



# Hard Facts

## N e w s l e t t e r

Fall 2003

Vol. 6, No. 3

### PCAV Happenings



Mark Singer  
PCAV Exec. Director

The highlight of our PCAV year is the Annual Conference, which was again held at Wintergreen. All who attended found the programs, board meeting, keynote speaker and social events fun and worth-

while. Once again Associates Director Marie Derby (Essroc Cement) spent countless hours ensuring the meeting would be productive and enjoyable. All PCAV members owe her a big "thank you" for her continued efforts in support of this important event.

#### New Board

The 2004 PCAV Board of Directors was elected at the September conference. The new Board is listed on page 2. Congratulations to the newly elected officers and directors of the association. I look forward to working with each of you in the coming year.

#### Thank You, Mimi

I would be remiss, however, if I didn't recognize the value, leadership, and commitment of Mimi Coles (Permatile Concrete Products Co.), our outgoing president. Mimi led the organization through a change of association management. During that process, she provided countless hours of support, information and guidance. Her efforts in this area and others

Continued on page 2

### President Steve Rodgers Speaks

The Association's Annual Conference held in September at the Wintergreen Resort provided an opportunity for producer and associate members to socialize, as well as look at the year ahead for the precast industry. The annual meeting also afforded an opportunity to meet new members attending their first Precast Concrete Association of Virginia (PCAV) Conference. Since many of the attendees had just experienced the wrath of Hurricane Isabelle, an added bonus was two days of Virginia's beautiful early fall weather.

I want to thank you for giving me the pleasure of serving as the Association's president and working with other PCAV officers: James Campbell, Vice President (Winchester Building Supply Company), Secretary-Treasurer, John McConnell (Nansemond Pre-Cast Concrete), and Marie Derby, Associates Director (Essroc Cement).

PCAV is known as one of the most effective state associations in the industry. The members deserve credit for this recognition. It is unusual to find an organization where the members are willing to serve as committee chairpersons, volunteer to attend promotional events, and act as judges for the regional concrete contests—in other words, to "step up to the plate" when called upon.



Steve Rodgers  
PCAV President

One of the main reasons for this is Mimi Coles' leadership as president encouraged such participation. She deserves many words of praise and appreciation for the guidance she provided the Association during her tenure. She never hesitated to put forth whatever was needed in time and effort for the good of the membership and PCAV. Mimi,

along with the PCAV membership, I would like to let you know how much your hard work was appreciated. Thank you.

In my address to the General Convention, I touched upon the State of Virginia's transportation dilemma—the need for highway construction, improved/expanded mass transit, ports and aviation. The state's aging infrastructure is unable to keep up with the number of cars and travel miles, which are increasing faster than the population, and substantial congestion in urban areas. Present revenue will pay for only a fraction of the projected

Continued on page 3

#### Table of Contents

PCAV Happenings .....	1
Message from the President .....	1
Board of Directors .....	2
Membership News.....	2
Committee Reports .....	3
Bub-Bye from Mimi.....	4
2003 Calendar of Events .....	4

## PCAV Officers

### **President**

Stephen Rodgers  
Contractors Precast Corporation

### **Vice President**

James Campbell  
Winchester Building Supply Co.

### **Secretary-Treasurer**

John McConnell  
Nansemond Pre-Cast Concrete

### **Associates Director**

Marie Derby  
Essroc Cement

## PCAV Directors

Don Anger  
Americast - Ashland Plant

Joe Rose  
Bayshore Concrete Products

Gregory Ouimette  
Frederick Precast Concrete Inc.

John M. Blankenship  
Hanson Pipe & Products

Ann Couwenhoven  
Hydro Conduit/Rinker Materials

Mimi Rainero Coles  
Permatile Concrete Products Company

Richard Rotondo  
Rotondo Precast

### **Associates Representative**

Scott Lander, International Precast Supply

### **Promotional Partner**

Northeast Cement Shippers Association  
NECSA Representative  
Kevin Painter, Roanoke Cement Company

### **General Counsel**

James D. Fullerton, Fullerton & Associates

### **Managing Consultant**

Mark I. Singer, Advocates of Virginia

### **Newsletter Designer/Editor**

Lois Carter Fay, MarketingIdeaShop.com

### **Website Designer/Editor**

Joe Rainero, NetTec NSI



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## PCAV's Happenings

*Continued from page 1*

produced a seamless change in management and she leaves her position as president with an enviable track record and the gratitude of the members and staff.

