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HardFacts

Newsletter - Spring 2020

PCAV President's Message



Edward C. Page, P.E.
**Concrete Pipe &
Precast,**
PCAV President

Who among us wants to be considered resilient? Count me in! Sprains, strains, bruises and cancer all take their toll on us and our families. We've come through various trials stronger and as we learn the lessons in them we become increasingly resilient. There are enough troubles without inviting them, but resiliency is a positive trait. So we press on in the midst of a pandemic which most of us have never experienced, becoming ever more resilient.

Although there is nothing easy about it we are fortunate to have chosen to work with concrete, and even better – precast concrete. When it comes to construction materials concrete is the standard by which other materials are compared, and for good reasons. When's the last time you had a concrete idea? Many of us mold our "concrete-strong" ideas into useful shapes which have been shown to last a hundred years or more in service. Not the longevity of a material at the bottom of a landfill where many new ideas end up, but serving a valuable function to society decade after decade. Based on that fact our products must be the most resilient. Although similarities are apparent, today's concrete is massively superior to that of the past. Concrete pipe and precast producers and our associates have accepted the challenges before us and are hard at work building reliable products for use on projects which have been deemed essential by our governor. Now that's what I call resilience.

Blessings,
Ed Page

Executive Director's Report

January – February – 2020 Starts Out Strong!

2020 arrived with a roar as we began January ready to go after another successful year as an association. The General Assembly began their session on January 8 and in "even" years is considered a long session (60 days) in Virginia. This session marked the first time in years that the Democratic party had control of the House of Delegates, the Senate and the Governor's mansion. Please see page 9 for a recap of all the activity that took place this year – there was certainly plenty of action!

On January 22nd, the PCAV and our partners at VDOT met to discuss areas of mutual benefit and enjoy some quality networking time. In the morning prior to the Joint Meeting, the technical, education, and marketing committees met and strategized 2020. The PCAV Board of Directors also held the first of three official meetings in 2020. PCAV members participated in the 5th Annual Legislator's Visit Day on January 23rd spending the morning in the Capital. The PCAV had record attendance for both of these events.

February brought opportunity to showcase the PCAV with two exhibitor experiences. Hank Gottschalk of PCAV Producer member, Concrete Pipe and Precast, presented the topic, "Drainage Installation and Inspection", at the Mid-Atlantic Quality Assurance Workshop held in Virginia for the first time in 8 years. It was an opportunity to showcase our association in front of the DOT personnel of 7 other Mid-Atlantic states and a wide spectrum of other industry professionals.



Vanessa Patterson
Executive Director,
PCAV

"Dedicated to the Growth of the Precast Concrete Industry"

Executive Director's Report - Con't.

Hank and other PCAV representatives staffed the PCAV exhibitor booth during the 3-day conference February 11-13 in Williamsburg. On February 27-28, the PCAV, along with many of its member companies, exhibited at the Virginia Concrete Conference in Richmond. The PCAV has been a long-time sponsor of the conference.

As we closed out the first two months of the year, what came next was unfathomable.

March – May – The Pandemic

I do not think any of us could have quite imagined just how different our April and May would be when 2020 began. I admire the many who have led the way creatively and enthusiastically finding solutions for the sudden, new challenges to not only how we continue to do business, but how we live our everyday lives. The first major challenge in the face of the COVID-19 pandemic was the flurry of shutdown orders that began to roll across the country. The federal government published guidelines for what was deemed “essential” business. The word infrastructure was there but “construction” and what exactly infrastructure meant were largely up to individual state governments to define. My peers and I around the state became very concerned as it had become apparent Virginia Governor Ralph Northam was going to announce a likely “Stay-at-Home” order on Monday March 23rd during a press conference. We’d seen other states stop all construction including transportation projects except in the case of emergency repairs. A group of seven diverse Virginia construction related associations (Associated Builders & Contractors, Associated General Contractors, Richmond Area Municipal Contractors Association, Precast Concrete Association of Virginia, Home Builders Association of Virginia, Heavy Construction Contractors Association and the Virginia Ready Mixed Concrete Association) joined together over the weekend of March 21-22 to craft a letter to the Governor requesting he deem all construction, as well as construction related businesses, essential in the Commonwealth. The letter was sent on Sunday the 22nd and all 7 associations spent the afternoon and next morning emailing the letter and sharing our concerns with every Virginia legislator and advocate we could. We all were glued to the press conference as the Governor laid out the restrictions of his order. Finally, a reporter specifically asked about construction and the Governor declared all construction, vertical and horizontal, as well as all businesses that support construction were excluded from the “Stay-at-Home” order as were considered essential – much to our collective relief.

Navigating those early days became the next challenge as it was clear all in the precast world would quickly need to adopt best practices to keep COVID-19 out of their workplaces and plants. How to best protect our workforce was a top priority. Relief bills started to flow. Along with them came trying to sort out what, if any of the programs, would be helpful to the PCAV member companies. How would new rules such as sick-leave policies, OSHA guidelines, mandatory new posters, new state-level Executive Orders with even more rules and regulations impact our business owners and managers? Passing along vital and helpful information from webinars and town halls from the NFIB, insurance companies, labor attorneys, as well as within our industry became standard practice as did tuning in to every press conference at the city, state and federal level. Not skipping a beat was essential as members were under amazing pressure to stay up to date to stay compliant and keep our industry open and working.

