

The

READY-MIXER

Virginia Ready-Mixed Concrete Association
630 Country Green Lane
Charlottesville, VA 22902-6478
Phone: 434-977-3716 Fax: 434-979-2439
E-mail: easter@easterassociates.com www.vrmca.com



newsletter

October 2005

VRMCA's 2004 Mixer Truck Rodeo Champion, Thomas Edmonds says:

"BRING IT ON!!!"

Last year's winner of the 2004 VRMCA Mixer Truck Rodeo, Thomas Edmonds, of Ready Mixed Concrete in Richmond, intends on defending his first place title and challenges all ready mixed drivers to compete with him this year at the Richmond Raceway, on Wednesday, November 2nd.

Edmonds was in fact the very first winner of the Rodeo, as the event was established as an annual one last year. He received a \$500 cash reward, as well as a free trip to the 2005 VRMCA Spring Convention, where he also received a handsome diecast mixer truck trophy. "They showed my wife and I a wonderful time," stated Edmonds. "The cash prize came in handy. We went out and had some fun."

VRMCA plans to offer the \$500 cash prize once again, along with the free trip to the 2006 VRMCA Spring Convention, which will be held May 21-23 at The Homestead. The mixer truck trophy will be included in the package also.

Edmonds believes that the rodeo provides drivers with the excellent opportunity of getting to know one another and to put their driving skills to the test. "It's a chance for the guys to get together and learn from each other."



Thomas Edmonds of Ready Mixed Concrete Company in Richmond (right) with rodeo judge and VRMCA President, Gus Lorber (left) at the 2004 VRMCA Mixer Truck Rodeo.

He credits his first place title to his twenty-three years of experience in the field and encourages ready mixed drivers to come and have a good time.

HOWEVER, Edmonds says that the biggest challenge for this year's rodeo drivers will be to try and take his championship title. **"Come prepared to take it from me, 'cause I'll be back."**

For more information on the upcoming rodeo, call Vicki Stec at 434.977.3716. ❖



The Virginia Ready Mixed Human Resource Consortium

On November 17, 2003 a small group of attendees met for the first time to serve as the core to organize a group of like-minded Human Resource professionals within the Ready Mixed industry in Virginia.

The idea is to work toward creating an organization with goals, objectives, and desired outcomes that will demonstrate the value of the Human Resource Department's role in this industry for Virginia producers.

The group is a network of industry specific Human Resource professionals who meet every six to eight weeks to share challenges and exchange ideas: Projects and ideas that are discussed include:

- Recruitment for drivers, dispatch, and operations
- Retention of employees from competition outside of the industry
- Benefits and wages-wage surveys, incentive plans, performance evaluations

Virginia Ready Mixed Human Resource Consortium seeks out old and new resources to help with these and other topics. There are programs in place such as the Workforce Investment Board and local area Community Colleges that can provide on-site and off-site training.

The group covers a very wide range of topics and bring in speakers to cover specific areas of concern that we all face in the ever changing environment of human resources. They are always looking for more folks to join our group and our mission. Our next meeting is scheduled for November 10, 2005.

Please contact Becky Meade at (804) 364-0500 or at bmeade@coxreadymix.com if you would like information about our group.

Keep a look out for announcements and more information from the Virginia Ready Mixed Human Resource Consortium. ❖

Storm Water Management Product Called Pervious Concrete

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

In the past two articles I have been talking about pervious concrete, the placement and its market potential in Northern Virginia.

To increase our knowledge base and understanding of this "Storm Water Management Product", a group of us visited the eight acre pervious parking lot project at Shelter Systems Inc. in Westminster, Maryland last August.

We also invited representatives from Conewago Enterprises, the contracting company which has been involved with this project, to join us and explain the basics, dos and don'ts of the placement process. This was a very exciting and encouraging visit.

To continue our search for better understanding of this system, we invited the president of Conewago Enterprises, Don Smith, to our September



Don Smith presents information about pervious concrete at the September council meeting.

Council meeting to speak with NVCAC members about pervious concrete.

Over 30 members attended this meeting. The presentation was outstanding and well received. Following are some of the topics that were discussed at this presentation.

Select the contractor wisely; we need to have good examples to show.

- This is a "Storm Water Management Product" not a "Paving Product."
- This is a low water/ cement ratio product.
- There are two distinct products:

a) An Industrial Mix, designed for heavier wheel loads (trucks). It contains larger stones and minimal fines. This mix design is based on using a central drum batcher or an on-site mobile drum batcher. This product is transported by dump truck, placed with a conventional asphalt paver and compacted with a steel wheel roller. This mix offers a much higher strength and low infiltration.

b) The second type is a Transit Mix, also called Standard. It is used for lighter wheel loads. It contains smaller stones and no

fines. This is intended to be mixed in a standard ready-mix truck and discharge directly from the truck in to the form where it is lightly compacted with a standard roller screed. This mix offers low strength and higher infiltration.

