

The

READY-MIXER



Virginia Ready-Mixed Concrete Association

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newsletter

July 2006

VRMCA Features Capital Concrete, Inc.

Commitment to customers, community and employee health and safety is what keeps Capital Concrete, Inc. strong and growing in an increasingly competitive market.

The company was founded in 1951 by John Twohy IV and has grown to a fleet of over 45 mixer trucks with service from five concrete plants on four locations: Norfolk, Virginia Beach, Chesapeake and Windsor.

It has remained a family-owned business and is now

run by Twohy's six daughters, with Elizabeth "Boo" Twohy serving as president and Helen Whittemore serving as vice president and secretary/treasurer.

Remaining a family-owned business has provided Capital Concrete, Inc. a unique opportunity to serve its community, as well as its customers, which, of course, are often one and the same. "Our customers know they can call us," states Elizabeth Twohy. "It's all about the people."

The company contributes to its neighbors by donating to organizations such as St. Jude's Dream House, United Way, and Chesterfield Academy, a public school for underprivileged

kids. Capital Concrete, Inc. supports crime prevention efforts by sporting local crime line numbers on its trucks and makes a point to maintain a strong relationship with the people of its community.

Such philosophy is also reflected in the company's consideration of its employees. There is an "open door policy" and communication is strongly encouraged—especially when it involves safety.

Each employee undergoes two segments of training—new employment training and annual "refresh" training. Jake Ritson, environmental manager and safety co-

ordinator, has recently worked to develop a new

seminar through a written survey. Also, these teams are a "mixed bag" of employees and involve individuals from all departments. This all-inclusive approach helps to create an openness and a sense of camaraderie amongst the company.

Drivers complete additional training programs pertaining to the mandated safety precautions specific to their job. A team captain is assigned to help assure that all drivers take part in accounting for safe and optimal service.

Dedication to sound service is of paramount concern to Capital Concrete, Inc. and no customer is favored over another. "Our customers are our assets," states Whittemore. "Each customer is treated equally from the guy on the pick-up truck to the guy on the skyscraper."

Quality and dependability take priority over quantity. "We take the tortoise approach: steady and methodical," states Twohy. "We don't have to be the biggest, but want to do what we do and do it right and the best way we can. If our customers succeed, we succeed."

Capital Concrete, Inc. maintains a solid reputation through courtesy, respect, and the old-fashioned "golden rule". However, it sends a fierce message to its competitors at the same time. "The goal of our company is to be the best ready-mixed concrete company on the south side of Hampton Roads," maintains Twohy. "There is 'personal touch' quality to our services, yet we are very competitive with a strong market share." ❖



President Elizabeth "Boo" Twohy (left) with sister and Vice President and Secretary/Treasurer Helen Whittemore (right).



Shop Manager Kenneth Harvey.

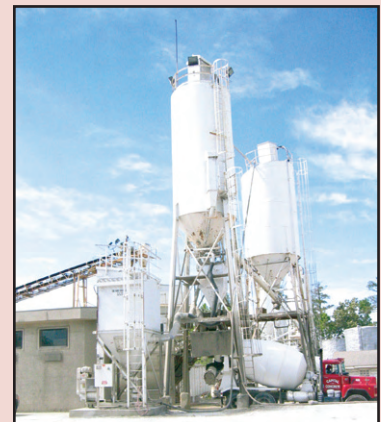
paradigm for its training program, which involves placing employees into small teams and having these teams participate in safety awareness activities.

"Getting the employees involved really helps to improve communication, efficiency and safety in all regards," explains Ritson. "The sessions include role-playing scenarios, which allows everyone the chance to have fun and absorb the new information simultaneously."

After each training session, employees have a chance to provide feedback on the trainer and



Environmental Manager and Safety Coordinator Jake Ritson.



Cement silos at Norfolk location.



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Keeping Quality Healthcare Affordable

by Becky Meade, Virginia Ready-Mixed Human Resource Consortium

Keeping healthcare affordable and improving its quality will require all of us to be more knowledgeable about healthcare and to be vigilant in making cost-effective choices about our healthcare.

