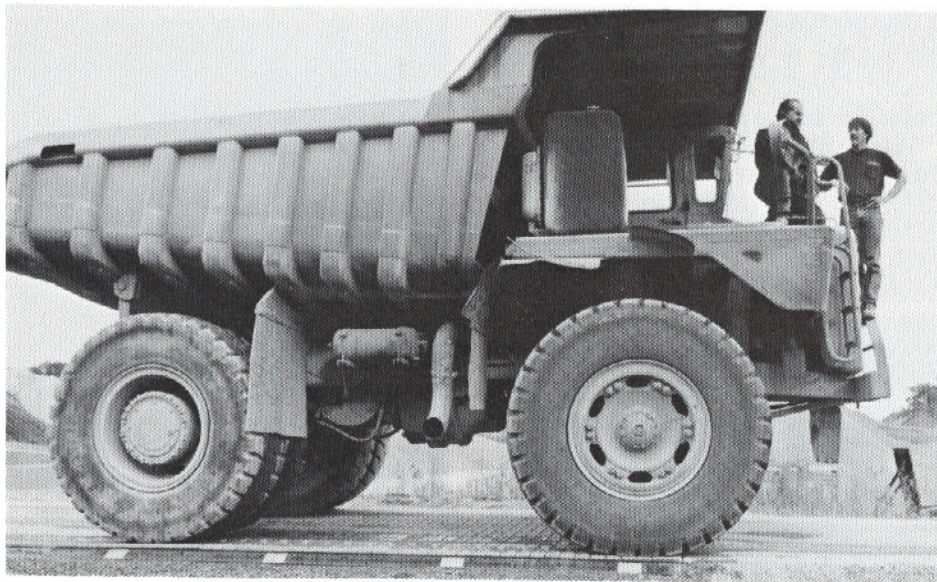


Pave Edge[®] Industrial Test . . . “Passes With Flying Colors”



Jeff Clapp visiting with an old Pave Tech“er,” Bob Lindstrom after he happened by the gravel pit with the family truck.

PAVE TECH has received a lot of interest in PAVE EDGE INDUSTRIAL as an alternative to typical concrete curbing for commercial and industrial applications. But always, the same questions “Where has it been used?” “Can it really hold up to the massive stress created by industrial traffic loads?” Steve Jones, President of PAVE TECH decided it was time for the “acid test.” Contacting his friend, Bill Pearson, Jr., owner of Prior Lake Aggregates, they decided to put an 8cm Hollandstone test pavement in front of the gravel pit weigh scale. Now, even though Mr. Pearson, proud owner of a 3,600 sq. ft. interlocking concrete paver sidewalk and patio had great respect for pavers and PAVE EDGE[®] at his residence, he had distinct reservations about pavers and PAVE EDGE INDUSTRIAL at his gravel pit.

Admittedly, there was no shortage of proper base, say about 22 feet of it. PAVE TECH installed the approximate 800 square feet of 8cm Holland-

stone during one night so as not to disrupt the 6:00 am to 10:00 pm day to day work schedule. Of course, it rained, it poured, just as they were to

(continued on page 2)

“PAVE TECH’s Original PAVE EDGE[®] Patent Reissues”

As most of you already know PAVE TECH has been in court fighting to protect its patent on PAVE EDGE from infringers. Since litigation started a couple of years ago many questions were raised about the validity of the PAVE EDGE patent. Stephen Jones, President of PAVE TECH made the decision in 1990 to resubmit his original patent with changes and the questions that were brought up by opposing lawyers. It was then given to the patent office to be reviewed and with all the new evidence others had

(continued on page 3)

It’s A Man’s World... Or Is It?

“Women In The Paving Industry”

By Louise DiPlacido Branham, Editor,

“It’s a Man’s World” — this used to be a prevailing statement in most male dominated industries — not so, today more and more women are entering into fields that were once predominantly male oriented. In the paving stone industry, we have found several females playing major roles in ownership, management, sales, production, paver design, patents, and the like. While the percentages are still rather low compared to more traditional female jobs, more women are surfacing and holding positions most would consider traditionally male.

A few women in the paver industry sharing their experiences and ideas are excerpted as follows:

Roberta Ann Hair, an attorney from Cincinnati, OH, is an example of one woman who had an idea for a paving stone design and turned it into a reality. Ms. Hair holds a U.S. Patent on her registered trademarked paving

(continued on page 3)

What Else Is New? Look Inside!

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Pave Edge Industrial Test . . .

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start screeding the sand. When it finally stopped, about 2:00 am, they were nervous. There was only Steve Jones and Bob Lindstrom and about four hours before the trucks started to roll across the scale. And then, out of the dark, a familiar voice rang out. It was **Ron Anderson**, Vice President of International Sales for **Tensar Earth Technologies Geogrid**. He was in town for a test that **PAVE TECH** was to make with their product. He had been worried about the rain because they were scheduled to do the testing that very day! With a few threats, begging and the promise of an experience he would never forget, Ron jumped in as our official apprentice paver layer (read "grunt"). Ask Ron today if he knows how to lay pavers or **PAVE EDGE** and he might ask you for a job. (Pause) As the clock struck 6:00 am and as the sun started to rise, the main gate opened to a line up of trucks waiting to load. The intrepid **PAVE TECH** and Tensar crew made its last pass with the plate tamper and broom. Steve then thanked Ron for his invaluable help, timing and stamina. It was jointly agreed that the Geogrid test could wait one more day. It was a

typical cold, wet, Minnesota October 1990 day.

The test area is at the bottom end of the scale that leads up out of the gravel pit. Up to 500 fully loaded 80,000 pound semi's grind up that hill every day.

The path to the scale drops off 35 feet on one side and 5 feet on the other. The pavement is only 10.5 feet wide. This test area was installed following CPI specifications. Proper base compaction, 1" loose screeded coarse sand, etc. We at **PAVE TECH** expected some problems to crop up with either the pavers or the new **PAVE EDGE INDUSTRIAL**. After all, nothing is perfect or so we thought.

When Steve Jones went back one year later, in October 1991, to measure deformation or deflection, or damage to either pavers or **PAVE EDGE INDUSTRIAL**, there was none!! They measured before and they measured after. They even pulled up 1/2 of the pavement, again at night, to inspect

Photo Right: Our Tensar crew, Ron Anderson having a few words with our plate tamper. **Bottom Left:** The approach to the weigh station. **Bottom Right:** The pit crew regularly cleans the scale with this small Caterpillar loader.

the sand, base and extended lip of the **PAVE EDGE INDUSTRIAL**. — No breaks, no cracks, no shifting!!!

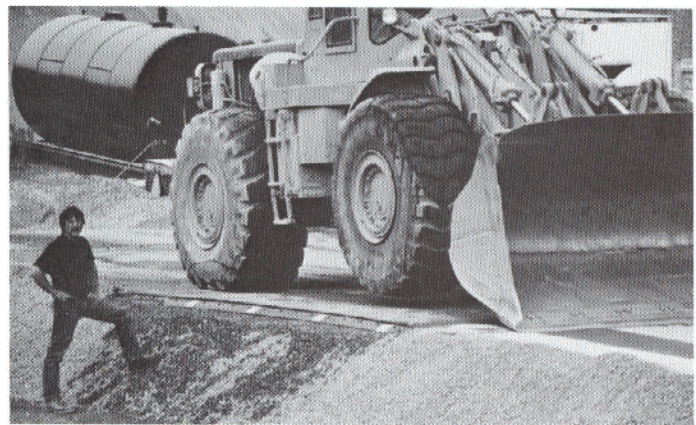
And after all that channeled traffic totaling more than 900,000 tons in less than a year, we could find no differential movement exceeding 1/8 inch.

Other successful **PAVE EDGE INDUSTRIAL** projects include:

NCMA/CPI Parking Lot — Herndon, VA

Paverlock of Ohio — Cincinnati residential street application (main entry into development).

Oaks Precast — Milton, Michigan paver plant paved yard storage area.



The **PAVE TECH EDGE**

A Publication of

PAVE TECH, INC.

P.O. Box 31126
Bloomington, MN 55431

Stephen Jones, President
Louise DiPlacido Branham, Editor

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Paving Stone Protection Treatment Program Now Offers Low Cost Portable Chemical Sprayer

PAVE TECH together with **Minnesota Wanner**, a Minneapolis based manufacturer of chemical spraying and handling equipment, have developed a relatively low price portable sprayer. Designed to be powered by a standard 12V battery. It will handle both **PAVE TECH's** **PAVER PREP** acid and **PAVER GUARD** sealer. The first prototype was recently shipped to the East coast to be used in cleaning and sealing over 40,000 sq. ft. of pavers at Madison Square Gardens arena. The price of the sprayer (without battery) is just \$975.00 plus shipping and handling. For more information, please contact **PAVE TECH** at 1-800/728-3832.



Very handy, portable and the price is right.

Women In The Paving Industry

(Continued from page 1)

stone, "Symetry®." A design that is shaped like a long hexagonal side with a square attached to one of the short sides. She says, "Symetry® has a wonderful shape, providing an excellent interlocking capability along with various design potential not previously available with one paver." She is president of the licensing company, Symrah Licensing, Inc. To date, she has licensed 17 paver manufacturers who are producing her Symetry® design. Since she is a practicing attorney and not a fulltime professional designer, she admits that creating and licensing a paver is a real counterpoint to her career.

