offer our

present customers the J-J Hooks system, providing them the cost benefit of using the industry’s lowest-cost-to-produce as well as one of the safest barriers available today. Because J-J Hooks is widely recognized and approved in all the New England states, **Shea** can now serve highway customers in states beyond Massachusetts.”



In the coming months, **Rick Groves, Easi-Set’s Director of Technical Services**, will be conducting production training at **Shea’s** plant. In recent years, **Easi-Set** has provided production training in each licensed

producer’s plant. As **Moffette Tharpe of Easi-Set** has often said, “this approach allows

Rick to directly train more people in their operating environment and using their own equipment. We believe this makes our production training more effective and results in a more efficient casting process thereby allowing our producers to more easily achieve their product labor standards.”



26th Building Producers Seminar Sets Attendance Record

by Jeremy Smith

Easi-Set Industries 26th Building Producers Seminar was held October 28-30, 2010 in Allentown, PA. Despite the tough economy (or perhaps because of it) we broke all previous attendance records with nearly 70 participants, including representatives from six potential precast companies.

With the theme, “**Building Your Competitive Edge**,” the seminar focused on ways to keep building sales up, even while the construction industry is down. The uses for precast buildings are so diverse that our producers are able to adjust and refocus their sales to the sectors where money is being spent in order to keep busy (and in some cases) even have their best year ever in building sales.

At the Thursday evening Awards Banquet, Easi-Set’s **Moffette Tharpe** and **Jeremy Smith** recognized four building producers for sales achievements, based on the number of buildings sold in the previous 11 months. The winners were:

- 1st – *Smith-Midland Corp., Midland, VA – 71*
- 2nd – *Hy-Grade Precast Concrete, St. Catharines, ON – 68*
- 3rd – *Modern Precast Concrete, Easton, PA – 50*
- 3rd – *Lonestar Prestress Mfg., Inc., Houston, TX – 50*

Thursday’s speaker, **Dr. John W. Fisher, Professor Emeritus, Lehigh University** is a structural engineer specializing in structural connections and the fatigue

and fracture of riveted, bolted, and welded structures. He gave a detailed analysis of the collapse of the World Trade Center, and the failure and collapse of the I-35 bridge in Minneapolis, MN.



Dr. John Fisher, Professor Emeritus, Lehigh University



Ty Gable, NPCA President



2010 Building Producers Seminar Attendees

Friday featured two speakers—**Ty Gable, NPCA President**, and **Rodney Smith, Smith-Midland Corporation Chairman**. Ty spoke about the nation’s leading precasters’ ability to weather this economic recession through diversity. Rodney discussed how Smith-Midland, our top producer for the past year, had their most profitable year in 2010. He attributes this to their diverse product offerings, including the Easi-Set and Easi-Span Building products.



Held on Halloween weekend, the Seminar also included time for fun!



Smith-Midland receives top sales award.

Special thanks to seminar host **Modern Precast Concrete** for their assistance in planning the event and for their hospitality during the

tour of their **Easton** facility. This plant is a model for the industry and everyone enjoyed seeing such a top-notch organization up close and personal. We appreciate all the support from **Vernon Wehrung, Steve Grischott, Susie Magalhaes, and all the staff at Modern.**

The Friday night event included what was widely considered one of our finest dinners ever. After relaxing at the Molten Lounge in the Sands Casino, we were treated to an exquisite meal at Emeril’s Chop House. The food and service were excellent, and the company and conversation were even better!

Special thanks to our 2010 seminar sponsors. Silver Sponsors: **Spillman Company**, represented by **Ted and Lynn Coons**; **Integrated Entry Systems**, represented by **Paul and LouAnn Weymer**; **Engineering Techniques**. Bronze sponsor: **Murdock Super-Secur**; and Sustaining Sponsors: **Cresset Chemical Company**; **McGinnis and Associates**.



SlenderWall panel outfitted for testing.