- The low water/cement ratio makes the product sensitive to weather conditions.
- After placement, the product should be kept damp, covered with blankets and wet cured for at least seven days.
- The products are not affected by freeze-thaw cycles because there are voids in the mix to allow the water/ ice to expand.

Some of the design issues to be considered:

- Sub soil type, Sub base type, depth and strength.
- The mix design.
- Time of the year, weather condition and the temperature.
- Compacting, jointing and curing.

The presentation was followed by many questions from the attendees. In Northern Virginia, we are excited about this new information, and we are examining different avenues to increase our knowledge base and comfort level.

We are planning to schedule a pervious demonstration in the near future.

For additional information about this product, please visit www.concreteparking.org. ❖

Upcoming NRMCA Training Programs and Courses

November 8-11, 2005, Silver Spring, MD

CCSP Module II: Understand the Concrete Contractor's Business

Understanding concrete contractors' businesses is critical to RM success. Attendees will be given overview of contractors in homebuilding, commercial and government construction; followed by sessions on construction documents; reading blueprints; principles of estimating, mathematical equations and formulas; and estimating construction projects, project planning and scheduling.

January 10-13, 2006, Silver Spring, MD

CCSP Module III: Fundamentals of Accounting, Finance and Business Law for the Ready-Mixed Industry

Business today is too competitive for RM staff who deal with customers to not understand basic business principles. Workshop topics include break-even analysis, pricing fundamentals, collection, construction finance cash flow, fundamentals, and contract law, all with industry-specific examples.

November 15-17, 2005, Silver Spring, MD

Dispatcher Training Forum

This workshop for dispatchers, schedulers, and shippers hones the knowledge and skills that move concrete from plant to customer. The workshop's skill building content and applied exercises give attendees industry-specific QC background, scheduling know-how, and phone customer service skills to thrive and build long-term business in a pressure cooker atmosphere.

January 3-4, 2006, Portland, OR

Mentor Driver Workshops

Award-winning, 13 year old program that teaches senior-level ready mixed concrete drivers how to facilitate weekly peer-to-peer training, using short, industry-specific videos as the knowledge base. The video program encompasses an extensive library of 75 topics that teach immediately applicable skills that enhance driver performance.

November 7-9, 2005, Orlando, FL

NRMCA Environmental Course

Attendees receive high level information on

pertinent environmental issues and the tools and experience to translate course ideas into action. The course provides information about organizations' responsibilities regarding EPA regulations as well as the Clean Water Act, Discharge Permits, Storm water Management, Resource Conservation and Recovery Act, Solids Management, Hazardous Materials, Dust Control, Recycling, Spill Prevention Plans, Air Quality Management, Noise Management, Environmental Auditing.

December 13-16, 2005, Orlando, FL

Plant Managers Certification Course

Plant managers and batchmen learn about the daily technical, safety, environmental, operations, financial and HR job skills to successfully manage a ready mixed concrete facility. The workshop includes certification exams so RM producers can meet various States' DOT certification requirements.

For more information, call the NRMCA at 301.587.1400. ❖

Pervious Concrete Technology Seminar Sponsored by the Carolinas Ready Mixed Concrete Association

by J. Keith Beazley

Director of Industry Services, Central Virginia and Hampton Roads

Dr. Michael Leming, North Carolina State University, was the featured speaker at a very well attended seminar in September on Pervious Concrete Technology in Kinston, North Carolina. Dr. Leming is a nationally recognized authority on pervious concrete and is co-author of the PCA publication "Pervious Concrete Pavements."

He presented the basics of pervious concrete technology and also demonstrated special design software of the CRMCA Pervious Concrete Hydrological spreadsheet. The spreadsheet has mix designs for pervious pavements, soil type and requirements, storage capacity for pavements, and historical data of rain events in the southern areas. He included in his presentation why pervious is the natural choice, the environmentally sound choice, and the smart business choice.

Dr. Leming stated that the best application for pervious concrete is parking lots. Benefits of pervious concrete are reduction in storm water runoff, eliminates need of detention ponds and other costly storm water management practices, replenishes water tables and aquifers, allows for more efficient land development, minimizes flash flooding and standing water prevents warm and

polluted water from entering our streams, and mitigates surface pollutants.

