



Hard Facts

N e w s l e t t e r

Spring 2007 - May

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President's Letter



Hank Gottschalk
PCAV President

Recently we have all been bombarded with the sad news of catastrophic happenings like the killings at Virginia Tech. These events have ranged from global tragedies to local stories of sorrow, and for some, personal struggles directly affecting the lives of those most loved. These events have caused me to take a very close look at my priorities, my passions and my values, as I'm sure they have for many of you.

One thing that I continue to discover is that the only thing with lasting meaning in this life is our relationship with the people around us. When we are gone, it won't matter the size or number of "toys" we possess. Nor will it matter what we said or wrote, unless we had real, valuable, honest, loving relationships with the people in our lives.

When I stop and think about it, perhaps this has been what has drawn me into, and kept me a part of, the precast business. The people in this industry are certainly real, valuable, honest and loving people. They have a passion for the precast industry, and they have a passion for relationships of substance. They care, not only about the products they provide, but also

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Precasters Start New Organization

Five PCAV producer members—Americast, Contractors Precast, Frederick Precast, Hanson Pipe & Precast and Rinker Materials—met on December 12, 2006 and agreed to form an organization to jointly promote the interests of precasters in Maryland, Delaware and Washington, D.C.

CAPCA Begins

The new group came to fruition on February 7, 2007 when the group marked the first official meeting of the **Central Atlantic Precast Concrete Association** or CAPCA.

James Fullerton was enlisted as legal counsel and filed the necessary papers to incorporate the organization. Invitations to an introductory meeting were then mailed to precasters active in those markets. In spite of inclement weather, the first meeting was well attended by all of the initial members and many prospective producer and associate members.

Meet the Board

A Board of Directors was formed and the following officers were elected to serve until the first annual meeting is held in July:

President

Steve Rodgers
(Director, Chairman)

Vice President

Darren Wise (Director)

Treasurer

Mike Barg (Director)

Secretary

Carissa Alexander

A. L. Patterson, Inc., East Jordan Iron Works, Essroc Materials and Hamilton Kent joined as founding associate members. Mark Porreca was elected as the Associate Director.

Committees

Several committees were set up to begin the process of recruiting members, marketing the organization and promoting precast concrete. These committees and their chairperson are as follows:

Membership Committee

Patrick Hurd (Director)

Marketing Committee

Scott Crumpler (Director)

Pipe Committee

Darren Wise (Director)

Drainage & Structures Committee

Gregory Ouimette

Programs Committee

Marie Derby

On-site Wastewater Treatment Committee

Chairman to be named later

Initial goals for CAPCA include a

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PCAV Officers

President

Hank Gottschalk
Hanson Pipe & Precast, Inc.

Vice President

Alex Mason
Americast - Ashland Plant

Secretary-Treasurer

Carissa Alexander
Hanson Pipe & Precast, Inc.

Producer Directors

Stephen Rodgers
Contractors Precast Corp.

Pat Hurd
Frederick Precast Concrete Inc.

Doug Wurstel
Mack Industries

John D. McConnell
Nansemond Pre-Cast Concrete

Mimi Rainero Coles
Permatile Concrete Products Company

Mike Barg
Rinker Materials

Paul Sherman
Rotondo Precast

James Campbell
Winchester Building Supply Co.

Associate Director

Marie Derby, *Essroc Cement*

Associate Representatives

Frank Grubbs, *A.L. Patterson, Inc.*
Craig Wihitten, *East Jordan Iron Works*

NECSA Representative

Ed Wiles, *Roanoke Cement Co.*

Promotional Partner

Northeast Cement Shippers Association

General Counsel

James D. Fullerton, *Fullerton & Associates*

Managing Consultant

Mark I. Singer, *Advocates of Virginia*



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PCAV Happenings



Mark Singer
PCAV Exec.
Director

Transportation funding has been the most hotly debated issue coming before the Virginia General Assembly over the last four years. No one item has generated anywhere near the same amount of legislation, discussion and disagreement. Yet despite the fact that virtually everyone agreed the state's current stream of revenue is grossly insufficient to meet Virginia's transportation needs, the problem remained unresolved.

