

# Contractor

Service & Industry

# Bulletin

March / April 2012



6459 State Highway 23, Oneonta, NY 13820-6550

607-432-8391, Fax 607-433-6284



Otsego Ready Mix, Inc.  
2 Wells Avenue  
Oneonta, NY 13820  
607-432-3400

**We've Upgraded!**



## Otsego Ready Mix, Inc.

Look what's new at Otsego Ready Mix. To better serve our customers, we've upgraded our batching system. The Sysdyne batching system is by far more reliable, flexible and fast. Our trucks are now tracked by GPS for more efficiency



The Old Batching System



Our New State-of-the-Art Batching System & GPS Monitoring

We're constantly looking for ways to improve service to our customers.

Introducing the Team at Otsego Ready Mix:

Jim Empie began driving with us in March of 2009. He came to us with many years of experience in the ready mix industry and was promoted to manager in November, 2009. Currently Jim is responsible for 10 drivers:

	<u>Years with ORM</u>
Gordy Tyler	13
Dieter Tafel	6
Chris Lanfair	5
Jeff Barlow	4
John DeNapoli	3
Gary Scofield	1
Robert Staats	1

And meet the new drivers starting this month...

Mark Vanvalkenburg  
Brian Tyler  
Ben Fink

Let's not forget our support personnel...

Darius Gedmintas  
Ryan Harlem

Jim and his team are ready to handle all your ready mix concrete needs. Please call 607-432-3400 to schedule your next concrete project.



Oneonta Block Company is now on Facebook  
Visit us at [www.facebook.com/oneontablock](http://www.facebook.com/oneontablock)

# First Time User Rebate Program for Builder & Remodeler

Offer is available until June 30, 2012



## Earn up to \$1,800 in Rebates

On Qualifying Products purchased after January 1, 2012

Receive \$3 rebate / panel for up to 300 panels of any two ZIP System products purchased: **7/16", 1/2", 5/8"**



Program Dates

January 1, 2012 – June 30, 2012\*\*

\*\*If a builder submits an invoice by the Jun 30 deadline, they are eligible to submit their 600 panel limit throughout the end of the year.

Check with your Pickett salesperson for a rebate form.



## Landscape Report

Polymeric Sand RG<sup>+</sup> and HP<sup>2</sup> What's the difference?

Techniseal recently upgraded both of their polymeric sands. So what are the differences between them?

Available in  
Grey  
or Tan



**RG+** Polymeric Jointing Sand  
for Pavers

RG+ is designed for light vehicular traffic areas such as driveways, etc. and normal to heavy pedestrian areas.



**HP<sup>2</sup>** Polymeric Jointing Sand  
for Pavers

High-Performance  
Formula

HP2 is High Performance should be used in heavy-traffic and high-humidity areas, steep slopes and false or wide joints.

Minimum Joint Width	1/8"	1/8"
Maximum Joint Width	1"	4"
Minimum Joint Depth	1.5"	1.5"
Optimal Strength		X
Inhibits Weed Growth	X	X
Deters ants & insects	X	X
Resists Erosion	X	X

Give us a call at 607-432-6641, or visit [www.techniseal.com](http://www.techniseal.com) for more in-depth information or technical data sheet on these products.



# in Stock Diamond Rail Fence



11' Rail	\$9.95
Corner Post	\$11.95
Line Post	\$9.95
End Post	\$10.95
11' Fence Includes 1 line post & 2 11' Rails	\$28.95



Let Pickett's deliver your materials.  
Boom Trucks, Box Trucks, and Stake Trucks available.



## Have Your Own Back

The back is one of the hardest working parts of the body, but it also is one of the most neglected. We rely on our backs to lift, pull, hold us upright, and more. But all too often we take advantage of its flexibility, strength, and capabilities. This happens even more on busy construction jobsites where physically challenging tasks are carried out for long hours.

According to CPWR—The Center for Construction Research and Training, formerly known as The Center to Protect Workers' Rights, the construction industry has the highest incident rate of back injuries of any industry, besides transportation. Of all the construction-related injuries that occur each year, 25% of them are back injuries. Depending on the severity, back injuries can cause the average worker to miss from 7 to 30 workdays—adding up to a substantial loss in income for the employee and productivity for the employer.

Most back injuries, typically sprains and strains, occur in the lower back due to activities where you lift, lower, carry, push, or pull. The risk of injury increases if you repeatedly carry heavy loads and must twist your back, or if you tend to work bent over or in awkward positions. Rebar tying, handheld surface grinding, and hand finishing are just a few concrete-related tasks that have the potential to cause back injury.

Although working around heavy loads is part of the job, straining yourself doesn't have to be. With a little training and planning, you can change the way you approach your work to reduce the risk of permanent damage. CPWR has some tips on how to reduce back strain.