Susan Borgert CFO/General Manager of Borgert Products, Inc. in St. Joseph, MN is involved with managing the day to day operation of their family-owned business. Sue along with sister Nadine and brother Kevin run the 68-year-old business.

When I contacted Sue to get her views on being a woman in the paver industry, she was busy loading pavers on a pallet for a trade show. As you can see, she digs in whenever necessary to get the job done and wears many "hard hats."

Sue began working as a dispatcher at a young age. After a stint in the office, her father started her in paver sales. Pavers have always appealed to Sue. In her current role she handles the financial end of the business. She has worked for the company for the last 11 years of their 15 year history of manufacturing pavers.

Sue stated that being a woman in the paver industry is the same as any other business. Once you establish your credibility, you are treated as a professional. Sue was not taken seriously in the beginning, being that she was one of the very few women in our industry. The majority of the people that she deals with today have learned to respect her judgment.

Nadine Borgert Olson, Vice President of Administration for **Borgert Products**, initially did not have a real interest in getting into the paver business. She previously was a counselor working with the mentally handicapped for seven years. Her sister Sue convinced her to help out in the office, and seven years later is still there. Nadine already had first hand knowledge of the paver business. Her husband Craig owned one of the first

paver installation companies in Minnesota. Craig was also instrumental in influencing Nadine to join the family business. Craig later joined Borgerts as Sales Manager.

Nadine also started as a dispatcher and then moved into handling the administrative functions. She currently does all of the company's personnel, customer service, advertising, public relations, insurance and anything else that needs to be done.

When Nadine thinks back to the early stages working in this industry, she was amazed that if a man called the office, they demanded to talk to a man. The first year in the business took a while to convince most men that she was just as capable. She says "once the barrier was broken between the male/female genders, male customers became more open." She feels people should be treated as individuals



Susan Borgert and Nadine Borgert Olson at Local Trade Show.

regardless of their sex.

Sue and Nadine are highly respected and visible in the paver industry and remain a rare example of female owners in paver manufacturing today. They are both active in various organizations and **Borgert Products** are members of the Concrete Paver Institute.

Helga Piro, is General Manager of **F. Von Langsdorff Licensing Ltd.** in Toronto, Canada, the company that holds patents on numerous unique paving stone shapes. Helga manages the North American operations, while the owner resides in Germany. Prior to becoming involved in the paving industry, Helga was a manager for a microscope company and had no prior background in paving stones. She was recommended to the owner, Fritz Von Langsdorff, and became involved on a part-time basis prior to the company's start up.

Today, Helga totally runs the office in all areas, including patents, licensing, contracts and all of the financial aspects of the business. Being bilingual has helped Helga deal with many European men in the industry. While Helga works primarily with men in the industry, she feels there are few disadvantages of being a woman. She indicated she does not get involved with anything too technical and even though the numbers are still relatively small for women being in the paver industry, all of the women that Helga works with are all highly respected by

(continued on page 4)

Patent Reissues (continued from page 1)

come up with. The risk was that the patent office might find that the new information would invalidate the patent but instead, a patent office senior examiner along with a severe quality control review board, found that the **PAVE EDGE** patent along with submitted changes were valid against all given arguments. The **PAVE EDGE Patent No. 4863307** has been reissued as **PAVE EDGE Patent No. RE 33550**. These numbers give you an idea how many patents get re-examined and reissued. Not many!

We continue our long, slow and costly venture to bring our **United States** and **Canada** patent cases to trial. We would hope that any company involved with an infringing edge product would demand their supplier to stop delaying and join in to ask for

an early trial date. Only then, can anyone be sure of their own position or liability. ▽

PAVE EDGE® INDUSTRIAL — Patent Issued

PAVE TECH submitted a patent application for improvements made to the original **PAVE EDGE** design. **PAVE TECH** is seeking international patents on these improvements also. Some of these improvements have been incorporated into our standard **PAVE EDGE** Rigid edging. **PAVE TECH's** new **PAVE EDGE INDUSTRIAL** patent was issued as **U.S. Patent No. 5073061** now covers improvements made to **PAVE EDGE**. Oh joy, oh joy, another patent!

Women in Paving Industry

(continued from page 3)

their male counterparts.

Pat Barefoot of **Unilock Chicago** began her early career owning a stitchery shop in Indiana. Pat being a civic and community oriented person, met her future at a Chamber of Commerce meeting in Muncie, Indiana. At that time, she was enticed to get into a sales position with a concrete manufacturing company, who also sold pavers from another manufacturer.

She fell in love with the industry and decided to open her own business, **Landscape Pavers Systems** of Indiana. During this time, she met **Bill Schneider**, owner of **LPS Pavements**, and accepted an offer to join LPS as an architectural sales representative.

Pat was instrumental in developing a scholarship fund at **Purdue University** for **Landscape Architect** students and persuaded **Bill Schneider** of **LPS** to sponsor the scholarship. Today the scholarship is co-sponsored by **LPS Pavements** and **Unilock Chicago**.

After five years with **LPS**, Pat joined **Unilock Chicago** last September as an architectural liaison. While Pat has many experiences to share, she feels that with the help of her male mentors, she has gained acceptance in the industry. Because she is tenacious, she never felt uncomfortable as a woman in a typical male industry role. Pat says there is "constant growth in our industry." Some of her best compliments have come from men. Her experience and knowledge in the paver business provide her with the competence she needs to succeed. The way Pat has progressed, it is obvious that she has a "love for the industry."

Another paver manufacturer featuring women in the paver industry is **Barbour Concrete Pavers** of Independence, Missouri. **Daneen Barbour** and **Cheri Streeter** are co-owners with their husbands, **Jim Barbour** and **Dave Streeter**, respectively. Daneen who holds a master's degree in psychology was teaching prior to entering the company business when her husband **Jim** needed her assistance.

In 1985, **Barbour Concrete** added manufacturing of pavers to their established business of manufacturing pre-cast concrete utility structures. **Daneen** runs the company's administrative areas setting policies and procedures. In 1980, **Daneen** attended a **BIBM** convention and through her

involvement with **NPCA**, having served on various committees, she has never felt intimidated by being a woman in our industry. She feels women bring a welcome change. She is on the **Special Events Committee** for the **BIBM** to be held in Washington, DC in 1993.

Cheri Streeter who is married to **Daneen's** brother **David**, is also highly involved being a part-owner of **Barbour**. Prior to joining **Barbour**, she worked for a large industrial manufacturing company in **Denver** where she ultimately met her husband, **Dave**.

Cheri who has an undergraduate degree in **Foreign Languages** later went back to school to get her **MBA**. She moved to **Missouri** to work for **Barbour**. In her first two years with the company she worked as an inside sales representative until last May. After the company hired **Tracy Greer** as a sales representative, **Cheri** took over as controller. She handles the day to day functions in accounting, advertising, marketing functions, etc. **Cheri** felt she was lucky being a female in a male dominated industry and feels being a female did have some minor hindrances in the beginning, but now feels fully accepted. **Cheri** is active in the **Concrete Paver Institute**.

Lisa Lakovic of **Watkins Concrete Block** in **Omaha, Nebraska** is vivacious and full of excitement. When you speak to her, it is no wonder she has had such success — with all her "enthusiasm." **Lisa** started with the business in architectural and contractor sales nine years ago. Because she felt she was "family" in a family business, younger than most sales representatives, and, being a woman in a male dominated industry, means your heart and soul are in the business and you tend to care more. She said "being young, you are more eager and will go the extra mile to get the sale." Being a woman does not seem to be an issue any more as far as she is concerned in our industry, because she has established herself over the years, and has demonstrated her knowledge to her customers with confidence. Says **Lisa**, "if you let men intimidate you, they lose respect for you." Once you gain their respect they begin to trust your judgment as a person regardless of your age or gender. **Lisa** is extremely involved with **Watkins Concrete** and very active in all areas. **Lisa** is also an active member of the **Concrete Paver Institute**.

Due to time constraints and space

BIA Introduces "New Flexible Brick Paving Design Guide"



BIA has just released its new **Flexible Brick Paving Design Guide** manual. **Brian Trimble**, staff engineer at **BIA** is the author. Final review was done by **John Knapton**, interna-



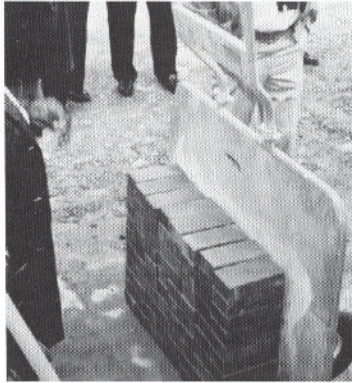
tional expert on segmental paving from **England**. This design guide follows the same precepts for flexible base design as does the **Concrete Paver Institute**. We look forward to continued advances by the brick industry in understanding the needs of flexible pavements. Your copy of **BIA's "Flexible Brick Paving Guide"** can be obtained by contacting the **Brick Institute of America** office at: 11490 Commerce Park Drive, **Reston, VA 22091** or by calling 1-703/620-0010. The cost of the guide is \$7.50 per copy or quantities of 10 or more at \$5.00 per copy.

limitations of this newsletter, we were unable to profile every woman in our industry. While the women mentioned in this article are just a small number, there are other females who have contributed their ideas and experiences to the paver industry. To mention a few, **Ann Hunnicutt**, owner of **Westwood Contractors and Interlock Paving Systems** in **Hampton, VA**; **Diane Oliver**, manager of wholesale sales of **Betco Block & Products, Inc.** in **Gainesville, VA**; **Tracy Greer**, sales representative for **Barbour Concrete Pavers**; **Linda Campbell**, general manager of the **Calgary** branch of **Westcon Construction Products** and **Elaine Hart**, office manager of the **Langley** office of **Westcon Construction Products** in **Canada**.

