I am proud to report that the NJIT CIM program continues to increase in our exposure among our local patrons, quality of program and enrollment. The CIM program is now 70 students and surpassed the projected increase. We will have 4 graduates in May and another 4 at the end of the summer.

We continue to receive many job and internship offers around the year because of the quality of our students and the great support from our local patrons. In Spring 2013, CIM students attended 7 conferences, 2 socials, 3 workshops, 5 professional dinners, 3 field visits and had 7 guest speakers.

Our CIM program did well in the CIM Program Review at NJIT, held on October 17-18, 2012. Members of the National Steering Committee (Mr. Gene Martin, Dr. Earl Keese, and Nicole Maher) had a meeting with our president, Dr. Joel Bloom, on Tuesday March 26 to follow up with the accreditation visit.

The ACI student chapter which is mainly supervised by CIM continues to excel. The student chapter achieved the ACI excellent university of the year award for 2nd year in a row, nearly 30 from January to February but fell to 51.9 in March. While an index above 50 indicates growth and new projects inquired index at 64.8 is the highest it has been since January of 2007, we are all still approaching this new economy with caution.

Our industry saw its deepest downturn since the big depression, but rest assured we are climbing out. Cement consumption is in its 17th month of consecutive growth and up 10% over 2011. The PCA is predicting a steady trend of growth lead by residential building. The “new normal” is here and we can all drop our pessimism and take advantage of the lessons we learned through the downturn.

Continued on Page 2......
What does this have to do with the CIM program? Many of the baby boomers that continued to work through the downturn will begin to recover some of their losses over the last few years and again begin to think about retirement. So with a double whammy of retirements and growth in construction we will need the program now more than ever! With the hard work of a few, the program at NJIT has more than tripled in size in the last three years. This means some (perhaps not all) of the industries employment needs may be met as we grow.

With almost 70 students (and still growing!), we will now need to offer some classes multiple times a year. This means there is a need for more speakers, plant tours, internship opportunities and, of course, money! We need to be able get the students involved in the industry through tradeshows/associations and compete for the best and brightest by offering scholarships. The CIM program at NJIT is a good and necessary investment!

Dr. Mahgoub, CIM Program Director (continued…)

students have been offered ACI Field level 1 test and passed. ACI has their own field visits and guest speakers and are participating in more competitions. ACI students helped in Hurricane Sandy Relief Effort in Jersey Shore, NJ.

CIM students are also in a process of forming the second ICRI Student Chapter in USA. Overall I am pleased with the progress we have collectively made and look forward to the following Fall semester.

Jamie Gentoso, CIM Northeast Patrons Chairperson (continued…)

My projected enrollment last year was at 70 students at the start of the Fall 2013 semester. We have achieved our target four months in advance. However, we will be having four graduates in May another four by the end of the summer. We are currently working to improve high school and community college enrollment to supplement our staple transfer student enrollment. I am pleased to have helped the CIM program increase enrollment nearly 100% from under 40 students to 70 in a year and a half despite an increasing number of students graduating.

Efforts with transfer students have stepped up significantly during the past year and continue to be our main source of enrollment. Community college stu-

dents are becoming more aware of the program and will soon be another source of incoming students directly into CIM. The summer time will be spent further reinforcing the CIM presence and communicating with college advisors and coordinators to develop articulation agreements specifically for CIM. High schools in the local level have been in reach but efforts to visit our neighboring states will be undertaken in the coming year.

I would like to thank Dr. Mohamed Mahgoub for his continuous passion for the program which is in line with my own enthusiasm to propel the CIM program to a higher level. I would like to thank our Industry Patrons for their invaluable support for the program which ultimately will sustain the higher demand in internships and full-time jobs for our students. The CIM program is unparalleled in student involvement and networking opportunities throughout the University.

Besides meeting with students across campus on a daily basis, I have attended eight recruitment events during the spring semester. The CIM student ambassadors continue to volunteer in recruitment efforts and play a key role in attracting skeptical students. Moving forward, I expect to continue providing value to the CIM program and the concrete industry as a whole.

