



# Hard Facts

N e w s l e t t e r

Fall 2008 - December

Vol. 11, No. 2

## News From The President



*Mimi Rainero Coles  
Permatile Concrete Products Co.*

Seventeen years ago, when the PCAV was formed, its principal purpose was to create a single voice for the precast industry in the Commonwealth of Virginia. Through the statewide standardization of the industry, we hoped to be in a position to anticipate and address the inevitable changes in the precast and construction industries as they developed.

### Building Relationships

In that time, we have forged a solid working relationship with many facets of the Virginia Department of Transportation that interact with our industry—a relationship that strengthens each year. We have intensified our

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## Evergreen® Provides Sound Solution



Evergreen Wall Units neatly stacked 17-feet high to provide 100 percent sound absorptive solution to ASBI's neighborhood noise abatement needs.

When the Abingdon Small Business Incubator (ASBI) installed a new chiller and generator in the back of their building, the constant loud humming generated by the equipment was a concern to the homeowners in the adjacent neighborhood. The ASBI needed to find a soundproof and aesthetically pleasing solution to their noise problem. Their search for an efficient, effective and attractive sound barrier led them to Permatile Concrete Products Company and the Evergreen® Wall System.

The Swiss-engineered Evergreen Wall System is best known for its use as a retaining wall or slope stabilizer. It

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## PCAV Officers

### **President**

Mimi Rainero Coles  
*Permatile Concrete Products Company*

### **Vice President**

Patrick Hurd  
*Frederick Precast Concrete, Inc.*

### **Secretary-Treasurer**

Craig Whitten  
*East Jordan Iron Works, Inc.*

## PCAV Directors

Don Anger

*Americast - Ashland Plant*

Stephen Rodgers

*Contractors Precast Corp.*

Pat Hurd

*Frederick Precast Concrete Inc.*

Hank Gottschalk

*Hanson Pipe & Precast*

Jack Carothers

*Mack Industries*

John D. McConnell

*Nansemond Pre-Cast Concrete*

Mike Barg

*Rinker Materials*

Paul Sherman

*Oldcastle Precast*

George Sharikas

*Smith-Midland Corporation*

Barry Phillips

*Tindall Corporation*

James Campbell

*Winchester Building Supply Co.*

### **Associate Director**

Marie Derby, *Essroc Cement*

### **Associate Representatives**

Jim Clark, *Ivy Steel and Wire*

Bud Dallas, *A-LOK*

### **NECSA Representative**

Ed Wiles, *Roanoke Cement Co.*

### **General Counsel**

James D. Fullerton, *Fullerton & Associates*

### **Managing Consultant**

Mark I. Singer, *Advocates of Virginia*

### **Precast Concrete**

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## PCAV Happenings



Mark Singer  
PCAV Exec.  
Director

Every member of the PCAV is aware, perhaps painfully, of the challenges facing our sector in the coming months and the coming years. The economic meltdown now being experienced around the world has impacted almost every business sector but certainly none more severely than transportation-related construction and the homebuilding industries. The PCAV leadership understands and does not underestimate the affects of such a severe downturn on our economy. They also understand that now more than ever the association must remain strong and active in its mission to promote the use and growth of precast concrete products.

### **New Board of Directors**

At the September Annual PCAV Conference in Wintergreen, new officers were elected. Given the tough road ahead, the PCAV could not be in better hands as we move forward under the skilled and experienced leadership of newly-elected PCAV President Mimi Rainero Coles with Permatile Concrete Products. Mimi, who also serves on the boards of the National Precast Concrete Association and the Virginia Transportation Construction Alliance, has already moved aggressively to examine how best to posture the association in the coming year to help our members remain successful and to keep our products recognized as "best value" choices. Soon President Coles will convene a meeting of

PCAV's Executive Committee to begin development of a strategic plan to accomplish these goals. Given her leadership, experience, and commitment to the PCAV, the association can look forward to an exciting and productive year.