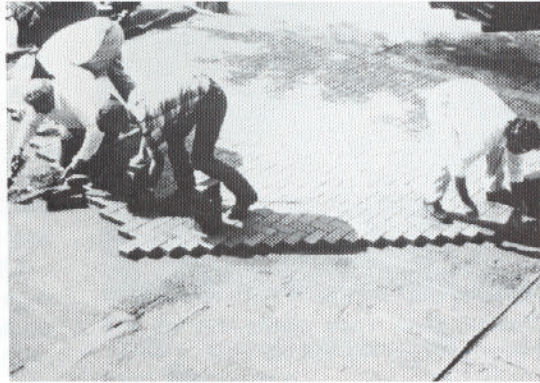
There are more and more women entering the paver industry in all capacities from owners, designers, sales, etc. As most of the women expressed, it did not take long to "prove themselves" and all feel they have gained the respect they deserve as being competent, intelligent and accepted as a "person" rather than being a "woman" in a male dominated industry. So . . . Is it really a Man's

World? 

PAVE TECH Conducts "Hands On" Seminar At NATIE Conference in Toledo, Ohio



Steve Jones demonstrating to the instructors, the needs of a paver cart.



NATIE attendees jumped right in like pros.

PAVE TECH was invited by **Bill Weaver**, Director for Manpower Development of **The Brick Institute of America** to conduct a "Hands On" seminar at the annual **NATIE** (National Association of Trade and Industrial Educators) meeting recently held in Toledo, Ohio. The seminar on segmental brick paving was for the Vocational School instructors attending the annual conference.

We wish to thank **George Machoukas** of the Jefferson Center school and his entire staff for their help in preparing the area ahead of time and seeing to our every need. Their cooking school provided a fine lunch for all attendees.

The "spirit and enthusiasm" of the staff at Jefferson Center is something we wish everyone could have experienced. The local **Ohio Masonry**

Institute also assisted in the preparation of the seminar.

The program began at the downtown Convention Center with **Stephen Jones**, President of PAVE TECH presenting a video and slide presentation with a question and answer session following. The group then adjourned and reconvened at the Jefferson Center school about eight blocks away. After a quick discussion on materials, methods, equipment and various techniques, the afternoon progressed and involved all attendees in the difficult "hands on" aspect of paver installation. In a short period of time the group was able to finish about 800 square feet of pavement. Just before completion, a local TV station, along with Toledo's mayor appeared to say a few words.

We at PAVE TECH were happy to be involved and join in with the great working atmosphere the attendee instructors provided at the seminar. Again, a special thank you to all!



Using PAVE EDGE® and PAVE EDGE INDUSTRIAL With Natural Stone

PAVE EDGE®, the only edge restraining system designed for interlocking pavers has proven to be a success with **NATURAL STONE**, too. Though designed initially for manufactured pavers, PAVE EDGE and PAVE EDGE INDUSTRIAL (made for thicker cut stones) is being used to restrain granite, flagstone, bluestone and other natural stone pavements throughout the United States and Canada.

Many specialty paving contractors across the U.S. and Canada have started using PAVE EDGE and PAVE EDGE INDUSTRIAL when installing natural stone pavements such as granite blocks. The extra height of the INDUSTRIAL edging gives thicker stones the extra added support they need. When using INDUSTRIAL, remember that your paving material (stone) should be 3" or thicker. When setting natural stone, always try to minimize the thickness of the sand layer and as always, you need proper base preparation and compaction.

PAVE EDGE provides the same structural attributes for natural stone paving as it has for interlocking pavers. Environmentally safe PVC, PAVE EDGE restrains trafficked pavements while providing design flexibility for contours and radius work. This, added to its ability to withstand frost heave and the fact that it will not rust, warp or deteriorate when installed as



PAVE EDGE INDUSTRIAL takes a little more work to make curves.

directed make PAVE EDGE the natural complement to natural stone pavements.

The photos of this installation were taken just a few miles from our Bloomington, Minnesota office. The work on site was performed by **Hage Construction**, a local contractor. For additional information on the use of PAVE EDGE or PAVE EDGE INDUSTRIAL with **natural stone**, please write or call our office **U.S. 800/728-3832 — Canada 800/247-3343 or FAX 612/881-2169.**



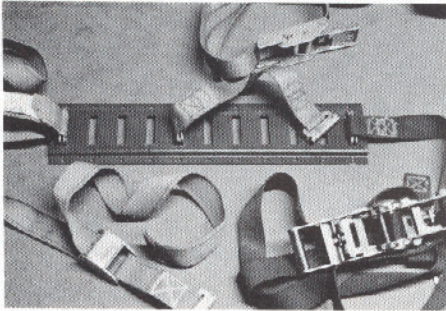
With the invisible PAVE EDGE, it will look just like the "Appian Way."

“Hollywood” Trailer

Equipment Trailer – Part II

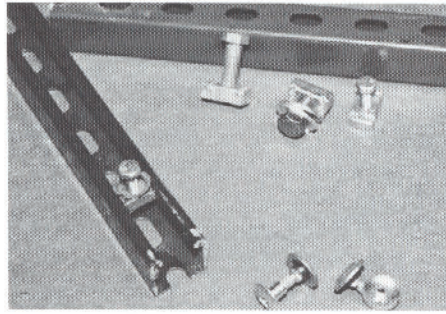
PAVE TECH's Installation Trailer is now “well traveled” as it has put on over 40,000 miles and has proved its worth in the time and money invested.

Since our **Part I** article last Spring, our trailer has suffered only one problem caused by a manufacturing defect. The main channels attaching the tongue to the main frame of the trailer almost broke off due to both steel and aluminum metal fatigue. One call to the manufacturer, Featherlite, got the problem resolved. An entire tongue assembly twice as thick and additional steel square tubing for reinforcement solved the problem.



Aeroquip tie down systems. Very versatile.

One of our first decisions was to decide on the tie down system for tools and equipment. We decided on “Aeroquip” with their special designed clips and receivers (see photo). This system offered the most options and flexibility; it also reduced the chance of people “borrowing” expensive straps due to the unique clips. We mounted tie down receiver plates on each side of the floor and down each side of the wall at one or two heights. This configuration allowed us the most flexibility and we can literally strap down and secure anything, anywhere in the trailer.

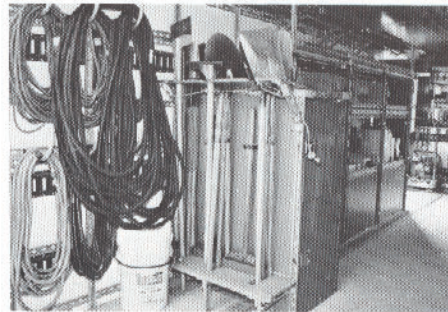


Channel steel made strong framing and supports FRP bolts (lower right).

Next, we had to decide on the materials to use to build supports and shelving inside the trailer. We finally concluded that slotted channel steel for supports and bracing would be the best choice.

Another material we used extensively was sheets of PVC plastic instead of wood. We used this for doors, dividers and racks. The shovel rack was probably the most time consuming. Always remember longest and lightest store up high.

We then, decided to use welded wire shelving. This would allow dirt and other debris to fall through to the floor. It would also allow for light to pass through so that lower shelves were not buried in darkness. Special FRP bolts



Looks too neat and tidy to be a work trailer, eh!

were used to attach things to the walls. Cost approximately \$1.75 each (see photo).

Next, was deciding locations for individual equipment. No matter what it looks like on paper it always works out differently once you place the equipment where you want it. Remember, try to stay flexible.

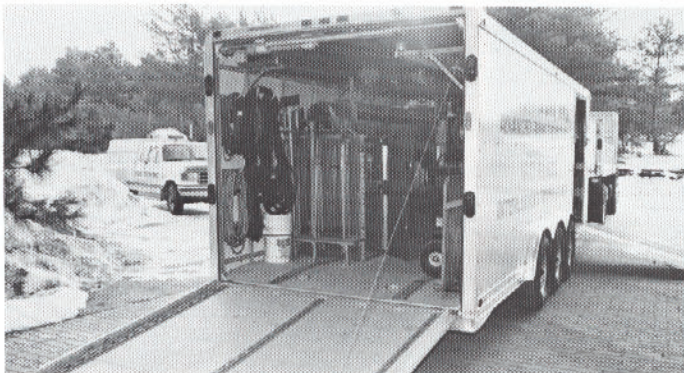
Our trailer also provides a great, huge signboard. It is best to letter your trailer and equipment, using as much of the available area as possible, but leave enough space so that when doors are open you do not block part of the sign. We also specified six 12V lights on the ceiling so that come early morning or late evening we would not be reduced to throwing things into the abyss.



Strapped in and ready to roll.

The single most important idea that proved out on our trailer was that everything – everything must have a designated place or it will revert to mayhem. When every tool has a location, then it might be put away. Let your job foreman influence the tool list and location. He is the one that will have to live with it. ▽

Next Issue — Part III, we will provide a complete list of tools we have in our trailer.



