

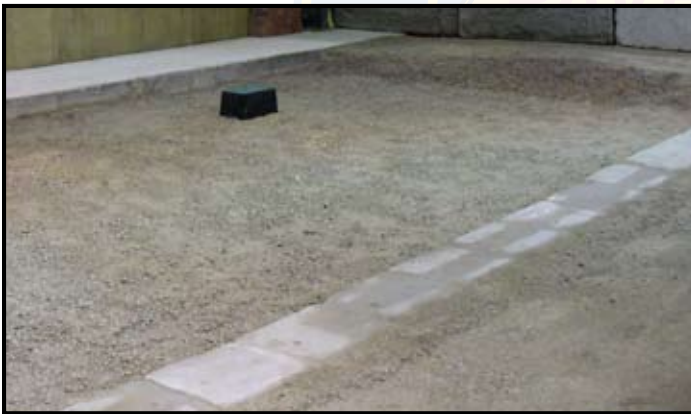
# Founders Update

Welcome to the latest edition of the Founders Update.

Hello again everyone. I am happy to tell you that we just completed our first class of this school year. The August 14 - 17, Foundations Skills for Paver Construction class was my first "solo" class as Lead Instructor. I was happy to have Steve Jones here during the class. He offered me suggestions and support throughout the 3-1/2 days which was very helpful to me in my rookie season. I want to thank Steve, not only for his much appreciated feedback but also for his patience and encouragement – Thanks Steve!

Also of note, we had some special guests in town during our Foundation Skills class. Bill Schneider of LPS, Chuck Taylor of Advanced Pavement Technologies, Volkmar Helmenstein of Lock Pave and from ICPI Washington, DC, David Smith took time from meetings to spend time with us in the classroom as well as observe our hands-on training. They were all kind enough to share their knowledge and experience with the class and me.

## Indoor Arena Change



We changed the pavement design configuration for the class project this year. We added a curb which is at a lower pitched elevation and is not square to the existing concrete (garage) elevation. We also changed the overall dimensions and added a few new complexities to give our students even more real world situations to work with.

Below are pictures of me and an assistant working on creating the curb.

*A new addition to the indoor arena, a curb to give students more real world situations to work with.*



*Getting ready to put block into place*



*Adding the last block*



*Pounding stakes to keep block in place*



*Final compaction*

# Foundation Skills & HCC

Our August 14th Foundation Skills Class was well attended. Students came from as close as Racine, Wisconsin to as far away as California and Tennessee. They were an enthusiastic group. Student feedback was quite positive. They all felt the class left them with a much greater understanding of the components of quality paver construction. "A ton of info. I feel confident in my ability to be on my own" – Steve P., Racine Wisconsin.

Next on the schedule was the Hardscape Chemical Certification class on August 21-22. Bob Cramer was here from Minnesota to conduct the class and break me in on this curriculum. I was able to pick up many techniques from Bob and am anxious for my first HCC solo. Thanks for everything, Bob.



*Class listening intently to Steve Jones, President, PAVE TECH*



*August 14, 2007 Foundation Skills Class*



*August 21, 2007 Hardscape Chemical Class*

As always, if you have any questions, comments, or other School related issues, please do not hesitate to contact me. Thank you for this opportunity.

Respectfully,  
Mike Volpano, Lead Instructor

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## Paver School Marketing

Hello everyone, it's Kris Jones! Summer is flying by and with the nice weather, I hope everyone is keeping busy like Mike and me.

At the end of July, 2007, the school called approximately 200 businesses. This number includes past SASP students, PAVE TECH, INC. customers and those who have just visited our website. The breakdown of responses is below.

- 50 company reps spoken to
- 6 will be signing up for classes this September and November
- 143 companies were left messages. Mike and I followed up within a week or so.  
Majority of calls went to voice mail again or they did not return our calls
- 7 companies were out of business

We are offering a "Buddy Deal" ½ off the second registration for anyone bringing a buddy along with them. We are excited about this promotion and anticipate a great response.

# HNA 2008

Can you believe HNA 2008 is literally right around the corner? I know Steve has been working very hard with his committees to make this hardscape tradeshow another success. In the meantime, I am preparing for the Founders Meeting and Dinner. Details will be emailed to all of you very soon. If you have not registered for HNA 2008, click on the link below to the register to be a part of a bigger and better HNA!

[http://www.hardscapenorthamerica.com/woh/contentreg\\_ektid56.aspx](http://www.hardscapenorthamerica.com/woh/contentreg_ektid56.aspx)

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## Whitacre-Greer Sponsored Class

The school is very happy to announce that Colby DeHoff of Whitacre-Greer will be sponsoring a Foundation Skills Class December 4 – 7, 2007. Plans are already in the works to make this sponsored class just as successful as Ted Corvey's Pine Hall Brick class, if not better! A heart felt Thank You to Colby DeHoff and Whitacre-Greer for being the second sponsoring company.

SASP still has plenty of room for more sponsored classes! Have you been passing the promotional flyer to other contractors and manufacturers, which was emailed to you the end of June? We would appreciate any and all promotions for the school!

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We started off in mid-June sending our course calendar to a little over 8,200 customers via fax and 130 through emails. Distribution of the September – November calendar has already begun. Below is the calendar for your information.

As usual, if there is anything I can assist you with, please do not hesitate in contacting me at the school or feel free to email me at [Kristine@paverschool.com](mailto:Kristine@paverschool.com). Take care all!

*Kris Jones*

## SEPTEMBER 2007

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SAT/SUN
10	11	12	13	14	15
	<b>Foundation Skills for Paver Construction</b>				16
17	18	19	20	21	22
	<b>Hardscape Chemical Certification</b>				23
24	25	26	27	28	29
			<b>Permeable Paver Systems</b>		30

## OCTOBER 2007

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SAT/SUN
1	2	3	4	5	6
	<b>Foundation Skills for Paver Construction</b>				7
8	9	10	11	12	13
	<b>Hardscape Chemical Certification</b>				14
15	16	17	18	19	20
	<b>Foremen Team Teaching</b>				21
22	23	24	25	26	27
					28
29	30	31			
	<b>Permeable Paver Systems Installation</b>				

## NOVEMBER 2007

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SAT/SUN
			1	2	3
					4
5	6	7	8	9	10
	<b>Foundation Skills for Paver Construction</b>				11
12	13	14	15	16	17
	<b>Steps, Landings &amp; Elevations</b>				18