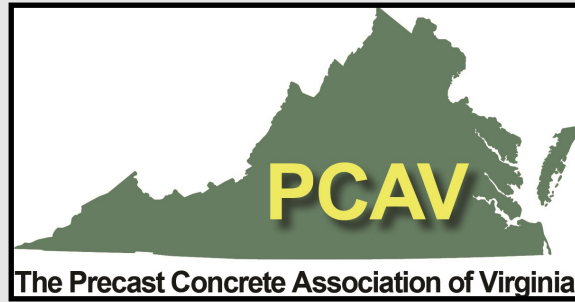
Now Virginia is opening up and by the time you read this the state’s last regions will be moving to Phase 2 Friday June 12. This will allow non-essential businesses and more outdoor recreation activities to open up or increase the numbers allowed within a business. By July 1, we could potentially determine what our track may be to continue to move through the phases. Until that time, the PCAV is taking advantage of industry webinars being offered by many national industry groups, holding “face-to-face” meetings to discuss issues impacting sectors of the industry and strategizing appropriate next steps, and holding regular Board of Director check-ins via video-conferencing. A positive we have gleaned from this unprecedented situation is the ability to leverage these video-conferencing tools to hold more frequent meetings with a membership not only spread out across the state, but in the case of Associate Members, around the Mid-Atlantic.

June - Year End 2020 - Finishing Strong!

The PCAV started 2020 strong, rose to the occasion as essential to Virginia during a Pandemic, and the PCAV plans to end 2020 having held every event on our original event and promotional calendar. We were all thrust into a world of new and shifting priorities. Instead of spending the second half of Spring planning an Annual Meeting with speakers traveling in to the state, receptions, dinners, a golf tournament, I took on the role of advocating for my membership and staying on top of every bit of relevant information I could disseminate that would somehow, I hope, make their lives as an essential industry a bit less cumbersome. We were fortunate, after all, we had jobs to go to and employees to keep safe and keep employed.

We are moving forward with plans with the hope they are in-person with an option of live-streaming if some travel restrictions still apply. The education committee, led by Aimee Connerton of Rinker Materials, is working hard to finalize 2 days of training that will benefit attendees from all over the state. We will be again hosting a training day in Roanoke to cover a part of the state easily reached by all those along the I-81 corridor who may not be able travel to Richmond and back in a day. The PCAV team will be inviting presenters to attend the Annual Meeting on the morning of November 10th and planning networking opportunities and activities for November 9th.

What I look forward to most, is seeing both PCAV members and our industry partners. This time makes me grateful for the people with whom I have the opportunity to work. Between now and the next time I see you, my hope is for the health and safety of you and yours.



The PCAV's 2020 Upcoming Calendar Events:

August 16-22, 2020 - Virginia's Concrete Pipe and Precast Week

September 22, 2020 - PCAV/VDOT Joint Meeting - Richmond, Virginia.

September 23, 2020 - PCAV Training Day - Richmond, Virginia

October 20, 2020 - PCAV Training Day - Roanoke, Virginia

November 9-10, 2020 - PCAV Annual Meeting - Charlottesville, VA



The PCAV is Proud to Sponsor the Upcoming VTCA-VDOT District Dialogues: Lynchburg, Salem, Richmond, and Bristol - Jeff Bragdon, P.E., PMP

The transportation construction industry has faced many challenges in response to the COVID-19 pandemic. The same can be said of the hospitality industry and its ability to accommodate large gatherings. As most of us have discovered, social gatherings via video conferencing has become the new normal over the past weeks. VTCA and VDOT are pleased to be nimble, preparing to bring to you a series of District Dialogues through the Zoom Video Webinar platform.

Plan now to join your industry peers, VDOT leaders and locality transportation professionals for an overview of the respective District programs. You'll have a chance to hear a strategic overview for each District Engineer, and program support updates and project highlights from various VDOT leaders. VTCA's Jeff Southard will provide a recap of the legislative session as well as a status report on statewide funding initiatives. Although the typical lunch table discussions will not take place, there will be ample opportunity for a two-way discussion of various topics of interest through a Q&A session amongst VDOT and industry professionals.

- Lynchburg – July 8 from 9:00 AM - 11:30 AM
- Salem – July 8 from 1:30 PM – 4:00 PM
- Richmond – July 16 from 9:00 AM - 11:30 AM
- Bristol – July 16 from 1:30PM – 4:00PM

Don't miss the opportunity for your company to sponsor one or more of these events. All sponsors will be recognized in the Dialogue program, during the event and in the *Blue Top*.

Please register for your attendance at each Dialogue at www.VTCA.org or with a [printable registration form](#). Please contact VTCA's Dana (dana@vtca.org or 804-330-3312) with any questions.

“Dedicated to the Growth of the Precast Concrete Industry”

Construction & Infrastructure are Essential



March 22, 2020

The Honorable Ralph Northam
Governor of Virginia
Virginia State Capitol
Richmond, VA

RE: Virginia Construction Industry and COVID-19

Dear Governor Northam:

Thank you for your efforts during this current public health crisis. We recognize and sincerely appreciate your leadership and the work of your staff and those who are spending every hour to keep Virginians safe during this time. You have always understood the importance of construction to the state's economy and we hope you will recognize the need to continue in a safe manner that follows best practices and implements the OSHA guidelines.