Wide open and ready for business. The side ramp works well in awkward locations.



Front storage for gas and oil keeps fumes to a minimum. Proper lettering identifies Company, no one ever asks. Who was that?

Trailer Reality?

“Hey, Dude!, Not Reality?”

Now back to planet Earth and the realization that most contractors do not have pails of gold and silver laying around. A local Minnesota company **Advanced Wall and Paving Systems** (Division of **Model Stone Co.**, block and paver manufacturers) took our concept, scaled it down and produced a very cost effective, usable trailer.

Trailer Specs

Manufacturer: INTERSTATE Trailer, White Pigeon, MI

Construction: 16 feet long, 8 feet wide, 7 feet tall. Steel frame, aluminum skin, galvanized roof, 2 x 7,000 pound axles. One 4 foot side door, double rear door, 3/4" plywood floor, 4,000 pound tongue jack.

Modifications

Step #1: The first thing was to double the floor with another 3/4" plywood staggering the seams from the first layer. 1 1/2" (sheet rock) screws worked great. We used Lexel to seal the edges.

Step #2: 1/2" plywood was attached to walls and doors. (This would allow for attaching shelving, tie downs, etc. It also stiffened the trailer considerably.)

Step #3: Of course the tongue jack broke. It was replaced with a 10,000 pound jack.

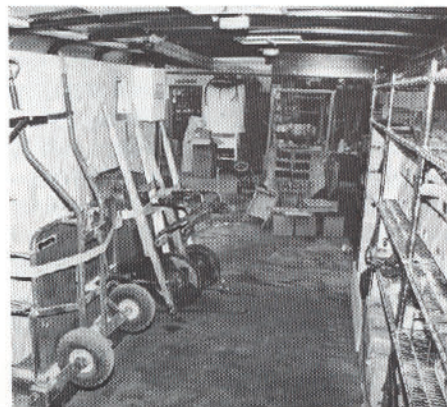
Step #4: Roof vents had not been ordered so they were cut in for both light and ventilation.

Step #5: Ceiling lights were added.

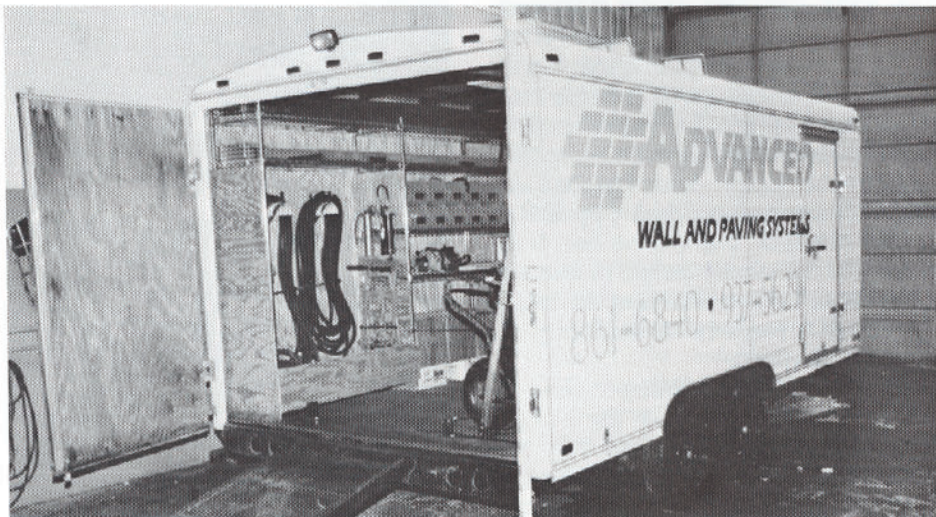
Step #6: A removable aluminum ramp was added to the rear along with an additional steel ramp for heavy tampers like their Case Model 70 Roller.

Total Cost of Trailer and Materials

Trailer:	\$3,200
Materials: (includes shelving, ramp, tie down hardware, etc.)	\$3,200
Labor: (approximately 110 man hours to make modifications)	\$1,600
Signage:	\$ 420
Total:	\$8,420



Why not for your Company?



Clean, Professional, Effective

Spilled Some Salt? Call OSHA.



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As Mr. Bennett states, when he grew up in the Pocono Mountains of Pennsylvania, he heard many old sayings by his parents and relatives. A few of these sayings, you seldom hear any more, but do you remember, an ounce of prevention is worth a pound of cure, you can't make a silk purse out of a sow's ear, a rolling stone gathers no moss, or a stitch in time saves nine? It was a catchy way to build common sense into the new generation. When the gold mine stock salesman arrived in the Pocono's, our first reaction was, a fool and his money are soon parted.

In a recent issue of the *Wall Street Journal* there was an article by a Harvard neuroscientist on OSHA laboratory rules. The following quotes from the *Wall Street Journal* were the reasons Mr. Bennett elected to entitle this article as such.

"I first became aware there was a problem when I read the label on one of my laboratory chemicals. It read, "WARNING: CAUSES IRRITATION. Avoid contact with eyes, skin or clothing. Avoid breathing dust. Wash thoroughly after handling." This "hazardous" chemical was sodium chloride . . . ordinary table salt. The supplier was carrying out its OSHA obligation to warn of potential hazards.

"The warnings about salt are not an isolated example of one chemical supplier worried about its liability. Here's another advisory sheet (MSDS), "After contact with skin, wash immediately with plenty of soap and water . . . Special Firefighting Procedures: Wear self-contained breathing apparatus and protective clothing to prevent contact with skin or eyes. . . Waste Disposal Method: Dissolve or mix the material with a combustible solvent and burn in a chemical incinerator equipped with an afterburner and scrubber. Observe all federal, state and local environmental regulations." This hazardous chemical is paraffin wax . . . what candles are made of."

Seems as though we need some of the old sayings installed into OSHA's (and EPA's) vocabulary. For a starter, don't go off half-cocked, might begin to bring back some good old common sense to our over-regulated world.

PAVE TECH's New Field Service Manager


... Jeff Clapp (please no applause)

Many of you have already met Jeff at seminars, trade shows and while visiting our distributors along the way. Jeff joined PAVE TECH this past Spring to handle



PAVE TECH's seminar preparations, trade show set-up and construction equipment. He also handles project demo's and basically anything no one else wants to do.

Jeff comes to PAVE TECH from an eleven-year background in asphalt road construction. His last position as job foreman had him supervising at least 15 workers and associated equipment.

What made Jeff near and dear to us right away was his appreciation of good base preparation. If you have any technical questions regarding PAVE TECH, PAVE EDGE, or our other products and you do not want to talk to a sales person (Dale) or a grumpy ex-installer (Steve), then call and ask for Jeff. 

New Installation Guide For Paver Walkways and Patios Offers Simple to Use Step- by-Step Instructions

PAVE TECH's release of the new "Installation Guide to Paver Walkways and Patios" has had an overwhelming response since its recent introduction. This simple to understand guide provides the user with techniques and instructions on the necessary materials and tools to use in; excavation, base preparation, sand setting bed, cutting and laying the pavers; and the placing of PAVE EDGE® paver edge restraint. The guide provides assistance in installing a start to finish maintenance free walkway or patio. This guide is helpful to small contractors and installers, and the handy person who enjoys "do-it-yourself" projects. A copy of this guide, as well as any other technical data, brochures and installation videos may be obtained by contacting PAVE TECH, INC. P.O. Box 31126, Bloomington, MN 55431 or by calling in the U.S. 800/728-3832; Canada 800/247-3343.




Completed — "Home of the Future" Brick paving

Brick Pavers Used For "Home Of The Future 1991"...

Hometime Video, Inc., National Association of Brick Distributors and Pave Tech, Inc.

Hometime Video, the company responsible for the series of the same name, on the Public Broadcasting System recently featured a five-segment series on their latest project the "Home of the Future '91." The house was built in a Minneapolis, Minnesota suburb using new and advanced construction materials and techniques. The *Better Homes and Garden* magazine will also feature this unique project in one of their future issues. PAVE TECH, working with local contractor, **Advanced Wall and Paving Systems** supplied the PAVE EDGE edge restraint, equipment and labor to install over 3,400 square feet of pavement. PAVE TECH was responsible for designing and overseeing the flexible base design. Both **The Denver Brick Company** and **Sioux City Brick & Tile** donated the pavers for this project. Both companies are members of the **(BIA) Brick Institute of America** and **(NABD) National Association of Brick Distributors**.

PAVE TECH's involvement was to ensure that the quality of the installation was maintained so that all participants would be able to exploit the long term promotional opportunities this project had to offer. 



LEXEL adhesive was used on the steps.



Strong contrasting border really highlights!

REVENGE OF THE NERDS

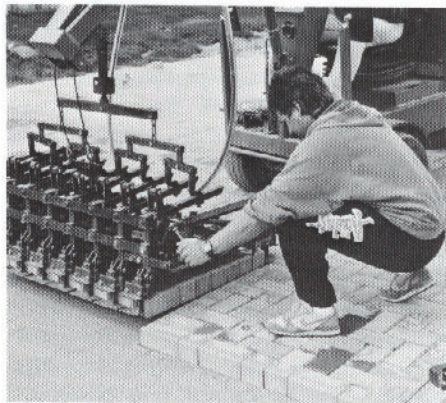
"Are Spacers Really Necessary?"

By Stephen Jones, President, PAVE TECH, Inc.