SlenderWall® Static Loads Testing

by Rick Groves

Phase 1 of SlenderWall load testing is complete, and Phase 2 is under way with the production of a modified test panel with increased framing spacing. A successful completion of this testing will allow the development of capacity tables for the design of the framing components.

Production of the test panel is scheduled for mid-January at **Smith-Midland Corporation’s** production facility.

Initial design testing has indicated the SlenderWall panel is stronger than calculated because of the composite action of the frame and concrete combined. Data compiled from the static load tests will allow for more efficient designs for all projects.

Once this phase of the testing is complete, it sets the stage for a complete battery of tests to be performed at Architectural Testing Incorporated, a third party laboratory in York, PA. There the SlenderWall panel will go through static and dynamic testing and extensive thermal tests.



Deflection measurement gauge.

Clips

Easi-Set Exhibits at NPCA Convention in Vancouver

Several hundred precasters attended NPCA’s 45th Annual Convention in Vancouver to continue the business of the Association, tour local plants, and talk with vendors assembled in the table-top display area. **Easi-Set’s Moffette Tharpe** and **Jeremy Smith** attended the convention and spoke with many of the precasters about how any one of **Easi-Set’s** five product lines could help them get the *competitive edge* and gain new customers, even during this extended recession. --*Moffette Tharpe*



New Improved Results from Easi-Set’s Patented Post-tensioning

We have had the new patented pattern for post-tensioning our buildings for some time. Did you know that the new pattern gives you a 17% increase in precompressive force exceeding the ACI 318-95 requirement for post-tensioning by 35%? Results = greater punch shear to prevent ice and tree limbs from damaging the roof and greater water penetration and crack resistance just like a drum top. --*Brian Stock*



Easi-Set/SlenderWall at Greenbuild International Conference/Expo

With more than 27,000 registrants from 65+ countries, as well as 1,000 exhibitors, the 2010 Greenbuild International Conference and Expo was a monumental success. The Chicago event showcased SlenderWall Architectural Precast Concrete/Steel Stud Building Panels, exemplifying the fact that utilizing green to build large scale projects does not have to carry a heavy price. The 2011 show in Toronto should be even bigger since it is the first time the conference will be held outside the U.S. --*Ric Beck*



Hy-Grade’s Dominic Girotti wins Douglas Hoskins Award

During the annual Top Gun sponsorship program awards ceremony at NPCA’s 45th Annual Convention in October 2010 in Vancouver BC, **Dominic Girotti, President, Hy-Grade Precast Concrete**, was presented the coveted Douglas Hoskins award for recruiting the most members during the previous fiscal year (August 1, 2009-July 31, 2010). Dominic is now a member of Top Gun’s Presidential Level for sponsoring 25 new members. Congratulations, Dominic. --*Moffette Tharpe*



Smith-Midland Delivers Total Concrete Building

by Rick Groves

Smith-Midland recently constructed a 40'x70'x12' Easi-Span Building using pre-stressed floors. The new building "pad" incorporates a redesigned granular spread footing and foundation to allow a total precast solution to be used in less than desirable soil conditions without the expense of a cast-in-place slab. The benefits to the customer are faster and simpler building installations due to reduced site work.



Prestressed floor panel in production.



Easi-Span Building being assembled.

The granular base is applied to excavated sites and laser leveled with skid loaders equipped with scrape blades out-fitted with sensors that transmit and receive instructions from a remote laser output. The skid loader operator only needs to guide the machine over the site. The result is a compacted pad leveled to within 1/8-inch.

The building incorporated new shimming procedures for post-tensioning the roof sections together to ensure positive joint pressure, eliminating the need for additional coatings.

