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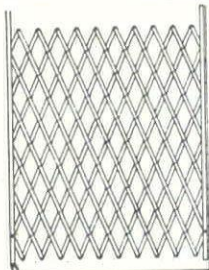
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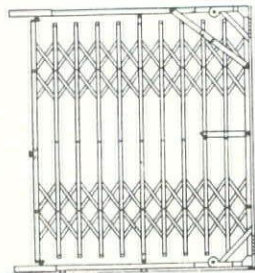
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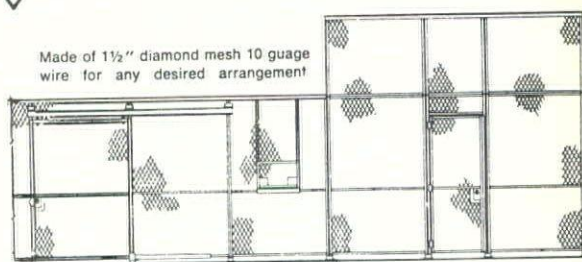
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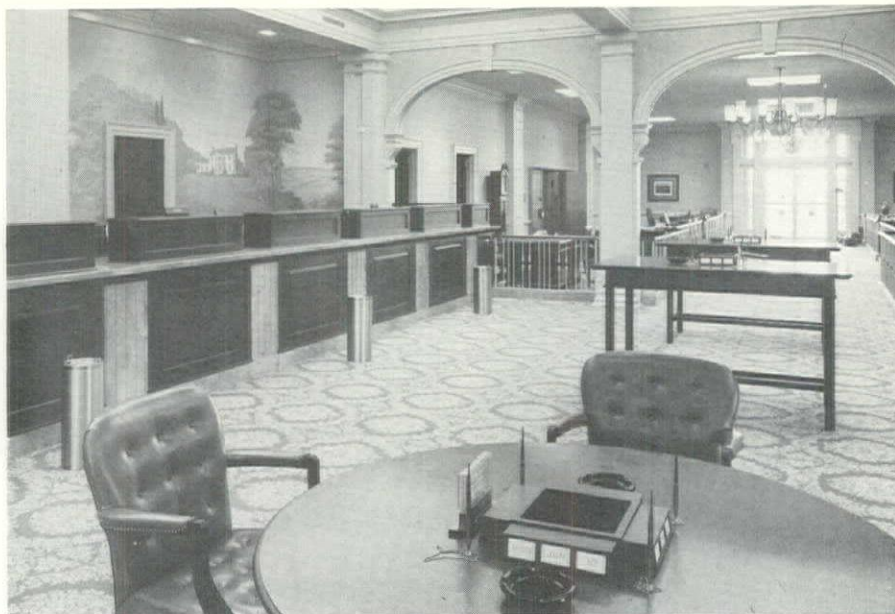
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JOE H. YOUNG  
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Architectural Content Edited by

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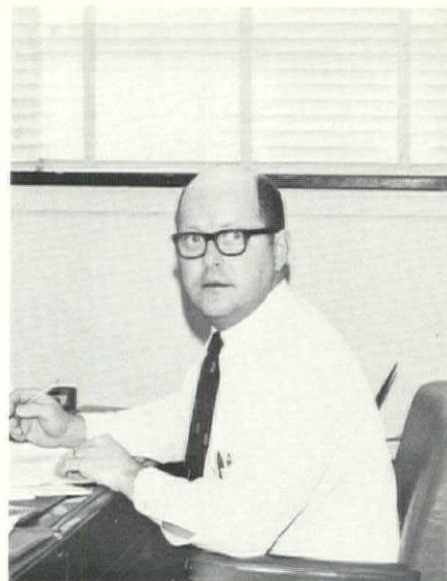
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By

James F. Duckhardt

*Executive Director*

Virginia Branch, AGC

## *What Is There In It For ME?*

EVER ASK YOURSELF THAT question? If not . . . you should! Otherwise, you're just taking membership for granted, which is bad for you — and bad for the association.

The best thing that could happen to any group, ours included, would be for all the members to take time out, every now and then, and ask themselves, "Why am I a dues-paying member?" The thoughts that came to mind would be revealing — some affirmative, perhaps some negative — and both could lead to a better, more effective organization.

One man who asked himself that question came up with these reasons:

1. I owe it to myself and my company to help our industry move forward.
2. It takes strength in numbers and concerted action to accomplish anything worth while.
3. Only through membership in my association can I obtain reports and publications prepared with *my* needs in mind. Everything else put out is general in nature — aimed at a wider audience, and hence diluted.
4. The meetings I go to bring me ideas and information that I could obtain no other way — and which are put to the test of experience before they are passed to me.
5. I have many true friends among the members, people I enjoy being with for friendship's sake as well as for business reasons. My life is richer and more worth living, through belonging.
6. Committee projects and other association activities enable me to contribute — to do my bit for the industry, the economy and the general good.
7. The cost of belonging is small compared with what I get in return — an extremely low rent for the space I occupy in the industry.
8. Even when other problems command my full attention, the officers, directors and headquarters keep working in my interest. In such times, maintaining my membership is a vote of confidence in them — which they deserve, and which I am happy to bestow.

*Hallmark* is usually thought of in connection with greeting cards. The true definition of Hallmark is: 1. "An official mark or stamp indicating a standard of purity used in marking gold and silver articles; 2. Any mark, stamp or special attestation of genuineness, good quality, etc."

For over 3,000 years, people have relied on seals and symbols representing standards of quality. Coins are probably the oldest example; before they appeared, around 1200 B.C., traders had to settle their accounts by weighing out rings or bars of gold and silver, the purity of which was hard to determine. Today the word *Sterling* on an article tells the world that the silver it contains is 925/1000ths pure.

That was the time of the merchant guilds, from which our modern trade associations and professional societies

*(Continued on page 48)*



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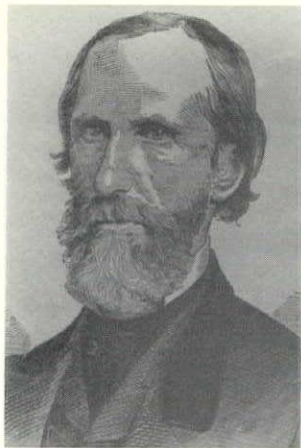
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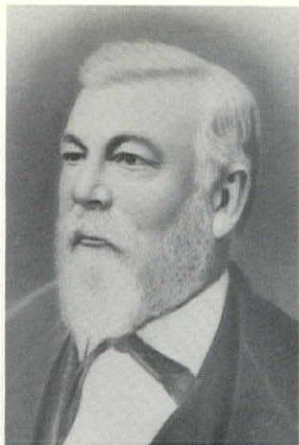
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THOMAS POLLARD  
1877-1881

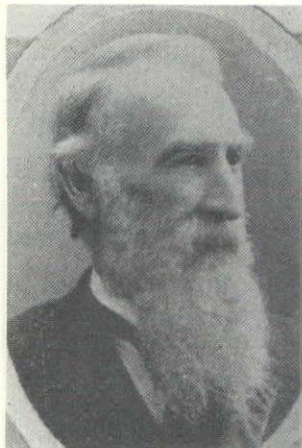


JAMES M. BLANTON  
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1884-1888

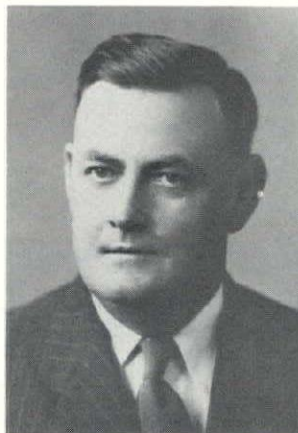
**THE  
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100 YEARS**  
Virginia  
Department of  
Agriculture and  
Commerce



THOMAS WHITEHEAD  
1888-1899



GEORGE W. KOINER  
1899-1939



L.M. WALKER  
1939-1950

There have been just 10 Commissioner's of the Department in its 100 year history. Dr. James Blanton served the shortest term of just two years while George W. Koiner served the longest, forty years. The Department has grown from a fertilizer control bureau with three employees into its present organization of over 600 employees serving in the four divisions of Product and Industry Regulation, Markets, Animal Health and Dairies and Administration. In 1877 agriculture was the largest interest in the state, and today, one hundred years later, it remains the economic backbone of the Commonwealth. Services to the farmer, the marketer, and the consumer are vital to the welfare of the state, and it is to this end that the department is dedicated.



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# THE FIRST 100 YEARS

*By Commissioner S. Mason Carbaugh*

MAN HAS BEEN on earth for some 2 million years. If we could imagine the age of earth from its origin fitting into a 24 hour day, he has been here less than a minute. And only a small fraction of that minute, the last 12,000 years, has he been farming. But in the last 100 years agriculture has advanced further and faster than at any period since our earth was created 4700 million years ago and the Virginia Department of Agriculture and Commerce has been an integral part of that last century.

The 100 years the Department has been in existence go back in time to a period when our grandfathers were young men. When you look at it that way it seems almost like yesterday.

There was a great need for an organization such as the Department in 1877. The country had just celebrated its 100th birthday the year before and the Bicentennial Exposition of 1876 seemed to stir the imagination of all our citizens. The U.S. Patent Office had recorded about 1,000 patents a year up to the 1850s, but by the '70s that had risen to 12,000. The telephone had just come into existence, the electric light was just about to mark another bright chapter in invention. The railroads were beginning to expand out of the south. The C & O has just opened a new direct line from Norfolk to Cincinnati and the Richmond and Danville had through track from Washington D.C. to Mississippi.

People were on the move. The Homestead, Timber and Desert Claim acts and the discovery of gold in the Blacks Hills whetted the appetite of land hungry immigrants seeking a place in the new land of unlimited opportunities.

It is interesting to note that this great influx of immigrants brought about a program to encourage them to settle in the Old Dominion. This program later would become a part of the Department's services and result in a name change to Department of Agriculture and Immigration.

Even in 1877 when the Department was titled Agriculture, Manufacturing and Mining the immigration effort was one of the primary concerns of the first Commissioner Dr. Thomas Pollard. This was one of the reasons behind the Handbook of Virginia he authorized in 1877 and three other such books that were issued in following years. These books make fascinating reading even today. They contain, not only agricultural information but a county by county summary of the state, educational information, the status of

new lands than try to replenish the soil they owned. Many acres of land still bore the scars of Confederate and Federal troop movements which had criss-crossed the states for five years.

Fertilizer was one of those items that could help the soil, but there was concern in the state about the grades of fertilizer that were being offered for sale. These two concerns of farmers, information that could assist the farmer in his production and a regulatory effort that could assure him of approved fertilizer encouraged Dr. Joseph B. Strayer, representing Shenandoah County in the General Assembly, to offer a bill in 1875 that would some 14 months later, March 29, 1877, create the Department of Agriculture, Mining and Manufacturing. The Department was operational that July.

Operational is a modern day term that may seem a little out of place with actuality when you realize that the Department consisted then of the Commissioner, one clerk and later that year a chemist who was hired on a per-analysis of fertilizer sample basis.

There are so many things that we accept today as part of the agricultural scene that in some cases have only been around for our lifetime that it is hard to picture the, in comparison, primitive state of farming in the period before 1900. At that time we were still years away from the tractor even though new types of horse drawn equipment was being advertised and sold to progressive farmers of the period. It's a fascinating experience to look at old copies of the Southern Planter and see the types of equipment for sale: hay rakes, manure spreaders, threshers, ensilage cutters, corn planters and fertilizer drills. There were at the time many newfangled inventions that, using horsepower, would saw wood, husk corn and cut fodder.

Once the tractor moved to the farm in the period of the First World War things began to take a giant step forward in agriculture. The combine came



*S. Mason Carbaugh  
Commissioner, VDAC*

as you would find in all of the annual reports of state agencies as we know them today.

Not only was there a need to attract new people to farming in 1877, but there was great concern among farmers working the land in the state. Most of Virginia's farmland had been worked continuously for over 250 years. It had been used and reused. For many Virginians it was easier to move west to





*Photo courtesy Valentine Museum*

*The first offices of the Virginia Department of Agriculture Manufacturing and Mining were located in the State Capitol. In 1878 they moved to a one room office at 906 Capitol Street. In 1881 they moved to 908 Capitol in a one-story building at the right of the picture, that went all the way through to Broad Street. The above picture, taken from the top of the State Capitol about 1895, shows St. Paul's on the left, and St. Claire Hotel is just across the street on the corner of 9th and Grace. It was here that Dr. James Monroe Blanton of Cumberland County, the second Commissioner lived while in Richmond.*

along in 1911. Another new invention that was tested in the war led to aerial crop dusting, first tried in 1921. The diesel powered tractor appeared in 1930, the combination peanut harvester and sheller in 1941. The first hog cholera vaccine wasn't in use until 1945. The mechanical lift machine for harvesting fruit came along in 1955. Soybean protein was marketed by the U.S. for the first time in 1960. The green revolution was in 1968. In 1972 we sent aloft our first earth resources technology satellite. In 1974 we started using radio waves for weed control.

There are many more technological examples that show how fast we are moving today in our efforts to make a more efficient agriculture. Agriculture is no longer a matter of growing crops and livestock for the local market. Today the market is the world and Virginia with its diversified approach to agriculture production plays an increasingly important part in that picture.

The century of progress that has marked the Department's history has been full of twists and turns as we have made every effort to keep abreast of this

dynamic, ever increasing productivity from our farms. In 1877 agriculture was the leading interest in the state, and today, one hundred years later, it remains the economic backbone of the Commonwealth.

This past year was the second year that gross income to the farmer has exceeded one billion dollars. Estimates indicated that each \$1 of agriculture cash receipts contributes \$6 to \$7 dollars to the State's economy; therefore agriculture's overall contribution to Virginia's Gross State Product is now ranging from \$6 to \$7



billion dollars annually and still growing. Studies show that one Virginia farm on the average creates enough sales and purchasing power to support approximately three off-farm employment positions.

What an exciting 100 years it has been.

During this period the department has grown to meet the needs of not only the farm segment of our community but offers support and help to all segments of the economy. Today, VDAC administers over 65 laws — and various accompanying regulations — that serve and protect Virginians, from the farmer to the urban consumer. From one small office in the State Capitol, we have grown to meet those needs with employees and regional offices strategically located around the state to more efficiently carry out our duties and responsibilities.