Nibs, nerds, spacer bars, lugs, spacers — this is not a listing for society rejects. These are some of the terms used to describe the addition of a bulge on the sides of either concrete or brick pavers. It is first important to differentiate between Concrete and Clay pavers.

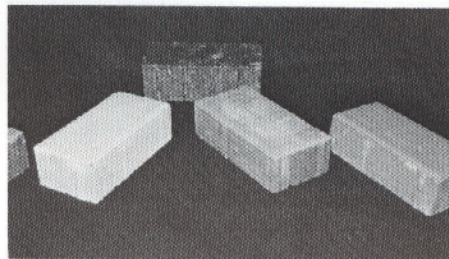
Clay Brick pavers need these spacers especially on vehicular pavements to avoid chipping because Clay expands more than concrete under climatic (temperature and humidity) changes. Clay is a much more brittle material which is best dealt with using a combination of chamfers and spacers.

Concrete Interlocking pavers saw the introduction of spacers from Europe. Spacers were originally designed to help even out spacing between pavers that have been laid using mechanical installation equipment. The normal method of installation by mechanical device will always leave a gap where the spring steel teeth actually grab the pavers. When these clamps and teeth grab a layer of spacerless pavers they effectively squeeze each layer allowing for no joint between individual stones. As the clamp sets the layer onto the bedding course the teeth of the clamp force a space between the stones that are already laid and the new ones being set. Alas, this is the one and only true reason for spacers. If the pavers are mechanically laid and if the pavers spacers are the same size (thickness) as the clamp teeth, then a much more uniform installation will occur and sand will be allowed between each paver.



Spacers are for mechanical laying.

It is important for a proper installation and proper transference of load between individual pavers that there be sand between each paver. Direct contact can cause individual chipping or spalling.




Different styles of spacers (round, flat, full height, 1/2 height).

Unfortunately, I must say that most of the chipping and spalling I have witnessed occurs due to excessive subgrade movement under loading. This is a factor under control of the installation contractor, or engineer who designed the base.

Fully 90% or more of paver installations in North America are done by hand. If, and this is a big "if," proper installation techniques are used to lay pavers, then the action of working over the top of the laid pavement will force a uniform, small joint between pavers. Installers should attempt to minimize this spreading, but should never stop it or use hammers on a regular basis to "keep it tight." If pavers have spacers on them you are forcing a larger joint than would normally be necessary and ultimately cause a more open and potentially weaker pavement surface. There is also the problem of losing sand in the upper most portion of a wider joint. This eventually will fill with dirt and create an annoying weed problem.

Many concrete paver manufacturers have been forced to add spacers to their pavers because local competition turned the spacer controversy into a "have" or "have not" argument with architects and specifiers. At a quick glance the "haves" argument made sense and when the "have nots" tried to fight this argument it always seemed that they the "have nots" were clinging to old technology and trying to avoid an expense, NOT SO. But this marketing subterfuge advantage was

short lived because all manufacturers replace paver molds on a regular basis due to wear. So now everyone or almost everyone has achieved an undesirable "Status Quo." **It would now behoove most of us to rethink the desirability of spacers for hand laid concrete pavers.**

Unfortunately the clay paver industry which desperately needs spacers or lugs for their pavers have refused to add them, with the exception of perhaps one or two enlightened manufacturers. 


Mobay Introduces New Direct Mail Piece

PLEASE NOTE:
The Mobay Corporation has officially changed their name to MILES INC.



Mobay Corporation, the manufacturers of **Bayferrox** (the iron oxide pigments that make your pavers so colorful), have introduced their fourth direct mail piece. As part of their ongoing paver promotion program, they recently completed the printing of "A Perfect Way to Pave — The Revitalization of San Antonio" which depicts the largest use of pavers to date in North America. The mail piece is a four-color brochure and is offered at \$.15 each and has **your name** printed ready to affix your mailing label and postage to send. This is an excellent marketing tool to reach your targeted audience.

In addition to the manufacturers and installers who have already purchased this mail piece, Mobay will be mailing out 14,000 pieces as well. Since this mailer is about a municipal project (one more is planned for 1992) they purchased a mailing list from *Public Works* magazine of key officials nationwide who they feel are most interested in hearing about pavers. The direct mail campaign focuses on key decision making individuals involved with local city, municipality or township engineers, city/county officials, public works department officials, etc.

If you would like to receive more information on obtaining this mail piece, please contact: **Paul Croushore at Miles Inc. — 412/777-7596.** 

Distributor/Contractor/Installer ALERT!

Technical Tips

1. "Sealer Glaze" on Concrete Pavers

A common problem that has been occurring with contractors applying *PAVER GUARD* and some other sealants has been the effect we call "Sealer Glazing." This is a situation where the sealer has actually lifted or raised up off the pavers, either in the joint areas or in severe cases over the entire stones. The effect makes the paver look like a glazed donut. But, definitely harder to swallow. All cases of this "Glazing" that we have personally investigated (over 30) are due to application of *PAVER GUARD* sealer on wet pavers or pavers with a bedding course that still contained too much moisture. Sometimes the moisture that is in the bedding course is invisible on the surface of the pavement.

SOLUTION:

There is a very simple solution to this problem.

- 1) Make sure pavement is swept clean.
- 2) Make sure it has not rained or the lawn has not been watered for at least 2 days.



Tech Tip #1: "Sealer Glazing" can rear its ugly head if you're not careful.

3) Using a hand pump operated tank sprayer, filled with "**Toluene** or **Toluol**" solvent (available from Pave Tech or local commercial paint store).

Spray the **Toluene** until it fully covers the surface. This will re-emulsify the existing sealer on the surface and allow it to set back down and adhere to the paver. The application of **Toluene** should immediately give results bringing life and color back to the pavers. If it does not, call us immediately. The pavement should be ready for traffic in 12-24 hours depending on temperature.

This technique also works for areas that have problem spots.

3. LEXEL® Paver Adhesive Needs Proper Preparation!

Many contractors around the country have found that **LEXEL** is a high quality adhesive for their paver work. Unfortunately, some contractors are forgetting or refusing to understand its limitations.

#1 — Area to be adhered must be relatively flat. **LEXEL** will build height no more than 1/4" reliably.

#2 — Area to be adhered to such as concrete must be fully cured and absolutely dry and be free of sand or dust.



Tech Tip #3: Remember - Surface preparation always comes first.

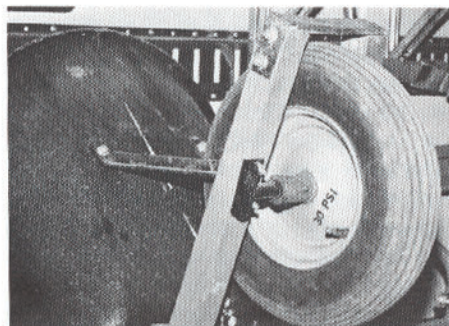
2. Proper Tire Inflation

One of the biggest headaches we used to have as contractors was proper tire inflation on various pieces of equipment. Such as:

- Wheelbarrow
- Paver Cart
- Bobcat
- Heavy Equipment Trailer
- Pickup Truck
- And others

Our biggest problem usually was trying to figure out the proper inflation PSI for each different tire. Not all utility tires on construction equipment list PSI. Sometimes, it is listed only in metric KPA.

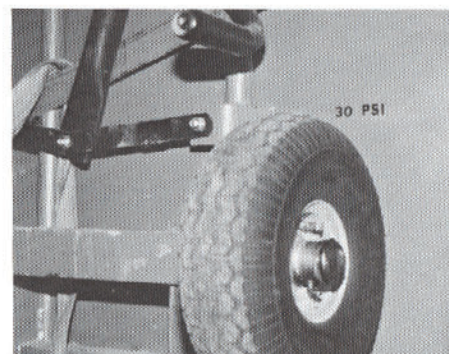
While in New Jersey a couple of years ago we noticed that the local railroad utility trucks had PSI lettering over each tire on the fenders. We took that a little further and put lettering on each wheel or above each tire on every piece of equipment.



Tech Tip #2: Even the "lowly" wheelbarrow needs air from time to time.

Some of the difficult to quantify problems associated with an underinflated tire can be:

- Early destruction of tire
- Loss of piece of equipment
- Increased cost of labor to compensate for loss of equipment
- Lower production rates for equipment and crew
- Possible accidents and loss of equipment while on road



Tech Tip #2: A "flat" with your paver cart could mean an unproductive day.

- Uneven, slower, and frustrating excavating and grading.

Always try to have at least a small 12V or 110V air compressor on the job for those needs. It is relatively cheap compared to actual cost of problems associated with an underinflated tire. Also consider adding those little vinyl letters you can get from a hardware store to indicate proper PSI. ▽

3. LEXEL *(continued from page 10)*

#3 — An even coverage of LEXEL on the bottom of the stone is important. Stay back 1-1½" from any leading edges. Overhang step treads by ½" to ¾".

#4 — Do not over apply LEXEL — too much will not work — more is not better. Remember twist the paver into place and use a wooden mallet to finish setting.