### **Thanks to Hank**

I would be remiss if I also did not say a few words in this newsletter about outgoing PCAV President Hank Gottschalk with Hanson Pipe and Precast. During his two years as President, Hank has done a masterful job of leading the organization. He has pressed the membership to support relevant projects, such as the laser video study, and worked closely with VDOT to achieve mutually beneficial goals such as state acceptance of the NPCA/PQS Concrete Mix Design Course, which will shortly be available online. And he has led PCAV's efforts to completely revamp our approach to seeking annual promotional funding from the Northeast Cement Shippers' Association (NECSA). I could go on, but as members of the PCAV, you already know the strong contribution Hank made to the association during his tenure as President. On behalf of all of our members, I want to say "thanks for a job extremely well done."

### **VDOT Update**

Our work with the Virginia Department of Transportation (VDOT) is ongoing and continues to yield positive results. In addition to the class mentioned above, discussions persist regarding NPCA plant certification in Virginia. Although that issue is far from resolved, it continues to be seriously evaluated. The various PCAV committees provide industry input to VDOT regarding changes in precast concrete standards that will eventually show up in the

Continued on page 3

## PCAV Happenings

*Continued from page 2*

*VDOT Book of Standards.* A final draft of the post-installation pipe inspection procedures was recently adopted by VDOT—with much help from the PCAV—and is now off to the FHWA for review and approval.

## PCAV Marketing

Scott Crumpler with Americast continues to oversee the association's marketing efforts by making sure our association, members, and products remain highly visible at industry gatherings around the state. His good work has led the board to approve upgrading the PCAV exhibit and display materials—so we will look even better at next year's events.

## What You Can Do

These difficult times are not well-suited for the complacent. Fortunately, there are not many who do not contribute among us. I urge each PCAV member to remain actively engaged in the affairs of your association, and to support the efforts of your new leadership team as we move into a year of both challenges and opportunities.

*~Mark Singer*

## New Member

PCAV is pleased to welcome Smith-Midland Corporation as our newest Producer Member. The firm's PCAV representative will be George Sharikas who will also serve as the company's representative on the Board of Directors.

George Sharikas  
Smith-Midland Corporation  
5119 Catlett Road  
Midland, VA 22728

## Precast to the Rescue

*Continued from page 1*

utilizes the strength of precast concrete, the advantages of standardized elements, and the beauty of nature to provide a natural solution. Evergreen's unique design offers unmatched stability and fulfills the concerns of environmentalists by providing sound reduction while conforming to the natural landscape.



The Evergreen Wall can be a free standing sound wall or a retaining wall. When planted, its ability to promote plant growth makes it a very environmentally friendly alternative to other sound and retaining wall systems.

Evergreen has been used throughout Europe and the United States as a free-standing noise barrier. An attractive alternative to large concrete slab or brick sound walls and more durable than wooden walls, the unique design and planting of Evergreen makes the wall system sound absorptive—not reflective—so sound diminishes rather than bouncing around. In fact, its design as a confined berm of soil makes the Evergreen Wall System 100-percent sound absorptive!

The Business Incubator wall was designed by Evergreen International and built by Permatile Concrete Products Company. It took two days to install—one for the planter base T-Wall® and one for the Evergreen® Wall. It is planted with winter jasmine because this plant likes a well-draining soil, is very hardy, grows exceptionally fast and has growth throughout the year...green in the spring and summer and maroon in the winter making it an attractive addition to the landscape year round!

*~ Mimi Rainero Coles, Permatile*

## We Want You!

We invite anyone interested in our organization or in the precast industry to contact a member in their area or our office. Are you ...

- A precast producer interested in what PCAV can do for your business?
- A contractor in search of products or installation information?
- An engineer in search of a manufacturer, product or design information?
- An architect interested building with precast concrete?
- A student interested in precast concrete information or a summer internship?

**Contact Us!**  
**www.gopcav.com**  
**pcav@gopcav.com**  
**1-888-503-4800**

# PCAV Annual Conference: Loads of Fun and Networking!

The PCAV Annual Conference was held on September 24–25, 2008 in Wintergreen, Virginia. Beautiful fall breezes created the perfect day for a round of golf to start our conference. The day continued with our reception/dinner and the participation of 10 folks from VDOT.

