The recent change of firms managing the affairs of PCAV is now nearly complete. The association’s new office, staff, and records are located in Richmond and I am happy to report that this change has occurred in a relatively seamless fashion.

Aside from normal issues associated with such a change, one of the first challenges we faced was to update the PCAV Directory for 2003. In addition, your Board of Directors determined that substantial cost savings and efficiencies could be obtained by maximizing the use of email as the primary form of communication between the association and its members.

The data-gathering portion of this project was completed by mid-April and the 2003 edition of the PCAV Directory is ready for distribution. Members should be receiving their copy shortly. Multiple copies are available by contacting the PCAV office.

PCAV continues to receive numerous inquiries from around the state and the country regarding precast concrete products. In addition, Specifications Committee Chairman Alex Mason is working on scheduling a number of topical meetings with VDOT representatives in the coming months.

PCAV marketing efforts remain strong under the guidance of Marketing

---

Mark Singer
PCAV Exec. Director

Wine casks line the walls in the new Kluge Estate Winery & Vineyards’ storage facility, built with precast concrete by Permatile.

Permatile designers used Hy-Span bridge sections to build the 30’x12’x100’ structure. The Hy-Span sections were delivered to the jobsite and installed on top of a four-foot knee-wall poured by BU Corporation. The structure was enclosed using four large precast end

---

Continued on page 3

---

Table of Contents

PCAV Happenings .......................1
Wine Storage Solution ...................1
Board of Directors ......................2
Membership News .....................2
Canoe & Bowling Contest .............2
News That’s Fit ..........................4
2003 Calendar of Events ............4
Membership News

Marie Derby welcomes Alex Morales to the May meeting in Charlottesville.

The PCAV held a membership meeting on May 8, 2003 at the Boars Head in Charlottesville. The day was action-packed, with committee meetings beginning at 1:00 p.m. and a board meeting, reception and dinner lasting into the evening.

It was well attended and everyone enjoyed hearing from our dinner keynote speaker, Alex Morales of the National Precast Concrete Association. His presentation on the National Storm Water Program was full of information that was useful to us all.

Don’t miss our annual meeting September 24-25 at Wintergreen, where we will be entertained by Bob Hirschfeld, the first self-proclaimed Cyber-satirist™ on the Internet. He is funny, innovative and nothing is sacred. This is a definite “must see!” Audiences go from giggles to belly laughs when they hear his take on business, communications, marketing, management, HR, technology and PowerPoint!

You can find out more about Bob at http://www.bobsfridge.com/ (so named because people tend to post funny things on their refrigerators). On his site you can read “skewpoints” (aka satirical editorials) like, “Democrats Inflicted with Mad Cow Disease; Causes Inability to Stand Up to President.”

As usual, there be great meetings and speakers, time for fun and relaxation, and terrific networking opportunities, as well. We’ll send you more information soon!

—Marie Derby

PCAV’s Happenings

Committee Chairman Scott Crumpler. PCAV exhibited at the Second Annual Virginia Concrete Conference in March and is planning to participate at the October Virginia Engineers Conference. In addition, PCAV sponsored a student at the ASCE Virginia Student Conference.

Associate Director Marie Derby worked diligently to successfully plan the May 8 Membership Dinner Meeting in Charlottesville. The PCAV Board of Directors met to discuss a number of items of importance to the association. Over 40 members participated in numerous committee meetings and enjoyed the dinner remarks of Mr. Alex Morales, Technical Services Engineer for the National Precast Concrete Association. Speaking of the NPCA, PCAV recently increased our ties to our national organization through membership as an Affiliate Member.

Your association’s leadership will shortly be meeting to discuss the future direction of the PCAV. Your thoughts and insights are encouraged. Please don’t hesitate to contact the PCAV office if we can assist you in any way.

I look forward to meeting and working with each of you in the coming year.

—Mark Singer, Executive Director

1108 East Main Street, Suite 904
Richmond, VA 23219
PH: 804.346.1020  FX: 804.346.8287
Toll Free: 888.503.4800
E-mail: pcav@gopcav.com

www.gopcav.com  888.503.4800
Wine Vault is Cool

Continued from page 1

slabs, one of which contained a large arched door opening. Fighting rain and snow, the precast structure was in place in less than three days—just another advantage of precast construction!

The Hy-Span precast system gave BU Corporation an excellent product, delivered on time, and it was ready to install for their customer. A slightly higher initial investment gave Kluge Estate Winery & Vineyards an unmatched underground wine storage facility—complete with the constant temperatures and excellent thermal properties required to produce premier wines—and the opportunity to realize significant savings from reduced cooling and maintenance costs long-term.

—Hank Rainero, Permatile Concrete Products Co.
2003 Calendar of Events

<table>
<thead>
<tr>
<th>DATE</th>
<th>EVENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>July 17</td>
<td>10:00 AM PCAV/VDOT Jnt. Mtg.</td>
</tr>
<tr>
<td></td>
<td>12:30 PM Luncheon with VDOT</td>
</tr>
<tr>
<td>Sept. 24-25</td>
<td>Annual Conference</td>
</tr>
<tr>
<td></td>
<td>Wintergreen, Va.</td>
</tr>
<tr>
<td>Sept. (TBA)</td>
<td>ASCE Virginia Engineer Conference</td>
</tr>
<tr>
<td>Oct. 16-17</td>
<td>VDOT Transportation Conference</td>
</tr>
<tr>
<td></td>
<td>VMI, Lexington, Va.</td>
</tr>
</tbody>
</table>

All the News That’s Fit to Print

Mimi Rainero Coles, President of the PCAV and Concrete Precast Structures, has been appointed to serve on the Governor's Commission on National and Community Service by Virginia Governor Mark R. Warner. Mimi's past community service includes a term as president of the Junior League of Roanoke, Virginia. Kudos to Mimi!

Available for Hire

PCAV has received a resume from an individual seeking employment in Virginia. The individual has strong experience as a sales manager for an architectural precast plant in the South-east. Background also includes industry related bidding and marketing functions. For more information, contact the PCAV office.

Check out the PCAV website!

http://www.gopcav.com

DON’T MISS THIS!

ACI Level One Certifications

June 11, 12 & 16 in Richmond
July 9, 10 & 14 in Hampton

P C A V M i s s i o n

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

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 carterfay@tmglc.net. Web design services for www.gopcav.com provided by NetTec NS (www.nettecnssi.com). Contact Joe Rainero at mail@nettecnssi.com or toll free at 877.881.4651 with ideas for the site.