

Nawkaw News

Changing the color of masonry—and concrete!

Issue 3

May 2016

Greetings!

We hope that you will find the Nawkaw News newsletters interesting and informative. Each month, we will bring you stories about what's new and what's happening at Nawkaw from around the world. And, if you have something interesting to contribute, please share it with us by replying to

bruce.macpherson@nawkaw.com.

We always enjoy hearing about your experiences, new techniques, and seeing photos of your handy work.

Project of the Month



Congratulations to Jim Hogan and Nawkaw Mideast on being awarded the job to stain a signature building on the campus of Kirtland College in Michigan. The Mideast crew had only just finished another precast job at Beacon Medical Park two weeks prior before learning that they would be getting the Kirtland job. For years the vast majority of Mideast's work has been staining masonry. "Precast just isn't that much of a

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Preparing for NawCon 2016



As we gear up for NawCon, we are excited to let you know that many of our friends from Australia will be joining us. It will be great to compare notes, share stories and learn what has made them so successful down under.

Haven't RSVP'd yet? Well, you may be getting a call from Toni Anglin, because we really want to see you there.

Nawkaw Joins Arcat

thing in our market" Jim told me during a phone call not long ago. But it seems as though the tide might be turning. After seeing some of the preliminary photos from the Beacon Medical project (their first sizeable precast job) it was clear to see that the Mideast crews were up to the task. And there is no doubt that both these excellent projects will help secure more work for them in the growing precast market. Put another notch on your belt boys! -Bruce Mac



Arcat is a subscription based online database used by architects, engineers, and other design professionals for researching and specifying building products and services. They offer specifications writing services to their customers, which are then made available through their online database. The specifications are written by professionals with years of experience and are made available to subscribers in up to nine industry standard file formats. US Formliner joined Arcat in March and had them produce a specification document. Once available online, the USF Spec was downloaded 18 times in three weeks! Nawkaw is taking advantage of a special offer we received from Arcat while at the AIA Convention. We are having Arcats spec writers create an official specification for Nawkaw and our products and services will be included in the Arcat Database.

AIA Brings Home Some Leads

Nawkaw and US Formliner recently shared a booth at the AIA Convention in Philadelphia. A last minute change in plans meant that Ray would not be able to attend the show, leaving only Layne Chastain to man what we hoped would be a busy booth. The previous AIA show was a bit of a bust for us. There were tons of attendees but also lots of exhibitors with big, fancy booths. It seemed as though our tiny 10ft booth got lost in the crowd. We were pondering whether it was even worth the effort and expense of exhibiting at the AIA show again. But, because we are supporters of the AIA Continuing Education Service (CES) and because we had already made our non-refundable deposit, we decided it would be best to attend. After checking with and learning that all the "usual suspects" had prior commitments for the date, we had to see who else might be available to help with the booth. Fortunately, Toni Anglin was able and willing to help. Trade shows are fickle things. What works at one doesn't necessarily work for another. But, for whatever reason, the 2016 AIA Convention was a big hit. Were Layne and Toni the winning combination-who knows? What we do know is that they came home with around 125 leads! As followup, each of these contacts has already been mailed a USF catalog and the new Nawkaw brochure-and their contact information has been forwarded to their respective representatives.

Nawkaw Project featured on front page of CPCI Publication

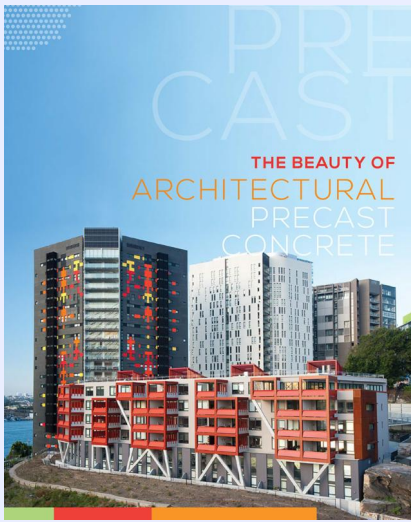
Employee Spotlight: Allen Teems



When you call the Nawkaw corporate office in Athens, GA, there's a pretty good chance that the voice that greets you will be that of Allen Teems. Originally hired to schlep formliners around for USF, we soon noted that his brain power matched his brawn and quickly scooped him into the nice cushy office (go buy a forklift USF!!). For nearly three years now, Allen has impressed us with his

by Bob
Fedchyshyn

Right there



prominently on the front page is a project stained by Nawkaw. The Canadian Precast Concrete Industry (CPCI) has been long time supporters of Nawkaw and realizes how important staining has become to the precast market. Brick and stone simulations, vibrant colours and unique finishes, that's what we have brought to the industry and designers, architects and developers, have noticed.

Nawkaw Toronto has been staining precast concrete buildings since 1998 and has project examples all over the city. Potential clients can go and view the many diverse jobs that have been stained, from high rise buildings, big box retail to custom residential (as the job featured on page 6 of the magazine). Nawkaw delivers a superior product, quality service and huge cost savings to projects and that what it takes to have customers specify Nawkaw Corporation. We see continuing growth in this market as more and more clients are exposed to what can be accomplished by staining and the unique looks and Nawkaw treatments coming.

There are some great photos and interesting comments from projects done across Canada. [Click here to download this issue of the magazine from Dropbox.](#)

willingness to take on new tasks while juggling shipments, phone calls, and OSHA guidelines. At nearly 6'-9" Allen is a formidable figure-especially when passing in narrow hallways-but as noted earlier, we rely on him more for his mind than muscle. Oh sure, he has to toss a truck driver out on his ears occasionally, but as a former mixed martial arts (MMA) enthusiast, he can do that while answering the walkie talkie in his other hand! Allen is engaged to his girlfriend of nine years and they have wedding plans in 2016. Want to have an interesting conversation? Give Allen a call. You'll probably be pleasantly surprised.

Nawkaw Toronto Safety Training Kick-Off

All of Nawkaw Toronto staff participated in the Annual Safety Kick-Off with review of health and safety policies, introduction of a new safety initiative and boom and lift renewals and certifications.

This was an all day event with coffee and donuts to start followed by talks and discussions from Ted Banks, Nawkaw Toronto Health and Safety Representative, Will Marlatt Toronto, Sales Manager and Bob Fedchyshyn, General Manager. Other items discussed included new Nawkaw Logos and products, work attire (new Nawkaw shirts with brown pants), shop and truck cleanliness, Tool Box Safety Talks every Friday and Work Truck Safety binders.

Lunch was also supplied for all to enjoy. Hertz rentals, our main lift provider, brought in 2 lifts and supplied their trainer, Bruce Hannah, to get all the guys up-to-date with their certifications.

I would like to thank Susan Naismith for organizing this important even