Following are major factors in rising healthcare costs:

- Lifestyle Choices:** Seven out of ten Americans do not exercise regularly. Inactivity is one of the leading causes of many chronic diseases. Long work hours, hectic schedules and poor diet choices add to these problems.
- An Aging Population:** By 2008, about fifteen percent of the general population in the United States will be sixty-five years of age or older.
- Prescription Drug Costs:** Many sources say that the increase in prescription drug costs accounts for about twenty percent of the overall increase in healthcare costs.
- Cost Shifting:** When patients don't have health insurance or their health insurance does not pay for all of their care, the cost of the care is shifted to those patients with health insurance.
- Medical Technology:** Medical technology helps diagnose conditions earlier allowing for better recoveries, but it comes with a high price tag.

What's to be done about rising medical costs? Getting your company involved with your healthcare provider may be the single most important factor. Use the network of information provided by your healthcare provider to help select the proper primary care physician and to provide more information to employees on which drug works, what procedures are best, which hospitals and physicians have good records.

Ninety million adults in the United States have difficulty understanding and using health information. Employees are concerned about the cost of healthcare, but they don't seem to be knowledgeable about the actual costs of healthcare. The internet is the major source of information on medical issues, prescription drugs and other health-related information.

Engaging employees with more knowledgeable healthcare decisions is a fundamental priority. In a rapidly changing healthcare environment, employees need the information that can help them take a more active role in managing the care for themselves and their families.

If you would like information about our group, please contact Becky Meade at bmeade@coxreadymix.com or at 804-364-0500. ♦

Norfolk International Terminal Paving with Roller-Compacted Concrete

by J. Keith Beazley, Director of Industry Services, Central Virginia and Hampton Roads

The Norfolk International Terminal—the second busiest terminal on the east coast in terms of general tonnage, is continuing the expansion of the port and construction of new wharfs and paving for storage yards for containers. Eight new 100-foot-tall container cranes have been installed to unload the ships of stacked containers reaching 26 wide on the vessel.

The cranes, which are the largest in the world and manufactured in China, were installed on a new

concrete wharf that is 4230 feet long. The project will feature a complete renovation of the infrastructure of the container yard of 1480 acres.

Moffatt and Nichol, Norfolk office, is the engineer for the design and construction of the facility. Roller-compacted concrete was selected for the facility. This is due to the cost and strength of the pavements. These pavements must be strong and durable on account of the weight of the container handling equipment. They also must withstand extreme wheel loads.

The engineers conducted an overall evaluation of strength, cost, time of construction, and expected performance of all pavement types—conventional asphalt, conventional concrete, concrete paver blocks, and RCC. RCC exceeded all requirements.

The paving contractor for the project was A.G. Peltz Group, of Birmingham Alabama. The total

16.5 inch RCC thickness was placed in two lifts. Construction specifications called for the bonding between the two layers, so the second layer had to be placed within one hour of the



crushed stone. A pug mill produced 400 tons per hour of mix using 3,470 pounds of aggregate, 12% to 14% of Portland cement per cubic yard. Water content was 6.2% of dry components. The mix is moved by conventional dump trucks. The final cost for the project, \$42 per square yard, and especially the time for construction, 2.2 days per acre, resulted in a lower cost and faster construction than other comparable paving projects at the Norfolk Terminal.

RCC is constructed without joints. It needs neither forms nor finishing, and it does not

contain dowels or steel reinforcing. The RCC is placed with conventional asphalt paving equipment and then compacted with rollers.

Members of the VRMCA are very heavily involved in this major construction project. The cement of the project was furnished by four cement manufacturers: Roanoke, Lafarge, Lehigh and Essroc. A total of 65,000 tons of cement have been used on the job with an additional 16,000 tons to be used in the next phase that will start this summer.

Vulcan Materials is supplying the aggregate for the job. Branscome, the contractor for the job, is involved in paving and site work; Titan America is furnishing ready-mixed concrete from an on-site plant and the job is supported by trucking companies, testing labs, pre-casting companies, equipment companies, and City of Norfolk municipal inspectors. Major construction companies in the Norfolk area working at the site are E.V. Williams, and Heard Contractors.

RCC is used when strength, durability, and economy are primary needs. Port, intermodal, and military facilities, parking, storage, and staging areas, streets, intersections, and low-speed roads are examples.

