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RAMCA NEGOTIATES INDEXING PLAN WITH HENRICO

On Tuesday, May 8th, representatives of RAMCA met for the third time with purchasing staff at Henrico County in an effort to bring to fruition one year's worth of negotiations regarding the need to index the price of liquid asphalt. RAMCA has, for some time, contended that both the County and contractors needed some ability to adjust paving contract prices based on the significant fluctuation in the price of liquid asphalt. Sometimes this indexing approach would save the county money, sometimes it would benefit the contractor but in either instance a well thought out indexing plan would be fair to both parties, while putting neither at risk. In addition, many other localities and VDOT have applied such a program with excellent success for many years.

Our initial agreement with Henrico County is to apply the indexing program to the county's FOB contracts. RAMCA requested that the indexing program apply to county road projects performed by private sector contractors as well, but the county wanted to move slowly in adopting this new process. RAMCA has, however, requested a late summer meeting with the county to discuss how it is working and to further pursue extending its applicability. A copy of the new indexing plan is available by contacting the RAMCA office.

RAMCA HONORS FALLEN AT TECH

The Virginia Tech tragedy shook the nation. It also hit hard among RAMCA members, many of whom are graduates of that institution. In honor of those fallen students and instructors who perished so needlessly in Blacksburg earlier this year, RAMCA has donated one thousand dollars to the Hokie Spirit Memorial Fund. The fund will be used to assist victims and their families, and to provide grief counseling and comfort expenses for the many students, teachers, families and others impacted by this terrible event. Our thoughts and prayers continue to honor the fallen and those that knew and loved them.

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LADIES NITE BIG SUCCESS

Nearly 100 RAMCA members and their spouses or significant others gathered at the exquisite Empire Room in the Richmond's Jefferson Hotel on June 8th for RAMCA's first ever Ladies Nite event. The affair was proposed by your RAMCA Board of Directors as a way to have an early summer meeting that would include spouses and feature a prominent political, government or regulatory official.

Our first guest speaker was the Honorable Walter Stosch, state senator from Henrico and Majority Leader of the Senate. Senator Stosch shared some insights about the General Assembly's recent adoption of a statewide transportation funding plan, along with thoughts about upcoming primary and general elections. In addition Walter pointed out that in his early accounting career he worked closely with a number of charter members of RAMCA.

Special thanks to our event sponsors LEE HY PAVING, BLAKEMORE CONSTRUCTION, SHELTON CORPORATION, AND SLURRY PAVERS. Their financial support of this event helped ensure its success and based on feedback from attendees, members may want to plan now to attend the 2008 RAMCA Ladies Nite.

SCHOLARSHIP COMMITTEE RECOMMENDS AWARD

The RAMCA Scholarship Committee, consisting of Chris Shelton – Chairman (Shelton Corp.) Mike Harcum (Carter Machinery) and Ken Creasy (Superior Excavating & Construction) has recommended, and the RAMCA Board of Directors has approved, the award of \$2000.00 to Mr. James Hubbard who will be attending Virginia Tech next year. Congrats to Mr. Hubbard who was selected from among eight other candidates.

EXECUTIVE DIRECTOR HONORED AT SCC CONFERENCE

Your RAMCA Executive Director was honored at this year's Underground Damage Prevention Conference sponsored by the State Corporation Commission and held in April at Virginia Beach. A special Appreciation Award was presented to him for many years of excavator representation before the Commission and his efforts in support of underground utility damage prevention. RAMCA staff was also honored to be the presenter for a special recognition for outgoing SCC Judge Ted Morrison, who received a silver-plated shovel in recognition of his many years of leadership and support of the Commission's oversight of the state's underground damage prevention laws and regulations.

MEDIATION PILOT PROGRAM NOW UNDERWAY

RAMCA has worked for some two years in effort to convince utilities that in those rare cases of unresolved disputes over damages to underground utility lines, binding arbitration versus court collection procedures should be utilized. With the help of staff at the State Corporation Commission, excavators and utilities were brought together for numerous meetings to discuss options and to try and find a consensus plan that served all parties better than the judicial option. But despite our hard work and strong arguments, Virginia's utilities would only agree to a non-binding mediation.

Guidelines for the Pilot Mediation Program were sent to all contractor members in the previous edition of the RAMCA Newsletter. As of this time more than 100 mediators have signed up to take the training program required by the Guidelines in order to serve a mediators in this process. RAMCA urges all contractor members to take advantage of this mediation option. Doing so should save you time and money in reaching resolution of a disputed damage claim. Equally important, your participation in this program will help establish a track record of the benefits of an Alternate Dispute Resolution program that could lead to further talks on binding arbitration. Should you have any questions, or would like to receive another copy of the Guidelines, please contact the RAMCA office.