The Debate Rages On

Precasters understand the importance of this debate. Aside from quality of life and economic development issues, it is clear that when roads are not built, precast production suffers proportionately.

For the first time since this debate began, legislation containing substantial new funding streams for transportation passed both the House and Senate and was sent to the Governor for his signature. The Governor heard from so many concerned stakeholders about the many proposals contained in the 104-page bill that when the April Veto Session convened on April 4, he proposed well over 100 amendments to the bill. 2007 is also an election year for all 140 members of the Virginia General Assembly, adding even more pressure to an already highly-charged political situation.

In the end, the General Assembly decided to accept the Governor's amendments to their transportation funding package, and the legislation will

now become law. The legislation is basically a mix of debt (lots of it) in the form of \$3 billion in statewide bonds, some additional General Fund dollars, and local option fees which must be regionally adopted. When fully implemented, the new law could generate as much as \$1 billion dollars in new statewide transportation revenue in 2009 and subsequent years, with about half of that amount going to northern Virginia and the Hampton Roads areas.

Aside from the legislative battle on transportation, the PCAV continues to do what it does best, demonstrate—in very real ways—why precast products provide value, quality and cost effectiveness in their many applications.

Lunch and Learn Begins

This year the PCAV Education Committee launched its Lunch and Learn program, allowing specifiers and end users to choose a topic related to precast pipe and structures and have a few experts from the PCAV membership show up at their door, provide lunch, and present a mini-seminar on the topics selected. What a great way to become informed about the many ways precast products can meet construction needs. We encourage the many readers of this newsletter to take advantage of this new program. For more information, contact the PCAV office.

Directory Available

The association's 2007-2008 Directory was recently mailed out to all member firms, and extra copies are available at no charge to industry allies. While membership information is easy to access online at www.gopcav.com, there is no substitute for having a hard

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PCAV Happenings

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copy of the directory with its listings of major producers of precast products, and their suppliers. The directory also provides a calendar of events, a listing of the association's Board of Directors, and other valuable information. Call our office and we will be happy to send you a new PCAV Directory.

VDOT and PCAV

In early January, the PCAV hosted its first meeting of the year, which featured committee meetings, a meeting of the Board of Directors, and a joint VDOT session to discuss items of mutual interest. One of the most important items discussed was the creation of a task force to look at updating the requirements for QA/QC Technicians. An exciting part of that discussion will consider online options for course instruction. A large contingent of central office VDOT personnel helped make the meeting a great success, and a second such session is planned later this year to continue this dialogue.

New Developments

As the housing market decelerates from record-setting starts over the past five years, PCAV members are becoming more and more aware of the competition from HDPE pipe. Both NPCA and ACPA are also ramping up their focus on the competition. In addition, a number of other states are moving forward with third-party laser testing of installed pipe to determine how various pipe products perform over time, and what effect installation procedures have on this performance. PCAV is presently exploring a number of options in this area in an effort to ensure that the end users of pipe systems have all of the facts when making purchasing decisions.

Congrats

PCAV must take a moment to honor and congratulate Mary Beth Rainero, wife of Charles J. Rainero who is president of one of the association's longtime producer members, Permatile Concrete Products Co. Mary Beth was recently awarded NPCA's most prestigious honor—the Robert E. Yoakum Award. She was recognized for her long history of public service in the Bristol, Virginia area and for her role in the development and support of the NPCA Educational Foundation. She adds this prestigious award to the many others she has received for her community service efforts.

PCAV would also like to take note that another one of our members, Barry Fleck with A.L. Patterson Inc., has been elected to the NPCA Board of Directors. Congrats to Barry!

Warmer days and faster times are now approaching. Both the association and our members are planning for a busy construction season, and we wish our members a productive summer.

~Mark Singer

President's Letter

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about the people involved and the concerns of those people.

It is very easy for me to rattle off the advantages of precast concrete. They have been stated in almost every PCAV newsletter. However, one advantage seldom stressed is the valuable relationships that you have with your precast vendors and associates. If you are one of those that make this industry so great, I thank you. If you are someone who is new to the Precast Concrete Association of Virginia, I encourage you to give us a call. Join. Meet the members. You won't be disappointed.