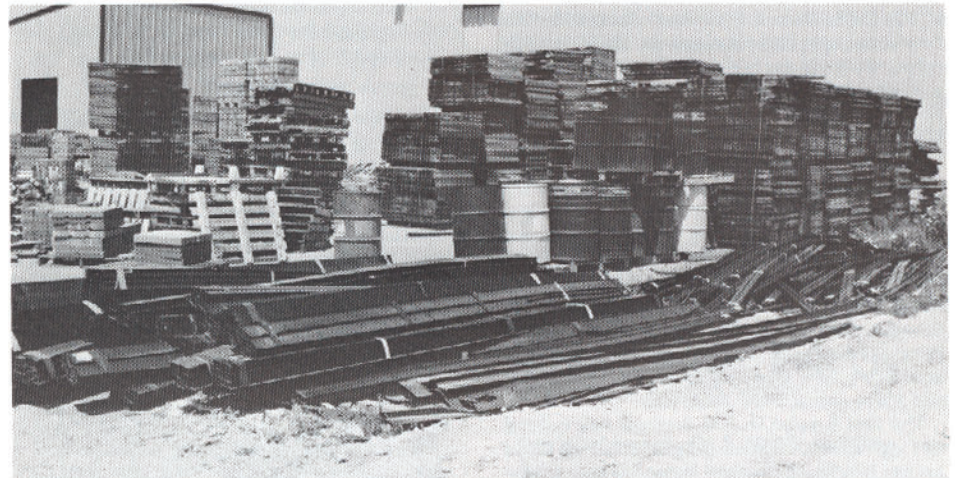
#5 — Rope or barricade off your project from all traffic for at least 48 hours. In cold weather, less than 50°F, you should allow an extra day to dry.



Tech Tip #4: Most of our distributors have built racks to hold PAVE EDGE. Saves on yard time and yard damage.

4. Store PAVE EDGE® Flat

To Our Paver Manufacturers and their Dealers: PLEASE treat PAVE EDGE warehousing with the respect that the cost of our product demands. If you invest 1,000, 10,000, 20,000 or even 30,000 thousand dollars in a shipment of PAVE EDGE it should be stored FLAT and out of harms way. Preferably inside or at least out of direct sunlight. All plastics lose some of their properties in direct sunlight. If it is just thrown on the ground, it will probably get damaged when your yard men are trying to pull bundles out. It may also cause warping which is also unacceptable. Our new 10 foot length should make it easier to warehouse and store.



Tech Tip #4: Some companies lose money on PAVE EDGE due to poor yard storage practices.

NPCA Offers New Video . . .



The Modular Paving Section of the NPCA introduces its new VHS video promoting municipal uses of concrete block pavers. Titled "**A Perfect Way to Pave — The San Antonio Story,**" the video tells the story of the installation of over one million square feet of interlocking concrete pavers by the City of San Antonio, Texas, as part of a major downtown rehabilitation project.

It is the largest municipal use of pavers in North America to date, and encompasses 70 blocks of street, and 140 blocks of sidewalks. The video outlines the ease of installing pavers and graphically illustrates the benefits of using pavers in municipalities; i.e. their beauty, their capacity to handle large volumes of heavy-duty traffic, which includes trucks, industrial equipment, and other vehicular traffic without failure; their practical aspects, such as when utilities under the street

have to be repaired and the pavers may be removed and replaced without unsightly patches.

As Max Hoene, chairman of NPCA's Modular Paving Section states, "We believe that the video is a fantastic marketing tool for the paver manufacturer, and that it demonstrates one of the benefits of membership in the National Precast Concrete Association." He urges all industry suppliers and paver producers to purchase multiple copies of the video for free distribution to mayors, city and town councils, and municipal councils of the cities, towns, counties and provinces in their marketing area. The video also is an excellent point of sales tool for home shows, trade exhibits, presentations to architects, engineers, developers, etc. **NPCA members may purchase the video for \$8.00 each. Non-members for \$12.00 each. For more information, contact the NPCA**



800/428-5732. The San Antonio story was also profiled in NPCA's Casebook, a publication that highlights examples of many unique and cost-efficient projects in a variety of applications. This publication is available by contacting NPCA. Cost is \$1.00 members, \$2.50 non-members.

For more information:

Contact: Sheila Dann
National Precast Concrete Assn.
825 East 64th Street
Indianapolis, IN 46220
317/253-0486; 800/428-5732

Since our last newsletter events at the **Concrete Paver Institute (CPI)** have really been happening. Articles on those happenings will be detailed on the next pages. **CPI** membership in Contractor and Informational categories have continued to grow rapidly. Even some of the "last" handful of non-member producers have finally awakened and joined **CPI**.

CPI and NCMA Mid-Year Convention in Coeur D'Alene, Idaho

CPI's Mid-Year meetings in Idaho were well scheduled and made for a marathon 2-3 days of committee meetings for most members.

The Installation Committee, chaired by **Bill Schneider** of **LPS Pavements** took on the responsibility at the mid-year meeting to develop a curriculum for a **CPI** sponsored "Paver Foreman School." **Joe Van Duren** of **Design Pavements** researched and located a curriculum development process called "**DACUM**" (Developing a Curriculum). A task group was formed whose members are: **Don Lampus, R.I. Lampus Co.; Volkmar Helmenstein, Design Pave; Joe Kerr, Unilock NY; Joe Van Deuren, Design Pavements; Fred Naether, Hessit Works; Chris Ross, Balcon, Inc.; Mike Mueller, Optimas America; Pat O'Hara, North Syracuse Construction; Ken Mayo, Gorla Enterprises; Bill Schneider, LPS Pavements; David Smith, CPI and Steve Jones, Pave Tech, Inc.**

The first session in this process was held at **CPI** in December. Twelve people including **Steve Jones, PAVE TECH** and others representing producers, contractors and associates were invited to attend and participate in the development of the curriculum outline. The second step in the process will be held with a second meeting the day before our regular committee meetings are to be held at the Masonry Expo '92 in Orlando, Florida in February. We expect another successful meeting.

CPI's Building Interlocking Concrete Pavements - "A Basic Guide"

The long awaited, many times reviewed and re-reviewed, Paver Installation Vocational School Guide is finally out. The reason for this publication was to be able to provide an instructional outline to teach a basic paver installation school.

Back in September, **PAVE TECH** became aware of a local vocational school instructor wanting to add a new dimension to his landscape construction class by adding a paver installation segment. **Stephen Jones**, President of **PAVE TECH** was fortunate to be able to offer a final draft copy of the new **CPI** guide to help him start his first class. **PAVE TECH, Advanced Wall and Paving** (a local contractor) and **Borgert Products** (a local **CPI** producer) helped with both classroom presentations and actual field work. It was quite interesting that when local landscapers found out about this new segment of training, a number of them signed up at the school just for the paver training.

As a member of **CPI** with an installing background, I found this program to offer great potential to both producers and contractors by offering a continuing source of special service, skilled labor for our labor hungry industry. Call me, **Steve Jones** at **PAVE TECH** or **Dave Smith** at **CPI** about developing your own local vocational school programs.

Utilizing these programs developed by **CPI** are crucial to the proper expansion of our industry. Do not wait and do not hesitate. Let's get to work educating.

School & Instructor Profile:

Ted Harris, Instructor
Hennepin Technical College
Brooklyn Park, Minnesota
Course Title: The Landscape
Occupations

Ted Harris, instructor at **Hennepin Technical College** has been instrumental in developing his "hands on" method of instruction. His course "The Landscape Occupations" includes all facets of landscape design and construction. This style of "hands on" instruction evolved from **Ted's** involvement as a private landscape contractor for 15 years. That hard road to learning was taken immediately after graduating as a landscape architect. Later, he decided that after so many years as a landscape contractor he would broaden his knowledge by opening and operating a landscape design firm. After six years and the frustration of not being able to find enough good craftsmen capable of executing his designs, he found the opportunity to go to the root of the problem — Education! For the past 16 years **Ted** has been educating students and expanding his philosophy through his instructional classes. **Ted** maintains a large shop separate from the main building where he has a large inventory of skid loaders, trailers, saws and hand tools. One of the most encouraging things **Ted** has told us is that for 1992 he plans to budget for a paver cart, walk behind roller and other specialized tools for paver construction. Our hat's off to this forward thinking teacher!!

Stephen Jones, President of PAVE TECH Elected To NCMA Associates Board Of Directors

In a bold move, **NCMA** filled an opening on their very active Associates Board of Directors with a **CPI** Director, **Stephen Jones** of **PAVE TECH, INC.** **Harry Dietzer**, Chairman of the Associates Board stated, "That it was time to strengthen the already strong bond between the parent association, **NCMA** and its headstrong division of the **CPI**."

NCMA is actively seeking participation of the **CPI** and its members at the highest levels of decision making in **NCMA**. Many existing and potential **CPI** members have continued to voice opposition to influence from **NCMA** in **CPI** affairs. By and large, this is a baseless argument designed to cause internal problems. **NCMA** has actively and aggressively worked with **CPI** to allow **CPI** to decide its own fate. Remember that

this relationship works to the benefit of both organizations. If any **CPI** member has any comments or questions regarding **NCMA/CPI**, please give me a call, **Stephen Jones** 612/881-5773.