Members of the Virginia construction industry are committed to the health, safety and welfare of our workforce and the public. The undersigned organizations represent many of the general contractors, specialty contractors and suppliers that employ the more than 450,000 Virginians who work in the construction industry. We write to you today to ask you to treat construction as an essential service for the state and refrain from any action to curtail ongoing construction projects. As higher risk industries are being impacted by the spread of COVID-19, it is more important to the long-term health of Virginia's economy to keep the construction industry intact.

Based on input from the CDC, OSHA has developed a hierarchy of industry risk for COVID-19. The lowest risk industries are those with workers that have "minimal occupational contact with the public and other coworkers." Construction jobsites are not densely populated work areas. Construction sites are a unique workplace with their own levels of "social distancing" built in. Many workers are segregated completely or separated by large distances. Access to jobsites is strictly controlled with the public kept out. Additionally, safety briefings are already part of the construction industry culture, and with the additional guidelines developed by OSHA to address COVID-19, briefings include the extra precautions recommended by the CDC and OSHA.

Construction & Infrastructure are Essential - Con't.

The impact of shutting down construction work in Virginia will severely impact the construction of critical infrastructure and housing. Worker layoffs will make it extremely difficult for construction companies to meet the demand to maintain existing healthcare facilities and build new ones, retrofit existing buildings for emergency use and provide new transportation corridors for people and materials. Moreover, such a hit to the construction industry workforce in Virginia will undermine current and future efforts of recovery due to natural disasters. A virus pandemic does not halt hurricanes, tornadoes or floods.

Our associations have encouraged all of our members to implement strict measures for the safety of their workers and the public during this pandemic. We've distributed OSHA 3990-03 guidance on preparing the workplace in light of COVID-19 and encouraged worker education. In addition, we have encouraged all our members to donate any PPE's that they have in their supply to support our health care industry. With the low risk nature of construction related to the virus and the existing heavy emphasis on safety in our industry to implement protections for workers and the public, we urge you to recognize construction as essential services that should be continued during this time.

Sincerely,

Patrick Dean
Associated Builders & Contractors

Gordon Dixon
Associated General Contractors

Vanessa Patterson
**Richmond Area
Municipal Contractors
Association &
Precast Concrete Association**

Craig Toalson
**Home Builders Association of
Virginia**

Ken Garrison
**Heavy Construction
Contractors Association**

Jonathan Williams
**Virginia Ready Mixed Concrete
Association**

Coalition for a Strong Virginia Economy

Policy Positions related to COVID-19 Pandemic

The “**Coalition for a Strong Virginia Economy**”, a diverse coalition of 30 business trade associations including the PCAV, was created in the fall of 2019 to address a number of anticipated legislative proposals that would tarnish Virginia’s ranking as the “Best State to Do Business”. The Coalition continues to believe fostering a climate for economic growth is achieved by consistently championing the principles of the free enterprise system. The Coalition’s mission is to educate policymakers on the economic challenges such proposals create and to provide policymakers with the information and perspective necessary to advance sound public policy that supports strong economic growth.

Now Virginia along with the country is facing a new and unprecedented time with the effects of the COVID-19 pandemic. Businesses, large and small, have been devastated with the “stay at home” orders. **The private sector did not cause this crisis and it should not be the safety net used to pay for this crisis--that is the role of government.**

The PCAV became part of the Coalition for a Strong Virginia Economy at the beginning of 2020. We found success in banding together and leveraging our strength in numbers. We met weekly during the session and planned which committees meetings we’d attend to present testimony in support of or in opposition to the bills we had earmarked as important. When we appeared, we had numbers on our side. Our numbers have grown to 30 member groups and we turned our attention to advocating for our members during the pandemic. We have taken policy positions on:

Liability Protection: Support legislation incorporating the following liability Protection Principles, intended to protect businesses from the threat of unfounded lawsuits as they operate during the COVID-19 Pandemic or as they begin to reopen, if forced to close.

- #1: *Businesses should be protected from liability to customers and other third-parties unless those customers or parties prove the business knowingly failed to develop and implement a reasonable plan for reducing the risk of exposure to COVID-19 and that failure caused the injury.*** The Coalition recommends that business owners be shielded from liability from lawsuits brought by customers or other third parties unless the customer or third party proved that the business knowingly failed to develop and implement a reasonable plan to reduce the risk of COVID-19 by customers and other third parties and that the failure caused the injury.
- #2: *Permitted lawsuits should be limited to persons who experience a serious physical injury due to COVID-19 resulting in hospitalization.*** The Coalition recommends the General Assembly grant businesses immunity from coronavirus-related litigation except in cases of gross negligence that causes the plaintiff serious physical injury resulting in hospitalization or death. No claims for emotional injury due to contracting the virus should be permitted.
- #3: *Fines should be imposed on unscrupulous trial attorneys bringing frivolous COVID-19-related lawsuits.*** The Coalition recommends that the General Assembly impose sanctions on attorneys found to bring a frivolous COVID-19-related claim. In addition to sanctions, the plaintiff’s attorney should be required to pay the defendant’s attorneys’ fees and other costs relating to the litigation.

Workers Compensation: Oppose any new legal presumption that any employee who contracts the coronavirus did so at work under Virginia’s workers’ compensation program. This new presumption shifts the cost of this pandemic to employers. In California, the Workers’ Compensation Insurance Rating Bureau released a study which found the annual cost of COVID-19 claims on ECI workers under a conclusive presumption ranges from \$2.2 billion to \$33.6 billion with an approximate mid-range estimate of \$11.2 billion, or 61% of the annual estimated cost of the total workers’ compensation system prior to the impact of the pandemic.