Anlee Orama, Recruitment & Marketing

Anlee Orama, Recruitment & Marketing
For the first time, Beyond Concrete has developed an intense one week “Sales & Marketing Boot Camp” designed to introduce the company, product lines, and sales and marketing process. The camp also included the discussion of market opportunities, lead sources, and a review of AIA and ASLA certified lunch-and-learn programs.

The goal of the program was to provide an extended interview of the candidates and hire one or more students at the end of the program for an internship position. A strong candidate will be considered for a full-time project management, estimating or business development position upon graduation, depending on their skill set, interests and company need. Two CIM students were hired to work part-time upon completion of the boot camp. Special thanks goes to Brian Goldberg and Ira Goldberg for extending this great opportunity for our students.

The 2013 New Jersey Environmental Seminar was developed to provide concrete and aggregate producers, recyclers, and other related companies with a comprehensive overview of the environmental regulations impacting the industry. Doug Ruhlin, Resource Management Associates Owner, has taken significant strides in promoting the implementation of environmental quality standards in the industry and this aspect is of direct interest to our CIM program. We are excited to be part of this successful seminar and thank Doug greatly for the opportunity.

Photos: http://www.flickr.com/photos/68318880@N02/sets/7215763395307200/
CIM Students Shine in the NJ ACI Chapter Dinner

**NJIT CIM Newsletter**

**Lafarge North America**  
February 4, 2013

John Burdi, Territory Sales Manager, and Kirsten Stinson, Technical Service Engineer

**Silvi Group Companies**  
February 25, 2013

Zack Rich, Sales Manager  
Shaun Fishburn, Quality Control Manager

**Eastern Concrete Materials**  
February 21, 2013

Mike Gentoso, President and General Manager of the Northeast Region

**Garden State Precast**  
March 11, 2013

Kirby O’Malley, President  
Pat O’Malley, Filterra Sales  
David Schlameuss, VP Operations

**Sika Corporation**  
Lyndhurst, NJ  
February 1, 2013

**Cambridge Pavingstones**  
Lyndhurst, NJ  
March 27, 2013

Interested in establishing a field trip, social, or becoming a guest speaker for CIM students???

Please contact: Mahgoub@njit.edu  
or  
Orama@njit.edu
The NJIT Administration has also honored us with their support for the CIM program. Attending the event with their spouses were the Interim Dean of the Newark College of Engineering, Dr. Basil Baltzis, Development Director for NJIT, Vincent Lombardo, and the Chairman of the Department of Engineering Technology, Dr. Ronald Rockland.

In addition to all the outstanding attendees, Pennsylvania Governor Tom Corbett joined us once again in celebrating the CIM program. We are most thankful for everyone that was a part of this wonderful event and all those who continue to be CIM supporters.
This year’s Precast Show was attended by Dr. Mohamed Mahgoub and CIM students Andrew Kelemen and Andrew Canon. The event was another great opportunity to market the CIM program. CIM students manned the booth and provided information to interested attendees. Special thanks to Ty Gable, NPCA President, for being a great supporter of CIM.

Just a short time after the CIM program returned from the NPCA Pre-cast Show in Indianapolis, Anlee attended the NEPCA conference in Portsmouth, NH. Dave Dimmick, NEPCA Executive Director, was instrumental in our invitation to the event. It was a great opportunity to make contacts with leaders in the precast industry in our New England territories. The NEPCA board of directors were highly pleased with the work the CIM program is doing and are keen on having us attend again along with CIM students. This is a wonderful time to further market the CIM program and increase our exposure among future patrons.

The 2013 WOC convention took place at the Las Vegas Convention Center. The CIM students had the opportunity to become highly engaged in manning the CIM booth, attending seminars, and touring the extensive venues and industry booths.

This year, a non-profit organization, Concrete Cares, working to increase awareness of cancer research among the concrete industry employed our students to participate in a decorative concrete slab. The students were involved in the design phase and actual work in the convention. Special thanks to Tamryn Doolan for coordinating student involvement.