CPI Announces New CPI TEK 6 Bulletin . . . "Cleaning and Sealing Interlocking Concrete Pavements"

... Final revisions to the **CPI TEK 6** entitled "Cleaning and Sealing Interlocking Concrete Pavements" were made by a task group formed at the **CPI/NCMA** mid-year meeting in Coeur D'Alene, Idaho last August. The group met after the regular committee meetings to finalize this bulletin. The task group was formed and headed by Technical Committee Chairman, **Joe Kerr-Unilock NY**, with **David Smith-CPI, Hans DeWitt-Mobay/MILES Inc., Marshall Brown-Addiment, Inc.** and **Steve Jones-PAVE TECH, INC.** as Task Group members. This informative technical bulletin is part of the ongoing Information Series from the Concrete Paver Institute which produces various **TEK** bulletins. **CPI TEK 6** gives step-by-step procedures on cleaning and sealing concrete pavers and a cross-reference table for removing stains and particular procedures associated with overall materials to clean and seal concrete pavers. Plus the components of various types of cleaners and sealers. For more information, please contact the **CPI, 2302 Horse Pen Road, Herndon, VA 22071-3406** or phone **703/713-1900** to obtain a copy.

CPI Vertex CADalog

At last! The long awaited software program offering 49 detailed cross-sectional drawings and specifications is now available. Price of this impressive program is \$25.00/members and \$60.00/non-members.

One of the truly unique features of this software package is that even though originally designed to be used by **CAD/CAM** systems, it also was developed to provide working drawings and specifications printable on almost any **IBM** compatible office **PC** or laptop computer. It will print drawings on a wide selection of **Dot Matrix**, laser and bubble jet printers. This product is truly designed as a daily working tool for our industry.

That is what **CPI** is all about.



CPI and PAVE TECH Conduct Airport Pavement Demonstration

CPI exhibited at the Annual Symposium on Airport Pavement Maintenance held in April in Bloomington, Minnesota. **Stephen Jones** of **PAVE TECH, INC.** found out from **CPI** that an opportunity existed at this conference to take part in scheduled field demonstrations. Stephen Jones asked for and received 8cm Hollandstone pavers donated from **Unilock Chicago**.



The airport maintenance staff nicknamed our test area — "The Patio." They did their best to take it up, but to no avail!

Thank You, **Mr. Ed Bryant**. **PAVE TECH** also received help from a local paver installation company, **JLM Landscape Maintenance Co.** **Jerry Holman, Jr.** was happy to donate his own labor and that of his paver crew foreman for a couple of days for this industry activity.

The demonstration area was part of a parking lot at the executive business

terminal of the Minneapolis/St. Paul International Airport. First, we saw cut the asphalt and found 6" of concrete under half of the area. After breaking up that and removing it, we brought in crushed limestone 1 1/4"-minus. We installed about 14" of base and compacted it with our **Case 252** roller. We installed almost the entire area except about 200 square feet so that spectators could easily see the installation cross section. We also used **PAVE EDGE INDUSTRIAL** to edge the pavement on the one open side.

Of course, when the day came for the demo it rained cats and dogs. The part we had left open looked more reminiscent of a swimming pool. At the last minute **PAVE TECH** had their local sign company prepare a 25-foot banner for **CPI** which proved to be quite the handful in setting it up in



The sound of the close incoming jets was rather loud!



Jeff Clapp of **Pave Tech** installs **PAVE EDGE INDUSTRIAL** on the one open side.

a 30-40 mph wind. This demo was effective in supporting the recent Dallas/Fort Worth Airport paver installation and the recent Airport Publications by **CPI**.

Industry thanks goes out to companies and individuals who donated time and materials.

Ed Bryant, President, Unilock, Inc., Chicago, IL - 8cm pavers

Jerry Holman, Jr. & Brett Nutting, JLM Landscape Maintenance Co., Richfield, MN - Time and Labor

PAVE TECH, INC. - Edging, Equipment, Trade Show Display and Labor

PAVE TECH Participating in Two Major Industry Trade Shows

PAVE TECH again will be exhibiting at two upcoming major trade shows:



January 21-23, 1992 — Landscape Ontario, Congress 92, Copps Coliseum, Hamilton, Ontario

Congress 92, an annual event sponsored by **Landscape Ontario Horticultural Trades Association**, has plenty to offer for landscape professionals with over 500 well-stocked exhibit booths and educational seminars. Last year's event comprised of architects, landscape contractors, nursery growers, garden center operators, teachers, grounds maintenance firms, to mention a few of the over 8,000 attendees.

February 9-11, 1992 — Masonry Expo '92, Orlando, Florida



Once again, **PAVE TECH** will be exhibiting at the **Masonry Expo**, the concrete paver industry's premier event. Over 225 leading manufacturers will display and demonstrate their products. **Masonry Expo '92** is where you will find the latest equipment, technology and ideas which will take you into the 90's with virtually every product and service used by the masonry construction industry today.

Masonry Expo '92 is co-sponsored by: National Concrete Masonry Association/Concrete Paver Institute, Brick Institute of America, National Association of Brick Distributors, Expanded

Shale Clay and Slate Institute, Masonry Contractors Association of America, National Lime Association, Portland Cement Association and The Masonry Society.

IMPORTANT!

PAVE TECH will be orchestrating a Paver Installation Demonstration at the Paver Systems Company plant in Orlando as part of the **Masonry Expo 92 Paver and Block Plant Tour**.

Sunday, February 9, 1992, 7:00 am

Included in this demonstration will be mechanical laying of pavers and mechanical screeding of sand, plus every other facet of a regular paver installation.

“Buried Gold?”

“There Is Beauty And Gold Buried Under Highway Underpasses”

Recently two projects came to our attention that pointed out an area of opportunity for concrete pavers. These projects dealt with a nagging visual and maintenance problem for county and state highway departments. What to do with highway underpasses?

Typical problems are erosion, growth of plantings or weeds, difficult access by maintenance crews, visual/aesthetic eye sores, high cost of poured concrete and the need for Spring replanting due to high winter salt concentrations, etc.

1st Example (Photos 1 & 2):

Location: Tuttle Crossing at Interstate I-270 – Columbus, OH

Paver Supplier: – Oberfield’s, Inc. – Columbus, OH

Installer: Gatlin Industries – Sunbury, OH

Architect: – Sullivan-Gray Partners – Columbus, OH

Developer: Edwards Company – Columbus, OH – Pete Edwards, owner donated land to State of Ohio

Municipal Authority: Ohio Dept. of Transportation – State of Ohio

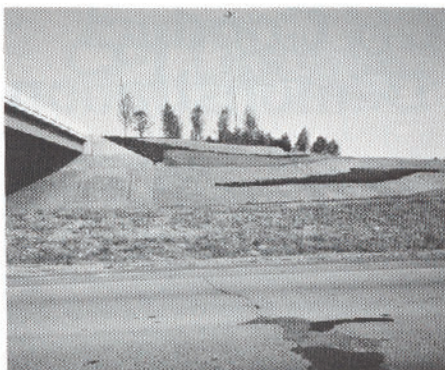


Photo #1: A real eye catcher when traveling through Columbus, OH.

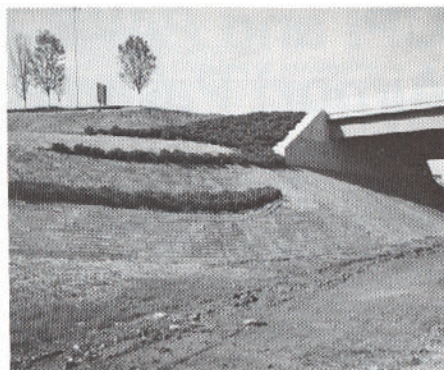


Photo #2: Graceful Serpentine Curves

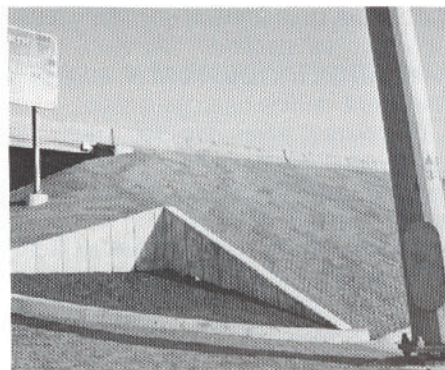


Photo #3: What a relief from the weeds or boredom of concrete, Kansas City, MO.



Photo #4: Who said Pavers could not be set on a steep grade?

2nd Example (Photos 3 & 4):

Location: Interstate Highway I-35 – State of Kansas

Paver Supplier: Barbour Concrete Pavers – Independence, MO

Installer: Quality Concrete Construction Co – Mission, KS

Architect: Howard, Needles, Tammen & Bergendoff – Kansas City, MO

Municipal Authority: Kansas Dept. of Transportation – State of Kansas

Architects and engineers should consider these novel and creative approaches to problem solving.

Pavers are probably the best alternative in many unique and unusual cases where some sort of hard surface means are needed.

For more information, call **Pave Tech, Inc.** at U.S. 800/728-3832; Canada 800/247-3343 or **The Concrete Paver Institute** at 703/713-1900.

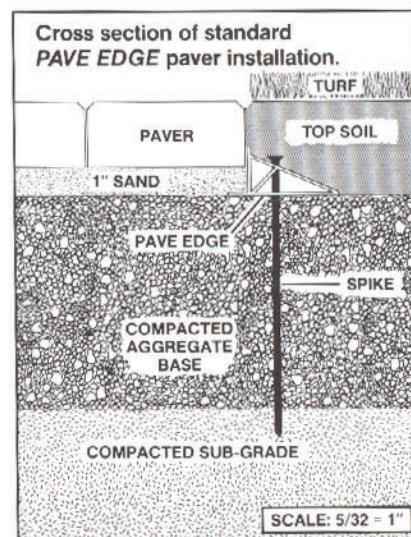


Don't Meddle With **PAVE EDGE** Specifications

PAVE TECH has been aware of the attempt by some contractors to influence the specifications for the installation of PAVE EDGE. Self-appointed experts in pavement restraints — these contractors are attempting to have PAVE EDGE installed on top of the bedding sand. PAVE TECH can guarantee failure of our PAVE EDGE on vehicular pavements and potentially on pedestrian pavements if installed in this manner.