Let me cite a few examples of the Department's work, not only from the aspect of duties assigned but some of the innovative approaches that have been developed. The creation of Tel-auction by Division of Markets personnel is a good example. Here we have made use of one of the inventions that in 1877 was just a device for simple communication. Now we can sell animals, sight unseen by the buyer, to all parts of the country. Part of this program has been the development of a high standard of grading that assures the buyer of a quality marketable product. This is an idea that has spread all across the country.

Our International Trade Section that goes back only to 1966 is another example. An example not only of

progress in Agriculture, but of the type of support agriculture has received from the legislators of Virginia, and the benefits that accrue to all citizens. The General Assembly established the position of Export Director when they recognized the export potential and possibilities for further development of this marketing potential. Virginia was the first state to have a regular agricultural representative full-time overseas. Cooperating with the City of Richmond and USDA the International Trade Section was instrumental in building a livestock leading facility at Richmond Deepwater Terminal that remains as the only approved such facility on the East coast.

Today Virginia is not only a leader in this field but has been instrumental in creating other regional organizations representing other states that has been helpful to all of agriculture. We have helped form the Atlantic International Marketing Association (AIM) representing six states in the mid-Atlantic area. The formation of the Southern United States Agricultural group includes states from Virginia south to Florida and West to Texas. We have made these advances by creating a "full service" concept which requires the knowledge and know-how to find answers for every possible export tieup.

We have taken tremendous strides forward in the control of animal disease, so that today we find ourselves hog-cholera and bovine brucellosis free. Regional laboratories help in this effort by offering a closeby facility for those farmers with disease problems and the base of a strategic animal disease monitoring program.

The department which had as its first assignment the analysis of fertilizer still finds that as one of its responsibilities, but now many other commodities have been added to the list. Motor fuels, food, seed, sod, pesticides, paints, hazardous substances, feed, animal remedies, dairy products and meat are all checked on a regular basis. Many of these items must also receive a laboratory check in addition to on-site approval. In addition the grading services of the Department are at work checking grain, eggs, livestock, apples, peanuts and vegetables of all types.

We have programs for plant pest control, pesticide applicators, bee keepers, bird control and nursery inspection.

In recent years funds have been available to help create the Virginia Agribusiness Management Association, Inc., a farmer operated computerized farm accounting service. Financial assistance is offered to farm youth seeking education beyond high school. Support has been given the Build Our American Communities program of the Future Farmers of America as an aid in developing community improvement projects.

The assignments and work of the Virginia Department of Agriculture and Commerce have grown to meet the needs of our times. Now the many laws that we administer serve both the farmer and all consumers.

This year of 1977 marks 100 years of service and a time when we can look back with pride at the part we have had in working in this ever-developing agribusiness segment of our economy and service to consumers. It has been 100 years of developing the expertise to cope with the problems of the future; 100 years of service by dedicated personnel carrying out assignments given to the Department.

We look to the future with anticipation. We know with the same cooperative spirit that has been found in segments of the agribusiness community and consumer interest in the past, we can meet the challenges yet to come and continue to create a better climate for Virginia agricultural growth and serving the consumer, which in turn will improve the quality of life.

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SINCE THE FIRST settler stepped ashore at Jamestown the story of agriculture has played an important part in the history of Virginia and our nation. Today it is not a simple matter of growing food for a hungry populace. The growing of that food has become a more complex procedure as the population grows, fewer people stay in the business of farming and our growing population and the demand for food bring about various environmental problems that have to do with the use and tending of the soil and the world around us.

For many years the problems that have arisen have been taken care of as

adjustments in the organization and services provided the industry of agriculture, to others in commerce, and to consumers. Department services are becoming increasingly interdisciplinary in efforts to promote the industry of agriculture, conserve resources, improve the environment, and meet the needs of the general public. For the future, the welfare of the Commonwealth is expected to become increasingly dependent upon further growth and efficiency in the production, assembly, processing and distribution of renewable resources such as food, fiber and forest products. Further adjustment in the department's services

## PLANNING FOR THE FUTURE



By

*Dr. Berkwood Farmer, Director of Planning and Development, VDAC*

they occurred but as our problems become larger and affect more and more people of our state and nation it is necessary to plan ahead and try to develop answers before the problems grow out of hand.

It is with these thoughts in mind that the board of agriculture and commerce and the Department continue to make

will be necessary to catalyze and guide the development of these vital industries.

Commissioner S. Mason Carbaugh established a planning and development unit within the Virginia Department of Agriculture and Commerce in February 1975 to provide additional long-run planning depth to

the entire department and to assist the agribusiness community in their planning processes and program developments. The unit is composed of the staff resources that include: economic analysis and program development, agricultural finance and credit; agricultural opportunities development; rural resource services; and environmental management planning.

The nature of planning and development activities requires a coordinated approach of all resources in the unit and in many situations the activities are in support of and in cooperation with other departmental divisions, state and federal agencies, private organizations and individual citizens.

The National Science Foundation approved a \$118,000 grant to the department in mid-1976 for a two year study of rural areas of Virginia. This study is specifically designed to uncover some of the decision making and management problems and frustrations face by officials in towns of less than 5,000 and counties of less than 15,000, and how problems uncovered might be alleviated. Officials of these localities are required to make decisions which involve large expenditures and which involve quality and costs of services not



*Six states were represented at a review of procedures in conducting a survey in a project developed by Planning and Development studying the decision making and management problems in rural communities. Among those present were (from left to right): Top row - Edward H. Hansen, Project Director; John B. Moore, Maryland; Dr. Billy L. Coffindaffer, West Virginia; Dr. W.E. Skelton, Dean, Extension Division; Dr. James A. Christenson, Kentucky; Mike Rakouskas, North Carolina; R.A. Goodling, State Director FHA; Irl W. Smith, Associate Project Director; Bottom row - S. Mason Carbaugh, Commissioner of VDAC; Hon. Earl J. Shiflet, Secretary of Commerce and Resources; Dr. William Bishop, Tennessee.*



only for the immediate period, but far into the future. Officials in these communities are not only faced with increasing demands for improved and new services from local citizens but, because of the rash of national and state laws enacted in recent years, such officials must react to new requirements placed on them by Federal and state agencies. This is particularly true on matters relating to the environment, human and natural resources, education, and in planning for the future.

The project which is entitled "Capacity Building Needs of Rural Areas in Virginia," was started August 15, 1976. Dr. Berkwood Farmer, chief economist and director of planning and

development of VDAC, was designated project investigator, Mr. Edward Hanson formerly Deputy Assistant to the Secretary of the U.S. Dept. of Agriculture with special background in the field of inter-governmental affairs was named Project Director. Mr. Irl W. Smith who has had broad experience at the state, national and international level was selected to be Associate Director. All three have agricultural backgrounds and grew up in rural areas.

In the early stages of the project, considerable time was spent in meeting with personnel in Federal, state and regional agencies, universities, the Extension Service and associations of elected officials, all of whom work with local governments and are now providing various kinds of assistance. The purpose of these meetings was to determine the type and amount of programs and services that impact on rural communities and to determine the amount of duplications.

Problems faced by local officials can vary depending on trends taking place in their communities to be studied therefore, steps were taken to include those which are (1) experiencing growth because of economic development; (2) experiencing growth for reasons other than economic development — such as becoming bedroom communities for persons who work in larger municipal centers or a community where an increasing number of retired persons are moving; (3) areas where population has tended to remain relatively stable in recent years and (4) areas which are losing population.

The survey portion of the project is now underway. In this phase, Mr. Hansen and Mr. Smith will personally

interview all elected and appointed officials in the selected communities which are geographically distributed over the state and which reflect the trends described above. Officials will be asked for their views as to areas of decision making and program implementation in which they feel they (1) can handle themselves with available local resources, (2) can handle themselves with help which is currently readily available from other governmental agencies, universities, extension service, associations of officials, or other sources, (3) rely primarily on private firms and (4) need more help than is currently available to them. The survey will also include personal interviews with community leaders who represent various interest and socio-economic groups to obtain their viewpoints on matters relating to governmental services at all levels.

The survey is scheduled to take place in the towns of South Hill, Glade Spring, Chatham and Woodstock and the counties of Lancaster, Powhatan, Sussex and Buckingham. Prior to making these selections, personal visits were made to officials in each community to obtain a commitment of support to the project. Since the purpose of the project is to obtain the "grass roots" viewpoint of the citizens and officials, a willingness on their part to cooperate is crucial to its effectiveness.

After the survey phase of the project is completed, project leaders will discuss findings with local officials in the areas studied, Federal, state and regional officials, legislators, universities and extension leaders, and associations made up of local officials to determine how management and related types of assistance found to be needed can be provided in a most cost-effective, timely and useable form.

The State Board of Agriculture and Commerce is responsible for overseeing the overall project. Also, since the findings of the project are expected to be transferrable to other rural communities throughout the country, an interstate advisory committee has been established to provide advice and assistance. This committee consists of two members of the Virginia Rural Areas Advisory Committee to the

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Secretary of Commerce and Resources and top officials appointed by the Governors of Maryland, West Virginia, Kentucky, Tennessee and North Carolina. This committee was formed at the request of Governor Mills E. Godwin, Jr. and met in Richmond on January 20-21. The committee carefully reviewed procedures established for conducting the survey, methodologies used in selecting communities, citizen leaders and officials, and questions contained in the survey forms. Prior to this meeting, the survey forms and sampling procedures were reviewed and validated by faculty members in the Rural Sociology Department, George Mason University. The next meeting of the committee will be held in October 1977 after the field surveys are completed.

This is the only study of this nature in the U.S. It addresses a most serious problem and Virginia has a number of rural communities that are experiencing various kinds of changes that directly impact on local government operations. The enthusiasm and cooperative attitude expressed by officials in the selected communities toward the project provides us assurance that the study will truly provide "grass roots" concerns. A great deal of interest has also been expressed by agencies and groups working with the local communities.

This study will give Virginia the potential of taking the leadership role in demonstrating how a state can serve as a catalyst to integrate research and technological resources into the governing activities of local communities and to improve the effectiveness of area wide levels of government. It is anticipated that the result of this study can be used in other rural areas throughout Virginia and the country.

In addition to carrying out this program, significant activities in planning and development include:

- developing a philosophy and guidelines for preserving productive agricultural lands in Virginia. Pilot studies were initiated with other state agencies and rural leaders to develop information, data and planning tools directed to specific land use needs in certain areas of the state. Planning and development personnel have also served

as cooperating participants in a series of seminars on land-use policy development sponsored by the Department of Agricultural Economics at Virginia Tech. These seminars, held in various areas of the state, covered a broad variety of land-use issues.

- leadership was provided in the development of land application recommendations that pertain to sewerage sludge and waste water. Guidelines for application rates for specific crops were recommended. The development of a monitoring system is currently underway.

- developed a process to determine program benefits in relation to costs and cost-effectiveness of major departmental programs. A pilot project is currently underway with the Office of Consumer Affairs.

- provided assistance to leaders in the beef cattle industry on the

development of a large calve cattle finishing, slaughtering and merchandising operation in Eastern Virginia.


- evaluated various Federal Environmental Protection Agency and Occupation, Safety and Health Administration rules and regulations as to their effects on farming and agribusiness.

- coordinated the environmental impact statement review process for VDAC.

This is only a partial listing of the many areas that are of concern to agriculture and all communities in Virginia. The Department, through its planning and development unit is continuing its efforts to strengthen the role of agriculture in the state's economy and at the same time build a strong overall financial base for all of Virginia.

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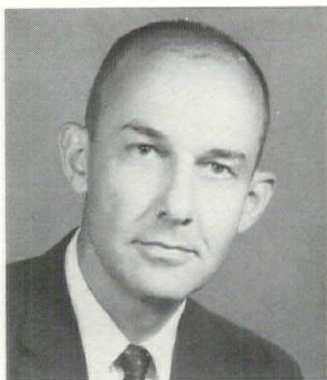
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# CITIZENS AGRICULTURAL CENTENNIAL COMMITTEE COORDINATES VDAC's 100th ANNIVERSARY CELEBRATION



*Charles W. Wampler, Jr., who served as president of the Board of Agriculture and Commerce from 1963 to 1969.*

*By Horace R. Hanshaw, Information Officer  
Virginia Department of Agriculture and Commerce*



1877 -- 1977

Commemorating

100

Years of

Service

to Virginia



*Millard B. Rice, Jr., who served as president from 1971 to 1973.*

ON MARCH 29, 1977, the Virginia Department of Agriculture and Commerce officially became 100 years old, as it was on that date in 1877 that the act creating the Department passed the General Assembly and was approved by the Governor.

Mindful that the date of the Department's 100th anniversary was fast approaching — and, even more mindful that an event of this magnitude must not pass without appropriate recognition — a group of interested and involved citizens decided to do something about it.

## FORMATION OF THE COMMITTEE

On November 23, 1976, over 100 men and women interested in Virginia and its industry of agriculture, met in Richmond to explore ways to help VDAC in celebrating its centennial.

This broad-based group of citizens — representing the many facets of agriculture, education, consumer groups, women's organizations, news media, and businesses closely allied with agriculture — met to form the Citizens Agricultural Centennial Committee.

The Committee met through the call of Charles W. Wampler, Jr., of Harrisonburg and Millard B. Rice, Jr., of Phenix. They were chosen as Co-Chairmen of CACC. Both Wampler and Rice are past-presidents of the State Board of Agriculture. Roie M. Godsey of Charlottesville was chosen Secretary-Treasurer.

Committee members were told that the centennial of VDAC offered a dual opportunity to not only stress the importance of agriculture as the oldest and most basic of industries in Virginia and the Nation, but to better communicate to the public the various service programs of the Department.

Thus, the Citizens Agricultural Centennial Committee organized so that it could effectively coordinate significant events during 1977 in order to recognize VDAC's 100th anniversary and to seek ways to tie-in promotion of Virginia's industry of agriculture with the observance.

## ADVISORY SUB-COMMITTEES APPOINTED

At this initial meeting, sub-committees were appointed to work in specific areas such as finance, centennial dinner, youth activities, publicity, coordinating, and agriculture week. The Committee agreed to seek funds from private sources to finance the various activities planned for the centennial observance, and this endeavor will be coordinated by the Finance Sub-Committee.

At this writing, many events planned by the Sub-Committees are underway, others are being planned, and at least one is completed. The following is a run-down of centennial events, by Sub-Committee:

### Centennial Dinner Sub-Committee

*Madge M. Bush, Chairman*

*David E. Laird, Jr., Vice Chairman*

The Centennial Dinner celebration was held on April 27, 1977, at the Hyatt House in Richmond. Tickets were sold on a first come, first served basis. This was the official kick-off for the Department's 100th birthday observance, and was a smashing success.