PIGEON SHOOT BRINGS A LARGE CROWD

Eighty shotgun-toting RAMCA members showed up at Old Forge Sporting Clays in Providence Forge on April 30th to compete in RAMCA's first-ever PAC Pigeon Shoot event. Earplugs were certainly required, as sixteen company teams shot at fifteen stations for a chance at a total of 100 "birds" per shooter. In the end, the team from Rhyne Contractors, Inc. blew away the competition. Second place went to shooters from McLane Construction.

The event could not have been held without the generous sponsorships of a number of RAMCA member firms including Blakemore Construction, Branscome/Richmond, East River Construction, F. G. Pruitt, Luck Stone and Sovereign Paving. Special thanks to James River Equipment Virginia for sponsoring the dinner event for all of our hungry shooters.

NEW RAMCA MEMBERS

Bobby Snipes (R.R. Snipes) is RAMCA's newest RAMCA Contractor member. WELCOME!

Kevin Huffman (Westfield Insurance) is RAMCA's newest Associate Member. WELCOME TO YOU AS WELL!!

GEORGE BICKERSTAFF MEMORIAL GOLF OUTING

Over 100 golfers participated in this year's annual George Bickerstaff Memorial Golf Outing held at Royal New Kent on May 17th. It was a grand day and a competitive one as well. The winners were:

1st Flight/First Place – Martin Marietta (St. Clair, Steele, Deal, Simons)

1st Flight/Second Place – Slurry Pavers

2nd Flight/First Place – Whitehurst Paving (Whitehurst, Jones, Armstrong, Skinner)

2nd Flight/Second Place –Rish Equipment (Woodfin, Bowman, Meyer, Jones)

3rd Flight/First Place – James River Equipment (Feather, Stone, Hall, Dry)

3rd Flight/Second Place – Hanson Pipe and Precast (Heath, Clark, Bennet, Wagner)

4th Flight/First Place – Branscome #2 (Wright, Heath, Partin, Horak)

4th Flight/Second Place – Southers Concrete (Southers, Druett, Bingham)

Congrats to all the winners and a special thanks to all of the hole, raffle and beverage cart sponsors – all of whom are recognized on an attachment enclosed with this newsletter.

MEMBERS IN THE NEWS

CONGRATULATIONS TO RAMCA MEMBERS:

Jamie Accashian (Safety Consultants of Virginia) for receiving this year's R.E.B. Award for Distinguished Educational Leadership. The award recognizes those individuals who have inspired students and built positive relationships between schools and communities.

David Ward (Ward & Stancil, Inc.) who was recently elected Chairman of the Board of Directors of Virginia Utility Protection Services, the corporation that runs the state's one-call center. David is the first contractor representative to hold this position, and his election is well deserved.

RAMCA Officers

President
David Cosby
Sovereign Paving, Inc.

Vice President
James H. Martin, Jr.
J.H. Martin & Sons Contractors,
Inc.

Secretary/Treasurer
J. Michael Todd
Keiter, Stephens, Hurst, Gary &
Shreaves

Immediate Past President
Jim Patterson
F.G. Pruitt, Inc.

RAMCA Directors**Contractors**

J. Alvin Collins
McLane Construction Company

Steve Rhyme
Rhyme Contractors, Inc.

Chris Shelton
Shelton Corporation

Richard E. Smith
RJ Smith Construction

Associates

Ken Powell
James River Equipment VA, LLC

Brad Duty
Luck Stone Corporation

At Large Directors

Lee White
Draper Aden Assoc.

Wilson Whitehurst
Whitehurst Paving

Staff

Executive Director
Mark I. Singer

Office Manager
Judy Frederick

RAMCA ADDRESSES CHESTERFIELD BOARD OF SUPERVISORS

RAMCA addressed the Chesterfield Board of Supervisors meeting earlier this year to strongly disagree with new prequalification language that appeared in the specifications of a large utility job that was out for bid. The objectionable language stated that the contractor receiving award of the job "shall have installed at least 10,000 linear feet of large size pipe within the last five years in field conditions similar to those indicated in the Contract Documents." The specifications defined "large size pipe as 36 inch or larger. RAMCA pointed out that the prequalification language would disallow any local utility contractor from performing this work, although a number of them are clearly qualified to do so. In addition, RAMCA pointed out that the current onerous language would require the County to throw out the two lowest bids and take the third bidder's price, costing the County over one million dollars in additional construction costs!

The County's legal team advised the Board not to accept our recommendations to waive the harmful and costly pre-qualification language, and to award the job to the low bidder. Instead, the County was advised to award the job as bid to the third low bidder. The County took that action, although there is still a chance that litigation over this award process may delay this project further. RAMCA did, however, obtain a letter (see enclosure) from the County's Utilities Department Director assuring RAMCA that in the future RAMCA will be consulted before prequalification language that in effect removes all local utility contractors from bidding future County work is considered.

UPCOMING EVENTS

July and August - No Meetings

September 13th - Jack Bargamin Memorial Golf Outing
Independence Golf Course