~Hank Gottschalk

Annual Conference

We know how quickly everyone's calendar fills up. So mark this down now!

The 2007 PCAV Annual Conference will again take place at the beautiful mountain resort in **Wintergreen**, Virginia. Please mark your calendars for **September 18-20, 2007**.

We are very happy to announce that Ken Hover from Cornell University will be our returning guest speaker. What a great educational opportunity for all members! Ken is currently working with our members for Part II in Precast & Pipe.

Please watch your emails for upcoming reminders and information. We look forward to another great event in September.

If you have any questions, please contact: Marie Derby, Associates Director, Essroc Cement, at 757.880.5631. Thank you for your support. We hope to see you there!

~Marie Derby

CAPCA

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membership drive by the Membership Committee, organization publications by the Marketing Committee and introductory meetings with Maryland State Highway by the Drainage & Structures Committee.

With several prospective members present at the February 7 meeting, a number of issues targeted with M.S.H.A., an open meeting of the Board of Directors in Frederick, Md. set up for April 18 and the first annual meeting set for June 21 (also in Frederick), the work of the Central Atlantic Precast Concrete Association is underway.

~Carissa Alexander

2007 Calendar of Events

MONTH	EVENT/LOCATION
July 12-16	VTCA Annual Meeting The Homestead Hot Springs, Va.
July 17	PCAV & VDOT Joint Meeting Board Meeting Holiday Inn Koger Center Richmond, Va.
Sept. 18-20	PCAV Annual Convention Wintergreen
Sept. 19-20	Virginia Engineers Conference Williamsburg, Va.
Nov. 7-9	Virginia Transportation Conference Roanoke, Va.

PCAV/VDOT Meetings

At the PCAV/VDOT meetings listed above, there will also be numerous committee meetings held in conjunction with these meetings. These meetings will run from 9:00 a.m. to 1:30 p.m. Please note these dates on your calendars. Further information on these meetings will be sent out 30 days in advance of each meeting.

Check out the PCAV website!
www.gopcav.com

PCAV Members

Producer Members

Americast - Division of Valley Blox, Inc.
Contractors Precast Corp.
Frederick Precast Concrete, Inc.
Hanson Pipe & Precast, Inc.
Mack Industries
Nansemond Pre-Cast Concrete Co. Inc.
Permatile Concrete Products Co.
Rinker Materials
Rotondo Precast/Oldcastle Precast
Winchester Building Supply Co., Inc.

Government Members

City of Chesapeake

Associate Members

A.L. Patterson, Inc.
A-LOK Products, Inc.
Boral Material Technologies, Inc.
Capital Foundry of Virginia, Inc.
CDS Technologies, Inc.
Concrete Sealants, Inc.
Dayton Superior Corp.
East Jordan Iron Works, Inc.
Engineered Wire Products, Inc.
Essroc Cement
Fullerton & Knowles, P.C.
Hamilton Form Company
Hamilton Kent LLC
Insteel Wire Products
Ivy Steel & Wire
Kaufman Products, Inc.
La Farge North America
Lehigh Portland Cement Co.

Luck Stone Corporation
M.A. Industries, Inc.
Martin Marietta Aggregates
Master Builders
Meadow Burke Products
NPC Inc.
Press-Seal Gasket Corp.
Roanoke Cement Company
Seaboard Asphalt Products Co.
Spillman Company
St. Lawrence Cement Corp.
Swope & Associates, Inc.
The Euclid Chemical Company
The SEFA Group
Universal Sales
U.S.F. Fabrication
Vulcan Construction Materials
W.R. Grace & Co.

Not a member? What's stopping you? Join now!
Call 888.503.4800 or visit www.gopcav.com.

PCAV Mission

The Precast Concrete Association of Virginia is dedicated to the growth of the precast concrete industry. We pursue that purpose by educating and partnering with specifiers, installers and end users on the advantages and proper utilization of our products and systems. The association will represent its members 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 Rainero Coles, Permatile	2001-2003
Stephen Rodgers, Contractors Precast Corp.	2003-2005

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, at 800.203.8660 or lcf@marketingideashop.com.

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