Governor Godwin was the featured speaker, and former Governors and former Commissioners of Agriculture were also in attendance.

In addition to the dinner, the speakers, and entertainment, this Sub-Committee also prepared a beautiful and informative souvenir program that each person attending the dinner could keep as an historical memento of the occasion.

### Youth Sub-Committee

*Ann E. Thompson, Chairman*

*W. Thomas Johnson, Vice Chairman*

This Sub-Committee arranged for representatives of Virginia youth groups to provide the entertainment at the Department's Centennial Dinner.

A main endeavor planned during the year is a poster contest to be conducted in Virginia schools, offering cash prizes. It is hoped that the contest can be concluded in time



for prizes to be awarded in the fall at the State Fair of Virginia.

Sub-Committee is also urging Virginia youth organizations — FFA, 4-H, FHA, Young Farmer and Homemaker Associations and others — to give recognition to VDAC's Centennial at their meetings and in their publications.

**Publicity Sub-Committee**

*Walter C. Ayers, Chairman*

*Robert N. Hoskins, Vice Chairman*

The Publicity Sub-Committee is urging commodity groups and agribusiness firms to call attention to the Department's Centennial celebration through their publications and in their advertising. Sub-Committee members have contacted national farm publications and asked that they feature articles on the Department's Centennial.

An information/press kit was prepared offering information and history on VDAC and background on the Citizens Agricultural Centennial Committee and its goals. Kit also contained camera-ready copies of Department's Centennial logo and slogan.

This Sub-Committee plans radio and/or TV spot announcements during the year, if possible, using the Governor and other state and civic leaders to help salute the Department's Centennial and the industry of agriculture.

**Coordinating Sub-Committee**

*Charles C. Jones, Chairman*

*C. Purcell McCue, Jr., Vice Chairman*

By letter and personal visits, members of the Coordinating Sub-Committee are contacting industry of agriculture

organizations in the state and explaining the purpose and goals of the Citizens Agricultural Centennial Committee. Members have been distributing copies of the information/press kit to these organizations and requesting that they recognize the Department's Centennial year at their annual meetings and through their publications.

This Sub-Committee will also encourage a continuing effort be made to inform all segments of our society of the vital role agriculture occupies in our economy.

**Agriculture Week Sub-Committee**

*John L. Miller, Chairman*

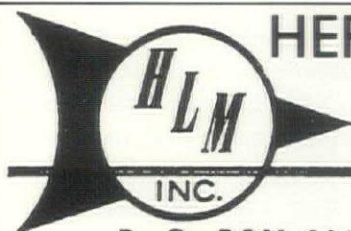
*Geraldine L. Cox, Vice Chairman*

The role of this Sub-Committee is to coordinate the observance of the second annual "Virginia Agriculture Week" and tie-in VDAC's Centennial celebration.

Governor Godwin will be asked to designate November 13-19, 1977, as Agriculture Week, since these dates will almost coincide with those of the Kiwanis' annual Farm-City Week (Nov. 14-20, 1977).

Some of the plans the Agriculture Week Sub-Committee has are: Exhibits at local fairs and the State Fair; a speakers bureau; radio or TV announcements; and pressure sensitive stickers to go on containers of perishable foods such as bread, milk, and eggs.

This has been — and still is — a busy year for the Citizens Agricultural Centennial Committee, and an exciting and momentous anniversary for the Virginia Department of Agriculture and Commerce.



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# Fertilizer Inspection . . . The First Consumer Service

By  
*Maribeth Brewster*  
*Information Technician, VDAC*

WHEN THE JAMESTOWN settlers established the first permanent colony in the new world, land was abundant. Nature had supplied them with vast untilled and seemingly fertile lands. They however, had to supply the labor, materials and determination to develop the land to its maximum growth potential. Early history and legend say the Indians taught the Jamestown colonists how to use decayed fish under each hill of corn as a means of insuring the seed would sprout. We have today, more sophisticated fertilizers that guarantee optimum results.

When the Virginia Department of Agriculture and Commerce was established in 1877, its name was the Virginia Department of Agriculture, Mining and Manufacturing. Along with its original name, there came also its first responsibility, the analyzing of samples of all fertilizers sold in Virginia. The Nation had recovered from the Revolutionary War earlier, and was trying to plow under the wounds the Civil War inflicted on all settled land. Times were changing, and changing fast. The country was shoring up its fallen industries and the necessity of food for all and a balance of trade between the reunited northern and southern states was uppermost in the minds of states' leaders. It was only natural that Virginia's Department of Agriculture, Mining and Manufacturing would begin setting standards for fertilizers; the country needed food if it was to progress, and 100 and one years after the Nation's declaration of independence, progress was the goal.

The establishing law of March 29, 1877 directs the duly appointed Commissioner of Agriculture to analyze "the soils and minerals of this state and

guanos and fertilizers as he may deem of importance." This provision also directed all fertilizer manufacturers planning to sell fertilizer in the Commonwealth to submit "a fair sample of every brand" for analysis.

For a newly formed state agency with limited funds this posed a large problem. With no chemical apparatus, how was the agency to fulfill its reason for existence? In the early years it was necessary to send the fertilizer samples to outside sources for analysis with a cost of \$25.00 per sample. Under this arrangement, the department could



*These numbers, required by law to appear on all fertilizer products, state that the fertilizer contains 5% nitrogen — 10% phosphoric acid — 10% potash. This grade of fertilizer is the number one seller in Virginia. Because of its popularity, 6,731 tons of 5-10-10 fertilizer were sampled last year.*



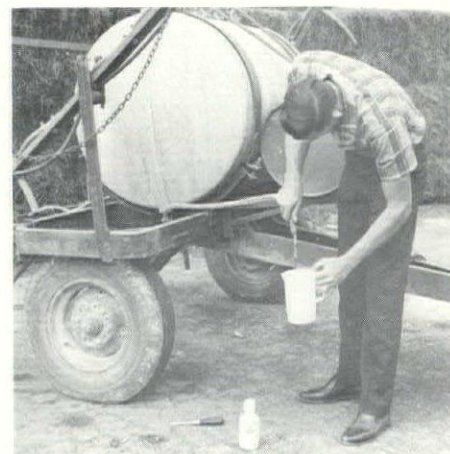
*By inserting a sampling trier into a sealed bag of fertilizer, an inspector can withdraw a sufficient amount for analysis. The inspector will not sample each bag of fertilizer for sale, however, he will take a random sampling of each different type of fertilizer.*

only afford to analyze a maximum of 54 individual brands. By the year 1881 a laboratory was established and the department's chemist conducted 250 analyses. In the fiscal year 1975-76, the number of individual samples analyzed amounted to 3,766. Up until July of 1972, the department had within its structure a Division of Technical Services. It was in this division that the different sections had the equipment and personnel to engage in the required analysis disciplines. As of July 1972, the separate and autonomous Division of Consolidated Laboratories was established. It was, and remains so today, a central laboratory that handles all forms of testing and analyses for any state agency needing its service.

Although fertilizer sampling was the first service offered by the department, it certainly was not the last. Out of the fertilizer section grew the food, paint and motor fuels, feed, and pesticide labs; each of which expanded and became an independent unit.

The primary purpose of analysis in the fertilizer laboratory is to see that each fertilizer contains the guaranteed percent of plant food stated on the label. Although many fertilizer manufacturers claim their own "trade secrets," it still must have a certain ratio of plant foods within the product.

Penn Zentmeyer, supervisor of the department's fertilizer, agricultural lime and motor fuel section explained, "While the Fertilizer Law is one of the oldest administered by the department, it has been changed many times to keep



*Since this fertilizer takes the form of a liquid, the inspector demonstrates another method of obtaining a sample for laboratory analysis.*



## SUPERVISORS OF THE FERTILIZER SECTION

W.P. Zentmeyer	1974-
E.H. Isbell	1965-1974
M.B. Rowe, III	1950-1965
T.F. Hoffman	1917-1950
J.W. Williams	1910-1917
S.C. Stratton	1902-1910
T.J. Stratton	1900-1902
D.S. Garland	1891-1900

fertilizer analysis done by  
state chemist 1881-1891

due to lack of chemical apparatus,  
fertilizer analysis performed by  
outside sources 1877-1881

it up to date with the largest industry producing heavy chemicals in the world today." A century ago, fertilizer mixtures consisted largely of byproduct materials such as tankage, blood, bones, cotton seed meal and other trade wastes with Super Phosphate and

Potash salts added. Present day fertilizer mixtures are made largely from chemicals. Previously, these chemicals were gathered from many parts of the world, but at present all necessary fertilizer materials are produced in the United States.

However, because of the economic conditions some materials such as Potash are still imported from Canada, Chile and other countries.

The purpose of the Fertilizer Law is to serve the consumer by regulating the sale and disposition of all fertilizers sold in the state. The law basically assures the consumer that the material actually contains the percentage of plant food guaranteed on the product label. Commercial fertilizers today are largely prescription formulations based on soil analyses and agronomic recommendations adapted to a specific crop and soil type. Labels are still reviewed for compliance with the law and for misleading claims, particularly on specialty fertilizers.

Even though 100 years have passed, the need for fertilizer inspection remains a vital one. The Virginia Department of Agriculture and Commerce points with pride to the fact that fertilizer inspection was its very first of many consumer services offered to the citizens of Virginia.



This picture, circa 1924, shows two VDAC employees analyzing fertilizer samples for the level of phosphoric acid present.

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## NEXT MONTH IN THE OLD DOMINION

(Information Courtesy of the Virginia State Chamber of Commerce)

### May

#### 19th ANNUAL SALTWATER FISHING TOURNAMENT

1.-Nov. 30. **Virginia Beach.** (804) 525-3360.

#### BUSCH GARDENS

April 2.-May 15.  
Saturdays & Sundays  
9:30 a.m.-6 p.m.

**Williamsburg, VA.** May 21 thru June 10-9:30 a.m.-6 P.M.; June 11 thru August 28-9:30 a.m.-10 p.m.; August 29 through September 2-9:30 a.m.-6 p.m.; September 3 and 4-9:30 a.m.-10 p.m.; September 5 and 6-9:30 a.m.-6 p.m. September 6-October 30

All September—Open every day except Wednesdays and Thursdays. Open weekends in October (Saturday and Sunday)—9:30 a.m.—6 p.m.

#### SEAFOOD FESTIVAL

4. **Tom's Cove Park, Chincoteague.** Fresh local seafood cooked on the site. Clams, Oysters, Fish, Scallops, etc., Sweet Potatoes, Cole Slaw, Beverage, Bread, ALL YOU CAN EAT. Admission By Ticket Only. \$10 From 1:00-4:00. Contact Anita Conquest, Ex. Vice Pres. Box 147, Accomac, VA 23301. (804) 787-2460.

#### OUTDOOR ART SHOW

5. **Gypsy Hill Park.** Outdoor art show conducted annually includes paintings and sculpture by children through adults. Contact Mrs. Sarah E. Nutt, President, 324 E. Beverly Street, Staunton, VA 24401. (703) 886-0140.

#### SUBURBAN GARDEN AND HOUSE TOUR

6.-7. **Alexandria.** Alexandria Council of Garden Club, sponsor. (703) 549-0205.

#### COUNTRY MUSIC DAYS

6.-7. **Steele Creek Park.** To bring the people of the area closer to country music. The first country music recording was made in Bristol, Tennessee on State Street. Bands from the surrounding area participate in this event. Contact Mr. Gene Malcolm, Chairman.

#### KESWICK HORSE SHOW

6.-8. **Keswick Hunt Club, Keswick, VA.** Admission charged—open to public. Contact Mr. or Mrs. John J. Carle, Box 232, Keswick, VA 22947. (804) 293-2617.

#### VIRGINIA GOLD CUP

7. **Warrenton, VA.** Thousands from around the nation gather to watch their favorite thoroughbred on the flat and over brush hurdles and timber. The main feature of the six events is Virginia Gold. Contact Col. George T. Walker, Executive Secretary, 31 Culpeper Street, Warrenton, VA 22186. (703) 347-2612.

#### 10th ANNUAL REENACTMENT OF THE BATTLE OF NEW MARKET

8. **New Market Battlefield Park.** Four-hundred mock soldiers, dressed in the uniforms of the North and South reenact the charge that brought fame to the 247 members of the Virginia Military Institute Corps of cadets in the 1864 battle. Contact Mr. James J. Geary, Director, P. O. Box 1864, New Market, VA 22844. (703) 740-3101.

#### 10th ANNUAL MID-ATLANTIC BAND FESTIVAL

13.-14. **Herndon High School.** Both Junior High School and Senior High School Marching and Concert Competition. Competing bands from Eastern Seaboard and Southern States compete for trophies in three classes based on the schools student enrollment. Contact Mr. Stanley J. Scalsky, President, P. O. Box 366, Herndon, VA 22070. (703) 437-1615.

#### MARKET SQUARE FAIR

14. **Historic Market Square in downtown Fredericksburg.** Arts, crafts, demonstrations and sales, food and beverages, entertainment, children's games. No admission charge. Contact Mr. Ronald E. Shibley, Executive Director, P. O. Box 162, Fredericksburg, VA 22401. (703) 371-4504.

#### MORVEN PARK HORSE TRAILS

14.-15. **Morven Park, Leesburg.** One or two day combined training event. Contact Major John Lynch, Director, Rt. 2, Box 8, Leesburg, VA 22075. (703) 777-2890.

#### JAMESTOWN DAY

15. **Jamestown Island.** Day-long events honoring arrival of first permanent

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English settlers of America, at Jamestown in 1607. Contact Mr. Sherwin Helms, Administrator, Jamestown, VA (804) 229-2771.

#### DEDICATION/OLD STONE WAREHOUSE

15. **Colonial Warehouse, circa 1727, in historic district, 923 Sophia Street.** Formal opening for renovated 18th Century tobacco warehouse, oldest building in Fredericksburg. New displays on the history of tobacco and salt-herring trade in Fredericksburg. Contact Mr. Ronald E. Shibley, Executive Director, P. O. Box 162, Fredericksburg, VA 22401. (703) 371-4504.

#### PRELUDE TO INDEPENDENCE

- 15.-July 4. **Colonial Williamsburg.** The period of May 15-July 4 commemorates the similar period in 1776 when significant legislative activity in Williamsburg laid the groundwork for the Declaration of Independence and establishment of many of America's democratic principles. Contact Hugh DeSamper, Director, Press Bureau, CWF, Drawer C, Williamsburg, VA 23185. (804) 229-1000.