Unemployment Insurance: Support a policy where any benefit paid to a claimant who is laid off or placed on a leave of absence due to COVID-19 must not be charged to the account of the employer or employers that otherwise would have been charged but instead must be charged to the Unemployment Insurance Agency’s non-chargeable account. Support using federal dollars related to COVID-19 expenses to shore up Virginia’s Unemployment Insurance fund.

Paid Sick Leave: Oppose any state action that would go beyond the requirements already imposed under the Federal “Families First” Act which requires employers to provide paid sick leave for employees if an employee is unable to work because: they have symptoms and are seeking diagnosis; under medical or government isolation orders; providing care to someone with COVID-19; or caring for children due to school/daycare closure. The federal policy is in effect until December 31, 2020.

Taxes: Support efforts to conform Virginia’s tax code and policies to those tax changes made at the federal level such as: not counting any COVID-19 related loans or grants as income; ensuring business expenses paid by COVID-19 related funds are still tax deductible; delaying various tax payments; and creating a special sales tax holiday when the economy is fully open to encourage consumer sales.

PCAV/VDOT Joint Meeting January 28, 2020

PCAV and VDOT met Tuesday, January 28, 2020 in Richmond, Virginia at the historic Tuckahoe Woman’s Club. The PCAV started 2020 with a new format to the Joint Meetings including an earlier start to the day. Significant committee meeting time was allotted for the technical, education, and marketing groups led by Ed Page - Concrete Pipe and Precast, Aimee Connerton - Rinker Materials, and Matthew Smith - Smith-Midland, respectively. The technical committee focused on the agenda items for the Joint Meeting portion of the day while the education committee planned the fall 2020 Training Day agenda. Presentation topics were proposed and lunchtime speakers discussed. The program will be finalized for a July 1st registration launch. The marketing committee time was spent discussing upcoming promotional opportunities for 2020. Our VDOT partners joined us for a productive meeting and enjoyed some networking time. In the latter part of the afternoon a PCAV Board Meeting reviewed yearend 2019 and reviewed our 2020 plan. The next Joint Meeting will be held on September 22, followed on the 23rd by the 4th Annual Richmond Training Day.



PCAV/VDOT Joint Meeting January 28, 2020



SINCERE APPRECIATION FOR THE PCAV'S JANUARY 28th, 2020 JOINT MEETING SPONSORS

COFFEE/BEVERAGE SPONSORS:



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LUNCH SPONSORS:



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"Dedicated to the Growth of the Precast Concrete Industry"

PCAV Legislator's Day January 29, 2020



The PCAV held its 5th Annual Legislator's Day on Wednesday January 29th, spending the day at the 2020 General Assembly session in Richmond, Virginia. Fourteen PCAV member company representatives spent the morning visiting the offices of twenty-three of their state Delegates and Senators. At each meeting the PCAV members left behind a packet highlighting the PCAV and their individual company. In the packet was the Economic Impact Report commissioned and published by the PCAV ("The Economic Impact of Virginia's Precast Concrete Manufacturing Industry" prepared by Terance J. Rephann, Ph.D. of the Weldon Copper Center for Public Service at the University of Virginia), a "one-page" with the PCAV mission statement, highlights from the Economic Impact Report, and a save-the-date for the 2020 Virginia Concrete Pipe and Precast Week. Information is also included about the precast plants in the legislator's district. As the PCAV members left each office, an invitation to visit their plant during the Pipe and Precast Week was given.

The members regrouped at 11:30 a.m. to debrief after the individual meetings. The feedback from both the legislators and PCAV members notes this in an impactful annual event fostering positive relationships between representatives and constituents.

2020 General Assembly Session - Overview - Vanessa Patterson

It now seems like ages ago, but the 2020 General Assembly Session was the most active and rapidly evolving one of which I've been a part. With new leadership on both the House and Senate sides, the 60-day session was marked by the large number of bills introduced, many competing and repetitious, new members adjusting to the legislative process, and much public interest in the often divergent policy positions from those representing businesses and those representing workers.

The narrative that largely marked the legislation that was ultimately passed was businesses are the "bad actors" and workers have suffered in Virginia. As background, Virginia ranked as the #1 state in which to do business in recent years. There was an Oxfam study that ranked Virginia as the worst (#50) state in which to be a worker. The study and its metrics are highly questionable but the narrative that Virginia businesses treat their workers poorly was driven home by forces largely outside the state with hopes to eliminate Virginia's status as a "Right to Work" state. As I sat through many committee meetings and testimony, this narrative became commonplace and it presents a huge challenge to the business community. We must find a way to introduce our businesses and industry to the newly elected legislators who are proposing policy based on presumption that businesses are run by "bad actors" to the detriment of workers. We must educate our legislators about the great companies we are and the philosophies by which our member companies operate: the safety of our workers is an utmost priority, our workers are well compensated with good benefit packages, we have a demand to fill openings with qualified workers, and finally in my observation, many PCAV companies operate as if their employees are their family. As we hopefully begin to put COVID-19 in our rearview mirrors, a priority for the 3rd and 4th quarters of 2020, is to invite your local legislators to visit your businesses to see what you do and meet who you employ. Let's begin our own narrative.

