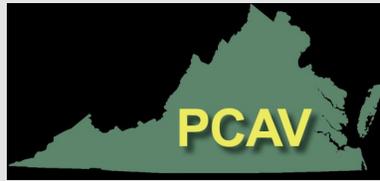


PCAV
 9702 Gayton Road
 Suite 332
 Richmond, VA 23238
 804-377-2144
 www.gopcav.com



Precast Concrete Association
 of Virginia

HardFacts

Newsletter - Fall 2018

2019 Spring Calendar
 Events:

January 29, 2019 - PCAV/
 VDOT Joint Meeting - Rich-
 mond, Virginia

January 30, 2019- Legislator's
 Day - Richmond, VA

April 24-25 2019 - PCAV
 Annual Meeting & Golf Outing -
 Charlottesville, Virginia

Inside this issue:

President's Message	1
Executive Director's Report	1
PCAV/VDOT Joint Meeting September 25, 2018	2-3
Joint Meeting Sponsors	4
Richmond & Roanoke Annual Training Days	5-10
Annual Training Day Session Details	11
2018 Governor's Proclamation - Concrete Pipe & Precast Week	12
Oldcastle Infrastructure to the Rescue!	13
Smith-Midland Leadership Announcement	13
Winchester Precast hosts PTAV event	14
PCAV Pres. Ed Page wins Award!	15
2019 PCAV Event Calendar	15
PCAV Member Listing	16
Mission and Board of Directors	17

PCAV President's Message



Ed Page - Concrete Pipe & Precast PCAV President

November provides a wonderful reminder for us to consider all the things for which we are thankful. I thank the members and associates of the PCAV as well as the folks at VDOT for the time spent improving specifications, details and "The Program", especially as it pertains to precast concrete. Vanessa Patterson and Meredyth Bryant are to be commended for constantly planning, scheduling and managing the day-to-day operations of the Association, but they are particularly busy right now bringing us the new and improved website. We are expecting it to be up and running by the end of January. Check it out at www.precastva.org in February. Thanks to our marketing committee chair Matthew Smith for the new brochure and fresh logo. Finally, special thanks to our first responders who head towards trouble on our behalf during extreme events. I was reminded how fortunate I am to be living in the United States of America when my son and his wife were safely evacuated out of the path of hurricane Florence.

Blessings,
 Ed Page

Executive Director's Report

The second half of 2018 focused on the PCAV Training events. We held our second annual Richmond area training event in September that brought in attendees as far north as Fairfax and as far east as Virginia Beach. For the first time we offered a training day for those professionals in the western part of the state. Our focus was to provide training for anyone from Winchester south I-81 to Bristol including Charlottesville, Staunton, Lynchburg, Lexington, Salem and Blacksburg.



Vanessa Patterson Executive Director

Our Richmond training was extremely well attended with many already planning to attend the September 25th, 2019 3rd Annual Training Day. We had an amazing response to offering our training in the underserved western part of our state. Our appreciative audience cannot wait until our next training date in 2020! I'm excited to report that the number one transportation issue on the 2019 Virginia General Assembly agenda will be the widening of I-81 from the border with West Virginia to North Carolina. The passage of legislation this winter is of the utmost importance and will provide business opportunities for both our producer and associate members for the foreseeable future.

Meredyth and I wish you the very best over the 2018 holidays and prosperity in 2019!

PCAV/VDOT Joint Meeting September 25th, 2018

PCAV members and our VDOT partners met September 25, 2018 at the Tuckahoe Woman’s Club in Richmond, Virginia. The day began with networking time leading up to committee meetings. VDOT personnel joined the meeting for lunch and discussions about topics of mutual interest were held in the afternoon. The meeting session concluded with a productive board meeting anticipating the training day for the PCAV and industry partners from VDOT, engineering firms throughout the Commonwealth, local municipalities, and other esteemed guests taking place the following day. A 2019 events calendar was discussed with the goal of avoiding any national or other state association conflicts to maximize attendance and will be published in the very near future.