Parking lot construction by Dale Fisher, President of Pervious Concrete Incorporated of Atlanta was presented as the afternoon session. Mr. Fisher is one of foremost pervious concrete contractors in the United States. His company, PCI, Inc., recently completed a pervious concrete parking lot for a Safeway store in Denver, Colorado and numerous other installations throughout the Southeast and as far away as Vermont.

Fisher presented different design application that can be used in conjunction with pervious concrete to provide effective, cost-efficient storm water management solutions for sites with less than desirable soils.

Consultants attending the event were Berkley Arrington, Titan America; Godwin Amekuedi, Ready Mixed Concrete; Bob Nablo and Keith Beazley, VRMCA.

Interest in pervious concrete continues to be a topic of great interest and engineers are seeking information on application and the benefits to their clients. Software obtained at the seminar will be very useful in the design and quotes for new and old parking lots. ❖

2005 VRMCA ADVISORY COUNCIL REGIONALS

Diggs Bishop
VRMCA Advisory Council Chairman
Cardinal-Virginia Concrete Company
Phone: 703-354-7100
diggsb@flarock.com

BLUE RIDGE

Buddy Murtaugh
Chairman
Rockingham Redi-Mix
Phone: 540-433-9128
buddy.murtaugh@conmatgroup.com

Robert Dunigan
Secretary/Treasurer
Allied Concrete Company
Phone: 434-296-7181
bdunigan@allied-concrete.com

HAMPTON ROADS

Jim Simons
Chairman
Capital Concrete Inc.
Phone: 757-627-0630
mail@capitalconcreteinc.com

Lee Flemming
Secretary/Treasurer
Lafarge North America
Phone: 757-647-9409
lee.flemming@lafarge-na.com

NORTHERN VIRGINIA

Gary Downey
Chairman
Titan Virginia Ready-Mix LLC
Phone: 703-234-1325
gdowney@titanamerica.com

Mike Kavka
Secretary/Treasurer
Lehigh Cement Company
Phone: 410-386-6332
mkavka@lehighcement.com

RICHMOND/CENTRAL VIRGINIA

Fred Lusby
Chairman
TCS Materials Corporation
Phone: 757-591-9340
flusby@flarock.com

F.R. "Buck" Hamil
Secretary/Treasurer
Degussa Admixtures
Phone: 804-513-1860
buck.hamill@degussa.com

SOUTHWEST

George Kuhn
Chairman
Marshall Concrete Products
Phone: 540-382-1734
gkuhn@marshallconcrete.com

Don Sipher
Secretary/Treasurer
Froehling & Robertson Inc.
Phone: 540-344-7939
dsipher@fandr.com

Cast-In-Place Concrete Basement and Foundation Walls Courses Sponsored by Advisory Councils

by J. Keith Beazley

Director of Industry Services, Central Virginia and Hampton Roads

The Advisory Councils of Central Virginia, Blue Ridge, and Southwest Virginia will sponsor a National Association of Home Builders course the second week of November. The course is part of the NAHB Building University and the Concrete Building Council of the National Homebuilders.

The course description states that Cast-in-place concrete is the most popular method for constructing durable and structurally superior foundation walls. This half day course offers homebuilders the information they need to evaluate conditions, work with concrete and construct and maintain the foundation walls. It discusses proper excavation techniques, safety considerations, and water management procedures. The course also covers the logistics of cast-in-place concrete foundation construction with references to design standards and code requirements. Included are construction details and discussion of common field practices.

The four hour course has also an informational textbook for future references. The course will be co-sponsored by the local Homebuilders Association in each Advisory Council's area and this partnership will also be of great benefit to our industry. The class schedule is developed to have a class in the three different locations for a morning class.

Members are encouraged to invite homebuilder customers and sub-contractors to this very informative course and to promote the advantages of ready-mixed concrete delivered to the jobsite for quality, strength and for superior basement and foundation walls.

Applications for these courses are enclosed. For additional information, please contact Keith Beazley at 804.347.7003 or Bob Nablo at 540.460.0181. ❖

Tidewater Builders Association Opens 24th Year of Homearama in Norfolk

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

The Tidewater Builders Association opened the Homearama 2005 in Norfolk with the theme "Meet Downtown's New Neighbors!" Homearama was a 16-day single site display of fully furnished and fully landscaped custom showcase homes that demonstrated the latest in home construction, design, furnishings, and technological innovations.

In excess of 1000,000 guests attended the event over the two-week period to view the 18 homes constructed by 15 builders of the Association.

The event was held October 8-23 at Norfolk's new Broad Creek neighborhood, developed by the Norfolk Redevelopment and Housing Authority. Board Creek is expected to be a national model for mixed-use, mixed-income communities. TBA President Jeff Wermes stated "Homearama is a reflection of what's happening in the housing market and this year is no exception.