#### SOUND AND LIGHT PROGRAM

- 27.-Sept. 5. **Mount Vernon.** An outdoor electronic drama with colored lights and multiple channel sound recreates events of the American Revolution. Mt. Vernon Plantation. Daily, weather permitting. 9-10 p.m. \$1.50 (over 6 years old). (703) 780-2000.

#### KINGS DOMINION GRAND OPENING

28. **I-95 22 miles north of Richmond.** Kings Dominion is open daily from 10:00 a.m. to 10:00 p.m. Memorial Day to Labor Day. Open 10:00 a.m. to 8:00 p.m. weekends in April, May, September and October. Contact Thomas J. Veazey, Mgr. of Promotions, P. O. Box 166, Doswell, VA 23047. (804) 876-3371.

#### 7th NATIONAL SEAWALL ART SHOW

- 28.-30. **Portsmouth Seawall # One High Street.** The sale and display of art work from the top artists on the East Coast. Cash awards totaling over \$2,500.00 will be presented to the top artists. Contact Windy Harder, Supervisor, Ports, Parks and Recreation Dept. # One High Street, Portsmouth, VA 23704. (804) 393-8481.

#### 31st ANNUAL VIRGINIA FOXHOUND SHOW

29. **Oatlands, near Leesburg.** English, American and Cross-Bred Hounds from recognized pack are shown in rings on lawn near Oatlands House. 10 a.m.-5 p.m. No admission charge to show; regular admission prices to Oatlands House and Garden. Contact Miriam Rabb, Oatlands Administrator, (703) 777-3174. Virginia Foxhound Club address is P. O. Box 669, Annapolis, MD 21404. Mr. James O. Pease, Secretary-Treasurer.

#### ANNUAL MEMORIAL DAY PARADE

30. **Falls Church.** Parade—Fire Departments—civic organizations—schools—bands—large number of prizes and awards for floats, costumes, marching bands, etc. Contact Lyle S. Murphy, Parade Chairman, 555 N. Washington Street, Falls Church, VA 22046. (703) 532-2672.

#### MEMORIAL DAY CEREMONY

30. **Fredericksburg National Cemetery.** Memorial Day Ceremony—Service band & speaker—10:30 a.m. National Park Service Visitor Center—National Cemetery, 1013 Lafayette Blvd. Free Admission. Contact Mr. Dixon B. Free-land, Superintendent, National Park Service Visitor Center, 1013 Lafayette Blvd., Fredericksburg, VA 22401. (703) 373-4461.

#### TRINITY CHURCH ANNUAL STABLE TOUR

30. **Upperville.** Tour of the great racing stables, cocktail reception at Inter Horse. Sponsored by Trinity Church, Rev. F. B. Rhien, Box 127, Upperville, VA 22176. (703) 592-3333.

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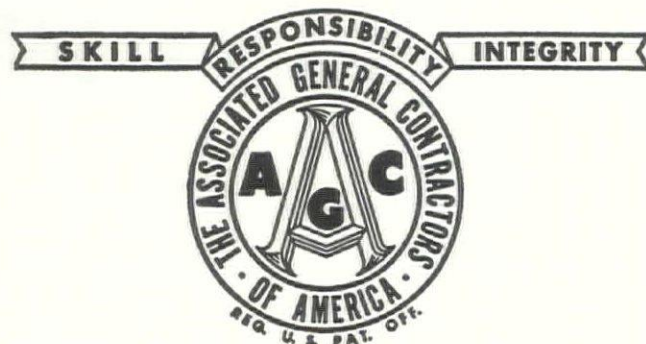
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# VIRGINIA A.G.C. REVIEW

OFFICIAL SECTION VIRGINIA BRANCH A.G.C.



## 1977 OFFICERS AND DIRECTORS VIRGINIA BRANCH, ASSOCIATED GENERAL CONTRACTORS OF AMERICA, INC.

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# VIRGINIA BRANCH, AGC ANNUAL CONVENTION

January 23-25, 1977

The Homestead, Hot Springs, Va.

Let Us Pray

Heavenly Father,

We thank You for this time we are together, as builders of what we hope is a better Association, that will be an even better instrument with which and through which we can build a better community, state and nation.

We thank You for the guidance and strength You have given our leaders this past year. They have demonstrated their ability to lead by carrying us to new heights and we realize it could not have been done except that it was Your will.

We thank You for our newly elected officers who will give of themselves and their families to continue the work of those preceding them. Guide and strengthen them to do those things You would have them do.

We thank You for old friends and new found friends and the joy given to us by just being a part of Your family. May this joy be carried with us when we are apart and be strengthened and nurtured until we meet once again.

Make all of us better servants of Yours as we gather here to break bread together. We ask that You bless this food to our bodies and us to Your service.

We ask this in the Name of all that is Holy

Amen

## JOHN E. POINDEXTER TO HEAD THE VIRGINIA BRANCH AGC

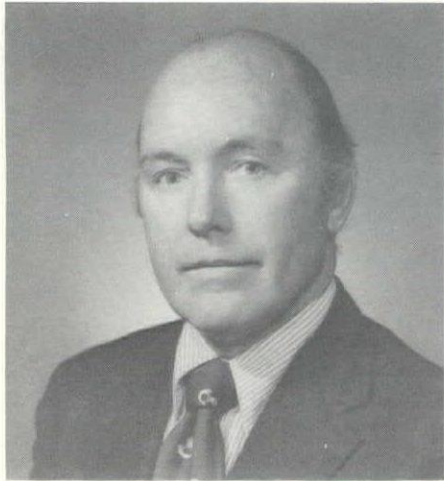


At the Annual Convention of the Virginia Branch, AGC, held January 23-25, 1977 at The Homestead, Hot Springs, Virginia, Mr. John E. Poindexter was elected as President. Mr. Poindexter serves as Vice President of Basic Construction Company, Newport News.

Other officers elected were: Harry G. Lee, Kjellstrom & Lee, Inc., Richmond, First Vice President; F. Warren Martin, Edward van Laer, Inc., Charlottesville, Second Vice President; and C.T. Lambert, R.D. Lambert & Sons, Inc., Chesapeake, Secretary-Treasurer.

In addition to the officers above,





Randolph F. Patterson was elected to the position of Chairman, Associate Division, Virginia Branch, AGC. Mr. Patterson is in his third year on the Board of Directors of the Virginia Branch and is also serving as a member of the Board of Directors, Norfolk Builders Exchange. He is the Bond Manager for Brown-Arris-Langhorne and has been with the firm and its predecessors organizations since 1968.



NEW OFFICERS: (L-R) C.T. Lambert, R.D. Lambert & Sons, Inc., Secretary-Treasurer; John E. Poindexter, Basic Construction Co., President; Harry G. Lee, Kjellstrom and Lee, Inc., 1st Vice President; and F. Warren Martin, Edward van Laer, Inc., 2nd Vice President.

several Directors were elected: Q.M. Tomlinson, Q.M. Tomlinson, Inc., Roanoke, was elected to his first term representing the Roanoke District; C.T. Lambert, R.D. Lambert & Sons, Inc. Chesapeake, and Ned Brown, John W. Daniel & Company, Inc., Danville, were elected to serve their second term. Mr. Lester L. Hudgins, Hudgins Construction Company, Newport News, was appointed to serve on the Board representing the Peninsula District for

the one year term of President Poindexter.

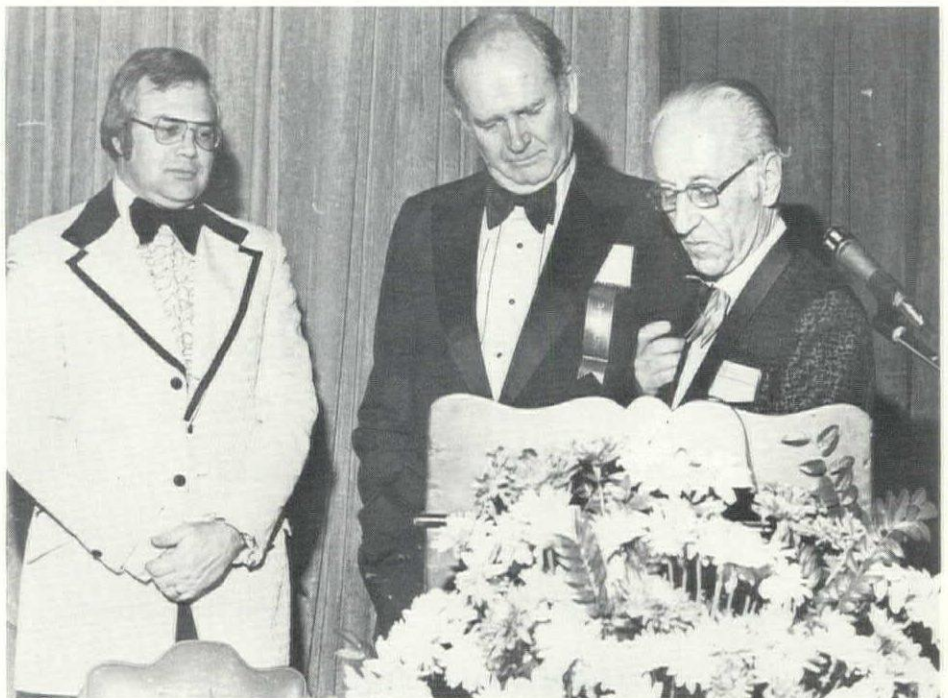
The Associate Division elected Mr. Randolph F. Patterson, Brown-Arris-Langhorne, Virginia Beach, as Chairman of the Associate Directors. Also elected to the Associate Directors were W. Edwin Cothran, J.H. Cothran Company, Altavista, and John R. Houck, John R. Houck Company, Richmond.

## REED CONSTRUCTION MAN OF THE YEAR

Davis W. Reed, Jr. of John W. Hancock, Jr. Inc., Salem, Va., was named Construction Man of the Year at the Annual Convention in January. This award is presented to the Virginia Branch AGC member who has contributed more to the Virginia Branch AGC in the previous year than any other member and whose accomplishments have been outstanding enough to merit recognition.

In addition to the above, Honorary AGC Awards were presented to the following: Aubrey S. Bass, Jr., Bass Construction Company, Richmond; N. David Kjellstrom, Kjellstrom and Lee, Inc., Richmond; and J.A. Kessler, Jr., R.E. Lee & Son, Charlottesville.

This Award is presented to a Virginia Branch AGC Member for his contribution to the Construction Industry through the years and for exemplifying Skill, Integrity and



Shown left to right are: S. L. Lionberger, Jr.; Construction Man of the Year, Davis W. Reed, Jr.; and Samuel H. Shrum.



Responsibility in his business, community and personal affairs.

The Richmond newspapers were also given a special award for their outstanding Editorials over the year. Mr. Edward Grimsley, Editor of the Editorial Page of the Richmond Times Dispatch accepted the award at the Convention on behalf of the newspapers.



*S.L. Lionberger Jr. presents award to J.A. Kessler, Jr.*



*Aubrey S. Bass, Jr. receives his award from S.L. Lionberger, Jr. as John E. Poindexter looks on.*

# Payne Construction Co.

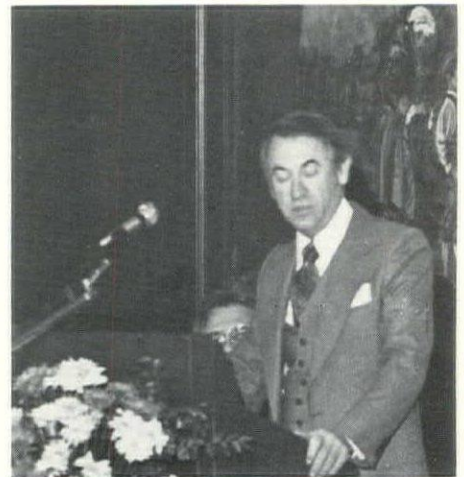
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*Edward Grimsley, Editor of the Editorial Page of the Richmond Times-Dispatch accepted the special award for Richmond Newspapers.*

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## MEMBERSHIP PARTICIPATION

The Association is extremely pleased that so many members of the Virginia Branch participated in the success of this Convention. They would like to acknowledge and express their sincere appreciation to the following:

(1) *Associate Division Cocktail Party* - Thanks to the 100 firms who contributed funds for this affair.

(2) *Education Fund Auction* - The following firms donated prizes in excess of \$600 to make this auction one of the most enjoyable affairs of this Convention.

Salem Concrete Products Co. (Salem, Va.)  
Roanoke Iron & Bridge Works, Inc. (Roanoke, Va.)  
Pembroke Construction Co., Inc. (Hampton, Va.)  
Bryant-Durham Electric Co., Inc. (Durham, N.C.)  
E.C. Ernst, Inc. (Charlottesville, Va.)  
Coleman-Adams Construction, Inc. (Lynchburg, Va.)  
Roanoke Engineering Sales Co., Inc. (Roanoke, McLean, Richmond, Charlotte, N.C.)

Howard Eales, Inc. (Washington, D.C.)  
John W. Daniel & Co., Inc. (Danville, Va.)  
The Howard P. Foley Co., (Richmond, Va.)  
Ocean Electric Corp. (Norfolk, Va.)  
P.D. Brooks Co., Inc. (Richmond, Va.)  
Massey Concrete Corp. (Richmond, Va.)  
Jack Bays, Inc. (McLean, Va.)  
Southern Brick Contractors, Inc. (Richmond, Va.)  
S. Lewis Lionberger Co. (Roanoke, Va.)

(3) *Hospitality Area* - Thanks to Webster Brick Company of Roanoke for furnishing the coffee and cokes and the Hospitality Space in our Registration Area, which was enjoyed by so many.

(4) *Daily Newspapers* - Again morning newspapers were delivered daily to each room compliments of the Roanoke Engineering Sales Company.

(5) *Dinner Menus* - The printed program and Menus for the annual banquet were again furnished by De Jarnette & Paul, Richmond.

Again many thanks to these firms from all registrants at the Convention.

## DOOR PRIZES

One of the highlights of the Virginia Branch Convention in recent years has been the drawing for door prizes. This year the drawing which took place at the final banquet produced the following winners:

Steve Catlett (Southern Brick Contractors, Richmond) A Bulova Wall Mounted Clock and Barometer; Mrs. Steve (Jane) Collier (Palco Industries Richmond) a 36' x 48' limited edition-James Audubon Bird Print; and W. Edwin Cothran (J.H. Cothran Company, Altavista) Copper Chafing Dish with stand and serving tray containing two serving dishes.



