

# Contractor

Service & Industry

# Bulletin

May 2010



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

## 100 Years of Scouting

A Tribute to the Boy Scouts of America

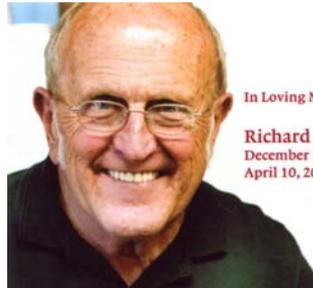


Congratulations to Boy Scouts everywhere, for reaching their 100<sup>th</sup> year of Scouting and Service. Both Girl and Boy Scout programs are so very important in developing character, direction, initiative, confidence and so many important traits in the future young leaders that they are all difficult to name, but each is so important.

Locally Troop 1, BSA of Unadilla is identified as the oldest continuously chartered Troop in the United States and on May 14-16 the Troop hosted many exciting events at the Otschodela Council Camporee to honor Boy Scouting including a large Centennial Encampment at various locations in the Village of Unadilla, NY.

Throughout the village, visitors witnessed a number of displays and activities, a live raptor exhibit, geocaching, a very large parade, (probably the largest scout parade in New York State), fireworks and even the founder of scouting "Lord Robert Baden-Powell" made an appearance. Celebrations of Scouting's 100<sup>th</sup> year will continue throughout 2010 in various venues, so be sure to go and take part and show your support. You will enjoy it, and the Scouts can proudly show their appreciation.

## Reflections



In Loving Memory

Richard L. Worden  
December 11, 1934 -  
April 10, 2010



Dick Worden passed away on April 10, 2010 as a result of cancer. We at Pickett Building Materials, Oneonta Block Company and Otsego Ready Mix mourn the loss of a good friend and a very strong contributor to our companies.

To Dick's credit, we enjoyed the many years of being associated with him. He was honest and direct and whether you were a customer or an associate, you knew Dick was always looking out for your best interest. Dick's wisdom, knowledge, honesty and dependability earned him respect and friendship from the many people that Dick was in contact with.

His guiding principles became infused in the development and direction of our company and as we move forward, we still feel his ongoing nudge against the rudder that steers us into the future.



It's that time of year . . .

Larry's BBQ is back!



Join us for a free lunch on May 20  
in our new Landscape display area.



## Super Sale on Dewalt DC720KA

### Heavy Duty Cordless 18 Volt Compact Drill/Driver

- Compact size: allows users to fit into tight spaces
- Lightweight design (4.8 lbs.) minimizes user fatigue
- 1/2" ratcheting chuck reduces bit slippage
- Dual speed range 0-500/0-1,700 rpm
- High performance frameless motor delivers maximum power of 410 unit watts out

Regular Price \$199.95

Sale Price \$179.95

Super Sale Price \$165!

Stop in now and take advantage of this tremendous savings.  
But hurry, this sale ends May 31 or when supply runs out.

## Computer Safety

At the Oneonta Kiwanis Club Meeting on Wednesday, May 5, Terra Carnrike- Granata from the National Bank and Trust Co, who is the Information Security Officer at NBT Bancorp, Inc. spoke on Identity Theft/Fraud Prevention. The costs and difficulty dealing with your account once your identity has been compromised is far reaching and no fun. She provided quite a mix of important information, one of which was the ability to receive a Detect-Free Annual Credit Report, for free.



- The Federal Fair Credit Reporting Act allows you to receive a free copy of your credit report, at your request, once every 12 months ,by contacting [www.annualcreditreport.com](http://www.annualcreditreport.com) , phone 1-877-322-8228 .
- Complete Annual Credit Report Request Form found on [www.ftc.gov/credit](http://www.ftc.gov/credit)
- Mail to:  
Annual Credit Report Service, PO Box 105281, Atlanta, Georgia 30348-5281

You may wish to contact Terra at : [tcgranata@nbtbci.com](mailto:tcgranata@nbtbci.com) , for additional information or maybe arranging for her to speak at your club or group meeting. The more we can each learn about on -line security breaches and how to prevent them.

## Otsego Ready Mix Now Offers These...

### Products



Items can be added to your concrete loads

&

### Services

Concrete Pumping

Place Concrete with our two pump trucks:

**30.5 meter, 3 stage boom**

**41 meter, 5 stage Z boom**

Call us at 607-432-3400 for rates and further info.

Call 607-432-3400 for information, quotes and to arrange a delivery



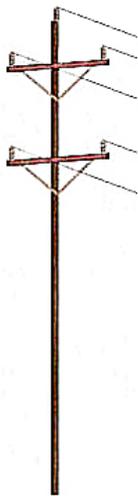
## Adding some **Sizzle**

Developing a strong customer base is important to every business and especially so when the economy creates highly competitive markets. Creating a loyal customer following generally comes about because your customers are pleased, satisfied and happy with the results of the value they have received. They are quite often excited about improvements to their home whether it is a new house, a remodel, or an addition. They enjoy showing their friends the improvements that have been made, for it is very special and personal to them, and they enjoy sharing their satisfaction.

Finding ways you can provide small features goes a long way in making their project personalized and somewhat different from others. It may be the design pattern of a casing, window and door trims, chair rails, plate rails, decorative shelving, ceiling treatments, or something that can become your signature.

It may be as little as including a remote electric operator to their roof window, providing ventilation, blinds, and rain protection, all by the touch of a remote control. You can bet your customer will be quick to show off the features they are pleased with, and you will likely get high marks for providing it.