RCC pavements resist rutting, span soft localized sub-grades, will not deform under heavy concentrated loads, do not deteriorate after spills of fuels or hydraulic fluids, and will not soften under high temperatures. ♦



Larry Tate of Chandler Concrete Dies at 58

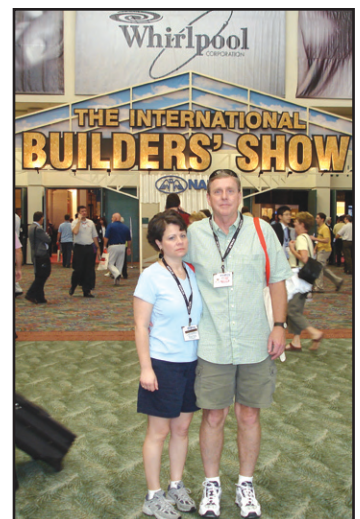
At the age of 24, Larry got his first introduction to the ready-mixed business. In 1972, he joined Concrete Ready Mixed as a dispatcher; Larry dispatched for just over two years then left CRMC to join Norfolk Western Railroad as a boiler maker. In 1988, he rekindled his love of the ready-mixed industry and rejoined Concrete Ready Mixed Corporation, where he remained for the next 18 years.

Larry found his new ready-mixed family in 1988, when Chandler Concrete Company acquired Concrete Ready Mixed. This relationship took Larry to a new level. He held many job functions: plant manager, dispatcher, QC tech and sales representative.

Among Larry's many talents were his ability to get along with others, broad knowledge of the business, and technical skills. He was VDOT certified and ACI certified. He also had completed the NRMCA Sales Certification program and was a certified ICF installer.

In the mid 1990's, Larry saw the huge benefits to ICF constructions—he promoted and sold Blue Max forms, as well as E-Co forms. He believed to his last days that ICF construction was one of the most revolutionary and beneficial systems to construction industry.

Larry passed away on July 16, 2006, at the age of 58. The industry has lost a great promoter, organizer and truly good employee. Our thoughts now are with Vicky—his wife of 20 years, his four children and two grandchildren, and mother Geraldine Tate. ♦



Larry with wife Vicky at The International Home Builders' Show.

VRMCA Hosts Tilt-Up Site Visits for VMDO Architects

by Keith Beazley and Bob Nablo, Directors of Industry Services

The architectural firm of VMDO and officials from the Louisa School system are in design stage for a new tilt-up school in Louisa, and were given the opportunity to view details of the Reedy Creek Middle School in Raleigh, North Carolina in July.

The middle school was constructed using a tilt-up design for the walls and the athletic areas in the "sandwich" panel design with thin-brick.

The school in design by VMDO is not using this type of insulated wall system, but

the interior detail of the halls, classroom, and gymnasium were of interest in design, detail, and finish.

The itinerary was arranged for a one-day visit with the firm and school system individuals flying from the Charlottesville airport to view the facilities. The architects were very pleased with the opportunity to view the facility and to examine the interior details of the school in a very short time-frame.

Concrete is the feature of this very special design for the Louisa school project, with integral color, form liners, exposed aggregate, and stains coming together for the exterior of the building.

Earth tones and textures complementing the site location will be used and special attention and detail is to be used in the building placement on the site.

Members of the architectural design team and school officials traveled to Spotsylvania County to view a newly completed commercial office building in the River Run Professional

schools using tilt-up wall design, as a result of their leasing the facility.

The last project the group toured was the new Cosner's Corner Shopping Center in Fredericksburg. The shopping center, owned by the Silver Companies, is a very large tilt-up strip shopping center and features various designs and facades on the fronts of its store buildings.

The contractor for the tilt-up project was Citadel Company, Apex, North Carolina, and is currently working on a number of projects in the Fredericksburg area. The architects were given a tour by



Inspecting the exterior walls.

Center developed by Luck Stone.

The building details were discussed and examined and the roof system and wastewater systems were of great interest to school officials



VMDO architects arrive in Raleigh for school visit.

in a low maintenance system for their school project. The Spotsylvania School Administration and School Board lease space in the first building of the River Run development.

The Spotsylvania system is building a number of auxiliary buildings for their

the Superintendent and a "question and answer" session was held on the project.

Of special interest was information given by the vice president of the Silver Company explaining the cost-saving and time saved by tilt-up wall construction. Silver is dedicated to tilt-up and will use the system in every building that the developer has an opportunity for its usage.

VMDO Architects will be given information on concrete color, form liner, exposed aggregate, stains and other finishes in special informational sessions for the school design.

Sessions have been held on tilt-up construction and information on award-winning projects in other parts of the country.

The firm is dedicated to making the use of concrete as a major design feature of the building and is taking time and energy to explore all types of finishes and designs for the building.

