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Hard Facts

the precast concrete association of virginia

Newsletter

Precast Concrete Association of Virginia Spring 2016

2016 Calendar Events:

September 21, 2016 - PCAV/ VDOT Joint Meeting - Virginia War Memorial

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PCAV President's Message



Matthew Smith
Smith-Midland
PCAV President

I began getting more involved in the PCAV a couple of years ago and what a great experience it has been. I have come to realize that the PCAV has a HUGE impact on the promotion of precast concrete products in the Commonwealth and that we are vital to our industry's future growth. Competing products are constantly being introduced into the market so the PCAV has to remain ever diligent with our promotion and education programs. At the end of the day, precast concrete is the most durable, versatile, affordable and sustainable construction material on the market. We just have to continue to keep that message in front of specifiers, buyers and end users.

The PCAV will continue to "beat the drum" through seminars, joint meetings and continued dialogue with VDOT and education/training events. We will promote precast throughout Virginia during the National Concrete Pipe & Precast Week being held August 16 - 22. The PCAV is currently working with VDOT to offer VDOT Plant and Field Certification classes. Please plan on sending anyone in your organization that needs these certifications (see information below for dates).

I'd like to say a special thank you to Mark Singer and Vanessa Patterson for all of their efforts to keep the PCAV running smoothly. Their work is very much appreciated by the PCAV and we would not have the success that we do without them.

Also, thanks to all of you for your sponsorships at our meetings. They have been very helpful to the financial success of our recent meetings and provide some extra visibility for your company.

VDOT Plant and Field Certification Schools

In order to meet the July 1st, 2016 VDOT deadline for Plant Certification, two schools have been scheduled in June to accommodate the PCAV's members. The schools are as follows:

- Harrisonburg - Plant Certification only - Tuesday June 14th and Wednesday June 15th.
- Richmond (Elko) - Plant and Field Certification. Plant certification will be Tuesday June 21st and Wednesday June 22nd. If Field Certification is needed, attendees can register to attendee training on Thursday June 23rd.

The links and instructions for registration have been sent to all PCAV Producer Members. Registration is being handled through VDOT University. If anyone has any questions or needs any assistance please contact Vanessa Patterson: vanessapatterson@gopcav.com or (803)377-2144.

Managing Consultant's Report



Mark Singer
PCAV Managing Consultant

The association has just completed another successful annual state conference in a new venue and enjoyed great weather to add to the excitement. Attendees were treated to a trifecta of excellent speakers during the business session, including the author of the PCAV's recently commissioned Economic Impact Report, an update from State Materials Engineer Andy Babish, and a most informative and interesting key-note address by Jim Long from VDOT who presented a fascinating overview of the massive Elizabeth River Tunnels Project which included time-lapse photography of the projects progress and featured many of the tunnel's components utilizing precast concrete products. Brief updates on topics of interest were also presented by Walt Catlett (ACPA's regional representative) and Jim Fullerton (Fullerton and Knowles, PC), the association's legal counsel.

PCAV welcomed newly-elected president Matthew Smith (Smith-Midland) and recognized outgoing president and long time industry leader Mimi Coles with a plaque and many kind words. The association wants to say thank you to outgoing board members Scott Crumpler (Concrete Pipe and Precast), Bud Dallas (A-Lok Products), and Gus Ward (Roanoke Cement) for their many contributions to the ongoing success of the PCAV. Congratulations to new board members Ed Page (Concrete Pipe and Precast), Mike Zito (Roanoke Cement) and Mike Girardi (Neenah Enterprises) as they join the 2016-17 PCAV Board of Directors. (See back page of this newsletter for a complete listing of the 2016-17 PCAV Board of Directors.)

Attendees enjoyed some networking time at the PCAV golf event which was won by Mike Zito of Roanoke Cement and his guest David Pleasant (first flight) and Craig Whitten of EJ USA and John McConnell of Nansemond Precast in the (second flight). Special thanks to Darrell Wilson for serving as Golf Committee Chairman. A reception, dinner, and luncheon also provided members with many opportunities to renew and make new acquaintances.

Among the association's many recent successes was news, appropriately delivered at the conference, that the PCAV has been awarded marketing funds based on our presentation last year to the Southeast Cement Promotional Association. These new funds are much needed and will allow the association to more aggressively expand our efforts with legislators and stakeholders in the coming year, including expanding plans for "precast industry week" which will take place later this year. Special thanks to Mimi Coles who made the presentation requesting these funds, and to a number of other producer members who worked diligently with her to put it together.