TBA has hosted the event in suburban neighborhoods in the past and now more and more people are moving to the cities and with the tremendous renaissance in downtown Norfolk, it is fitting that we feature an urban setting this year."

The show featured a range of home prices, starting at \$170,000 to over \$500,000 in a range of housing products including townhouse villas. The development used traditional neighborhood design in architectural details such as brick, front sidewalks, and front porches.

The Hampton Roads Concrete Advisory Council sponsors an award each year for quality workmanship in concrete construction of driveways and this year's Homearama featured some of the more intricate examples of innovative design. Stamped and colored concrete were featured on the front porch stoops and decks, patios, sidewalks and driveways.

One garage even featured stamped concrete on the interior floor. Judging was held prior to the event for Gold, Silver, and Bronze awards and plaques will be displayed in the homes winning the awards.

The showcase homes are an excellent opportunity to feature the latest in concrete stamping, furnishings, colors and coatings. Judges for the event were Jim Simons, Capital Concrete, Sean Hurley, Titan America, and Keith Beazley, VRMCA. ❖



A fine example of the possibilities of stamped concrete.

SW Virginia Council Sponsors ACI Class

by Bob Nablo
Director of Industry Services,
Western Region

In mid-September the Southwest Virginia Council hosted its second ACI Field Testing Technician class of 2005.

Good weather allowed the practical exam to be held outdoors at Roanoke Cement Co. for a relatively small class of students.

VRMCA once again thanks the members who volunteer to act as supplemental examiners, as well as Roanoke Cement, who offers the classroom space, and Boxley Materials, donor of the concrete sample.

Robert Marek and Larry Necessary of Roanoke Cement, Andy Faulconer of Boxley, Chip Scruggs of Chandler Concrete, George Tomaras of Lafarge North America and VRMCA's Keith Beazley and Bob Nablo proctored the practical exam. ❖

VRMCA 2005-2006 OFFICERS AND DIRECTORS

PRESIDENT

Gus Lorber
Allied Concrete Company

VICE PRESIDENT

Diggs Bishop
Cardinal Virginia Concrete Co.

SECRETARY/TREASURER

Morgan Nelson
S.B. Cox Ready-Mix, Inc.

DIRECTORS

Larry Bullock
Boxley Materials Company

J. Matthew McGlone
Degussa Admixtures, Inc.

John Ware
Titan America

Robert B. Chandler
Chandler Concrete of Virginia, Inc.

Kenny Rowe
Rowe Concrete, LLC

Timothy W. Wells
Crider & Shockey, Inc.

Charlie Fairchilds
Allied Ready Mix Company

Kari D. Saragusa
Lehigh Cement Company

Dan Joyner
TCS Materials Corporation

Jim Simons
Capital Concrete, Inc.

PAST PRESIDENT

James H. Selkregg
Newington Concrete Corporation

EXECUTIVE DIRECTOR

Peter Easter, CAE
Easter Associates, Inc.

VRMCA Technical Bulletins Available

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.

The first two bulletins are now available and can be downloaded directly from the VRMCA website at: www.vrmca.com. 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. ❖

Froehling & Robertson, Inc. Hosts ACI Testing

On October 17, 2005, an ACI examination was held at Froehling & Robertson, Inc. in Richmond.

There are two major components to the test—a written portion and a practical, 'hands-on' one. This examination provides the opportunity to obtain certification. This certification, as a result, opens more avenues for employment and advancement for those pursuing a career in the industry.

The written portion of the test takes about one hour and then students proceed to take practical examination, which includes testing on nine different applications of preparing concrete.

Approximately 21 individuals participated in the examination. Many students were gaining certification for the first time, while some were taking the test to maintain their credentials.

Individuals are given two opportunities to pass the nine categories of the practical part of the exam and ten proctors monitored the practical applications.

A special thank you goes out to: J. Patrick Pearce of TCS Materials, Bob Neal of Lehigh Cement, Keith Beazley of VRMCA, Keith Williams of VDOT, Rhonda Inge of VDOT, Bob Nablo of VRMCA, Berkley Arrington of Titan America, Steven Kerr of W.R. Grace, Kevin Goode of S.B. Cox Ready Mix and Larry Lundy of VDOT/Materials Company.

Richard Steele, who is the instructor for the ACI courses, attended and assisted with tests as well. ❖

VRMCA Board Member Profile: Larry Bullock

Name?

Larry Bullock

Title?

Vice President of Concrete Operations

Where is your company located?