The next day speakers Dave Zwicke, Senior Regional Economist from PCA, and Mal Kerley, Chief Engineer from VDOT, gave informative and interesting presentations. Dave discussed Virginia’s economy and highlighted areas of concern. Mal offered what one member called a “town meeting, leading conversations between others from VDOT and our members.

I would like to thank all of our sponsors—A-Lok Products, Boral Material Technologies, East Jordan Iron Works, Engineered Wire Products, Essroc Cement, Hamilton Kent, Insteel Wire Products, JEPCO Sales, NPC, Permatile Concrete Products, Roanoke Cement, Swope & Associates, Universal Sales, US Foundry—and our members for participating in this annual event.

~Marie Derby, Essroc Cement

## Annual Golf Outing Winners

### First Place Team:

Randy Reimer, Hamilton Kent  
Mike Barg, Rinker Materials  
Ed Wiles, Roanoke Cement

### Second Place Team:

Brad Meyers, Swope & Associates  
John Finch, Rinker Material  
Leo Jones, Insteel  
Chris Rescate, A.L. Patterson

### Longest Drive

Darrell Wilson, Boral Materials

### Longest Putt

Jim Campbell, Winchester Building Supply



Pictured here (left to right) is the first place team from the golf outing: Ed Wiles (Roanoke Cement), Mike Barg (Rinker Materials), and Randy Reimer (Hamilton Kent).



PCAV members enjoy time together at the Annual Meeting.



PCAV members enjoyed good presentations by Dave Zwicke and Mal Kerley at the Annual Meeting.



PCAV members take a break from golf to enjoy the beauty of Wintergreen.

## Americast Acquires Mack Industries Concrete Operation

Privately owned Americast, Inc. and Ohio-based Mack Industries announced that the companies have signed a definitive agreement under which Americast will acquire Mack Industry's precast concrete plant in Martinsburg, West Virginia. Like Americast, the Mack facility manufactures quality precast concrete products for Virginia, Maryland and West Virginia.

In January 2006, Americast was notified by the Department of Homeland Security that the U.S. Customs and Border Patrol Training facility wanted to expand adjacent to Americast's Halltown, West Virginia plant. During the summer of 2008 Americast and the U.S. Government came to an agreement on the sale of Americast's West Virginia property, located just outside of Harper's Ferry. Late this fall, Americast approached Mack Industries to purchase their Martinsburg, West Virginia precast concrete plant. With just 20 miles between the two West Virginia facilities and comparable product lines, the acquisition will enable Americast's Halltown operation to relocate easily and seamlessly to the Martinsburg, WV facility.

"The addition of Mack's Martinsburg facility will allow us to continue business without disrupting our customers or employees," says Bill Tichacek, president, Americast, Inc. "This acquisition will continue to strengthen Americast as a leading provider of quality precast concrete solutions in the Mid-Atlantic region."

The acquisition was finalized on December 3, 2008.

## News From The President

*Continued from page 1*

marketing efforts, promoting the benefits of concrete pipe and precast products across Virginia through seminars, sponsorships, and participation in numerous tradeshow to engineers, specifiers and end users. Looking toward the future, our education committee is building relationships with Virginia Universities and the students that may be actively involved in the future in the engineering or construction business—and will utilize our products through specification or use of precast materials and systems. We have aligned ourselves with the National Precast Concrete Association and the American Concrete Pipe Association in an effort to share ideas and information on a state and national level.

### Uncertain Times

In the coming year, the precast industry, construction industry and the nation as a whole will likely experience many changes. We are facing challenges that we never imagined. Continued downward trends in housing and constructions markets, a new Presidential administration, significant government changes, monetary concerns, and uncertainty within our state, national and global economies will occupy our thoughts in the coming year.

As our business environment continues to change, we need to be **aware of** and **able to address** the challenges in our industry. We need to address sustainability, and **lead** requirements and environmental issues within our industry. Most importantly, we need to continue to educate engineers, specifiers, owners and contractors on the many benefits of precast concrete products. **Working together, we will all benefit!**

### Proactivity Will Help

PCAV will work throughout 2009 to nurture those relationships important to our association and industry and to build new ones. We will work with VDOT, VTCA, NPCA, ACPA and other state and national associations to develop better ways to deliver quality efficient and effective precast systems and products to end users. We will seek opportunities that will benefit our industry and our members and will strive to position ourselves to be prepared and proactive in dealing with industry changes and challenges. We'll look for new ideas, education and information to provide to our members.

