
Buildings

Build With Strength Updates Monthly Advocacy Report

The Build With Strength (BWS) Monthly Advocacy Report has been updated; each month it outlines the state and local measures BWS is actively tracking and working on for the ready mixed concrete industry. There is no shortage of pro-wood industry activity at the state and local level. Stay informed, organize and activate!

[Click here](#) to access the advocacy report. For more information, contact John Loyer at jloyer@nrmca.org.

NRMCA Verifies Ready Mix USA for System Level EPD Program

NRMCA has verified a system level Environmental Product Declaration (EPD) program for Producer member Ready Mix USA, a CEMEX company. Responding to product transparency requests for a LEED project, NRMCA verified 15 concrete mix designs from the Harvest, AL, plant generated by an EPD software tool. The software and program meet standards and streamlines the verification process which consists of reviewing life-cycle assessments (LCA) that generate an EPD on-demand.

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Government Affairs

Election Update: What the Results Mean for the Ready Mixed Concrete Industry

As expected, Election Day saw Democrats take control of the U.S. House of Representatives for the first time in eight years and the Republicans expand their Senate majority. In the House, Republicans lost at current count a net of 32 seats, while likely gaining a net of two in the Senate. Historically, the sitting president's party loses an average of 30 House seats in midterm elections. For recent presidencies, however, it's been more. Democrats lost 63 House seats in Barack Obama's first midterm and 52 House seats in Bill Clinton's.

[Learn More...](#)

Want to Make a Difference in Washington D.C.?

While Election Day has passed, the opportunity to make a difference has not! By granting prior approval to NRMCA's Political Action Committee, CONCRETEPAC, you are able to receive specific information on how you can help make the voice of the ready mixed concrete industry heard in Washington.

Please note that federal law requires companies to "authorize" the PAC for each calendar year before NRMCA can share details about the PAC or solicit contributions. Federal law only allows corporate members of NRMCA to grant prior approval to only one national trade association's PAC per calendar year. However, granting prior approval for CONCRETEPAC does not preclude employees from contributing to local or state PACs, national members or ideological PACs or a company's own federal PAC. Eligible employees include those with executive, managerial or senior administrative responsibilities.

For more information on CONCRETEPAC, contact Taylor Drzewicki at tdrzewicki@nrmca.org.

CONCRETEPAC Candidates Post Strong Results in Midterm Election

This election cycle NRMCA's Political Action Committee supported 85 ready mixed concrete champions and enjoyed a win rate of 84.7%! Thank you to everyone who supported CONCRETEPAC; without your generous support we would not have been as successful as we were with keeping those Members of Congress who are pro-business, pro-ready mixed concrete in Washington, D.C.

[Click here](#) to see the full list of 2017 – 2018 Election Cycle Disbursements. For more information, contact Taylor at tdrzewicki@nrmca.org.



SEO

NRMCA Still Seeks 2019 Driver of the Year Nominations

NRMCA's Ready Mixed Concrete Delivery Professional Driver of the Year Award acknowledges the significant contribution of ready mixed concrete truck drivers to the growth and success of individual companies and the ready mixed concrete industry. As a salute to these key members of the concrete production and delivery team, the award recognizes the driver's career achievement, safety, professionalism, competence and customer service skills in a manner that will enhance the industry and public image of the career of Ready Mixed Concrete Delivery Professional. The 2019 Ready Mixed Concrete Truck Driver of the Year Award winner will be honored at an awards presentation ceremony at NRMCA's Annual Convention in Tampa, FL, in March 2018.

Nominations must be e-mailed by Friday, December 28, to Gary Mullings at gmullings@nrmca.org. [Click here](#) to download the submission form, more information and staff contact.

Workforce Development

Retain Your Mixer Drivers: Effective Supervisor Course Is Set for January in Florida

Fact: people quit because they have serious issues with their immediate supervisor. In an environment where our industry cannot afford lose one more mixer driver, it is critical that plant, operations, dispatch, fleet and driver managers, and supervisors understand the scope and tasks they are expected to execute as they relate to managing their direct reports. To stress the importance even more, according to the U.S. Department of Labor, the most common business lawsuit filed is by employees against their employers - and the employees cite their direct supervisors as the cause. Therefore, the class content includes industry-specific, hands-on exercises to develop solid procedures to increase efficiency and profitability by using better business processes and communication methods with front line employees.