PCAV/VDOT Fall 2018 Joint Meeting
is in session



PCAV/VDOT Fall 2018 Joint Meeting
is in session



PCAV/VDOT Joint Meeting September 25th, 2018

PCAV/VDOT Fall 2018 networking between sessions



PCAV/VDOT Fall 2018 networking between sessions





SINCERE APPRECIATION FOR OUR SEPTEMBER 2018 JOINT MEETING SPONSORS

COFFEE/BEVERAGE SPONSORS:



LUNCH SPONSORS:



M. A. INDUSTRIES, INC.



DESSERT SPONSORS:



PCAV 2nd Annual Richmond Training Day - September 26, 2018

Early on the morning of Wednesday, September 26th, 2018 almost 60 attendees began filing in to the historic Tuckahoe Woman’s Club in the heart of Windsor Farms in Richmond, Virginia. After an enormously positive response to the inaugural Training Day in 2017, plans were immediately put in place to make this an annual event. While many attendees were back for the 2nd year, the PCAV welcomed many new faces. The day was split into 5 sessions including a session on innovation during a working lunch. Back by popular demand was the mid-morning “Poster Session”. PCAV Producer and Associate members were invited to set up posters and small groups of attendees rotated around the perimeter of the room in 5-minute segments. Each presenter had the opportunity to discuss the project or product displayed on their poster and interact with the attendees. Thank you to all the speakers and to Claude Goguen of the NPCA for traveling from afar to lead three of the days sessions.

The day and session topics/presenters were highly rated by the attendees, with many suggesting future topics of interest. 2019 Training Day in Richmond will be held Wednesday September 25th at the Tuckahoe Woman’s Club. Please see page 11 for the topic descriptions.



Hank Gottschalk of Concrete Pipe & Precast - “Proper Pipe Installation”



Attendees of the 2nd Annual PCAV Richmond Training Day

PCAV 2nd Annual Richmond Training Day - September 26, 2018

Attendees of the 2nd Annual PCAV Richmond Training Day



Claude Goguen of the NPCA - "Resilient Infrastructure"



PCAV 2nd Annual Richmond Training Day - September 26, 2018

The PCAV “Poster Sessions” are the most frequently mentioned in the comments on the Attendee Feedback forms turned in anonymously at the conclusion of the training days. They are enormously popular and the most frequent comment is the attendees would like to see more posters and spend more time interacting with the PCAV member companies.

Strategically scheduled mid-morning when most attendees want to get up and stretch the legs, these 30 minute sessions provide the perfect educational “break”. The ACPA (American Concrete Pipe Association) sponsors and leads these sessions. From helping PCAV members produce a successful poster to facilitating the breakout groups by keeping everyone on track, the ACPA is a great partner to the PCAV.

There were 5 stations at this years training day. For 2019 plans may include adding an afternoon session to encourage greater participation from additional PCAV Producer and Associate member companies. Thank you to Concrete Pipe & Precast, Permatile Concrete Products, Rinker Materials, The SEFA Group and a special thanks to presenter and facilitator Tryg Hoff of the ACPA.