Mimi also took charge of the tedious submittal process that PCAV participates in each year in an effort to secure marketing support from the Northeast Cement Shippers Association.

### **NESCA Funding**

The formal presentation and request for continued funding was held September 16 in Linthicum, Maryland. Other members of the PCAV presentation team included PCAV Vice President Steve Rodgers and PCAV committee chairs, who played a strong role in obtaining these funds by documenting the past work and future direction of their committees. We hope to hear from NECSA soon, and we thank the many members of the PCAV for their annual commitment to securing these funds.

### **Specifications Committee Active**

Alex Mason's (Americast) Specifications Committee has also been hard at work. His group continues to work with the Hampton Roads Regional Planning District regarding a change in the sanitary sewer manhole coatings standards. The District has adopted a new, three-year warranty requirement on the coatings. The PCAV Specifications Committee raised a number of concerns about this new requirement, and discussions continue in an effort to address the District's concerns while not placing an unrealistic warranty burden on manufacturers. The Specifications Committee also is talking with Henrico County regarding a proposed change in specifications requiring grouting of the annular space between a pipe and the flexible connector installed in a sanitary manhole. Finally, the Committee has met twice with representatives of VDOT and made substantial progress on a number of important issues. Those include removing the require-

ment of having the product cast date shown on each delivery ticket, and establishing a more equitable process to review and resolve alleged serious violations of VDOT policy, procedures, or specifications. The Specifications Committee is one of the most important functions of the PCAV. Alex and his committee continue to demonstrate how the collective voice of the PCAV can affect positive change in this area.

### **National Association Membership**

Finally, PCAV has made application and been approved for membership as an affiliate member of the National Precast Concrete Association. Our renewed linkage with our national association should prove mutually beneficial to both groups.

### **Holidays Are Coming**

This is the last issue of *Hardfacts* in 2003. Given that fact, I want to wish each of you a safe holiday season, and a prosperous year in 2004. Your renewed commitment to the PCAV will help ensure that future prosperity.

—Mark Singer, Executive Director

## Membership News

The PCAV is happy to announce two new members:

Brad Meyers  
**The SEFA Group**  
9205 Burkes Garden Place  
Mechanicsville, VA 23116  
Voice: 804.690.5016  
Fax: 804.550.1021

Glen Diemyer  
**Mack Industries**  
P.O. Box 1426  
Inwood, WV 25428  
Voice: 304.229.6740  
Fax: 304.229.6746

—Marie Derby

## Marketing Committee Busy

It has been an active year for the Marketing Committee with a lot of members participating! We took our "traveling booth show" to Richmond (Virginia Concrete Conference), Virginia Beach (ASCE/VDOT Drainage Conference), Williamsburg (Virginia Engineer Conference) and soon to Lexington (Virginia Transportation Conference). Thank you to all who helped transport the display, who set it up and took it down on site, and who staffed the display during the conference hours. Your participation and expertise is what makes the difference!

We also sponsored a number of statewide activities in an effort to keep our good name and reputation out in front of the masses—the Virginia Concrete Conference, various VRTBA functions, the ASCE Virginia's Conference and the HRUHCA Spring Golf Outing, are a few examples.

The PCAV also began sponsoring the NPCA publication, "Precast Solutions," to those who receive it in Virginia.

We have room to grow this. Please let the Board know of contacts within the state who should get this but do not yet receive it. We'll make sure to add them to the list.

We are sorry to say an event that we have been a major participant in, the VMI Engineer Camp, was cancelled this year. They plan to resume in 2004, and we will be there with them!

We did have the privilege of being a major sponsor of, and active participant in, the planning and execution of the 2003 Virginia Concrete Conference. This is a very good venue for the PCAV, and our continuing affiliation with this event will serve us well. Please try to attend next March in Richmond.

If you are aware of any other opportunities where we can promote PCAV, please alert the Board and we will try to make it happen.

—Scott Crumpler

## Pipeline Committee Successes

During our 2002-2003 membership year, the Pipe Committee:

- Met with VDOT and provided critical review of the VDOT culvert committee proposal to require the same bedding and backfill for RCP as is required for HDPE pipe. We felt this change would take the most valuable RCP advantage away. Our efforts included help from Josh Beackley of the ACPA. We believe that we were successful because VDOT Culvert Committee Chairman, Stan Hite, told us the proposal would be pulled and modified to show a different requirement for RCP backfill and we would get a chance to have a full review before it would be accepted into the specifications.
- Met with the City of Virginia Beach to discuss joint shear problems in small diameter RCP in shallow

depth installations. We have opened up a good line of communication with the city and expect them to stay with RCP. They may begin specifying R-4 joint or rubber gasket pipe to improve quality during installation.