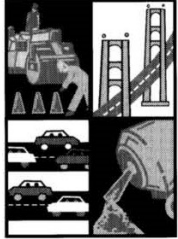
Our wins this session include defeating the attempt to revoke Virginia's Right to Work status and to delay the legislation redefining small business (particularly impactful to many of the contractors with whom you work). Four categories of legislation with a delayed effective date of May 1, 2021 that we will continue to fight are: project labor agreements, prevailing wage, collective bargaining and minimum wage. I suspect in the 2021 session we will see a large number of bills that come out of the COVID-19 pandemic and the public health issues that have emerged.

2020 Virginia Concrete Conference

The PCAV both sponsors and exhibits at the yearly Virginia Concrete Conference. This years conference was held in Richmond at the Westin February 27th - February 28th. Four member companies and the PCAV supported this event by staffing and exhibiting throughout the two day event attended by over 400 industry members, engineers, municipal and VDOT representatives from around the state. Several key VDOT representatives who regularly attend the PCAV Joint Meetings have roles at this event.



Transportation Construction Alliance Requests COVID-19 Relief to Support State DOTs



**TRANSPORTATION
CONSTRUCTION
COALITION**

We're Building A
Better America!

American Road & Transportation Builders Association (co-chair) ■ Associated General Contractors of America (co-chair) ■ American Coal Ash Association ■ American Concrete Pavement Association ■ American Concrete Pipe Association ■ American Council of Engineering Companies ■ American Subcontractors Association ■ American Iron and Steel Institute ■ American Society of Civil Engineers ■ American Traffic Safety Services Association ■ Asphalt Emulsion Manufacturers Association ■ Asphalt Recycling & Reclaiming Association ■ Associated Equipment Distributors ■ Association of Equipment Manufacturers ■ Concrete Reinforcing Steel Institute ■ International Slurry Surfacing Association ■ International Association of Bridge, Structural, Ornamental and Reinforcing Iron Workers ■ International Union of Operating Engineers ■ Laborers-Employers Cooperation and Education Trust ■ Laborers' International Union of North America ■ National Asphalt Pavement Association ■ National Association of Surety Bond Producers ■ National Electrical Contractors Association ■ National Ready Mixed Concrete Association ■ National Steel Bridge Alliance ■ National Stone, Sand and Gravel Association ■ National Utility Contractors Association ■ Portland Cement Association ■ Precast/Prestressed Concrete Institute ■ The Road Information Program ■ United Brotherhood of Carpenters and Joiners of America

**For More Information:
202/289-4434 (ARTBA)
703/548-3118 (AGC)**

April 24, 2020

The Honorable Nancy Pelosi
Speaker
U.S. House of Representatives
Washington, DC 20515

The Honorable Kevin McCarthy
Minority Leader
U.S. House of Representatives
Washington, DC 20515

The Honorable Mitch McConnell
Majority Leader
United States Senate
Washington, DC 20510

The Honorable Chuck Schumer
Minority Leader
United States Senate
Washington, DC 20510

Dear Speaker Pelosi and Leaders McConnell, McCarthy, and Schumer:

The 31 national associations and construction trade unions of the Transportation Construction Coalition (TCC) appreciate your continued efforts to address the unprecedented impacts of the coronavirus pandemic on the American people and the U.S. economy. The TCC strongly urges you to provide state departments of transportation (DOTs) with at least a \$49.95 billion infusion of federal funding to ensure improvements to the nation's transportation infrastructure move forward and mitigate potential job losses in the transportation construction industry. This infusion of federal funding should be complemented with a bipartisan, robust reauthorization of the federal surface transportation programs.

Currently, projections are showing significant decreases in state motor fuel tax and toll receipts as vehicle traffic declines by 50 percent in most of the country due to work and travel restrictions. On average, states will face an estimated 30 percent decline in their transportation revenue during the next 18 months, but some could experience losses as high as 45 percent. As a result, some state DOTs are already delaying transportation projects that were previously set to move forward. Congress appropriately recognized the adverse impacts of reduced travel for other transportation modes in previous coronavirus-related legislation and should provide similar support to state DOTs, which are responsible for improving and maintaining the nation's highways and bridges.

While this funding infusion is essential, it will not provide for increased investment in the nation's roads and bridges. By contrast, a bipartisan, long-term reauthorization of the federal surface transportation programs with significant funding increases, as proposed by members of Congress from both parties, will not only improve transportation infrastructure, but also facilitate economic growth, create jobs, and improve the quality of life for all Americans. The TCC is pleased that the House and Senate continue to work on their respective proposals to reauthorize these programs and urges Congress to pass a bill prior to the expiration of the current surface transportation law on September 30.

Providing state DOTs with an immediate infusion of federal funding will enable the advancement of planned transportation projects in the near-term and allow state DOT employees and transportation construction workers essential to planning and delivering these projects to remain on the job. The enactment of a bipartisan, robust surface transportation reauthorization bill will improve the nation's transportation infrastructure, generating economic and job creation benefits. Again, the TCC appreciates your leadership during this unprecedented time and for your consideration of this request.