Mimi Coles of Permatile Concrete Products



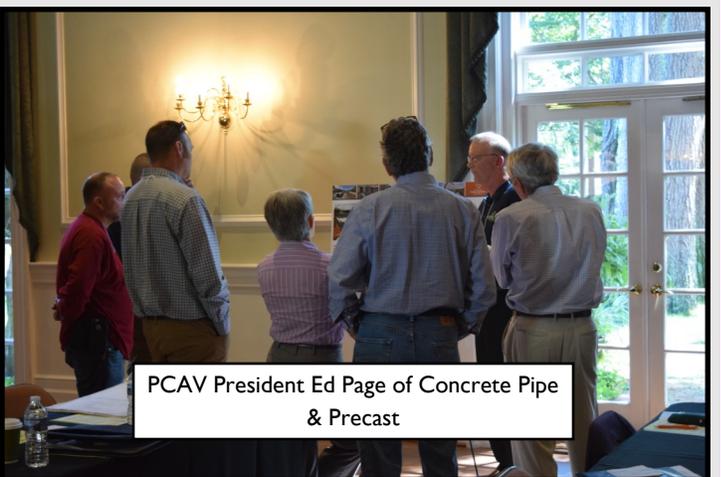
John Susong of Rinker Materials



Hank Keiper of The SEFA Group



Tryg Hoff of ACPA presenter and poster session facilitator



PCAV President Ed Page of Concrete Pipe & Precast

PCAV Roanoke Training Day - October 30th, 2018

The question was “If we planned it, would they come”? The answer was a resounding YES! While the Richmond, Virginia training day attracted attendees from as far north as Fairfax County and as far east as Virginia Beach, would the PCAV be able to conduct a training day along the vast stretch of the I-81 corridor in the western, less populated part of the state, and be able to attract enough attendees to support this type of training event?

Through the hard work of many we developed lists of potential attendees and started marketing this training event true to the PCAV mission of educating and partnering with specifiers, installers, and end users on the advantages of proper utilization of precast products and systems. The work paid off and the PCAV held the inaugural Roanoke Training day on Tuesday October 30th, 2018 at the Roanoke Higher Education Center for over 40 attendees, exceeding our first year goal. As the registrations came rolling in, the most common comment was “thank you so much to bringing this program out to us”. This part of our state can be underserved as much attention is focused on the more heavy populated, heavier traveled areas.

The same agenda as the Richmond day was presented and Eric Carleton of the NPCA graciously agreed to travel to Roanoke to present several of the topic sessions. The poster session again proved to be a popular mid-morning activity that encourage interaction between attendees and the PCAV producer and associate members in attendance.

The PCAV looks forward to hosting it's next Roanoke training day in 2020.



Roanoke Training Day Attendees listening to Hank Gottschalk of Concrete Pipe & Precast