Regardless of what the next year brings, one thing we can be certain of is precast concrete's importance in the construction and maintenance of our nation's infrastructure. Quality, durability, precision, adaptability, reliability, sustainability, efficiency, permanence ... these are all words that describe precast concrete products—concrete pipe, bridges, boxes, sanitary and storm structures—just to name a few!

### You Make A Difference

Our Producer and Associate members are the driving force of our organization. They are dedicated to the growth and development of the precast industry and the expansion of opportunities for our members firms. I thank them for their participation and dedication to the PCAV and our industry, and I look forward to working with them over the next year to promote PRECAST!

*~ Mimi Rainero Coles, Permatile*

## Grande Dunes Marina Gets Help From Filterra® Bioretention Systems



In October 2006, Filterra Bioretention System's seamless design enhanced Grande Dunes Marina's parking lot with beautiful trees while protecting the historic Intercoastal Waterway in Myrtle Beach, SC.

Grande Dunes Marina is adjacent to the massive Marriott Grande Dunes golf course development located on the beautiful Intercoastal Waterway in Myrtle Beach, South Carolina. This marina serves as an attractive stopping point for pleasure craft traveling north and south on this historic route. This route serves as a major thoroughfare for commercial shipping vessels. It is also home to many species of wildlife and plants that need to be preserved and protected.

The developer asked Filterra® Bioretention Systems, a division of Americast, to help them maximize buildable space and eliminate the use of unsightly detention ponds while meeting Federal, State and local storm water discharge requirements to protect nearby sensitive water bodies.



Filterra Bioretention Systems are manufactured by Americast, Inc., a precast concrete pipe and structure supplier in the Mid-Atlantic region.

### The Solution

Filterra's removal efficiency data for TSS, total phosphorous, metals, bacteria, and other constituents were pre-

sent to South Carolina's Department of Health and Environmental Control (DHEC) and the city of Myrtle Beach Department of Public Works as a stand-alone BMP. These agencies determined that Filterra met their respective requirements for treating the water quality volume discharging from this highly impervious site into the Intercoastal Waterway.

### Design Details

The efficient, decentralized design of Filterra allows smaller drainage areas to be treated upstream and at the source of the pollutants. Twenty-five Filterra units were placed throughout the Grande Dunes Marina site in the standard cross-linear flow configuration.

### Why Filterra

Other design configurations are available to meet almost any site's drainage requirements. Filterra is a proven, highly-effective, storm water treatment system that removes a variety of pollutants. The engineered media within Filterra allows TSS, nutrients, metals, oil/grease and bacteria to be naturally removed while reducing thermal impacts to public waterways. Maintenance is safe, simple and inexpensive. A standard maintenance agreement is included with every purchase. For more information about Filterra, visit [www.filterra.com](http://www.filterra.com).

*~Ron Brown, Americast*

## Oldcastle Helps A.L. Patterson Expand



Construction of new warehouse with precast panels.

A.L. Patterson has moved to an industrial park in Fairless Hills, Pennsylvania, expanding their corporate office and warehouse space by over 200 percent. The new facilities were constructed by PCAV member Oldcastle Inc., a global leader in construction products and materials.

Oldcastle constructed 88 precast panels for use on the new building, completing the project in just three weeks. Oldcastle's reliability and consistent quality allowed for a smooth transition to the next phase of



Completed warehouse in just three weeks.

construction which was a relief to Barry Fleck, A.L. Patterson president and owner, who had been concerned about the unpredictability of the season.

A.L. Patterson is a supplier and consultant group for precast concrete accessories and equipment, is known for selling a wide variety of production systems that decrease down time and remedial costs while increasing efficiency and profits.

~Rachel Adkinson, A.L. Patterson

## Eagle Uses A-LOK To Assure Clean Water

Eagle Concrete Products recently completed a \$24,000,000 project in Somerset County, Pennsylvania to pump water for drinking from the 575-million gallon Quemahoning Dam 22 miles to the town of Somerset, Pennsylvania. There were approximately 100 manholes and 15 vaults involved in this job. Pumps have been installed in these structures to help move the water up and down the hilly terrain as well as bleed air out of the water line.