- Distributed the new Fill Height Tables and Standard Installations information from the ACPA to VDOT Materials.
- Held multiple "lunch-box" seminars promoting RCP this year, presented primarily by Ed Page and Ann Couwenhoven.
- Reviewed and commented on the VDOT QC Plan for pipe. There were only minor revisions.

—John Blankenship

## Steve Rodgers Speaks

*Continued from page 1*

transportation requirements for the next 20 years. It is now more important than ever for PCAV to use its recognized influence to forge a stronger partnership with other trade associations. By combining resources and talents we can devise plans to solve the challenges that face the State of Virginia and the construction industry.

In keeping with the need to strengthen ties with other organizations, I have received permission from the Board of Directors to hold board meetings in different locations throughout the state, as well as hold joint organizational meetings. Local members will host the meetings, as well as select who the "visiting" group will be. Presently the sites are (dates to be announced):

### **November: Roanoke**

Hosted by Permatile Concrete Products and Hanson Pipe and Precast

### **January: Richmond**

Joint meeting with Virginia Department of Transportation

Hosted by Americast and Rotondo Precast

### **March: Norfolk**

Annual Association Mid-Year Meeting  
Hosted by Nansemond Precast Concrete Company, Bayshore Concrete Products and Essrock Cement

### **July: Northern Virginia**

Hosted by HydroConduit/Rinker Materials, Winchester Building Supply, Frederick Precast, Mack Industries and Contractors Precast Corporation

The PCAV has done an outstanding job of promoting the growth of the precast concrete industry by educating specifiers and end users. Yet the industry is dealing with pressures, such as customers demanding higher-quality products at lower prices and the competition's alternate materials. I urge each of you to work harder in the coming year to achieve PCAV's goals as stated in its mission statement.

—Steve Rodgers

# 2003-2004 Calendar of Events

You will be notified of specific dates and meeting topics soon!

MONTH	EVENT/LOCATION
Nov. 18	Joint Meeting PCAV/VDOT + Board Meeting Wyndham Hotel Roanoke
Jan. (TBA)	Board Meeting Richmond
March (TBA)	Board Meeting Norfolk
July (TBA)	Board Meeting Northern Virginia
Sept. (TBA)	Annual Conference Wintergreen, Va.

## Farewell from Mimi



It's hard to believe it's been two years since I became president of the PCAV. It's been a privilege to work and serve with other

producers and with our associate members as we continue promoting concrete pipe and precast products throughout Virginia. We have continued to educate engineers, contractors, specifiers and owners on the effective-

ness and durability of precast, as well as on the economic and environmental advantages of our products. I often have people ask me, "What does the PCAV do?" "Promote the use of concrete pipe and precast products," I always reply. Interesting though. When you stop to really think about what we do as an association, it's really quite amazing. We have very busy, active committees that accomplish so much more than we could do individually.

I'm proud of the way we have come together for the benefit of our industry. All that we've done in PCAV is the result of teamwork. Thank you for being such a great team.

## PCAV Mission

*The Precast Concrete Association of Virginia is dedicated to the growth of the precast concrete industry. We will educate specifiers and end users as to the advantages and proper utilization of products and systems, and we will represent the industry in the Commonwealth of Virginia.*

## PCAV Past Presidents

Bill Tichacek, Americast	1991-1993
Jim Richmond, CP&P	1993-1995
Kirby O'Malley, Hydro Conduit	1995-1996
Don Anger, CP&P	1996-1997
Richard Rotondo, Rotondo Precast	1997-1999
Scott Crumpler, Americast	1999-2001
Mimi R. Coles, Permatile	2001-2003

## DON'T MISS THIS!

**ACI Level One Certifications  
Coming Soon**

## Check out the PCAV website! <http://www.gopcav.com>

**Hard Facts** is a publication of the Precast Concrete Association of Virginia for its members. Submissions, story ideas, member kudos, letters to the editor and comments are welcomed. Contact the editor, Lois Carter Fay, APR, at 800.203.8660 or [lcf@marketingideashop.com](mailto:lcf@marketingideashop.com). Web design services for [www.gopcav.com](http://www.gopcav.com) provided by NetTec NS ([www.nettecnsi.com](http://www.nettecnsi.com)). Contact Joe Rainero at [mail@nettecnsi.com](mailto:mail@nettecnsi.com) or toll free at 877.881.4651 with ideas for the site.

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