Eric Carleton of the NPCA presenting Resilient Infrastructure

PCAV Roanoke Training Day - October 30th, 2018

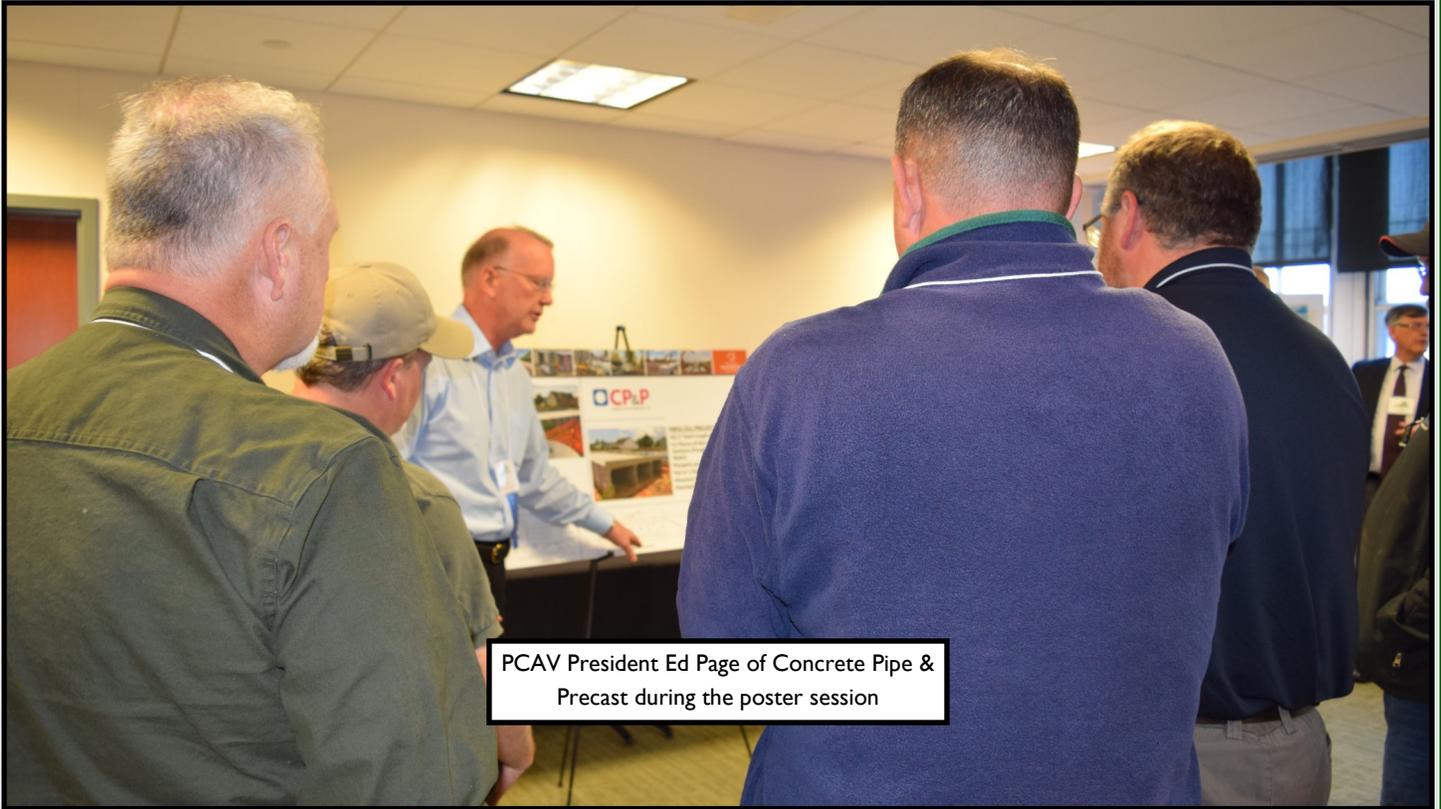


Tryg Hoff of the ACPA during the popular Poster Sessions



Hank Keiper of the SEFA Group presenting his poster

PCAV Roanoke Training Day - October 30, 2018



PCAV President Ed Page of Concrete Pipe & Precast during the poster session



PCAV Vice President Mimi Coles of Permatile Concrete Products presenting her posters

PCAV 2018 Training Days - Presentation Topics



PRECAST CONCRETE ASSOCIATION of VIRGINIA
2018 ANNUAL TRAINING DAYS (6 PDH Credits) - 8:00 a.m. - 3:30 p.m.
Richmond, Virginia—Wednesday, September 26th, 2018
Roanoke, Virginia— Tuesday October 30th, 2018

2018 PRESENTATION TOPICS

PROPER PIPE INSTALLATION

Presented by Concrete Pipe & Precast

A properly installed pipe should remain in service for 50 to 100 years with little or no repair. This session promotes a solid understanding of installation, specifications, design requirements and material differences for pipe systems. Empower your staff with the ability to properly inspect, design, install and accept both flexible and rigid pipe systems. Empower your inspectors and installation crews with knowledge on proper installation practices.

RESILIENT INFRASTRUCTURE

Presented by The NPCA

This presentation focuses on the importance of resiliency in infrastructure construction. Attendees will be able to identify incentives for resilient construction; describe key factors for resiliency against disasters such as flooding, fires and high wind events; and determine what systems work best based on relevant case studies.

TECHNICAL POSTER SESSION

Presented by ACPA

Imagine capturing the key points of a speaker's presentation in 5 minutes, then being able to ask that speaker a few questions you might not ask in a classroom. The Technical Poster Session brings professionals from DOT, Public Works, and PCAV member companies together for a sharing of best practices and success stories. Come hear their presentation, you may learn something that helps shape a new strategy.

LUNCH - "INNOVATION: IT'S IN THE BRAIN!"

Presented by the NPCA

This lunchtime topic will describe aspects of the human brain that can lead to improved personalization productivity and encourage innovative design. They will also be able to apply brain basics to improve personal productivity/innovation, and apply collaboration tools that build on brain basics to produce more innovative designs. Attendees will discuss unconventional and innovative use of precast concrete.

POST INSTALLATION INSPECTION

Presented by Rinker

It's in the owner's best interest to know that all the pipe in their system has been properly installed and has not been damaged in some way that will threaten the structure of the system or shorten the anticipated design life of the pipeline. Post Installation Inspection provides that proof of proper installation and structural integrity to the owner prior to project close-out or final acceptance. This class highlights some of the basic pipe performance.