Boxley Materials Company has ready-mixed operations in Martinsville, Virginia, Blue Ridge, Virginia, Roanoke, Virginia and Bluefield, Virginia. I work out of the Blue Ridge location. We also have three concrete operations in West Virginia.

Where is your place of birth/home-town?

I was born and raised in LadySmith, Virginia.

What college or university did you attend?

I attended Virginia Tech. I majored in education.

How many years have you been in the industry?

I have been in the construction materi-

als industry for 26 years. For the past seven years, I have managed ready-mixed operations.

What current project or activity are you working on?

I am working on portable concrete plant opportunities.

What is the accomplishment you are most proud of?

I am proud of having the opportunity to lead our newly established concrete division in 1998 and watching the business grow and managers develop over the past seven years.

What is the best thing about living in Roanoke?

I love the mountains and being able to drive to work every morning on the Blue Ridge Parkway. It is also a great place to raise a family.

The best part of the job?

The people. I really like spending time

with our employees and watching them grow and take on additional responsibilities.

What did you do before this job?

I managed three of Boxley's aggregate operations.

Mentor?

My dad. He was my best friend and could bring out the best in everyone.

Hobbies?

I enjoy running, biking and attending my daughter's Volleyball games.

Favorite Vacation Spot?

Hilton Head, South Carolina.

Family?

I have my wife Keith, my son Drew, who is a senior in college, and my daughter Blair, who is a senior in high school.

UVa or Tech?

Tech! My wife and I are both graduates.

Last Book?

I recently read John Grisham's *Bleachers*. It is a novel about high school football.

The perfect day off?

A fall afternoon at Lane Stadium with family and friends would be great. ❖



STAFF PROFILE: AMY SHAW



Name: Amy Shaw
Title: Meeting & Convention Services Manager
Where were you raised?
Atlanta, Georgia
Where do you live now?
North of Charlottesville in the Ruckersville/Barboursville area
What is the best thing about living there? My husband and I just built and moved into a new house.

How long have you been with the Association? Since November 2004.
What are your job responsibilities? I coordinate meetings and conferences. I work with hotel personnel to negotiate contracts and menus, manage event marketing and registration and provide on-site support during the events.
What is the best part of your job? The best part is working with such a great group of people, the members of the Association. There is never a dull moment! I've enjoyed learning about the industry.
What did you do before this job? I was in the hotel industry for a short while, but prior to that, I was the Director of Marketing for Campus Dining Services at UVA for almost five years. Way back when, I was in the Outlet Center industry as a Marketing Director for shopping centers in Birmingham, AL and Williamsburg.
Tell us about your family? I was married May 7, 2005. My husband Melvin and I have one dog, Bailey, who is 12.
UVa or Tech? If the truth were known, I'm an SEC fan since I grew up in the South, but if I had to choose I'd say, "Go Hoo's!"
What is your idea of the perfect day off? Sleeping in, going out to breakfast with my husband and then taking our dog on a hike in the Shenandoah National Park. ❖

NOTES

The Virginia Chapter—ACI will provide a three day review and exam for certification of Lab Tech Grade I, on November 2-4, 2005. Please visit www.vrmca.com to download the registration form.

Be sure to see the enclosed registration forms for the Cast-In-Place Concrete Basement and Foundation Walls Courses.



VRMCA Upcoming Events

.....
2006 Spring Convention
May 21-23
The Homestead
.....

2006 Fall Convention
September 10-12
Wintergreen Resort

For safety related links,



Please visit the safety committee section of the VRMCA website: www.vrmca.com/about/safety.aspx

ACI Examination Day — Richmond

October 17, 2005



Examination participant leveling out concrete.

Bob Neal of Lehigh Cement Company (left) assists a student with the practical portion of the exam.



Students wait in line to take the practical portion of the exam.



ACI Coordinator Christina Sandridge.



ACI instructor Richard Steele.



The concrete undergoes various phases of preparation.



Student performing the tricky task of shaking the volumeter.



WHEN SO MUCH IS RIDING ON
YOUR CHOICE OF CEMENT,
MAKE THE **RIGHT** CHOICE

THE **RIGHT** PRODUCT & SERVICE
IN THE **RIGHT** PLACE
AT THE **RIGHT** TIME

Roanoke Cement has supplied ready-mix producers and the construction industry with consistent, dependable, high quality cement for over 50 years.

A superior product, backed by excellent customer service, the latest technology, and reliable distribution shows our commitment to serve our customers.

When so much depends on your cement, choose Roanoke Cement. Call 800-782-7622 or 540-992-1501 today.

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.

ROANOKECEMENT[™]
A TITAN AMERICA BUSINESS