Sincerely,

The Transportation Construction Coalition

Bridge Beams Safely Lifted by Chris Hindley, ALP Supply

This project included 41 girders for two Amazon bridges at the San Bernardino International Airport. The original beam design didn't provide enough concrete to allow an engineered lifting system to be used. Working with ALP Supply's Technical Support Department, Pro-Cast Products modified the beam design by adding appropriately-sized solid concrete zones around each set of lifting anchors to allow the long/heavy precast beam section to be lifted & transported safely with a high-quality, engineered lifting system. The decision was made to develop an eight pick-point lifting and handling design that utilized ALP Supply® 8T x 19" QUIKLIFT Spiral Anchors™. Based on design criteria for ALP QUIKLIFT Spiral Anchors and a modified bridge beam design, ALP Supply was able to provide Pro-Cast Products with a solution to safely lift and handle all bridge beam sections. The general contractor installed the girders in April of 2020.



Essential Work in Progress in the Midst of the COVID-19 Pandemic Mimi Coles, Permatile Concrete Products

On March 23rd, all construction and construction-related business were deemed essential. These photos of updated drainage, curb and gutter work to support new sidewalks along main roads in the Roanoke Valley were taken in April as construction crews continued to work. Critical infrastructure replacement and repairs will be ongoing in the Commonwealth to keep our roads, bridges, underground utilities, and waterways safe for our citizens.



"The HK Coupling by Straub" by Marcus Barnett, Hamilton Kent

The HK Coupling by Straub is specifically designed for the concrete pipe and precast industry. Straub is an Hamilton Kent customer and sister company headquartered in Switzerland, with a North American location in Ontario. They have manufactured pressure couplings for more than 25 years and a variety of applications.

Straub couplings are used frequently in wastewater treatment applications. They are also often utilized in marine applications, not only underwater, but also in ship building where it's essential for flexible connectors, a key benefit of this coupling. And finally, they offer restraint couplings used in repair of water or process lines, which grip and seal at high pressures with no additional restraint necessary.

The HK Couplings meet high pressure requirements, install quickly and easily, are designed to handle differential O.D.'s, allow for some joint movement, and are manufactured with corrosion-resistant 316 stainless steel and HK's rubber extrusion as the sealing component. The first application for the HK Coupling is simply to seal a joint, likely in deep manhole or pipe installations with high ground water levels. The second application is a modified coupling for use as a joint tester. The HK test coupling allows regular testing in plants to meet industry requirements, providing confidence in the product, joints and gaskets, while reducing field problems.

We made a few modifications for the HK Test Coupling. The stainless steel grade was reduced, as 316 SS was excessive and costly so the couplings are now rated for, but not limited to, 30 to 50 psi. We redesigned the rubber profile for concrete surfaces. They are currently available for straight wall pipe up to 120", and we are working on other designs.

The HK test coupling is an alternative to internal testers, as it costs less and handles repeated use. If the rubber seals wear, they can be replaced, extending a unit's life. Testing can be completed in about 30 minutes regardless of diameter. The test coupling requires very little water and time compared to hydrostatic pressure testing. The transition between deflected and non-deflected testing is simplified. There is limited requirement for restraining joined pipes using this test coupling. There is no injury risk or hassle maneuvering heavy bulkheads for hydrostatic testing. And the coupling tests for infiltration rather than exfiltration, which is more realistic for jobsite conditions.



All About Box Culverts - by Lauren Poe, Winchester Precast

Winchester Precast has been busy with box culverts since the holiday season. From December 2019 through March 2020, we have been able to produce and ship two sets of double box culverts for locations in Winchester and Charlottesville, Virginia.



In the UVA area of Charlottesville, Winchester Precast produced over 250 feet of double box culverts, producing and shipping 40 pieces within two months. In Winchester, we also produced and shipped roughly 50 feet of double box culverts to a local contractor with haste, allowing the contractor to install and seal the pieces to move on to other aspects of the job site.

Over the past couple of years, Winchester Precast has continued to look for ways to diversify our offerings to provide a one-stop shop for our clients. Though the size of our plant may be modest, our knowledgeable crew manage to pour an average of 50 yards a day to tackle projects large and small. Along with single and double box culverts, we have also produced lagging panels, custom boxes and pole bases for light fixtures throughout the Commonwealth.



Above photos: side view, finished double box culvert with wing walls completed mid-March 2020 in Winchester, VA

Winchester Precast Nationally Recognize in Safety Excellence by Lauren Poe, Winchester Precast

Winchester Precast has received the 2020 Associated General Contractors Willis Towers Watson Construction Safety Excellence Award in the vendor/supplier division. The Construction Safety Excellence Award (CSEA) is a national program that recognizes companies that have developed and delivered premier safety and risk control strategies. Additionally, the CSEA showcases companies that have achieved continuous improvements and maintenance of their safety and health management systems.

Winchester Precast is honored to be recognized among the best of the best. We want to thank our crew for their hard work and dedication to safety. It was their efforts that truly made this accomplishment possible.



Winchester Precast Safety Director Ken Pracht (center) accepting the CSEA award in Las Vegas, Nevada

Concrete Pipe and Precast - Transform I-66 Outside the Beltway Project

Quite a bit of CP&P precast structures product has been heading to FAM Construction, LLC, in northern Virginia. FAM Construction was awarded the Transform I-66 Outside the Beltway project in northern Virginia, which will transform Northern Virginia's Interstate 66 into a multimodal corridor that moves more people, provides reliable trips, and offers new travel options.