STORMWATER SOLUTIONS

Presented by the NPCA

This presentation will focus on how precast structures can be used for low impact development (LID) applications. Attendees will be able to identify precast products that can be used in specific LID situations and describe stormwater treatment systems that can be incorporated into precast concrete structures. They will also be able to determine what resources and supplies are available in an area to further explore precast related options.

Concrete Pipe Week 2018 - August 19-25



CERTIFICATE of RECOGNITION

By virtue of the authority vested by the Constitution of Virginia in the Governor of the Commonwealth of Virginia, there is hereby officially recognized:

NATIONAL CONCRETE PIPE WEEK

WHEREAS, reinforced concrete pipe and precast products are vitally important to sustainable communities and to the health, safety, and well-being of Virginians; and

WHEREAS, the concrete pipe and precast concrete industry, trucking industry, sand and rock producers, and cement producers and their employees are dedicated to efficiently providing high quality concrete products to the public; and

WHEREAS, the public should be aware of the infrastructure benefits of reinforced concrete pipe and precast concrete in their communities; and

WHEREAS, 2018 marks the 111th year of the American Concrete Pipe Association, which began as a means of exchanging ideas and establishing a high quality, standardized product; and

WHEREAS, the Commonwealth recognizes the substantial contributions that individuals in the Precast Concrete Association of Virginia and the American Concrete Pipe Association have made to the health, safety, welfare, and quality of life of all Virginians;

NOW, THEREFORE, I, Ralph S. Northam, do hereby recognize August 20-25, 2018, as NATIONAL CONCRETE PIPE WEEK in our COMMONWEALTH OF VIRGINIA, and I call this observance to the attention of all our citizens.



Ralph S. Northam
Governor

Kelley Thomas
Secretary of the Commonwealth

Governor Ralph Northam, of the Commonwealth of Virginia officially recognized by proclamation, August 19-25, 2018 National Concrete Pipe Week declaring “reinforced concrete pipe and precast products are vitally important to sustainable communities and to the health, safety, and well-being of Virginians.” PCAV producer members planned various open houses at their plants throughout Virginia during that week as well as invited legislators they’d met during the January 2018 PCAV Legislator’s Day to tour their plants and meet their employees/constituents.

Oldcastle Infrastructure Provides a Winning Concrete Solution to MDOT - by Gregory Ouimette, Business Development Manager

MD 147 Mt. Carmel Rd Emergency Box Culvert - A Win-Win for the Taxpayers of Maryland, MDOT and Oldcastle Infrastructure.



Oldcastle Infrastructure is pleased to announce their support in supplying a precast concrete box culvert to replace a washed out Corrugated Metal Pipe. Heavy summer rain in the Chesapeake region led to a recent wash out on Mt. Carmel Road, Baltimore County, MD. MDOT required an emergency concrete box culvert to replace an aging metal structure that eventually failed after heaving flooding.



Ashley Smith Elected as Smith-Midland Chief Executive Officer

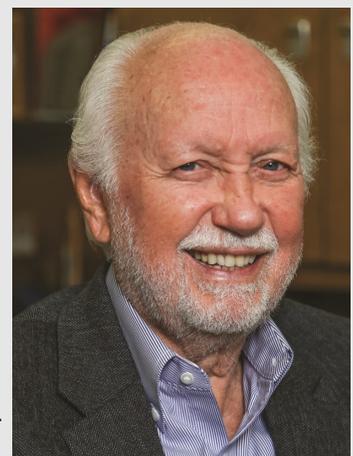


Ashley Smith, CEO of Smith-Midland

The Smith-Midland Corporation Board of Directors and Chairman Rodney Smith elected Ashley Smith as Chief Executive Officer, effective May 24, 2018.

Ashley Smith, son of Chairman Rodney Smith, began his full-time career with the Company 33 years ago in the Sales and Marketing Department. He ran the licensing division, Easi-Set Worldwide, from 1988-1991. Transferring back to Smith-Midland as Vice President of Sales, he rose to become President and COO in 2008. He has been involved with management and oversight of all company divisions throughout his tenure at Smith-Midland Corporation and has been a Board Director since 1994. He has been active in the National Precast Concrete Association (NPCA) and currently serves as the Chairman of the Board of the NPCA.