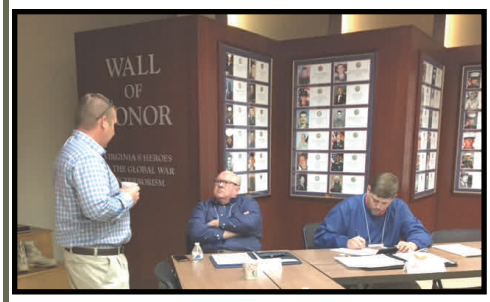
Aside, from our highly-successful annual meeting, the PCAV remains active on many marketing fronts including having a strong presence at three recently held and well-attended industry events: the Virginia Concrete Conference; the Virginia Transportation Construction Alliance Spring Meeting; and the Governor's Transportation Conference. Educational sessions with local governments and VDOT District Offices are ongoing and well attended.

Finally, PCAV is happy to welcome back as a returning member Alan Siebenthaler with Hamilton Kent and new member Daryl Burns with Delta Engineers, Architects, and Land Surveyors.

The association is off to a very good start in 2016. Given our strong leadership and improved financial position we expect PCAV to continue to effectively promote Virginia's precast industry in the coming months.

PCAV/VDOT Joint Meeting March 29th, 2016

PCAV and VDOT met March 29th, 2016 in Freedom Hall at the Virginia War Memorial in Richmond, Virginia, The day began with networking time leading up to committee meetings. VDOT personnel joined the meeting mid-morning for discussions followed by lunch. The afternoon session concluded with a productive board meeting covering issues further detailed in the PCAV President's Report.











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PCAV Annual Golf Tournament - April 19th 2016

Tuesday morning, April 19th, 2016, 10 teams of two teed off at the Meadowcreek Golf Course in Charlottesville, Virginia. It was the perfect spring day for golf - sunny clear skies with mountains in the background and eighty degrees.!



Patrick Rodgers, Nick Talley, Jimmy George, Britton Dovel



David Pleasant, Mike Zito, Gus Ward, Robert Marek



Ed Page & Mark Singer



Don McNutt & Wil Perry



Alan Siebenthaler, Darrell Wilson, John McConnell, Craig Whitten



Flight 1 Winners - Score 68

Mike Zito
Roanoke Cement
David Pleasant
Guest

Flight 2 Winners - Score 75

Craig Whitten
EJ USA
John McConnell
Nansemond

Closest to the Pin Winner

John McConnell
Nansemond

Longest Drive Winner

Alan Siebenthaler
Hamilton Kent

Longest Putt Winner

Darrell Wilson
Boral Materials



PCAV Annual Golf Tournament - Thank You Sponsors!

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PCAV Annual Meeting Reception & Dinner - April 19th 2016













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PCAV Annual Meeting - April 20th 2016

The morning of April 20th, 2016, following the well attended Annual Reception and Banquet the prior evening, kicked off with a Board Meeting to elect new officers and directors (see page 12 for a complete listing). Three guest speakers addressed the PCAV Producer and Associate member attendees followed by brief updates from Walt Catlett of the ACPA and Jim Fullerton, PCAV's legal counsel.

At the conclusion of the meeting, long-time PCAV Board Member, Mimi Coles, most recently serving (again) as PCAV President was presented with a plaque as a sincere thank you for her service and dedication. Craig Whitten of EJ USA was also recognized for 10 years of service as the PCAV's Secretary/Treasurer. Finally, Mimi Coles "passed the gavel" to Matthew Smith of Smith-Midland who began his term of President with a few remarks and adjourned the meeting with an invitation for the attendees to join him for a luncheon before departing for home. We will see everyone in 2017 - dates and location to be announced!



"Economic Impact of Virginia's Precast Concrete Manufacturing Industry"
Terry Rephann, Ph.D, regional economist at the Weldon Cooper Center for Public Service at the University of Virginia and author of the PCAV Economic Impact Report, published in January 2017, detailed the report's findings. He discussed the key points to share with regional legislative representatives, local government officials and business partners,



"VDOT Updates"
Andy Babish, the State Materials Engineer at VDOT, supplies technical leadership and training in building and maintaining a safe and efficient transportation system through the assessment of highway construction materials and the application of innovative engineering. He discussed current issues and provided valuable updates and answered PCAV member questions.