The firm is forming a good bond and relationship with the VRMCA and our ability to provide information that is helpful in the design work. The concrete industry will soon benefit with a school that wins state and national awards and the focus is on concrete as a building feature. ❖



Keith Beazley and architects at school site.

The VRMCA Technical Committee is developing a series of Technical Bulletins in order to address various issues of interest to the ready-mixed concrete industry.

Technical Bulletin #4 is now available and posted on the website. The first three bulletins are also available. Please visit the VRMCA website at: www.vrmca.com to download electronic versions. You may also contact the Association Headquarters at 434.977.3716 for printed copies.

Please make every effort to distribute these to contractors, engineers, and testing labs in your area.

VRMCA Board Member Profile: Mike Van Sickle

Name?

Mike Van Sickle

Company?

Branscome, Inc.

Title?

General Manager

Where is your company located?

Our primary office is in Williamsburg. However, we have four locations: Hampton, Lee Hall, Charles City and Toano.

Where is your place of birth/hometown?

I was born in Jacksonville, Florida and grew up in Annapolis, Maryland.

What college or university did you attend?

I received my undergraduate degree from the University of Maryland in College Park and my MBA from Averett University in Danville, Virginia.

How many years have you been in the industry?

I have been in the industry for nine years.

What current project or activity are you working on?

Currently, we are implementing a new driver recruitment and retention program, installing a truck tracking system and working with customers to identify new opportunity in the ready-mixed industry (poured walls, for example).

Describe some of your other major duties.

I oversee all of the day-to-day operations for our small company and plan ahead towards a long-term market strategy.

What is the accomplishment you are most proud of?

Personally, it is my wife and two daughters. Professionally, it is our ability as a small producer to compete and be profitable in a fast-paced, ever-changing industry.

What is the best thing about living in Williamsburg?

It has a small town feel to it and is a great place to raise a family.

What is the best part of the job?

The people in our organization—we are fortunate to have experienced, hard-working individuals. They make the challenge of my job a lot easier.

What did you do before this job?

I worked for Lafarge North America.

Hobbies?

My two small daughters are really my hobby. However, I do enjoy most outdoor activities when I have time, such as running, hunting and fishing.

Where is your favorite vacation spot?

I love Duck, North Carolina, which is in the Outer Banks. The phone doesn't work well down there, so it's nice and quiet and a perfect opportunity to spend time with my family.

Family?

I have my wife Kimberly and my two girls—Sidney, who is eight months and Taylor who is three.

UVa or Tech?

Now that they are both in the ACC, I root against both of them. I prefer Maryland. Go Terps!

Last Book?

Freakonomics: A Rogue Economist Explores the Hidden Side of Everything by Steven Levitt and Stephen Dubner.

What is the perfect day off?

Being out on a boat somewhere with my family. ❖



Pervious Pavement and Contractor Training Seminars Sponsored by Central Virginia and Hampton Roads Councils

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by **J. Keith Beazley**
Director of Industry Services,
Central Virginia and Hampton Roads

A seminar is being planned by the Central Virginia and Hampton Roads Concrete Advisory Councils on Pervious Pavements and Previous Contractor Training in Williamsburg. This is the first time for a joint project for the councils, and a committee has been appointed by each council to plan the event, and with the talent available from each council, to plan and organize the event. A very strong agenda is being planned and attendees will greatly benefit from the seminar.

The seminar on "Pervious Concrete Technology" will be a comprehensive session on this special pavement. The seminar will include the basics of pervious concrete, pervious concrete mechanical properties, pervious concrete hydrologic design, pervious construction guidelines, pervious concrete production, and quality control and applications. A special demonstration will be held in the afternoon with the laying of pervious pavements by an experienced contractor.

A Contractor Training Day and Certification program will be held on the second day for contractors who are interested in the application of pervious pavements. Trainers will be on hand to teach methods and types of equipment necessary to be successful in the installation of the pavement. Sample pavements will be installed.

The seminar will invite designers, engineers, state, city, and county officials, industry management personnel and salespersons. The seminar will offer learning units to architects who attend the event. The event will be held in Williamsburg the early part of November. Information will be posted and mailed to VRMCA members as soon as arrangements are finalized.