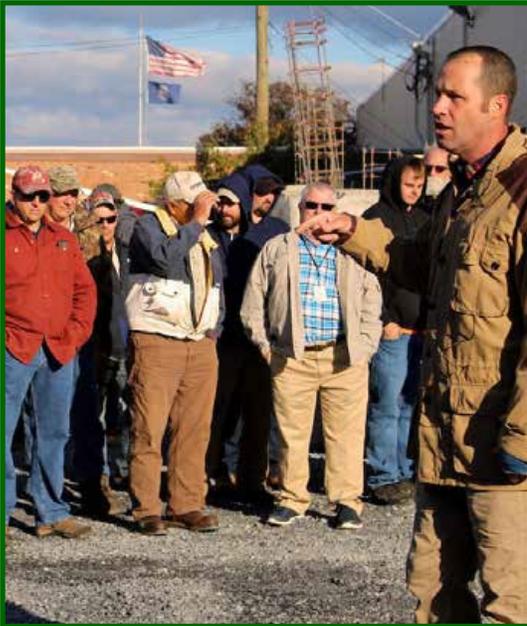
Ashley Smith stated, "Smith-Midland has a 58 year track record of innovation and excellence in the market, and I look forward to continuing and building upon that success. I'm eager to work with our internal team, board of directors, and stakeholders to thrive and grow through the next 50 years."



Rodney Smith, Chairman Smith-Midland

Winchester Precast Hosts Onsite Jamboree for the Precast Tank Association of Virginia

By Ed Pennypacker of JEPCO SALES and Executive Director, PTAV



On October 12th, 2018, Winchester Precast hosted an onsite training day for 130 professionals seeking credit hours to maintain their licenses. The cold winds blew but the rain held off as Winchester Precast hosted their 4th onsite jamboree where the record number of attendees enjoyed demonstrations, presentations and a delicious complimentary BBQ lunch.

Left: Patrick Rodgers of Winchester Precast explains types and techniques for successful installation.



Precast Tank Association of VA



Left: Patrick Rodgers of Winchester Precast answers questions about best practices for installing treatment components. The color in the D-Box is ConBlockMIC used to prevent the bacteria that causes deterioration of concrete.



Claude Goguen, Engineer with the NPCA (National Precast Concrete Association), presented an interesting discussion on the causes and mitigation of MIC (Microbe Induced Corrosion), a type of bacteria that feeds on sewer gas and excretes sulfuric acid as waste. Research sponsored by the NPCA suggests treatment of the concrete can help solve the problem.



A complimentary BBQ lunch provided by Winchester Precast was enjoyed by all!

PCAV President Ed Page wins Merlin G. “lb” Spangler Award

A special congratulations to 1st year PCAV President Ed Page of Concrete Pipe & Precast. In September at the ASTM C13 committee meeting in Cleveland he was presented with the Merlin G. “lb” Spangler award which goes to the member “who has performed outstanding technical work in C-13 activities”. The award is given in recognition and appreciation of distinguished and outstanding technical contributions which advance the excellence of precast concrete pipe standards, design and performance. Well deserved!



PCAV 2019 Events Calendar

Tuesday January 29th
PCAV/VDOT Joint Meeting
Tuckahoe Woman's Club
Richmond, Virginia
11:00 a.m. - 4:00 p.m.

Wednesday January 30th
3rd Annual Legislator's Day
Virginia General Assembly
Richmond, Virginia
8:00 a.m. - 1:00 p.m.

Wednesday April 24th -
Thursday April 25th
PCAV Annual Meeting
Charlottesville Omni
Charlottesville, Virginia

Tuesday September 24th
PCAV/VDOT Joint Meeting
Tuckahoe Woman's Club
Richmond, Virginia
11:00 a.m. - 4:00 p.m.