The class is held just once a year. Dates are January 22-24 in Kissimmee (metro-Orlando), FL. [Click here](#) for registration options and staff contact and use the fee as a 2018 expense.

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Sales Reps Class on RMC-Specific Business Knowledge Set for January in Maryland

The third class in NRMCA's sales certification series, *Fundamentals of RMC Accounting, Finance, and Business Law: CCSP Module III, Business Knowledge*, will be held January 15-17, 2019 in Silver Spring, MD. Class content shows how to use break-even analysis, fundamentals, cash flow, fundamentals of contract law, collections and antitrust regulation. Each is critical to a producer to assure sales staff sells every cubic yard profitably. The class only runs once a year.

CCSP III is a required class in the STEPS Sales and Promotion program. The curriculum stands alone; attendees do not first have to attend CCSP I or II.

[Click here](#) for more course information, staff contact and registration options.

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Pavement

NRMCA Discusses Host of Paving Topics with Mid-Atlantic Architects, Engineers

NRMCA Senior Director, Local Paving, Ken Justice, recently taught a 2-hour training session for over 50 engineers at the Delaware Valley (Philadelphia) section of the American Society of Highway Engineers (*pictured here*). The session concentrated on concrete roadway repair strategies and concrete overlays since NRMCA's local pavement team specializes in streets and local roads as well as parking lots and related concrete flat work paving applications.



In attendance were designers from many local architect/engineering firms as well as PennDOT, NJDOT and the Delaware Valley Regional Planning Commission. Also in attendance was Justice's NRMCA

colleague, Luke McHugh, who is responsible for much of this territory. The session was well-received and several attendees have requested follow-up visits to their offices for project-specific assistance.

For more information, contact Ken Justice at kjustice@nrmca.org.



Calendar

A Look Ahead

**Please note that e-mail and direct links to each event listed below can be accessed from NRMCA's [Web site](#).*

November 27, Seattle
Insulating Concrete Form Contractor Training Course
Email: Jessica Walgenbach, 240-485-1152

November 27 – 29, Orlando, FL ***Sold Out**
Environmental Certification Course
Email: Jessica Walgenbach, 240-485-1152

November 29, Kansas City, KS
Regional ConcreteWorks, South Central Region
Email: Nicole Maher, 240-485-1158

December 4 – 6, Silver Spring, MD
CCSP Module II: Customer Business Knowledge
Email: Jessica Walgenbach, 240-485-1152

December 5, Boston
Insulating Concrete Form Contractor Training Course
Email: Jessica Walgenbach, 240-485-1152

December 6, Hartford, CT
Insulating Concrete Form Contractor Training Course
Email: Jessica Walgenbach, 240-485-1152

December 11 – 14, Austin, TX ***Sold Out**
Plant Manager Certification Course
Email: Jessica Walgenbach, 240-485-1152



2019

January 8 – 10, Orlando, FL
Dispatcher Training Course
Email: Jessica Walgenbach, 240-485-1152

January 15, Minneapolis
Insulating Concrete Form Contractor Training Course
Email: Jessica Walgenbach, 240-485-1152

January 15 – 17, Silver Spring, MD
CCSP Module III: Accounting, Finance, Business Law
Email: Jessica Walgenbach, 240-485-1152

January 15 – 18, Tucson, AZ
Plant Manager Certification Course
Email: Jessica Walgenbach, 240-485-1152

January 22 – 24, Kissimmee, FL
Effective RMC Supervisor Course
Email: Jessica Walgenbach, 240-485-1152

February 5 – 6, Phoenix
Insulating Concrete Forms (ICFs) Roundtable & Site Tour
Email: Lionel Lemay, 847-918-7101

February 11 – 15, Orlando, FL
Regional Short Course
Email: Jessica Walgenbach, 240-485-1152

February 19 – 22, Charlotte, NC
Plant Manager Certification Course
Email: Jessica Walgenbach, 240-485-1152

February 27, Milwaukee
Handling Concrete Specifications
Email: Jessica Walgenbach, 240-485-1152

March 19 – 21, Silver Spring, MD
CCSP Module IV: Professional Sales Skills
Email: Jessica Walgenbach, 240-485-1152

March 26 – 29, St. Louis
Plant Manager Certification Course
Email: Jessica Walgenbach, 240-485-1152

April 16, Denver
Improving Concrete Quality
Email: Jessica Walgenbach, 240-485-1152

April 23 – 26, Portland, OR
Plant Manager Certification Course
Email: Jessica Walgenbach, 240-485-1152



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