W. Edwin Cothran seems pleased with the Copper Chafing Dish he accepted from Executive Director James F. Duckhardt.

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## COMMITTEE MEETINGS AT THE HOMESTEAD:

The 1977 Virginia Branch, AGC Convention marked the first time that several of the Committees held meetings as part of the Convention activities. It proved to be highly successful and it is anticipated that a precedent has been set.

The Legislative Committee met and discussed the Virginia Branch Legislative Program for 1977 and established goals for Force Account lobbying activities.

The Management Committee selected Rome, Italy, as the site for the Management Conference to be held in late October 1977.

The Utility Committee dispensed with its planned agenda in order to provide

additional discussion time with Robert Davis, Executive Secretary of the State Water Control Board and James Limerick of R. Stuart Royer & Associates.

The Davis-Bacon Committee approved the suggestion of establishing Davis-Bacon wage demarcation guidelines and ways to establish their acceptance.

The Business Management Committee determined that the Management Seminars scheduled for late Fall would be on Marketing Construction Services and Financial Management.

The Membership Committee determined that District Presidents

rather than first Vice-Presidents would serve on the Committee. In addition, it adopted a plan of action to increase Branch Membership in 1977.

The Public Relations Committee developed a plan to establish a point of contact with each TV and Radio Station and each newspaper in the State of Virginia. In addition, 27 ways of expanding the Virginia Branch's Public Relations activities were proposed.

The Manpower Committee will provide to each District President a list of the Construction related subjects taught in the community colleges in its geographical area.

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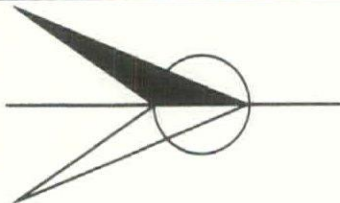
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# J. J. Wuerthner, Jr., Speaks to Northern Virginia District Members

• Mr. J. J. Wuerthner, Jr., Vice President for Public Affairs, National Legal Center for the Public Interest, was guest speaker at the February 22, 1977 meeting of the Northern Virginia District, AGC.

Over the last several years, environmental zealots have retarded economic growth almost unopposed. Mr. Wuerthner explained the work of the National Legal Center for the Public Interest to bring a balance between "people needs" and those of the environment. His subject: "The Case of the Extremist vs. the People," was timely and of vital interest to members of the Construction Industry.

Mr. Wuerthner has helped other AGC organizations become involved in this effort and he can do the same thing for the Virginia Branch.

The National Legal Center for the Public Interest was founded in April 1975 to protect the broad-based

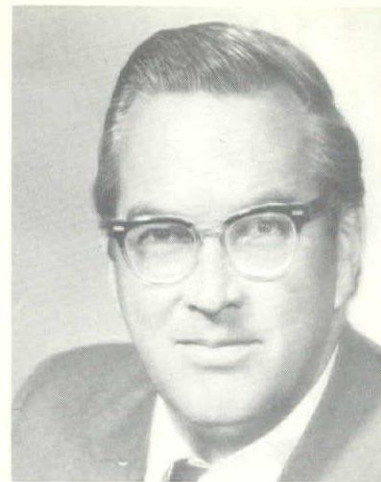
National interest as measured by the traditional value system shared by most Americans. Its four principal objectives are:

1) To help establish independent regional litigation foundations dedicated to a balanced view of the role of law in achieving economic and social progress — extremists in the environmental movement must be opposed in court.

2) To research National issues from a litigation viewpoint and to develop strategies to achieve the foundation's objectives in energy, environmental and land use, and government regulation of the private sector.

3) To act as a resource center for regional litigation foundations in obtaining qualified researchers and experts on particular issues.

4) To identify legislative, administrative and judicial trends likely to result in future litigations.



J. J. Wuerthner, Jr.

The National Legal Center for the Public Interest is not opposed to sensible, sane environmental control — It opposes "Environmental Fanatics" — Those groups which are "against" development and principle.

The National AGC has donated \$25,000 to help support the National Legal Center for the Public Interest.

## VIRGINIA CONTRACTOR WINS 1977 BUILD AMERICA AWARD

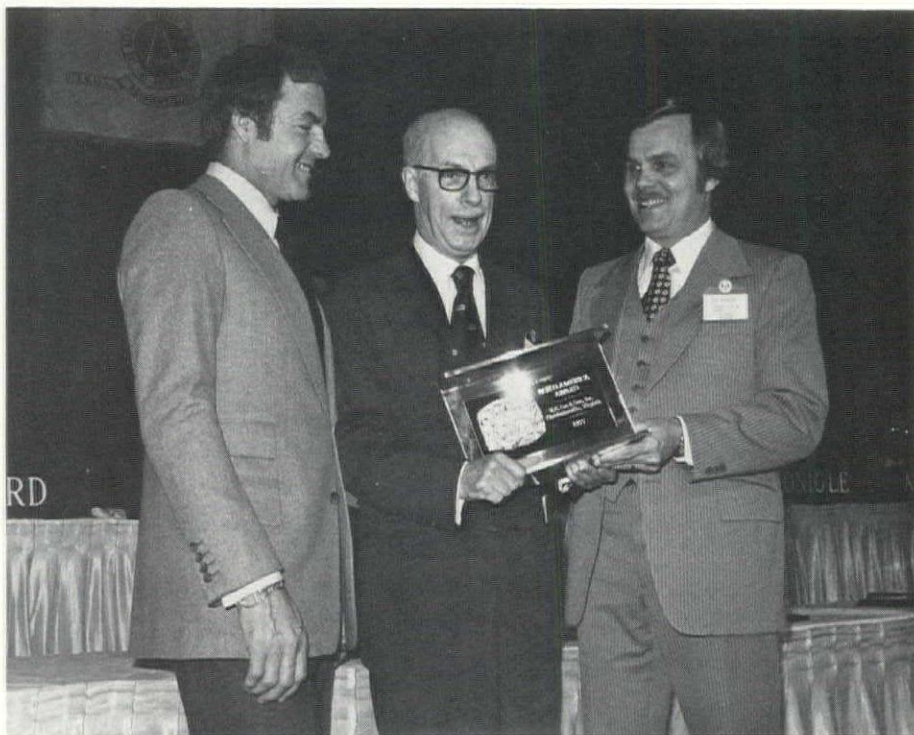
R.E. Lee & Son, Inc., Charlottesville, has won the 1977 Build America Award for excellence in general contracting.

The Award, construction's highest honor, was presented by the Associated General Contractors and Motorola, Inc. at the Association's Annual Safety and Awards Breakfast in San Francisco, March 8. Association President Ben M. Hogan and Kenneth Hessler, Vice President and Operations Manager for Motorola Communications and Electronics, Inc. together made the announcement.

The Association and Motorola recognized the Lee firm for its restoration and adaptation of the Rotunda at the University of Virginia in Charlottesville.

Originally designed by Thomas Jefferson, the Rotunda was destroyed by fire in 1895. Subsequently, the building was restored, although only the exterior conformed to Jefferson's plan. In October 1973, Lee began the

(Continued on page 46)



LEE RECEIVES BUILD AMERICA AWARD: R.E. Lee, Sr., chairman, R.E. Lee & Son, Inc., accepts Build America Award for construction excellence from Kenneth Hessler (right), vice president and operations manager, Motorola Communications and Electronics, Inc.. Also taking part in the presentation is Frank Gifford (left), ABC television sports personality.



# 1977 CONVENTION SPEAKERS

PARTICIPANTS IN the 1977 Virginia Branch AGC Annual Convention had the opportunity to hear several fine speakers. Highlights of their remarks are summarized as follows:

**Mr. Ben Hogan**, National President of the AGC in his presentation at the Kick-Off Breakfast, complimented the Virginia Branch on its fine Convention and indicated it was one of the best he had attended during his term as president. He outlined the accomplishments of the AGC in the past year and expressed his optimism on its continued growth in size and influence. During his remarks at the Membership Meeting, he stressed the importance of becoming involved with the political process.

**Mr. Warren Richardson**, Director Legislation Division, National AGC, at the Membership Meeting spoke on the National AGC's evaluation of the outlook for legislation in 1977 to repeal paragraph 14b of the Taft-Hartley Act and authorize Common Situs picketing. With respect to paragraph 14b of Taft-Hartley, he expressed optimism the Senate would not pass the legislation because there are enough Senators from Right-To-Work states plus a few others to block it. He was less optimistic on the outlook for defeat of Common Situs picketing legislation but by no means did he say the cause was lost. He emphasized the importance of contacting our representatives on these matters. He recognized that with two possible exceptions, the Virginia delegation favored the AGC position and the best way the Virginia Branch AGC could help would be to encourage our representatives to use their influence to convince representatives from other states to support us.



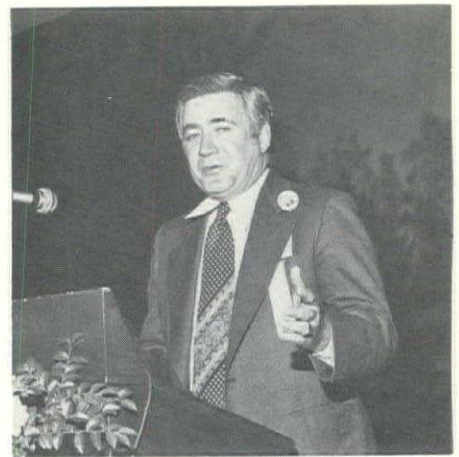
**Mr. Charles Au**, Vice Chairman, Municipal Utilities Division, National AGC, stressed the importance of contractors making a profit and the increasing complications of doing business as the result of more and more government regulations.

**Mr. Daniel J. Snyder**, Administrator of Region III, EPA stressed that his office was working overtime to process Sewage Treatment Plant Grant applications. He complimented Virginia on its outstanding record in obligating EPA Funds. Nationally, Virginia stands third in the percent of funds obligated. The States of Maine and Hawaii have a higher percentage of funds obligated but their programs are less than one third of Virginia's.

**Mr. Robert Davis**, Executive Secretary, Virginia State Water Control Board, outlined the EPA Construction Grants Program in Virginia. He pointed out some communities were having trouble raising the 25% local fund's requirement for EPA projects since the state has not provided funds to assist communities to meet their requirement since 1973.

**Mr. James Limerick**, Partner, R. Stuart Royer and Associates, emphasized the importance of contractors making a profit, outlined some of the problems contractors have with consulting engineers and offered to work with us to help bring about solutions.

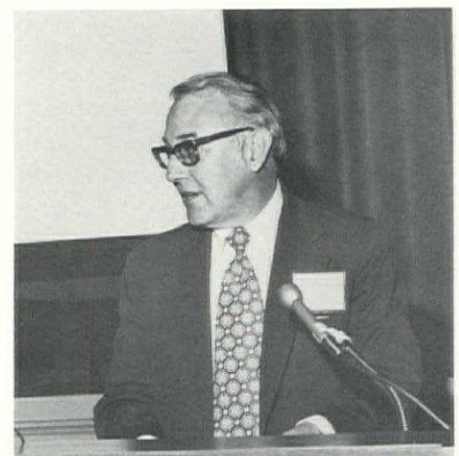
**Mr. Earl J. Shiflet**, Secretary of Commerce and Industry for Virginia, spoke at the Mixed Luncheon. His outstanding presentation on the Free Enterprise System was very well received and is printed elsewhere in this issue.



BEN HOGAN

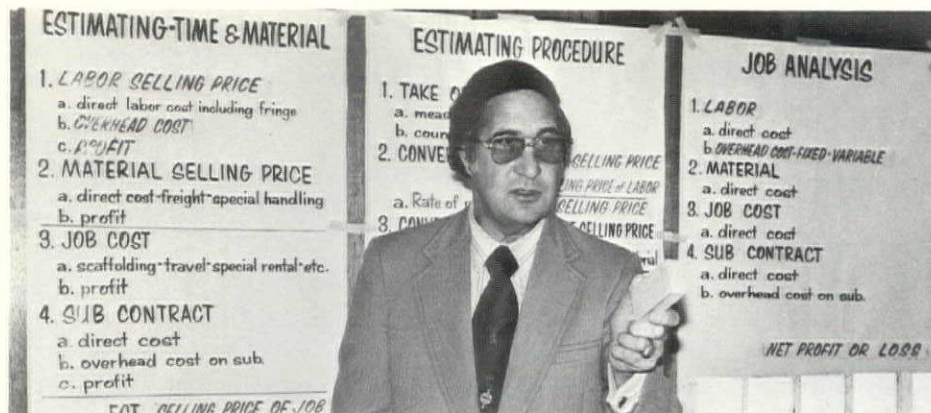


WARREN RICHARDSON



JAMES LIMERICK



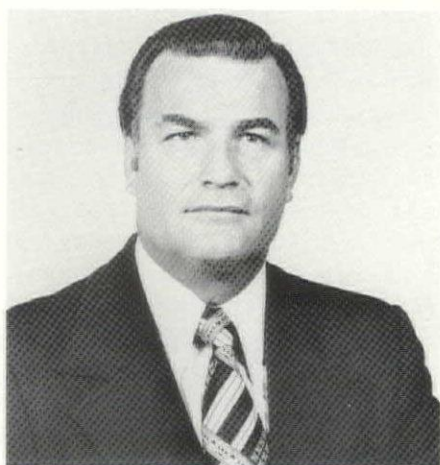


IRV CHASEN



Mr. Irv Chasen, President PROOF (Profit Research on Operating Factors) presented an excellent seminar on factors to be considered in determining overhead costs. He pointed out that failure to properly allocate overhead costs has caused some contractors to go bankrupt when they were under the impression they were making profit.

Mr. Donald W. Moore, Jr., FBI, made presentations to the Ladies and at the Business Session. He told the Ladies of many important guides which they should follow to protect themselves at home and when traveling. For the men, he emphasized the importance of identifying equipment in such a manner that the identifying marks cannot be removed and registering the identifying numbers with the National Crime Information Center.



DONALD W. MOORE, JR.

Mr. Sam Lionberger, Outgoing President of the Virginia Branch, expressed his most sincere appreciation for the support he had received as President. He said he was sorry to step down, but clearly recognized the importance of constantly bringing new blood with fresh ideas to the leadership positions in the Association.

Mr. John E. Poindexter, Incoming President of the Virginia Branch, AGC expressed the importance of team efforts in the accomplishment of our goals. The ability to make a team effort is one of the primary reasons for an Association and if we do not work together there is little reason for an Association. He pointed out that members of the Virginia Branch have every reason to be confident of themselves and proud of their Association. He stated he was pleased to be president of such a fine organization and pledged his efforts to make it even better in the coming year.



LOUIS SCHELTER of the Virginia Branch staff, and speakers DANIEL J. SNYDER, CHARLES AU and ROBERT DAVIS.