"**The Elizabeth River Tunnels Project"**
Jim Long, the District Major Projects Delivery Director, VDOT—Hampton Roads District, discussed this exciting and fascinating project which includes substantial precast materials and applications. The Elizabeth River Tunnels (ERT) Project, a series of transportation projects in the South Hampton Roads region, comprises the rehabilitation of the Downtown and existing Midtown Tunnels, the construction of a new parallel Midtown Tunnel, and the extension of the MLK Freeway/U.S. 58 to I-261. Jim's presentation included time-lapsed video of the construction of tunnel sections in dry dock, from start, to flooding,, to the tugboats guiding the sections down river to the construction site.





Why I Like Customer Complaints - by Ed Pennypacker of JEPCO Sales

I've been told that 90% of the people who are served a bad meal in a restaurant just pay the bill without complaining. BUT, they don't come back.

Most of my products deal with watertight precast structures. I recently had a guy complain that the sheets between the rolls of butyl would not release. He fought with every roll of sealant. Most guys would have put up with the problem, but not this guy. I went to see for myself.

Whenever I get a complaint, I always go to see for myself. Take my word for it, it has saved a lot of time and money over the years. Sometimes the contractor is looking for a scapegoat who will pay back charges to fix a problem. If I don't go you can be certain that he will blame you. Sometimes, there's a problem that needs attention. I cannot tell the difference until I see for myself.

Ultimately, the sticking release paper was a problem we did not know about. If he had said nothing, the butyl gasket would be sent to job sites. The contractor could have installed the butyl with pieces of paper stuck to it. That would ruin it's effectiveness. The leaking joint would have appeared later, and the precaster would get a call.

I like the customer complaints because it gives us a chance to fix a problem we did not know about. In this case, it traced back to certain batch of sheets bought from a supplier who did not know he had a problem either. Everyone learned and the problem is solved.

If you find a problem, please speak up!

Smith-Midland Wins Award for Smithsonian Zoo Project



The Washington Building Congress has awarded Smith-Midland the 2016 Precast Concrete Craftsmanship Award for its manufacturing of the Smithsonian's National Zoological Park Retaining Wall in Washington, DC. The 850 foot long x 30 foot high simulated stone retaining wall was built to replace existing structures along an extensive drop off on the entrance road above parking lot C.

General Contractor Hensel Phelps worked with Smith-Midland to design the precast concrete panels, and to complete the welding and wall erection. Originally designed to be cast in place, Hensel Phelps rethought the process, proposing a value engineering option involving the use of a shotcrete wall and placement of precast concrete panels as a facing. The precast panels were engineered like puzzle pieces, creating interlocking sections to disguise the horizontal joints between the panels, blending naturally with the stone block design. This ultimately led to a higher quality final product for the customer.

The panels were formed and hand-stained to mimic the look and color variations of a natural stone wall, matching the stone walls located on the nearby Rock Creek Parkway. "This wall has all the color variations of a natural wall, with a permanent penetrating stain that will last indefinitely," says Smith-Midland's president, Ashley Smith. "We are proud of this project. It exemplifies Smith-Midland's ability to innovate. We worked out the logistics with the contracting team, and delivered a quality product for our customer."

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2016 Virginia Tech Myers-Lawson School of Construction Award Recipient Named



Charles Joseph Rainero, Virginia Tech Building Construction Graduate '59, Corps of Cadets, AFROTC was awarded the distinguished Myers-Lawson Award May 5th at the annual Spring Awards Banquet held at the Inn at Virginia Tech. Mr. Rainero is the President of Joe Rainero Tile Co., Inc. and Permatile Concrete Products Co., a fourth generation family owned business with a sales area extending into nine states.

The Myers-Lawson Award was established in 2006 by the Myers-Lawson School of Construction at Virginia Tech in order to recognize the recipient's career achievements and their exceptional contributions to the construction industry. The award is presented annually, and is the school's highest award. This year's event was especially noteworthy as it celebrated 70 years of the Department of Building Construction and 10 years of the School of Construction.

Charles is a member of the Myers-Lawson School of Construction Advisory Board and has served on several boards and committees at Virginia Tech. He was Chairman of the Board of the National Precast Concrete Association and served on the Board of the American Concrete Pipe Association. He was elected to, and served 4 years on the Washington County, Virginia Board of Supervisors. He chaired the founding committee of the NPCA Educational Foundation which provides scholarships to college students in the construction industry. He received the Yoakum Award of Merit, the NPCA's highest honor for "one whose ideals, service and promotion of precast concrete was deemed most beneficial to NPCA".

