

TELL 'EM YOU SAW IT IN THE TRADESMEN!

# New Association Forms

## West Babylon businessman launches LIAPMA

By Brian Zanzonico

Lou Labriola of SLR Industries has an idea that he thinks can change the Long Island masonry and paving industries. Labriola's brain child is the Long Island Asphalt Pavers and Masons Association (LIAPMA).

"We should be in touch with everyone in the industry," Labriola, 39, said, cupping his hand over his cell phone in the middle of a business call, during an interview with the Long Island Tradesmen at his company's West Babylon office last week.

Labriola said that benefits of the newly formed association include group insurance rates, group compensation rates – he currently pays \$17,000 a year – and

buying power. LIAPMA also offers seminars on asphalt and concrete technology and new equipment; safety; and investment and retirement plan seminars. But the group's selling point, he said, is the networking opportunities.

"I ran out of piping on an excavation job two weeks ago. I called someone I met at the [May 27 LIAPMA introductory] dinner and was able to finish the job. We can do business with each other," he said. The cost for a one-year membership is \$300 (\$500 for supply houses).

Labriola said everyone, from industry giants to the small contractor, stands to benefit from

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Long Island Asphalt Pavers and Masons Association (LIAPMA) founder Louis Labriola, in the yard of his masonry and asphalt contracting company, SLR Industries in West Babylon.