## **THE FREE ENTERPRISE SYSTEM**

*The following remarks were made by the Honorable Earl J. Shiflett, Secretary of Commerce and Resources, Commonwealth of Virginia, during the Virginia Branch, AGC Annual Convention, Hot Springs, January 1977.*

• **YOU HAVE HEARD COMMENTS** already about the Free Enterprise System. I was asked to make similar remarks to those which I made to your outstanding board of directors in Williamsburg last year, in which we discussed some things relative to Free Enterprise and the Statement of Philosophy of the Office of Commerce and Resources.

I am encouraged with the elevation of concern and interest that is being expressed about Free Enterprise. I have been asked recently, within the last several months, to speak to a youth group of a church on the Free Enterprise System; we discussed Capitalism and Christianity. I was excited when I left there, over the feeling these young people have for wanting to understand and know more about Free Enterprise. They were an idealistic group, I guess you would say, but they wanted to understand it better. I have been asked to speak to at least three church groups, of adults, to discuss our philosophy as it relates to the Free Enterprise System. You here have asked that it be discussed. A number of civic groups, and business groups, have asked that we come discuss Free Enterprise and our Statement of Philosophy. This is most encouraging to me, but as an earlier speaker indicated, if anything happens to the Free Enterprise System, it's going to be the fault of those in whose hands it now rests.

I am delighted that you too are interested. There are a couple of things that I would like to say about the Free Enterprise System.

First, I would like to comment on what Free Enterprise is and what Free Enterprise is not, taking the latter first.

Free Enterprise is not a religion. Free Enterprise is not a social system and we do Free Enterprise a disservice when we try to put it within that mold — and sometimes we do. Free Enterprise is an "Economic" System; that's what it is; that's the way we should perceive it; that's the way we should deal with it. We should not ask more of it. And, yet, we ought to be able to realize that the Free Enterprise System is to be

compatible with our predominantly religious posture and social institutions of the country in which it exists. And so it is that free enterprise is the most appropriate economic system to work in a country of a Judeo-Christian religion, our Republic form of government and our social institutions as we perceive them to be.

Secondly, I would like to point out a couple of characteristics of the Free Enterprise System that some of us seem to have forgotten. One of the chief characteristics is that we can own property privately and make a profit off the exchange of that property or the products that are grown and produced from that property.

Also, one of the chief ingredients of the Free Enterprise System is competition and to the extent that we have competition, Free Enterprise will thrive and grow. But to the extent that competition is inhibited, Free Enterprise will wither and dry. We become so involved in the regulations, and the rules, and the guidelines that try to control it that we lose sight of what the Free Enterprise System is.

I sometimes get the feeling that a lot of businessmen are afraid to give the Free Enterprise System an opportunity to operate. Yes, we can blame government and we can blame the theorists, idealists and environmentalists and a lot of other people for its not working, but when we try to get laws, rules and regulations to protect ourselves from the competition that we ought to have, we are driving a nail in the coffin of Free Enterprise; because competition is one of the chief ingredients that makes Free Enterprise viable.

Not only do we have the right to own property and make a profit from it, but on the services we render to society, we have the right to make a profit.

But accompanying all of these ingredients to which we have a right, goes considerable responsibility on the part of those who have the privilege of participating in the Free Enterprise System — and I do consider it a privilege — because unless we assume the responsibility to see that the chief ingredients

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THE HONORABLE EARL J. SHIFLETT

of Free Enterprise are carried out and preserved, and that we do this within the confines of responsible moral behavior, we have a chance of undermining this very basic thing which we are trying to preserve. And so I would like to remind you that it is important that we recognize that in the Free Enterprise economy we do have a right to own property, to produce services and to make a profit from them in the spirit of competition with a high degree of responsibility.

I would also like to point out that government has a responsibility to be concerned about this. The government is not Free Enterprise but it should behave properly within the context of the Free Enterprise System of which it lives and exists.

#### Statement of Philosophy

When I came into the office of Commerce and Resources in

1974 and realized that the assignment that was mine included all of the economic-oriented agencies such as Agriculture and Commerce, Industrial Development, Energy, etc., and also the environmentally oriented agencies such as Water Control Board, Air Pollution Control Board, Marine Resources, Council on the Environment, Virginia Institute of Marine Science, Game and Inland Fisheries, etc., I wondered how best to get these diverse agencies to realize that they were a part of the same thing, working to serve the best interests of the people of the Commonwealth and the private sector. So, we set about writing a Statement of Philosophy. I'm not going to read the whole Statement of Philosophy to you — though it only takes about six minutes — but I do want to pull a couple of the highlights out to emphasize the kind of role that I think government should play in relationship to the individual and corporate citizens of Virginia, as well as the nation.

First, we say that the office of Commerce and Resources is the bread and butter office of the cabinet (we have six cabinet members), because we are the ones involved in the production from the resources that are available to us. Then we go on to say that this administration is citizen oriented. That coupled with the concerns for the rights of man, is a concern for the social and economic welfare of man.

I was very much interested in reading just recently a statement from former Secretary Simon who said, "our greatest progress has come through individuals." Then he said, "The American story is the sum total of those individuals' contributions."

May I just mention that in all of our program development and implementation we think in terms of the individual persons we serve, and I would like to say to you that the individual is Middle C on the keyboard of democracy. You

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can write the score in any key you wish — flats, sharps, major or minor, any tempo, fast or slow — but always the individual is Middle C on the keyboard of democracy.

That statement of philosophy continues by saying that “in an effort to implement this commitment, we strive toward a realistic partnership between government and the private sector.” It is my feeling that unless government and the private sector understand what the goals ahead are and can be supportive of each other, then we will develop an adversary relationship that is detrimental to the best interests of both — and more importantly to the individual we both seek to serve.

“Our first order of business is to strengthen the confidence of the people in government and business achieved by a demonstration of cooperation and constructive effort worthy of such confidence.” I think the confidence that we lack — both in the private sector and in government — on the part of the people is because we have not deserved it in so many instances. And I think we must show that interest in the individual if we are to deserve their confidence.

I would like to point out that in the office of Commerce and Resources we have developed a Land Use Council to try to deal with this very sensitive and highly explosive issue of land use. It's been dealt with for years in state government — we've never come up with anything very concrete or anything

anyone can really do something with and I feel we need either to dismiss the issue or do something constructive with it. But, when we set up a council made up of agency people, we also appointed a citizens' advisory committee made up of 25 different organizations, many of whom represent the types of real estate and construction people that you're interested in — the architects, etc. — to review everything that we recommend, in order that we might have the benefit of the thinking of the private sector. This is what I mean by a working partnership, a realistic working partnership.

Right now in this energy crisis we have met with the suppliers of energy and said to them, “Please, you try to work out the movement of oil or whatever it might be from one place to the other without the government having to direct what is done.” If it gets to the point where we have to, then the state has to assume that role. But we want, first, to let the private sector do the job, to provide the service without the government having to do any dictating. This is another example of the realistic way in which government and the private sector should work together.

#### **Government Not Wellspring of Wisdom**

I would like to point out, too, that we have the philosophy that government is a service component of society, subject to

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the will and wishes of the members of society and not the wellspring of all wisdom to which the people yield in submission.

Then I want to mention one other thing in the Statement of Philosophy where we talk about emphasizing the dignity of the individual. We indicate that this must be accompanied by an effort to permeate our society with the concept of the dignity of the individual, in a free society, dependent upon a corresponding assumption of responsibility. Too long, I think, many of our government programs have tended not only to take away the dignity of the individual but have also not required any responsibility on the part of the individual. Our whole Free Enterprise concept is based on the fact that individuals must exercise responsibility, not only of giving of themselves and their abilities to earn what they get, but also to think in terms of the other members of society and the role which they play.

You know I do not consider myself to be an astute student of history; but I must say that if I were to choose a time in the history of mankind to be alive, I know of no more challenging and exciting time than now. Of all the countries of the world, I know of none that offers a more exciting and stimulating challenge for one who believes in the intrinsic worth and dignity of the individual, and where society is committed to the freedom of its members to influence their own destiny, than the United States of America.

And certainly Virginia, with its rich historic heritage, its devotion to individual rights, its enviable record of political and governmental integrity, its balanced economy, its pristine beauty from the mountains to the seashore, and its reputation for industrious people with values that transcend the temptations of expediency, is the state in which I want most to be.

There are economic and social challenges of considerable magnitude yet before us; however, to my thinking, there are

none so great with which we cannot cope effectively and decisively with the human and natural resources available to us.

### **America is a Spiritual Country**

I would just like to mention now that while we are concerned about our Free Enterprise System, our individual businesses, our individual responsibilities and the role that government must play in keeping with the private sector, I would like to appeal to you as we begin our third century, to lift our sights a bit beyond our own pragmatic concerns to the good of mankind realizing that somehow we must lift our sights beyond ourselves if we are really going to succeed in doing the job we would like to do.

I am reminded of several statements that I want to share with you. I recall that Carlos P. Romulo, the Philippine Islands Delegate to the U.N. and Ambassador to the U.S. for many years, wrote this statement:

"I am going home, America — farewell. For 17 years, I have enjoyed your hospitality, visited every one of your 50 states. I can say that I know you well.

"I admire and love America. It is my second home. What I have to say now in parting is both a tribute and a warning: Never forget, Americans, that yours is a spiritual country.

"Yes, I know that you are a practical people. Like others, I have marveled at your factories, your skyscrapers and your arsenals.

"But underlying everything else is the fact that America began as a God-loving, God-fearing, God-worshipping people, knowing that there is a spark of the Divine in each one of us. It is this respect for the dignity of the human spirit which makes America invincible. May it always endure."

Woven into the fabric of America are such statements of great leaders of America, from the Founding Fathers right on

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up to the present day. In fact, the Mayflower compact began by saying, "In the Name of God, Amen. And for the Glory of God and the advancement of the Christian Faith." And you know the Declaration of Independence refers to the Supreme Deity at least four different times.

In 1787 when the Constitutional Convention was in session and was about to fall apart, that great sage, Benjamin Franklin, rose to his feet and said, "Gentlemen, I am an old man. And I perceive that God governs in the affairs of men. If a sparrow cannot fall without His notice, is it probable that an empire can rise without His aid?"

William Penn once said that "Either men will be governed by God or they will be ruled by Tyrants."

In 1831, a gentleman by the name of Alexis de Tocqueville — a much-quoted Frenchman — said, "Not until I visited the churches of America and saw their pulpits flame with righteousness did I understand the greatness and the genius of America. America is great because America is good, and if America ever ceases being good, America will cease to be great."

Woodrow Wilson, our own president, said in the last article he wrote, *The Road Away From Revolution*, "The sum of the whole matter is this: that our civilization cannot survive materially, unless it is redeemed spiritually."

In 1916, a gentleman by the name of Lyman Abbott wrote these words, "A nation is made great, not by its fertile fields, but by the men who cultivate them; not by its great forests, but by the men who use them; not by its mines, but by the men who work in them; not by its railways, but by the men who build them and run them; America was a great land when Columbus discovered it; Americans have made it a great nation."

That's the call to you and to me. How do we engender the spirit to continue to make America a great nation? And as we progress into this third century, I hope that we will attempt to reclaim something of the Spirit of America, calling on our cultural heritage, our political structure, our economic system and our social institutions; yes, and our moral and spiritual values, that the legacy of those who follow us will be one of which we can be proud.

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# 1976 VIRGINIA BRANCH, AGC UTILITY ACTIVITIES

THE YEAR 1976 was a period of considerably increased activity by the Virginia Branch, AGC on matters of concern to utility contractors. My purpose in writing this is to summarize the more significant actions and to let you know some of the things we plan to do in your behalf in 1977.

## Potential Work

A. One of the first projects was the establishment of liaison with the Virginia State Water Control Board, the Virginia State Department of Health, the Housing and Urban Development Administration, the Economic Development Agency and the Farm Home Administration. As a result, we published and distributed to utility contractors a listing of pending Federally funded construction projects so as to alert members to future projects. It was the first time this information had been made available in a single comprehensive document.

B. Contacted the major Virginia consulting engineering firms and requested the Virginia Branch be included in their invitation for bid mailing list for utility projects.

C. Established contact with each of the State Planning Districts to ascertain their plans for future utility construction.

D. Surveyed members engaged in utility construction to determine which sources provided the most reliable information on potential work.

E. Worked out an arrangement with Johns-Manville sales representatives to provide Virginia Branch with information on potential work.

F. Highlighted and expanded the Utility Section of the Virginia Branch weekly Construction Report.

## Membership Development

A. Calls made on approximately 90 utility contractors to explain the services provided by AGC.

B. Wrote approximately 250 letters to prospective utility contractor members.

C. Explored ways to bring two Virginia Utility Contractor Associations into the Virginia Branch in such a manner as to retain their identity as utility contractors. (This effort will continue in 1977).

*By Aaron J. Conner, Chairman  
Utilities Committee*

D. Met with Virginia Pre-Cast Association to explain ways their organization could operate under the Virginia Branch, AGC umbrella.

## Legislative Actions

A. Secured passage of a bill by the 1976 Virginia Legislature which requires all pressurized non-metallic underground pipe lines be identified by a trace wire laid in the same trench.

B. Conducted a statewide survey of each city and county to determine the



*Aaron J. Conner*

magnitude of Force Account (Public Construction using public owned or rented equipment) work being done and how municipalities determined their costs for such construction. The survey showed that many actual costs were not being considered and, therefore, municipalities had the mistaken impression it was cheaper than competitive bid. Prepared an article on Force Account entitled: "Construction By Public Employees; Good or Bad?" which was published in the December 1976 issue of the *Virginia Record*. The thrust of the article is that the public interest is best served by construction of public facilities as the result of contracts awarded by competitive bid. Draft of legislation which would limit municipalities authority to construct by Force Account was developed by your Legislative Committee. Several of our friends in the

General Assembly were requested to sponsor the legislation in the 1977 session. Each one declined, in part as a result of actions of the Virginia Municipal League and the Virginia Association of Counties, saying that they wanted more facts and because of the short session it was too involved to be considered. It was suggested by several legislators that we come back next year. You may expect we will be calling on many of you for assistance in this matter in the months ahead.

## Business Operations

A. In August we distributed to utility contractors a safety program information brochure which offered suggestions to utility contractors on ways their safety program could be enhanced.

B. Represented several members in actions with consulting engineer firms in an effort to make the bid submission on sewage treatment plants less complicated.

C. Surveyed utility contractors to determine their problems with plans and specifications on utility projects with a view to working with consulting engineers to reduce and/or eliminate them.