Wednesday September 25th
3rd Annual Richmond Training Day
Tuckahoe Woman's Club
Richmond, Virginia
8:00 a.m. - 3:30 p.m.



PCAV MEMBERS

PCAV PRODUCER MEMBERS

MEMBER	CITY	STATE	TELEPHONE
Concrete Pipe & Precast, LLC	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 Precast	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
Argos-US	Newport News	Virginia	757-880-5631
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	804-387-5971
Engineered Wire Products, Inc.	Upper Sandusky	Ohio	419-294-3817
Fullerton & Knowles, P.C.	Clifton	Virginia	703-818-2600
GCP Applied Technologies	Cambridge	Massachusetts	800-354-5414
Giant Cement Company	Summerville	South Carolina	843-851-9898
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 Corporation	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
The SEFA Group	Lexington	South Carolina	803-520-9000
Trelleborg Pipe Seals	Milford	New Hampshire	800-626-2180
US Foundry (Eagle Manufacturing Group)	Brown Summit	North Carolina	800-527-8380

PCAV

9702 Gayton Road, Suite 332
Richmond, VA 23238

Phone: 804-377-2144
vanessapatterson@gopcav.com
meredythbryant@gopcav.com

*****COMING
JANUARY 2019***
PCAV NEW
EMAIL:**

vanessa@precastva.org
meredyth@precastva.org
pcav@precastva.org

Visit our website
www.gopcav.com

*****COMING
JANUARY 2019***
PCAV NEW
WEBSITE:**

www.precastva.org



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.

If you have received this newsletter as a forwarded email, please go to <http://www.gopcav.com> and subscribe.

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

PCAV Officers & Directors

PRESIDENT

Edward C. Page, P.E.
Concrete Pipe & Precast
10364 Design Road
Ashland, VA 23005
(800)999-2278
epage@concretetepandp.com

VICE PRESIDENT

Mimi Rainero Coles
Permatile Concrete Products
100 Beacon Road
Bristol, VA 24203
(540)529-6464
mcoles@permatile.com

SECRETARY-TREASURER

Stephen Rodgers
Winchester Precast
2001 Milwood Pike
Winchester, VA 22602
(540)667-2301
scr@wbswinchester.com

DIRECTOR

Paul Sherman
Oldcastle Precast, Inc.
5115 Massaponax Church Rd
Fredericksburg, VA 22407-8775
(540)295-1569
paul.sherman@oldcastle.com

DIRECTOR

Jerry McNeal
Faddis Concrete Products
11023 Dennis W. Kerns Pkwy
King George, VA 22485
(540)419-6363
jmcneal@faddis.com

DIRECTOR

Brandon McConnell
Nansemond Pre-Cast Concrete
3737 Nansemond Parkway
Suffolk, VA 23435
(757)538-2761
bmcconnell@npcvva.com

DIRECTOR

Aimee Connerton
Rinker Materials
1751 Monocacy Boulevard
Frederick, MD 21701
(301)698-7373
aimeej.connerton@rinkerpipe.com

DIRECTOR

Matthew I. Smith
Smith-Midland Corporation
5119 Catlett Road
Midland, VA 24203
(540)439-3267 x142
msmith@smithmidland.com

ASSOCIATE DIRECTOR

Lars Halvorsen
EJ USA, Inc.
15312 Fox Briar Lane
Midlothian, VA 23113
(804)387-5971
lars.halvorsen@ejco.com

ASSOCIATE DIRECTOR

Mike Zito
Roanoke Cement
188 Summerfield Court
Roanoke, VA 24019
(561)248-5974
mzito@titanamerica.com

ASSOCIATE DIRECTOR

Tony Chinn
CONAC
170 Ashland Point
Hendersonville, TN 37075
(770)212-1575
tchinn@conacweb.com

GENERAL COUNSEL

James D. Fullerton
Fullerton & Knowles, P.C.
12642 Chapel Road
Clifton, VA 20124
(703)818-2600 ext.205
JFullerton@FullertonLaw.com

PCAV Staff

Vanessa Patterson
vanessapatterson@gopcav.com

Meredyth Bryant
meredythbryant@gopcav.com