

## ***Meet Ed Paradis!***

Title: Regional Sales Manager

Company: de neef Construction Chemicals

City, Cornelia State, Georgia

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*1. Tell us a little about you – how did you end up in this industry?*

*After 7 years of Military Service I went to work for a construction company on a highway and tunnel project. The hands on experience landed me in sales with some other construction type companies. I eventually worked my way up to my currant position with de neef Construction Chemicals.*

*2. Tell us about your company.*

*De neef was founded by Herman De neef in the 1960's and is the largest and oldest manufacture of chemical grouts in the world today. De neef is known around the world for solving the most difficult water infiltration issues using polyurethane and acrylate grout technology.*

*3. Why did you join NASSCO?*

*To become more involved in the municipal industry by providing the expertise that will provide a repair for today the foundation for the future of our industry.*

*4. What are the top challenges facing our industry?*

*The industry is continuing to grow and with this growth comes change. Not all changes are good for our industry. Some changes will bring in fly by night companies both contractors and material suppliers that can potentially harm our future. NASSCO must set the standards high enough to keep the industry on the correct path.*

*5. How should NASSCO help address this issue?*

*By continuing to educate the engineers, contractors, and municipalities on the correct repairs that will give the longest service life.*

*6. How has being a NASSCO member helped your career or business?*

*NASSCO is a very well respected organization and being active in it has allowed me to meet other high quality industry people. Being a NASSCO member also improves a person's professional image.*

*7. What else should other NASSCO members know about you? your business?*

*De neef Construction Chemicals and I are totally involved in the infrastructure repair market. We are totally committed to supplying the highest quality products and technical information that will achieve successful long term repairs. All members of the de neef's team are field trained and are willing and able to assist and train any company to insure the highest quality repairs.*