D. Assisted utility contractors with Davis-Bacon problems.

## 1977 Virginia Branch Convention

A. The importance of the Utility Contractors' place in Virginia Branch activities was clearly recognized by the fact that half of the total time allocated for the business session was devoted to the Utility Contractors Symposium.

B. We were very fortunate to have four outstanding speakers on our program.

Charles Au, Vice Chairman of the National AGC Municipal Utilities Division and President of a major national utility construction firm, spoke on the importance of profit, the free enterprise system and the requirement for the people to get behind the EPA Clean Water Construction Program if it is to continue as planned.

Daniel Snyder, Administrator Region III, EPA explained the efforts of his office to expedite processing of EPA

*(Continued on page 47)*



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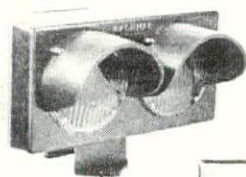
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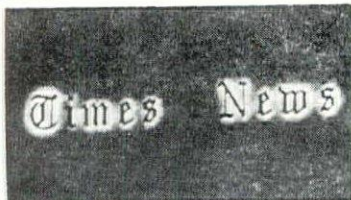
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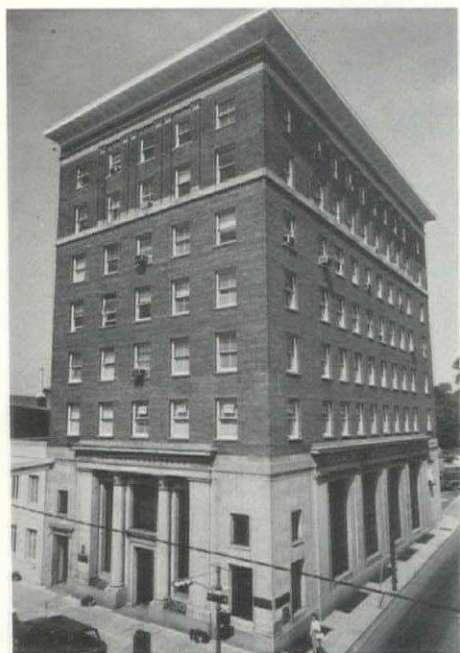
STAINBACK AND SCRIBNER, Architect

AMERICAN FURNITURE AND FIXTURE CO., INC., Interior Design

**F**IVE YEARS were required to complete this remodeling job which was begun in 1971 and completed in March of 1976.

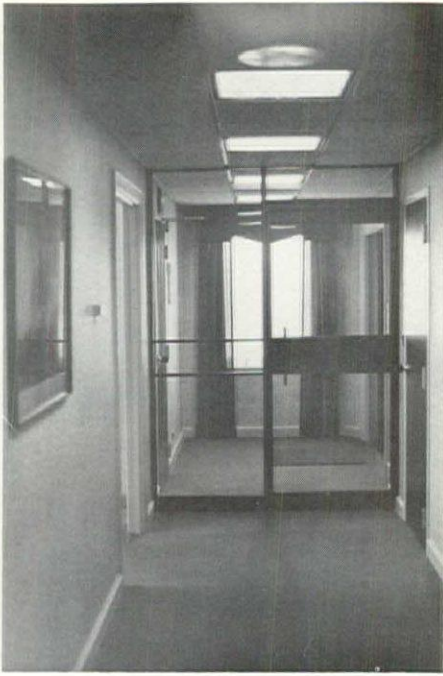
The job consisted of removal of the original metal cornice and installation of bronzed anodized aluminum panels on the roof parapet facade. The interior of the building was then stripped one floor at a time beginning at the top floor and working down. All utilities and services were maintained on all other floors of the sixty year old building, since they were occupied fully when they were not being remodeled.

The original wood windows were removed and replaced with aluminum units of the same color as the parapet facade, glazed with solar bronze insulating glass. The sash are vertical

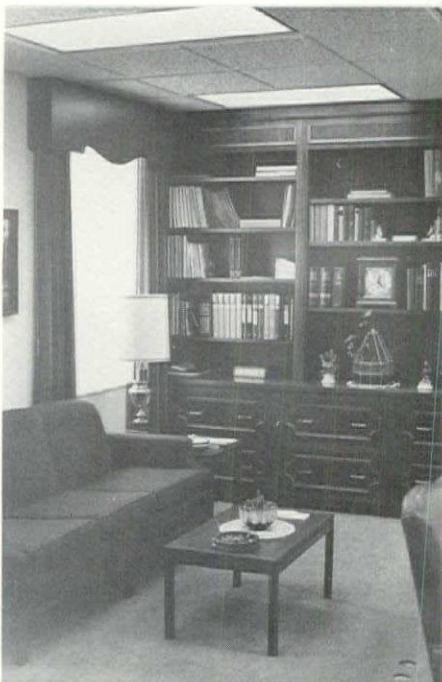
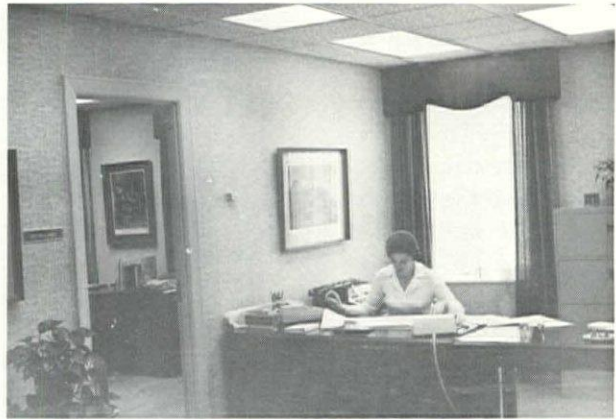


*National Bank & Trust Co. Before and After Remodeling*





*Bank Executive Suite  
Fifth Floor*



pivoted which can be turned for washing from the interior.

New plumbing, heating, ventilating, and air conditioning, wiring, telephone, and acoustic ceiling systems were installed at each floor. Incorporated into the ceiling were lighting fixtures that

double as diffusers for the heat and air conditioning.

All exterior walls were furred and dry-wall with vinyl wall covering was applied. The interior walls of all but two floors are movable partitions of drywall **and vinyl wall covering**. The other two

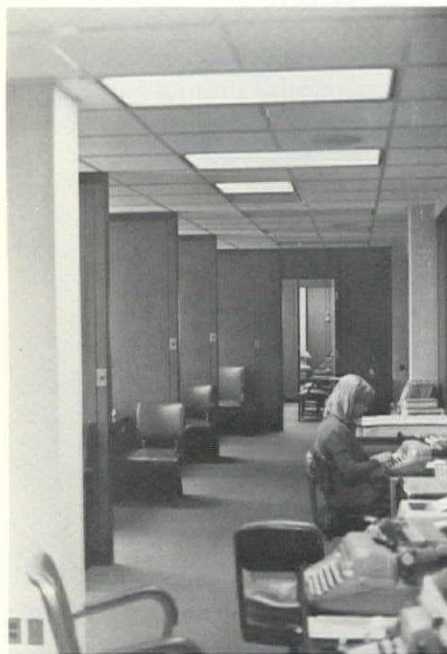
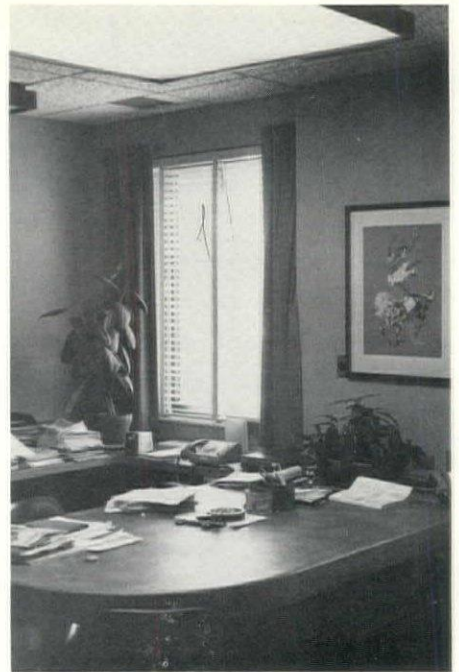
floors are metal stud construction with drywall and vinyl wall covering.

A dark, cold, old fashioned high-rise building has been given a new lease on life, at a fraction of the cost of replacing it, by this team effort by many skilled people.





*Offices of Architects,  
Stainback & Scribner,  
Seventh Floor*



*Bank Bookkeeping Dept.  
Showing movable partitions  
Fourth Floor*

The general contractor, Edward van Laer, Inc., of Charlottesville, also handled masonry work, carpentry and insulation.

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H.T. Ferron Co., concrete; E.M. Martin, Inc., roofing, air conditioning, heating & ventilating; Charlottesville Glass & Mirror Corp., windows, glazing & parapet facade; P.E. Gianniny, Ivy, painting & wall covering; Modern (Haworth) Partition Co., Holland, Michigan, paneling & movable partitions; Charlottesville Floor

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ORIGINALLY conceived as a 42,000 s.f. Vocational Education Center for the Caroline County Public School System, this project quickly grew to a comprehensive high school covering over 172,500 s.f. Designed for a 1600 pupil ultimate capacity and centrally located on a 90-acre site, the facility will serve as the county's only high school, housing grades 9-12. In addition, the broad range of vocational offerings for the young as well as adult citizens make this a promising educational complex for the entire community.

The building was designed by the firm of J. Henley Walker, Jr., and construction began in March of 1975. Following Mr. Walker's death, the firm of Harry S. Cruickshank was engaged to provide construction administration for the remainder of the project and architectural services for additional site development work.

The exterior walls utilize two shades of split block and are accented with the

dark bronze canopies. Load bearing masonry walls and prestressed concrete double-tee roof panels are used throughout the single story areas. The two-story academic core features prestressed concrete columns, inverted-tee beams and double-tee floor and roof panels. The gymnasium is covered by prestressed concrete single-tees having a clear span of 100 feet. The clean interior appearance of the single-tee roof system with its textured acoustical spray and the use of decorative and acoustically functional wall panels make this room one of the most handsome areas in the building.

Other interior features include two fully equipped art laboratories, two fully equipped language laboratories, a 70-seat seminar room, an instructional materials center with related areas covering over 5,000 s.f. and capable of housing nearly 12,000 volumes. There are a number of paired classrooms

which provide the option of single or double sized instructional areas.

The large vocational wing houses six shop areas and additional instructional areas for barbering, cosmetology, homemaking and business.

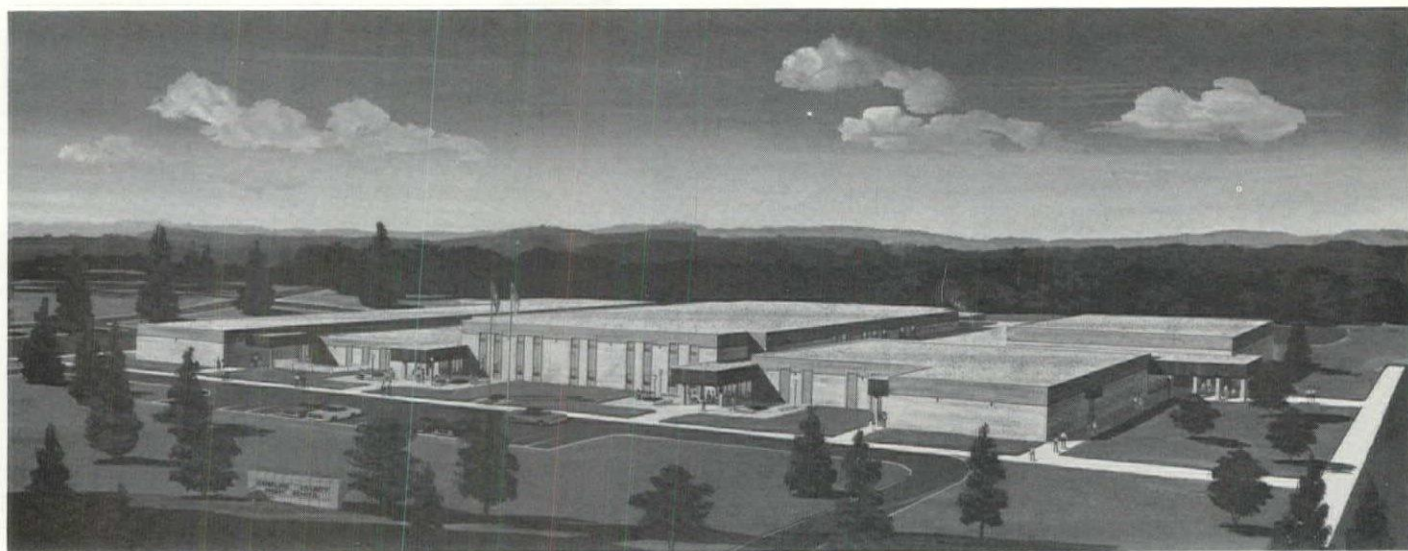
The building layout is relatively compact, with minimal exterior wall and window areas, to reduce walking distances and permit efficient heating and air conditioning. A completely independent facility, water is supplied by a private well and sewage treatment is handled with a package plant. Heating and air conditioning is achieved using all electric multi-zone roof top units with supplemental strip radiation. The roof is heavily insulated and all exterior cavity walls are filled with loose fill insulation in both cavity and block cores. These features coupled with terrazzo and/or carpet flooring and the use of epoxy type paints in high traffic areas make the building both efficient and relatively easy to maintain.

This facility, which will be open to students in August 1977, represents the culmination of over five years of effort by both school administration and the citizens of this rural county and is a major step in the upgrading of physical facilities and educational offerings.

