

Kudos to Members

Several members of the Precast Concrete Association of Virginia were recognized at the National Precast Concrete Association's Precast Show 2009 held in Houston, Texas, February 18–22, 2009. Congratulations to all PCAV members that were recognized for safety, excellence and creativity!

Excellence in Safety, Gold Award

200,001+ Hours
Permatile Concrete Products
Bristol, VA

Excellence in Safety, Silver Award

40,001–80,000 Hours
Hanson Pipe & Precast–Salem 1
Salem, VA

Additionally, two PCAV members were recognized for Creative Use of Precast Awards.

Excellence in Safety, Bronze Award

80,001–140,000 Hours
Americast Inc.
Harrisonburg, VA

Above Ground Division: Third Place

Smith-Midland Corp. for the Fort Story Iraqi Village Portable Training Units project in Virginia Beach, Virginia.

Above Ground Division: Honorable Mention

Smith-Midland Corp. for the Fairview Park Drive Office Park in Falls Church, Virginia

Underground Division, Third Place

Permatile Concrete Products Co. received for the Bristol Motor Speedway Media/Driver Tunnel project located in Bristol, Tennessee.

News From The President

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and celebrate the precast concrete products industry!

At the new-member reception, Bob Waterloo, Technical Sales Manager for Hill & Griffith Company, long-time member of NPCA and recipient of the NPCA's Hoskin award for member recruitment, talked about what being a member of NPCA means to him. I thought Bob's words were applicable to any association member—producer or associate—new or long-time member. He graciously agreed to share his comments and allowed me editorial license to tailor them to our association.

What Being an Association Member Means to Me...

It's very easy and can be summed up in one word—**Opportunity**.

One definition of opportunity is a combination of favorable circumstances. And I most heartily agree! Being a member of the PCAV is an opportunity, for both the associate and the producer.

- As an association member, I have the opportunity to **help sell my product**. And that helps the precaster know what's available on the market—both new and old items.
- As an association member, I have the opportunity to **develop information** of value to the industry and to pass this information on to the industry through networking, meetings and Hardfacts.
- As an association member, I have a better opportunity to be **aware of the industry's needs** and to help the precasters save money, be safer and be aware of rules and regulations that affect the industry.
- As an association member I have the opportunity to **support the association and the industry**.
- As an association member, I have the opportunity to **serve on committees** that benefit the industry.
- As an association member, I have the opportunity to **assist in plant education**, both on a technical and production level.
- As an association member, I have the opportunity to **keep abreast of the market** and to help in forecasting for the future.
- As an association member, I have the opportunity to **interact with customers and other suppliers** on a regular basis to help them and for them to help me.
- I also have the opportunity to introduce PCAV and to **recruit prospective members** so that they can see the opportunities and benefits that are available by being a member of the association.
- Finally, as an association member I have the opportunity to **get involved**.

I hope all association members remember that what you get out of something has a lot to do with what you put into it. This holds true for your own business as well as your involvement with PCAV. And I firmly believe that the more you are involved with PCAV, the more you will get out of it. It works for me! So, you too, have an opportunity. The opportunity to be involved. And these opportunities will continue to present themselves as you become more involved.

As the old saying goes, opportunity knocks, but it's up to you to answer the door.

~ Mimi Rainero Coles, Permatile