In addition to participating in the convention, the CIM students along with Dr. Mohamed Mahgoub and Anlee Orama visited the amazing Hoover Dam. The students were amazed at all the concrete that was needed to construct the dam.

Photos: [link to Flickr photos]

Photos: [link to Flickr photos]
CIM Travels

CIM NSC Meeting & Silent/Live Auction
Las Vegas, NV
February 5-6, 2013

Concrete Décor Show
Charlotte, NC
March 13-15, 2013

International Concrete Repair Institute
St. Pete Beach, FL
March 20-22, 2013

At the WOC, Dr. Mahgoub attended the CIM National Steering Committee (NSC) meetings led by Eugene Martineau, CIM NSC Executive Director, Frank Craddock, CIM Chairman, Nicole Maher, VP of Government and Industry Relations for NRMCA, and Dr, Rex Cottle, Chairman of the CIM Education Committee. The highlight of activities was the CIM silent auction and live auction. Both auctions were exhilarating and action-packed with a very high presence of participants. The proceeds of the auction will continue to be the driving force for supporting the CIM programs. The NJIT CIM program would like to give special thanks to the CIM NSC, World of Concrete Hanley Wood, and the Ritchie Brothers Auctioneers for coordinating and executing a successful auction.

CIM students Michelle Neri, Mohamed Mohamed attended the Concrete Décor show under the supervision of the staff at MTSU CIM program. The students were working for Beyond Concrete as interns and were great fits for this event. They represented the CIM program and helped in the CIM booth. They also spent much time networking with the exhibitors and also meeting with Brian and Ira Goldberg, Beyond Concrete owners, to discuss business strategies. We are excited to be able to attend Concrete Décor for the first time and expose our students to a different aspect of the concrete industry.

The NJIT CIM program has become increasingly involved with the ICRI both nationally and locally with the ICRI Metro NY Chapter led by Michael Davila. The wonderful convention was a great opportunity for the students to meet the ICRI President, William Earley, Kelly Page, Executive Director, and Naomi White, Registrar, for their help in having our students attend. The students were attended seminars and visited the exhibitor booths. In addition we are proud to announce our formation of an ICRI NJIT student chapter.

Photos: http://www.flickr.com/photos/68318880@N02/sets/72157633374227069/

Photos: http://www.flickr.com/photos/68318880@N02/sets/72157633397710708/
2013 Calendar of Upcoming Events

April 1, 2013
Ruttura & Sons
Guest Speakers

April 3, 2013
Titan America
Industry Social

April 14-18, 2013
ACI Convention
Minneapolis, MN

April 15, 2013
Weldon Materials
Industry Social

April 17-18, 2013
Cementech Volumetric
Mixer Training
Indianola, IA

April 25, 2013
NJ Con & Agg Association
Atlantic City, NJ

May 8, 2013
ICRI Dinner Meeting
NYC

May 9, 2013
50th Annual Concrete
Awards Dinner
New Brunswick, NJ

May 22, 2013
MTSU Visit
Murfreesboro, TN

June (TBD)
Texas State University
San Marcos, Texas

TBD
Industry Field Visits

TBD
Industry Guest Speakers

About
Newark College of Engineering
The Newark College of Engineering is one of the oldest and largest professional engineering schools in the United States. NCE offers 13 undergraduate degree programs, 16 master’s and 10 doctoral degree programs. Undergraduate enrollment is more than 2,500, and more than 1,100 students enrolled in graduate studies. The 150-member faculty includes engineers and scholars who are widely recognized in their fields.

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2011-2012 CIM Annual Report

Every year, Brian Gallagher, CIM Marketing Committee Chairman, along with Amy Numbers, Vice President of Operations & ROI for Constructive Communication, Inc, make a great effort producing the CIM Annual Report.

"The CIM Annual Report is a summary of all of the great efforts, achievements and accomplishments of each CIM institution, faculty, staff, Patrons, and National Steering Committee," said Gallagher. "Every year I am more impressed by what is accomplished by the CIM program."

Please visit the link below to learn about the CIM program in a National level!