Providing "sizzle" is changing the norm to something special. It's that little something that separates what you do from your competitors. We quite often take for granted that our customer's goals are simply to save money. We need to look for ways to keep costs to a minimum, while providing attractive features making you stand out from others by showing your creativity.



## 30' Select Utility Pole

treated .60 lb/ cubic foot

(10-12" base x 6-7" top)

Select Yellow Pine

Now in Stock!

SKU # POLE30

\$199.00 fob Oneonta Yard

Delivery \$ 50.00  
(roll off delivery)



## Market Report

Paul Barnhart



We continue to be somewhat confounded by a steady increase in price of certain manufactured commodities in spite of the yet sluggish demand.

It is apparent that there is simply no inventory produced nor raw materials stockpiled which might predicate a more normal and drawn-out length of time between adjustments. Drywall has increased again this month as has metal roofing. As we near the first of June, all major shingle companies have posted on average a 7% increase. National Hardware is increasing 5% on May 17.

Perhaps the most out-of-character increase entails that of basic 7/16 OSB which has doubled in price in recent weeks and continues to increase even while some plywoods have actually stabilized or fallen-off.

Enjoy the ride, but stay aware.



## Free Want Ads

Have something to buy, sell, trade or give-away? List your item here for FREE.

The Contractor Bulletin is published online and mailed to over 300 Contractors, Architects, Engineers and Landscapers in the Upstate New York area.

Take this opportunity to share information or barter materials with others in the industry.

Contact Lael with the information you'd like to publish. Be sure to include contact information.

Phone 607-432-6641

Fax 607-433-6284

Email [obc@oneontablock.com](mailto:obc@oneontablock.com)



# Oneonta Block Company

## 10 Reasons to Choose Concrete Masonry

### 1

#### DURABILITY

Masonry is solid and strong. Masonry's higher durability also means less repairs, plus the color and brilliance of masonry won't fade, or discolor from the weather-eliminating painting and maintenance.

### 2

#### DESIGN FLEXIBILITY

Concrete masonry units are manufactured and ready for delivery in a short period. And masonry walls can be easily adjusted at any time to suit job-site conditions, even after construction has started, and without production delays.

### 3

#### ENVIRONMENTALLY SAFE

Pre-finished masonry units such as splitface, colored, glazed, and units with integral water repellent, provide additional benefits of safety through environmental health because they emit no Volatile Organic Compounds (VOCs) into the air.

### 4

#### SAVINGS ON INITIAL AND LIFE-CYCLE COSTS

With concrete masonry, you can build and finish with one unit and one laying operation. The variety of finishes, textures and colors eliminates the need for additional wall coverings.

### 5

#### FIRE RESISTANCE

Masonry won't burn. Concrete masonry fire walls and fire separation walls may be designed to maintain structural integrity for over four hours of exposure. Concrete masonry is also used to protect the structural integrity of steel from fire.

### 6

#### STRUCTURAL INTEGRITY

Masonry can be used with all roofing systems, has excellent load bearing capacity, and resists the forces of heavy snows and wind shears. The cavities in concrete block easily accommodate vertical steel reinforcement.

### 7

#### LOW INSURANCE RATES

Masonry construction provides better protection from break-ins, fires and severe weather conditions. This helps to keep insurance rates lower than with other types of construction material.

### 8

#### BETTER INSULATED

The thermal mass of concrete masonry walls insulate against outside temperatures for constant temperatures inside, therefore reducing heating and cooling costs. There are an array of insulating options for high R values in cavity walls.

### 9

#### REDUCED SOUND TRANSMISSION

Unwanted noise is a major distraction in the home as well as the work environment. Because of its mass and rigidity, concrete masonry is especially effective in reducing the transmission of unwanted noise and sound.

### 10

#### BETTER RESALE VALUE

Masonry buildings look great and maintain their beauty longer than buildings made of other construction material and provide more building for the money.

Oneonta Block Company is a leader  
in Masonry Manufacturing & Distribution



# Installation-Ready Place-N-Pour Vinyl Basement Windows in Stock at Pickett and Otsego Ready Mix



Hopper Series

3220 & 3224 Series



Slider Series

3220 Series



- Poured or block wall foundations
- ¾" insulated glass
- Full screen included
- Easy installation
- Never Rust, Warp or Rot

## All Vinyl Standard Basement Windows

Hopper Series with screens and insulated glass. Three Sizes: 3215, 3219, 3223 in stock

For Masonry  
or Wood  
Construction



Proudly made in the USA

**NEW!**

Highland Stone & Highland Free Standing Wall 12" & 6" are now sold in Pairs!



You no longer need to buy full pallets. The 12" and 6" Highland series are now sold in a pair (1 of each size)

## Form-A-Drain

Start off on the right footing



Form-A-Drain offers three key benefits:

- A simple, quick way to build a foundation
- A drainage system that's integrated directly into the foundation
- A key component for a radon evacuation system.



## Landscape Report

### Check out our New Displays in Oneonta

Stop in and take a look at the extensive display newly installed at Pickett Building Materials.

Techo-Bloc pavers and walls are on display in many colors. Open to contractors and homeowners; feel free to send your customers in to make their final product selections.



**FREE Professional design and installation advice** now available every  
Saturday from 8 a.m. to Noon. at our Oneonta Yard



Open to Contractors, Homeowners and Do-It-Yourselfer's, stop in and ask for Frank or Brian for advice on your new hardscape project.