Committee members planning the event from the councils include: Marie Derby of Essroc Cement, Steve Kerr of Grace, Ed Wiles of Roanoke Cement, Jim Holland of Titan, Jim Pratt of TCS, George Mayotte of Lehigh Cement, Allison Carrigan of Lafarge, Lee Flemming of Lafarge, Brad Meyers of Swope and Keith Beazley of VRMCA. ❖

For safety related links,

please visit the safety committee section of the VRMCA website:

www.vrmca.com/about/



Reminder!

2006 Fall Convention

September 10-12, 2006

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Get your reservations in now!

Summer Storm Does Not Stop Southwest Virginia Council Seminar and Picnic

by Bob Nablo, Director of Industry Services, Western Region

In mid-July the Southwest Virginia Council combined two promotional events into one informative, enjoyable – and very wet - evening. Council members have been emphasizing the increased placement of residential concrete driveways for more than a year, and many developers, home builders and concrete finishers have responded to surveys that they would attend a seminar on the subject. Consequently, the Council planned a seminar on the “why”, the “how” and the “how much” of concrete driveways, with Bryan Smith of Euclid Chemical Co. as the featured speaker. Bryan has decades of experience in placing concrete and is a knowledgeable, commanding speaker.

Early in the planning stage members realized that the seminar could be paired with the annual picnic and baseball game, and the combination could attract a larger, more diverse crowd. Some complications with scheduling needed to be worked out, but eventually a date was found where a seminar room was available, the local Salem Avalanche baseball team was playing a home game, and Bryan Smith was available. Bryan was exceptionally generous with his time, arriving home from his vacation on the morning of the seminar and driving to Virginia to accommodate us.

Response to the invitations was excellent, with more than fifty design and construction professionals planning to attend, but a major afternoon storm reduced the seminar crowd to thirty-five architects, builders, developers and finishers. These attendees met in the late afternoon for about an hour and a half, and then walked across the parking lot to the baseball stadium where they joined another twenty-five Council members and their families for an excellent picnic. Again the weather intervened, and another shower delayed the game for about an hour, driving our group into a tented area to finish the picnic. The game finally got underway, and an excellent Carolina League contest was played into the late evening.

The weather may have interrupted several times, and it certainly held attendance down, but the concept of a combined event was well received. Seminar attendees were enthusiastic about concrete and related products, and we have the opportunity to schedule several lunchbox seminars based on conversations with individuals.

Thanks to Bryan Smith for an excellent presentation, and for handling the many questions expertly. Thanks also to the Driveway Committee for all of the planning and phone calls made over several weeks. The success of this event may well lead the Council to try a similar approach next year. ♦



Bryan Smith addresses attendees.



Practice Makes Perfect: Design DC 2006

by Hessam Nabavi, R.A., Director of Industry Services, Northern Virginia

NVCAC has decided to raise the bar in 2006 and pursue a greater opportunity with much greater potential and impact. This year as we have reported in the past, NVCAC will be participating in the Design DC Conference and Trade Show, which is the premier event for Northern Virginia and Baltimore/ Washington Metro Area architects, designers, engineers and contractors. This event will be held at the Ronald Reagan Building in Washington DC on July 19, 20 and 21.

This show offers an environment to increase the ready-mixed concrete industry's visibility in the design community. NVCAC has also sponsored a classroom that allows for a 90-minute lecture on tilt-up concrete construction in school facilities and many face-to-face contacts with attendees for networking throughout.

In 2005, over 1,000 construction professionals attended Design DC. This year AIA DC expects attendance to meet or exceed these numbers. There have been a lot of details to be worked out, such as planning, understanding the contract, inviting the speaker, designing the display, gathering information for directions and parking, packing, shipping, etc. Several people have been involved with this project from its inception, and we are very thankful for their unconditional dedication.

We also appreciate the time, effort and commitment of our membership for helping the event of this magnitude to become a success. The above pictures show one of the recent planning/practice meeting to make sure the display is eye-pleasing with a good flow of information. We have all heard the saying, “Practice Makes Perfect”. ♦



From left: Tom Yendall, NVCAC residential chairman with Titan Virginia & Art Nettle, NVCAC commercial committee chairman with Lafarge North America.



From left: Tom Yendall, Duane Laughlin, Art Nettle & Don Cooper.



From left: Don Cooper, NVCAC Co-Chair with Aggregate Industries & Duane Laughlin, NVCAC Chairman with Crider and Shockey, Inc.



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The Smart Road bridge, at 175 feet tall, is Virginia's tallest bridge. Approximately 9,647 cubic yards of high-strength concrete were used to construct the 2,000-foot long bridge.

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