**Cut down on carrying.** Have materials delivered close to where they will be used.

**Try to store heavier materials at waist height.**

**Raise your work to waist level,** if you can.

**Make sure floors and walkways are clear and dry.** Slips and trips are a big cause of back injuries.

**Take rest breaks.** When you are tired, you can get injured more easily.

**Use carts, dollies, forklifts, and hoists** to move materials—not your back.

**Use carrying tools with handles** to get a good grip on odd-shaped loads.

**If materials weigh more than about 50 pounds, do not lift them by yourself.** Get help from another worker or use a cart.

**When lifting or carrying materials,** keep the load as close to your body as you can.

**Try not to twist** when lifting and lowering materials. Turn your whole body instead.

**Lift and lower materials in a smooth, steady way.** Try not to jerk to lift.

**When you pick up materials off the ground,** try supporting yourself by leaning on something while lifting. Also don't bend over; instead, kneel on one knee and pull the load up on to your knee before standing. Make sure to wear knee pads when you kneel.

A quick note on back belts: A study conducted by NIOSH found no evidence that back belts prevent injuries. So unless a doctor prescribes one to help with a back injury recovery, don't depend on a back belt to protect you. Instead, change the lifting work.

# Buy, Lease or Rent Construction Equipment?

For many contractors, equipment represents their largest expense in terms of (nonhuman) assets. As such, the machinery you use can either help your bottom line by making your workforce more productive or hurt it by drawing away dollars unnecessarily. So it's important to regularly revisit that classic construction quandary: Should we buy, lease or rent our equipment?

## **PURCHASING CONSTRUCTION EQUIPMENT**

If you use your equipment at or near maximum capacity and maintain that level of use, buying may be your most logical choice. However, keep in mind that, while you may use your equipment extensively during peak times, it may be difficult to maintain that level of use every day.

Many contractors like the idea of owning equipment because they can deduct the related depreciation, insurance, repairs, taxes and interest, which lowers their tax bills. Large down payments, however, can strain your resources. Also consider what your business could do with that capital if the money were directed elsewhere.

In addition, buying means you'll have storage and transportation costs. And, you must deal with disposing of the equipment once it has outlived its usefulness.

## **LEASING CONSTRUCTION EQUIPMENT**

Many contractors lease their equipment to conserve capital. If you'd rather allocate money toward salaries or growing your company, for example, leasing offers a good alternative to buying.

Equipment leasing is essentially a loan. The lender buys and owns the equipment and then leases it at a flat monthly rate for a set number of months. At the end of the lease, you have the option to purchase the equipment, return it or lease new equipment.

Many leasing companies offer flexible payments that can help contractors and other seasonal businesses better manage their payments during busy months and allow no payments during slow periods. Because payments are fixed for a set period, you can knowledgeably budget into the future.

Most leases are structured so that payments are made with operating rather than capital funds, which can eliminate or reduce capital budget delays. As an additional benefit, you can usually deduct monthly payments as an operating expense.

There's a downside, however. If you go the leasing route, you'll likely pay higher interest rates than what you'd pay on a bank loan to actually purchase the equipment outright.

## **RENTING CONSTRUCTION EQUIPMENT**

Smaller construction companies often can't afford to own every piece of equipment they need, but they can't afford to be without them either. So a big advantage to renting equipment is that you pay for it only when you use it. You can always return the equipment to the rental company if business slows down or if a project falls through.

Equipment rental offers many of the same benefits as leasing, with three distinct differences. First, rental contract periods provide total flexibility. Equipment can be rented for any length of time — for example, from one day to as long as one year. Second, rental equipment usually includes maintenance provisions. And, third, if you don't like how a rental operates after actually using it, you can return the item. You're not locked into a long-term commitment.

Renting also gives you convenient access to the newest and best equipment. Rental companies typically upgrade their inventories regularly. They also provide specialized mechanics to keep their pieces in top condition. A larger rental company may even be able to dispatch a mechanic to your project site quickly or, if necessary, deliver a replacement piece of equipment. Finally, renting simplifies your budgeting and accounting because it greatly reduces paperwork and administrative requirements. There's only one invoice — and one cost — to account for. And remember, rental expenses may be deducted as a business expense.

## **ALL OF THE ABOVE**

So what's the right answer to the buy, lease or rent conundrum? Probably "all of the above." Some combination of renting, leasing and buying may allow your construction company to meet both its short- and long-term equipment needs. Determining the right mix, however, requires careful evaluation of your needs and financial situation.

*Feeley & Driscoll, PC | [www.fdcpa.com](http://www.fdcpa.com)*



[PickettBuildingMaterials.com](http://PickettBuildingMaterials.com)

Download this, as well as past issues of the Contractor Bulletin from our websites



[Facebook.com/PickettBuildingMaterials](https://Facebook.com/PickettBuildingMaterials)



[OneontaBlock.com](http://OneontaBlock.com)