This project is a three-entity partnership between the Virginia Department of Transportation (VDOT), the Department of Rail and Public Transportation (DRPT), and I-66 Express Mobility Partners. It will deliver \$3.7 billion of transportation improvements to the I-66 corridor, including

- 22.5 miles of new express lanes alongside three regular lanes on I-66 from I-495 to University Boulevard in Gainesville
- More reliable and faster trips on I-66 due to dynamically-tolled express lanes, available to solo drivers choosing to pay a toll and free to vehicles with three or more people.
- New and improved bus service and transit routes
- New and expanded park and ride lots providing convenient access to the express lanes and more than 4,000 new park and ride spaces
- Interchange improvements to enhance safety and reduce congestion, including auxiliary lanes between interchanges, where needed
- 11 miles of new bike and pedestrian trails, including shared-use trails along I-66 that integrate with local trails, and new crossings of I-66 to improve and expand bicycle and pedestrian routes

CP&P's participation in the FAM Construction Transform I-66 project will involve shipping CP&P precast structures over the next three to four years, including precast storm drains, sanitary sewers, RCP, Box Culvert, and Dominion Virginia Power dry utility products. The pipe will be manufactured by CP&P's Hanover, VA and Jessup, MD plants, while the precast structures will be produced out of the Ashland, VA, Harrisonburg, VA, Greencastle, PA, Salem, VA, and Martinsburg, WV plants.

Smith-Midland takes 1st and 3rd in 2020 NPCA Best Practices Awards

The National Precast Concrete Association announced the winners of their annual Best Practices Awards during the National Convention in Fort Worth, TX on March 5th. Both of Smith-Midland's program entries won, garnering 1st and 3rd place.

NPCA's Engineering & Technology Committee voted for best practices innovations on the production floor. The award recognizes industry best practices and improvements that showcase the best way to do a job, treat the environment, save money, and more. The judges noted about Smith-Midland's entries, "We really liked how your best practices contribute to inventory efficiency and effective employee communication." William Garcia, Team Leader in the Steel Reinforcing Shop, and Ernesto Ambrosio, Welding Shop Supervisor accepted the awards for Smith-Midland.

1st Place - Kanban Implementation: Kanban is a Japanese manufacturing system in which the supply of components is regulated through the use of an instruction card sent along the production line. A common problem in manufacturing is running out of needed materials, therefore affecting productivity and delivery. In addition, overstocking inventory burdens storage space and capital, and the occurrence of waste due to expired product shelf life is higher. The goal of adapting a Kanban System is to always have the material needed for production where and when it is needed. The Kanban System Pull Cards are used at the point of consumption to maintain the minimum level without ever running out. When an item reaches the stock at pull number, the card is pulled and placed in a mailbox near the different production areas. These cards will be picked up by the water spider, a specific person who is responsible for supplying material.

3rd Place - WhatsApp Lean Chat: One important aspect of Lean Manufacturing is Continuous Improvement (CI). CI is the ongoing improvement of products, services or processes through incremental and breakthrough improvements. One of the keys to implementing CI within a company is to build a CI culture. This can be challenging because associates are normally focused on their day-to-day responsibilities and do not want to spend time working on new "initiatives" such as CI.

In September 2018, Smith-Midland decided to create "SMC Lean Chat" on WhatsApp so that associates throughout all plants can share improvement videos with one another. Associates are encouraged to download WhatsApp on their phones, to make short videos of their improvements and upload them to SMC Lean Chat. This allows everyone to share improvements, motivate one another to do a better job, track improvements, increase morale and foster a CI culture within the company. As a result of SMC Lean Chat, our associates are getting excited about sharing their improvement videos with others. The videos have encouraged others to make improvements and share their videos. It has motivated others to do a better job and has increased morale for those in the SMC Lean Chat. Improved quality and reduced labor in some processes have been made because of these videos.

Thank you NPCA for your recognition of our efforts!



Smith-Midland Corporation Very Proud of 3 New NPCA Master Precaster Graduates

Offered as part of National Precast Concrete Association's Precast University, the Master Precaster certificate program includes precast and prestress-specific training with comprehensive education courses for production, safety, technical, quality control and leadership. It is a hard course and a great achievement. Our three newest graduates for the Class of 2020 represent the 10th, 11th and 12th Smith-Midland Corporation Associates to achieve this recognition.

Smith-Columbia (SC), QC manager – Donovan Russell

Donovan Russell has been the Quality Control Manager for Smith-Columbia (South-Carolina plant) for 2 years and in the precast industry for 6 years. On top of his recent Master Precaster certification he also holds the highest certification for the Precast/Prestress Concrete Institute as a PCI Level III and numerous other certifications in mix design and field technician roles for multiple DOTs.

His current position oversees all the plant quality control activities, record keeping, interaction with certification agencies, development of mix designs and insuring all product is manufactured to specifications and standards.

"We are very proud of Donovan for reaching his goal as a Master Precaster. Donovan is a self-motivated individual that always seeks further education and experience in order to expand his knowledge in the industry and assist others at the plant. Congratulations to Donovan for reaching this achievement." - Scott Hicks, GM of Smith-Columbia.



Smith-Midland (VA), Team Leader - Justin Taylor

"Justin has been an excellent example of how someone with a positive attitude and willingness to help out wherever they are needed, will be given the opportunity to succeed." – Alan Pritchard, Plant Manager of Smith-Midland

Having worked in many different roles in his 4 years, he was recently promoted to Team Leader in the Structural shop. Among other projects on his way to a leadership role, he has been a rigger, equipment operator, and QC inspector. Justin has participated in many personal development opportunities offered by Smith-Midland. He holds quite a few certifications.