So A-LOK X-CEL-guaranteed watertight connectors were installed in most of the concrete structures to prevent any water from leaking into the structures and ruining the pumps or hindering their performance. Prior to the installation of this new 24-inch PVC line to Somerset, water had been pumped through hand-riveted 50-inch metal pipe to Johnstown, Pennsylvania.

~Wally Swiger, A-LOK Products

## Tindall Corporation In The News

Recently, new Producer member, Tindall Corporation, was highlighted in an article in the *Richmond Times-Dispatch*. According to the article, the economy may be in a downturn, but Tindall produces at least 40 pieces of 45,000-pound precast concrete a day, mostly for parking decks. And the company is expanding; it is investing \$12 million in an expansion that is expected to add 75 jobs to the workforce and increase plant production and sales by 50 percent in 2009.

Construction with precast concrete is "faster than other means of construction," said Andrew P. Wise, vice president and general manager at Tindall's Virginia division. "We make these great big pieces here. We ship them there. Bingo, you put them up," Wise said. He says that what takes traditional concrete workers "maybe two, three days to do it, we do it in an hour."

One recent Tindall project was the five-story parking deck at the Federal Reserve Bank building on Byrd Street in Richmond. It consisted of 700 precast concrete pieces delivered in 530 loads. They were installed in 12 weeks by fewer than a dozen workers. That's the beauty of precast!

## PCAV/VDOT Meetings

At the PCAV/VDOT meetings listed on the back page, 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.

## 2009 Calendar of Events

DATE	EVENT/LOCATION
Jan. 13	PCAV/VDOT Joint Meeting & Board of Directors Meeting 10:00 am, Koger Center South Richmond, VA
Jan. 25-29	VTCA Winter Meeting Disney's Grand Floridian Resort Orlando, FL
Feb. 17-20	ACPA Production Short Course Hyatt Regency Houston, TX
Feb. 18-22	THE PRECAST SHOW 2009 Hilton Americas—Houston Houston, TX www.theprecastshow.org
March 15-18	ACPA Annual Meeting Naples Grande Resort Naples, FL
April 8-10	VTCA Spring Conf. & Trade Show Hotel Roanoke & Conf'nce Cntr. Roanoke, VA
April 23-24	PCAV Spring Meeting The Boar's Head Inn Charlottesville, VA
July 9-12	VTCA Annual Meeting The Homestead Hot Springs, VA
July 14	PCAV/VDOT Joint Meeting Holiday Inn Koger Center South Richmond, VA
Fall 2009	PCAV Fall Meeting Date TBA Location TBA
October 1-4	NPCA Annual Conference Marriott Hilton Head Beach & Golf Resort, Hilton Head Island, SC
Nov.2-4	ACPA Fall Short Course Golden Nugget Hotel & Casino Las Vegas, NV

## 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.  
Oldcastle Precast  
Permatile Concrete  
Products Co.  
Rinker Materials  
Smith-Midland Corporation  
Tindall Corporation  
Winchester Building  
Supply Co., Inc.

### Government Members

City of Chesapeake

### Associate Members

A.L. Patterson, Inc.  
A-LOK Products, Inc.  
BASF Admixtures, Inc.  
Boral Material Technologies,  
Inc.  
Capital Foundry of Virginia, Inc.  
Concrete Sealants, Inc.  
Dayton Superior Corp.  
East Jordan Iron Works, Inc.  
Engineered Wire Products, Inc.  
Essroc Cement  
Fullerton & Knowles, P.C.  
Grace Construction Products  
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  
Spillman Company  
St. Lawrence Cement Corp.  
Swope & Associates, Inc.  
The Euclid Chemical Company  
The SEFA Group  
Universal Sales  
U.S. Foundry & Manufacturing  
Corp.  
Vulcan Construction Material

**Not a member? What's stopping you? Join now!**  
Call 888.503.4800 or visit [www.gopcav.com](http://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
Hank Gottschalk, Hanson Pipe & Precast	2005-2008

**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](mailto:lcf@marketingideashop.com).

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