The Wide-Wide World of EASI-SET® Licensed Producers

UNITED STATES

Arkansas

Peterson Concrete Tank Co.
N. Little Rock; J-J Hooks®

California

StructureCast
Bakersfield; Buildings

Colorado

SEMA Precast, Inc.
Englewood; J-J Hooks®

Florida

**Florida Rock and Sand
Prestress Precast Co. Inc.**
Florida City; J-J Hooks®

J.E. Hill Precast

Leesburg; J-J Hooks®, Buildings,
Farm Products

Leesburg Concrete Co., Inc.
Leesburg; SlenderWall

Seminole Precast Mfg., Inc.
DeBary; J-J Hooks®

Georgia

Seminole Precast Mfg., Inc.
Macon; J-J Hooks®

The Industrial Co.
Savannah; J-J Hooks®

Illinois

Utility Concrete Products
Morris; J-J Hooks®

Indiana

Independent Concrete Pipe
Indianapolis; J-J Hooks®

Indiana Barrier Wall, LLC
Ft. Wayne; J-J Hooks®

Kentucky

Independent Concrete Pipe
Louisville; J-J Hooks®

Oldcastle Precast, Inc.
Lexington; J-J Hooks®

Massachusetts

Shea Concrete Products
Wilmington; Buildings, J-J Hooks®

Michigan

Kerkstra Precast
Grandville; J-J Hooks®

Mississippi

Jackson Precast, Inc.
Jackson; SlenderWall®

Nevada

Rockway Precast
N. Las Vegas; Buildings

New Jersey

Jersey Precast Corp.
Trenton; J-J Hooks®

New York

Brick Tavern Concrete Products
Hudson; Buildings

Champion Materials, Inc.
Carthage; J-J Hooks®

Fort Miller Co., Inc.
Schuylerville; J-J Hooks®

Kistner Concrete Products
E. Pembroke; J-J Hooks®

L.C. Whitford Materials Co., Inc.
Wellsville; J-J Hooks®

Roman Stone Const. Co.
Bay Shore; J-J Hooks®

North Carolina

Hanson Precast Concrete
Dunn; J-J Hooks®

Smith-Carolina Corp.
Reidsville; J-J Hooks®, Buildings,
Farm Products, Beach Prisms™

Ohio

Baxter Concrete Products
Hamilton; J-J Hooks®

Norwalk Concrete Ind.
Norwalk; J-J Hooks®, Buildings

Oklahoma

GNC Concrete Products, Inc.
Catoosa; J-J Hooks®

Pennsylvania

Eagle Concrete Products, Inc.
Somerset, PA; J-J Hooks®

Faddis Concrete Products
Kutztown, New Castle*,
Downingtown; J-J Hooks®

* Sublicensed by Eagle Concrete Products

Modern Precast Concrete
Easton; Buildings

Texas

Lonestar Prestress Mfg., Inc.
Houston; Buildings

Tricon Precast
Houston; J-J Hooks®

Valley Prestress (Williams Bros.)
Houston; J-J Hooks®

W.W. Webber, Inc.
Houston; J-J Hooks®

Vermont

SD Ireland Concrete Const. Corp.
Williston; J-J Hooks®

Virginia

Smith-Midland® Corp.
Midland; J-J Hooks®, Beach Prisms™,
SlenderWall®, Buildings, SoftSound,
Farm Products

West Virginia

Eastern Vault Company
Princeton; J-J Hooks®

CANADA

Nova Scotia

The Shaw Group
Lantz; J-J Hooks®

Ontario

C J Pink, Ltd
London; J-J Hooks®

Hy-Grade Precast Concrete
St. Catharines; Buildings, J-J Hooks®

Quebec

Bétons Préfabriqués Du Lac Inc.
Alma; SlenderWall®

Béton Provincial Ltee
Quebec City; Beach Prisms™

Lecuyer et Fils Ltee
St. Remi; Buildings

MEXICO

OptiCretos, S.A. de C.V.
Monterrey; SlenderWall®

AUSTRALIA

Australian Road Barriers
Victoria; J-J Hooks®

BELGIUM

**Oude Firma DeClercq Ed
Gent; J-J Hooks®**

NEW ZEALAND

B.S. Developments, Ltd.
Auckland; J-J Hooks®



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