One of Mr. Rainero's many professional achievements includes the design and construction of Permatile Concrete Products plant, which includes over 100,000 square feet of heated manufacturing space, under crane ways for year round production space for over 100 employees. The company proudly employs several Virginia Tech graduates. Permatile operates under the Quality Assurance program of the National Precast Concrete Association, which requires unannounced inspections by an independent construction laboratory. The plant has consistently scored in the high nineties on these inspections.

The mission of the Myers-Lawson School of Construction is to enhance Virginia Tech's strong position of national leadership in construction outreach, research and education. The school provides opportunities for faculty, alumni, students and ideas to flow across disciplines, departments and nations through collaboration, cooperation and contribution to a common vision. The Department of Building Construction is a premier source for dynamic, practical and innovative building construction knowledge balanced with academic integrity in undergraduate, graduate, and professional education.

Concrete Pipe Week 2016 - August 14 - 20



PCAV Welcomes Two New Associate Members!

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PCAV MEMBERS

PCAV PRODUCER MEMBERS

MEMBER	CITY	STATE	TELEPHONE
Concrete Pipe and Precast, Inc.	Ashland	Virginia	804-798-6068
Nansemond Pre-cast Concrete Co. Inc.	Suffolk	Virginia	757-538-2761
Oldcastle Precast	Fredericksburg	Virginia	540-898-6300
Permatile Concrete Products Co.	Bristol	Virginia	276-669-5332
Rinker Materials	Frederick	Maryland	301-698-7373
Smith-Midland Corporation	Midland	Virginia	540-439-3266
Faddis Concrete Products	King George	Virginia	540-775-4546
Winchester Building Supply Co.	Winchester	Virginia	540-667-2301

PCAV ASSOCIATE MEMBERS

MEMBER	CITY	STATE	TELEPHONE
A.L. Patterson, Inc.	Fairless Hills	Pennsylvania	800-332-7090
A-LOK Products, Inc.	Tullytown	Pennsylvania	800-822-2565
BASF Admixtures	Beechwood	Ohio	610-212-5577
Boral Material Technologies	Reidsville	North Carolina	336-210-7435
Capitol Foundry of Virginia, Inc.	Virginia Beach	Virginia	757-427-9431
CONAC (Concrete Accessories, Inc.)	Duluth	Georgia	770-471-1110
Concrete Sealants, Inc.	Tipp City	Ohio	610-948-7867
Delta Engineers, Architects, & Land Surveyors	Endwell	New York	607-231-6613
EJ USA, Inc.	Richmond	Virginia	804-513-0674
Engineered Wire Products, Inc.	Upper Sandusky	Ohio	419-294-3817
Essroc Cement	Laneview	Virginia	800-437-7762
Fullerton & Knowles, P.C.	Clifton	Virginia	703-818-2600
Giant Cement Company	Summerville	South Carolina	843-851-9898
Grace Construction Products	Cambridge	Massachusetts	800-354-5414
Haarup North America Inc.	Portland	Oregon	503-954-1718
Hamilton Kent , LLC	Lexington	Kentucky	859-553-0849
Insteel Wire Products	Mount Airy	North Carolina	800-334-9504
Lehigh Cement Co.	Union Bridge	Maryland	800-462-9071
M.A. Industries, Inc.	Peachtree City	Georgia	800-241-8250
Martin Marietta Aggregates	Midlothian	Virginia	804-674-9517
Neenah Foundry	Neenah	Wisconsin	804-350-6911
Press-Seal Gasket Corp.	Ft. Wayne	Indiana	260-436-0521
Roanoke Cement Co.	Mechanicsville	Virginia	504-798-3251
Spillman Company	Columbus	Ohio	800-443-6767
SteelCON Supply Co.	Beckley	West Virginia	304-255-1416
Swope & Associates, Inc.	Charles City	Virginia	804-829-5551
TEKA North America	Chesapeake	Virginia	757-558-8846
The SEFA Group	Lexington	South Carolina	803-520-9000
Trelleborg Pipe Seals	Mount Airy	Maryland	800-626-2180
US Foundry (Eagle Manufacturing Group)	Brown Summit	North Carolina	800-527-8380

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PCAV
Precast Concrete Association of Virginia

Mission Statement

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.

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Please forward this newsletter to your colleagues, business associates, vendors and prospects and ask them to visit www.gopcav.com to subscribe as well.

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