PAVE TECH has spent many years and a substantial amount of time and money determining the simplest, most effective means of installing PAVE EDGE. PAVE EDGE has revolutionized pavement restraints. It made

dubious, expensive, laborious methods obsolete. The fact that some installers are used to antiquated methods or perhaps too lazy even now to pull back the sand down to the base before installing PAVE EDGE; an act that requires but a few seconds per linear foot leaves us here at PAVE TECH bewildered. Architects, if you specify PAVE EDGE, make sure you cover your liability. If you specify PAVE EDGE or allow it to be installed by any other method than for which it was designed, problems will definitely arise. You will also be jeopardizing any soft landscape; such as sod that may be left with inadequate top soil for root growth.



Interlocking Paving Systems Selector Guide

Preface

By Stephen Jones, President, *Pave Tech, Inc.*

As part of *PAVE TECH's* newsletter program we occasionally take an opportunity to mention or promote unique ideas or products that offer advantages to the Paver industry. One such product is the new "Paver Selector Guide" by **Interlocking Paving Systems** of Southern California. The copyrighted concept by Per Christensen can prove to be a valuable marketing tool for manufacturers and contractors alike.

Per's dedication to our industry is exemplified by his pioneering efforts in mechanical laying and his support of the CPI by recently becoming a full voting contractor member of CPI.

Interlocking Paving Systems (I.P.S.) is an installation company for interlocking pavers in Southern California. The owner **Per Christensen**, started installing interlocking pavers in Denmark in the sixties. Per is a trained mason who holds degrees in engineering and architecture.

I.P.S. is an innovative company that has designed and built their own machines for installing turfstone, mechanical sand screeding and also owns one of only two vacuum paver installation machines in North America. The majority of work that I.P.S. does today is commercial. Current projects include the container port crane runways at the Long Beach Harbor.



Approximately six months ago, Interlocking Paving Systems of Southern California developed and copyrighted an *incredibly unique* marketing tool called a "Paver Selector Guide." Because of its huge initial success it will now be offered to paver manufacturers outside California.

The Paver Selector Guide is a series of laminated business size cards each displaying approximately seven square feet (200 pounds) of pavers. Each card shows an accurate style, pattern, color and texture of paver. You can even top the Selector Guide with one of your own personal business cards!

The reasons for the guide's success are many; quality, effectiveness and convenience are just a few.

The guide replaces the need to ship out samples of pavers that a company has available, and also can be used in place of carrying extremely heavy samples to clients or customers and is not something likely to be misplaced or discarded.

The Selector Guide's popularity in Southern California is quite impressive. Interlocking Paving System is now willing to share this remarkable tool with paver manufacturers in

the color and pattern of each manufacturer. For more details and a sample of the Paver Selector Guide, contact:

Per Christensen or Mark Mariglia Interlocking Paving Systems,
Phone: 714/924-3551
Fax: 714/924-3104

PAVE TECH A INTRODUIT une édition française révisée de sa brochure PAVE EDGE



L'édition française révisée de la brochure *PAVE EDGE* fut récemment imprimée pour les clients canadiens d'expression française de *PAVE*

TECH. Celle-ci sera insérée dans le catalogue canadien Sweet. Si vous n'avez pas reçu votre copie, veuillez nous appeler. Si vous appelez du Canada, composer le 1-800-247-3343.

PAVE TECH Introduces NEW French Language Edition of PAVE EDGE Brochure. . .

A new French language edition of the *PAVE EDGE* brochure was recently printed for *PAVE TECH's* French Canadian customers and for the Canadian Sweet's Catalogue inserts. If you have not received your copy, please call our office for immediate delivery. If calling from Canada: 800/247-3343.

The PAVE TECH EDGE Has Grown . . .

Volume 5 - Number 1 is the 10th edition of our *PAVE TECH EDGE* newsletter. The following issues have been produced to date.

Vol. 1 - No. 1 - 1988	Vol. 2 - No. 4 - 1989
Vol. 1 - No. 2 - 1988	Vol. 3 - No. 1 - 1990
Vol. 2 - No. 1 - 1989	Vol. 3 - No. 2 - 1990
Vol. 2 - No. 2 - 1989	Vol. 4 - No. 1 - 1991
Vol. 2 - No. 3 - 1989	Vol. 5 - No. 1 - 1992

Appropriate Quotes . . .

The real world is not easy to live in. It is rough; it is slippery. Without the most clear-eyed adjustments we fall and get crushed. A man must stay sober; not always, but most of the time.

Clarence Day-1921

To the Editor:

PAVE TECH EDGE

RE: NEWSLETTER MAILING LIST

I would like the following person added to your *EDGE* newsletter mailing list.

NOTE: You must give complete information below in order to be added to mailing.

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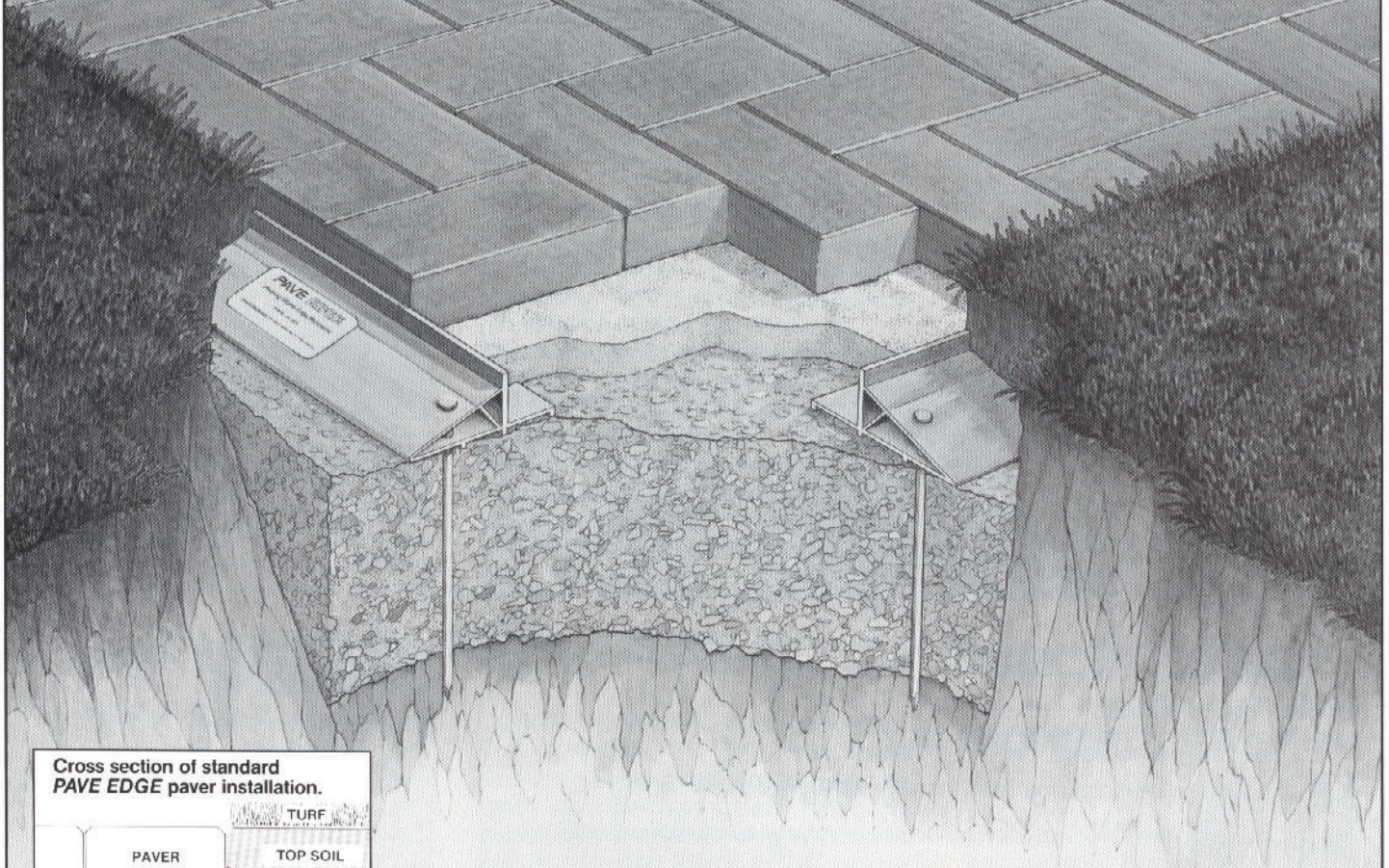
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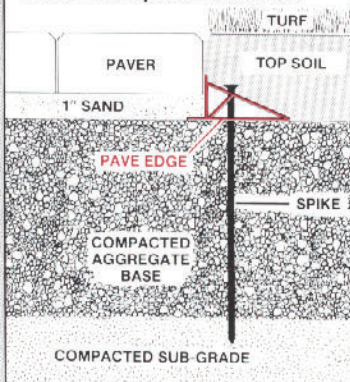
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