Away from work, Justin is a connoisseur of music and DJ's. It is interesting to see how the tempo of his preferred genre of music translates to the fast pace at which Justin works.



Smith-Midland (VA), Building Installation Manager – Erwin Weidenlener

Erwin manages an expert team that assembles and installs our Easi-Set and Easi-Span all-precast concrete buildings. His team is responsible for the erection, fitting out, and installation, including smaller buildings that are fully assembled and outfitted at the plant and the larger buildings that are erected and finished in the field.

Erwin is trilingual and his excellent communication skills are exhibited when he coordinates all of the different teams and subcontracted trades.

"A great safety record through all weather conditions and on sites that range from high security clearance to extremely remote mountain sides has been one of his achievements. You can count on his team to get the job done right." – Alan Pritchard, Plant Manager of Smith-Midland



Virginia's Concrete Pipe and Precast Week 2020 - August 16-22

The Precast Concrete Association of Virginia and the American Concrete Pipe Association is celebrating Concrete Pipe and Precast Week from August 16 – 22, 2020 by requesting Virginia's Governor Ralph Northam recognize Concrete Pipe and Precast Week across the Commonwealth through official Proclamation.

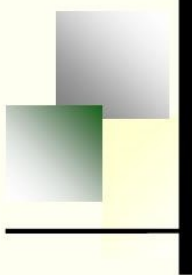
During the week, precast producers host plant tours, hold employee appreciation events and engage elected officials about product quality, performance and resilience. The Proclamation reinforces the indisputable contributions that producers, their employees and their customers make to the Virginia economy and environment.

Let's work to make Concrete Pipe Week 2020 the best ever!

Contact [Walt Catlett](#) if you need help in organizing an event.



Upcoming PCAV Event: PCAV/VDOT Joint Meeting



PCAV

"Dedicated to the Growth of the Precast Concrete Industry"

PCAV/VDOT JOINT MEETING

Tuesday September 22nd, 2020

Tuckahoe Woman's Club

4215 Dover Road

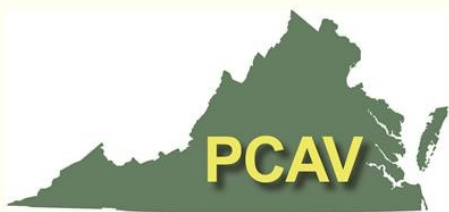
Richmond, VA 23221

**10:00 - 11:00 a.m. - Committee Meetings
(PCAV Members Only)**

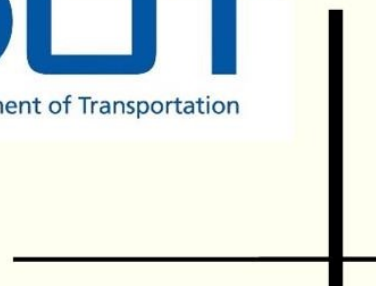
**11:00 - 12:00 p.m. - PCAV/VDOT Joint
Meeting**

12:00 - 1:00 p.m. - Refreshments/Networking

**1:00 - 3:00 p.m. - Board Meeting (PCAV
Members Only)**



The Precast Concrete Association of Virginia



Upcoming PCAV Event: PCAV Annual Training Days



PRECAST CONCRETE ASSOCIATION of VIRGINIA **2020 Training Days (6.5 PDHs available)**

8:30 a.m. - 3:30 p.m.

Richmond, Virginia - Wednesday, September 23rd, 2020

Tuckahoe Woman's Club

Roanoke, Virginia - Tuesday, October 20th, 2020

Roanoke Higher Education Center

SAVE-THE-DATE

Please join us in Richmond or Roanoke for a **COMPLIMENTARY** day of presentations from leading professionals in the Precast Concrete Industry. Breakfast and registration begin at 8:30 a.m. Lunch will be served during the featured lunch-time presentation and refreshments will be available throughout the day.

Topics planned:

Resilient Infrastructure (1 hour)

Innovations in Concrete Pipe and Precast Products (1 hour)

Plans, Details and Specifications (1 hour)

Post Pipe Installation Inspection (1 hour)

The always popular Poster Sessions (2 - 30 minute sessions)

Final Presentation descriptions and topics will be detailed when registration opens July 1st, 2020.

Upcoming PCAV Event: Annual Meeting



**Precast Concrete
Association of Virginia**



OMNI HOTELS & RESORTS
Charlottesville, Virginia



**PCAV
ANNUAL
MEETING**

DATE:

November 9 – 10, 2020

LOCATION:

Omni Charlottesville Hotel
212 Ridge McIntire Road
Charlottesville, VA 22903
(1-434-971-5500)

TIME:

Networking Activity (TBD): 11:00
a.m. November 9th
Reception: 6:30 p.m. Nov. 9th
Dinner: 7:30 p.m. Nov. 9th
Meetings: 8:00 a.m. Nov. 10th
Lunch: 12:00 p.m. Nov. 10th
Adjourn: 1:00 p.m. Nov. 10th

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-LOK Products, Inc.	Tullytown	Pennsylvania	800-822-2565
ALP Supply	Fairless	Pennsylvania	800-332-7090
Argos-US	Newport News	Virginia	757-880-5631
ASH Venture, LLC	Roanoke	Virginia	888-477-6274
Barchip USA Inc.	Waxsaw	North Carolina	704-843-8401
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
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.	Roanoke	Virginia	800.375.9999
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

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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.

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