Kenbridge Construction Co., Inc. of Kenbridge is general contractor

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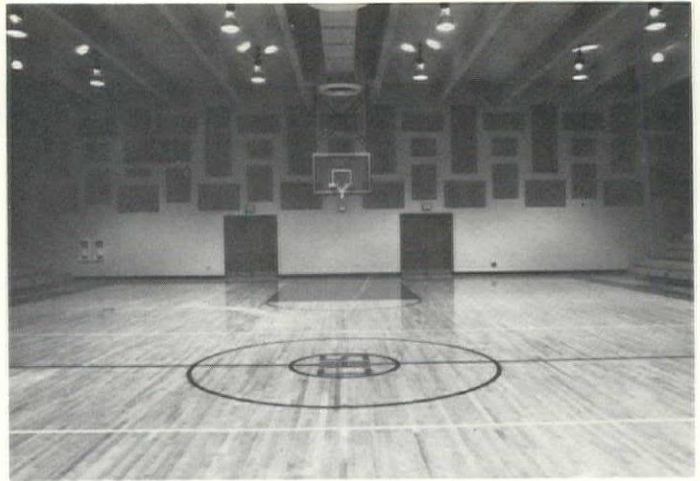
M.A. Smith Construction Co., Ruther



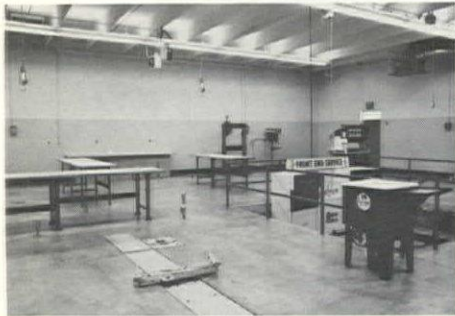




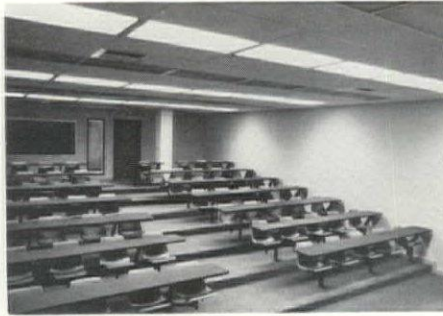
*Auditorium*



*Gymnasium*



*Auto Mechanics Shop*



*Seminar Room*



*Color-coordinated corridor*

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Chester, casework & seminar room seating; and, Allied Glass Corp., aluminum entrances & doors, glass & glazing.

Also, G.M. Clements, Petersburg, paint, acoustical & plaster; Modern School Equipment, Inc., chalk board &

*(Continued on page 48)*

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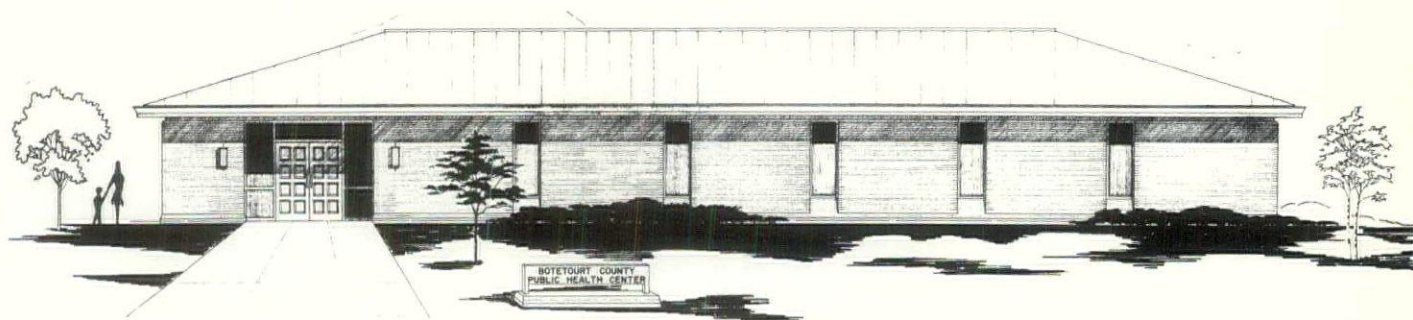
# ACORN CONSTRUCTION, LTD. presents . . .

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### Fincastle

RANDOLPH FRANTZ AND JOHN CHAPPELEAR  
Architect

SOWERS, RODES & WHITESCARVER  
Consulting Engineer, Mechanical/Electrical



**W**ORK HAS BEGUN on the Botetourt Public Health Center in Fincastle, Virginia. The building will be constructed with brick exterior walls and a copper roof. The exterior door and window frames will be bronze anodized aluminum and the glass solar bronze. Since Fincastle is an historic town, the County Board of Supervisors requested that the design be compatible with existing buildings.

The Center will provide a multiplicity of public health services. Facilities include an X-ray suite, consultation and examination rooms, laboratories, public waiting area, staff lounge, clerical offices, nurses' offices, nursing and supervisor's office, health aids office, dental clinic, pharmacy, director's office, sanitarian's office, and

conference room. The structure is located on Academy Street in Fincastle between Church and Roanoke Streets, on the site formerly occupied by the old Fincastle High School.

Interior finishes will be vinyl asbestos and quarry tile floors, painted concrete masonry unit walls, and acoustical tile ceilings. The building will be heated and cooled by a multi-zone rooftop unit.

Hill-Burton funds will pay for 50% of the cost of the building, Appalachian Regional Commission 17.4%, and local funds 32.6%.

Acorn Construction, Ltd., of Troutville, is general contractor and is handling foundations, masonry work, carpentry and painting.

Subcontractors & Suppliers  
Roanoke firms are: Roanoke Ready

Mix, concrete; Webster Brick Co., Inc., masonry supplier; Structural Steel Co., Inc., steel; PPG Industries, windows & glazing; and, Jarrett Electric Co., Inc., electrical work.

From Salem are: Thomas Bros., Inc., excavating; Leonard Smith Sheet Metal & Roofing, Inc., roofing; Acoustical Services, Inc., acoustical & resilient tile; Whitt Carpet & Tile Service, Inc., ceramic tile; Oscar W. Smith Mechanical Contractor, Inc., plumbing, air conditioning, heating & ventilating; and L.H. Sawyer Paving Co., paving.

Others are: Martin Fireproofing Corp. Buffalo, N.Y., roof deck; Frederick Shill, Pompano Beach, Fla., millwork; and Lynchburg Hardware & Overhead Door Co., Lynchburg, steel doors & bucks & hardware.

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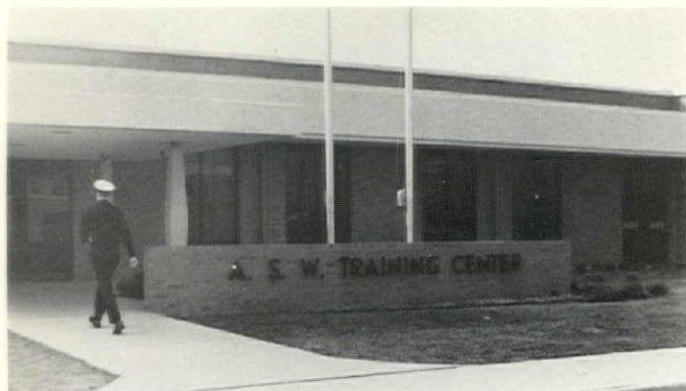


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This 74,000 s.f. building was completed September 1st., 1976, by Robert R. Marquis, Inc., General Contractor. Through the use of a Computerized Network Analysis Schedule, this project was completed five months ahead of the original schedule.

During early construction, the mechanical subcontractor, Sheet Metal Specialty Co. and the general contractor submitted a change order request to change the single absorption chiller to a special double absorption chiller unit. Due to the increased economy of the double absorption unit, the Navy elected to accept this change order. They didn't realize how effective this change would be since the cost for steam energy has greatly increased; and a conservative estimate of over \$50,000.00 in savings per year will be realized by this unit. The Trane Co. developed and built this unit which is one of only three in use today.

This special A.S.W. Training Center will train the future specialists in anti-submarine warfare for the U.S. Navy. The building has classroom space for 1000 students and incorporates complete mock training facilities to simulate all actual conditions at sea.

All future skippers of your modern submarines and destroyers will have their training at this new Fleet A.S.W. Training Center - Atlantic.

Through the fine co-operation of the Regional Officers in Charge of Construction - LCDRs J.C. Doebler and G.W. Jackson - with their staffs, Robert R. Marquis, Inc. feels that this was the smoothest Navy project completed by them to date.

The general contractor, Robert R. Marquis, Inc. of Portsmouth also handled excavating, foundations, concrete, and carpentry.

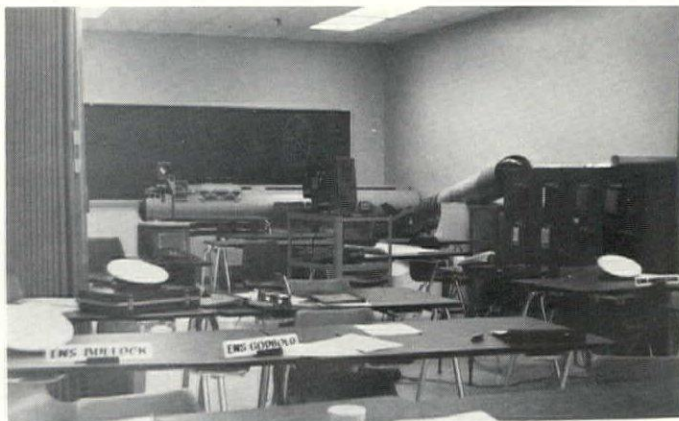
### Subcontractors & Suppliers

M.R. Welch Piling Corp., Suffolk, piling; J. T. Eley, Jr., Portsmouth, masonry contractor/supplier; Globe Iron Construction, Inc., Norfolk, steel & steel roof deck; Fowler Roofing Co., Inc. t/a Forrest Construction Co., Norfolk, roofing; Cast-A-Stone Products Co., Inc., Raleigh, N.C., stone work; Walker & Laberge Co., Inc., Norfolk, windows, window walls & glazing; E. Caligari & Son, Inc., Norfolk, painting & plastic wall finish; and O'Ferrall, Inc., Richmond, acoustical & resilient tile.

Also, Interior Systems of Va., Inc., Portsmouth, plaster; David G. Allen Co., Inc., Raleigh, N.C., ceramic tile; Miller Manufacturing Co., Inc., Richmond, millwork; Tidewater Architectural Products Co., Norfolk, steel doors & bucks; Hitt Electric Corp., Va. Beach, electrical work; Sheet Metal Specialty Co., Va. Beach, plumbing, air conditioning, heating & ventilating; Door Engineering Corp., Norfolk, hardware; Ferrell Bros., Inc., Va. Beach, paving & site; and, Liskey Raised Flooring, Maryland, raised flooring.



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## VIRGINIA CONTRACTOR WINS...

(From page 29)

job of restoring the interior to its historical design. The \$2.3 million project was completed on April 13, 1976 — Jefferson's birthday.

The Lee company is no stranger to historical renovation. The firm has worked at Jefferson's Monticello home and at Mt. Vernon. In the Rotunda project, as in past efforts, the controlling factors were not financing and timing as much as worker skill. Lee expended its primary effort to find craftsmen with the requisite skills to perform the jobs.

R.E. Lee & Son, Inc. is one of the only three general contracting firms in the nation to receive Build America Awards this year. The others are: Dravo Corporation, Pittsburgh, Pennsylvania for its Henderson Haulage Tunnel near Empire, Colorado; and The Flagler Company, Atlanta, Georgia for its construction of the Simmons Company headquarters in Gwinnett County, Georgia.

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## Utility Activities

(From page 37)

Grants with an understaffed organization and complimented Virginia on its outstanding record in obligating of funds. Nationwide, only Maine and Hawaii have a lower percent of unobligated funds and their programs are less than one-third of Virginia's. Over the next three years, Virginia can expect a steady flow of EPA money. In the long range \$1.4 billion is required for clean water. He stated the volume of sludge will increase four times in the next few years and that sludge is a valuable resource of energy. In order to utilize this energy a Federal Government supported program is required.

Robert Davis, Executive Secretary, Virginia State Water Control Board, provided a status report on Virginia EPA projects. He expressed concern because the last Congress adjourned without providing '77 funding.

James Limerick, a partner in the firm of R. Stuart Royer and Associates, discussed problems between utility contractors and engineers, e.g., checking shop drawing, untimely requests for interpretation of plans and/or specifications, complicated bid forms, inadequate right-of-way easements and lack of close coordination between engineer and contractor on safety matters.

### Planned 1977 Activities

A. As a direct result of the lines of communication which were opened at the Symposium, I will meet in the next few weeks with Mr. Snyder, Mr. Davis and Mr. Limerick to explore ways our efforts can be directed for the benefit of all. I am confident we will make progress.

B. We must identify municipal projects which have/are being done by Force Account so that a cost comparison can be developed. This data will then be used to inform our State Legislators of the benefits which accrue to the public when their construction is accomplished by private enterprise through the competitive bid procedure. If any of you have knowledge of particular Force Account projects which appear to be good candidates for our study, I strongly urge you to bring them to my attention as soon as possible.

C. We will schedule classes on blasting techniques for utility contractors.

D. Expand our efforts to obtain market information on utility work.

E. Continue our Recruiting Program for new members.

### Summary

As utility contractor members of the Virginia Branch, AGC, we have the benefits of specialized services for our segment of the construction industry and at the same time have the overall umbrella of AGC to help solve our frustrations which are common to other segments e.g., Davis-Bacon, Retainage, Bid Forms, Mechanics Lien, Four Hour Bid Plan, Training, OSHA, etc.

As chairman of the Utility Committee, I would like to know of your problems. If we do not know them there is little chance we will be able to help you.

I look forward to 1977 as being a year of progress for utility contractors and the entire Construction Industry.



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(From page 43)

Inc., millwork; and J.S. Archer Co., Inc., metal frames and doors.

And, John G. Kolbe, Inc., kitchen equipment; Graves-Humphries, Inc., Roanoke, shop equipment; Harris Heating & Plumbing Co., Inc., electric, electric heat, air conditioning, sheet metal, ventilating & plumbing; McCarthy Manufacturing Co., Inc., Alexandria, language lab equipment; J.S. Archer Co., Inc., folding partitions, overhead doors, aluminum letters; Penco Products, Inc., lockers & metal shelving; Virginia School Equipment Co., Inc., stage curtain with valance; Custom Fence Co., Chester, wire fencing; Virginia Elevator Co., Inc., elevator; Pleasants Hardware, hardware supplier; Cates Building Specialties, flagpoles; Roanoke Engineering Sales Co., Inc., office valet; and, Courtenay C. Welton, aluminum canopies.

## What is there in it For ME? (From page 7)

evolved. Every guild had its Hallmark, the medieval "Seal of Approval." The Goldsmiths' Company of London coined the word, referring to the mark it stamped (in its great hall) on articles made by the members.

Membership in a guild was a Hallmark of integrity and leadership. Today, much the same can be said about belonging to your association. Your membership, too, is a Hallmark of integrity, capacity and achievement and is widely recognized and respected. Your association fights for your rights as an individual and a citizen, projecting and amplifying your voice into the halls of government. Your affiliation identifies you with the forward-looking elements among the population, intent upon a better life for all.

Your physical Hallmark is the AGC insignia. The potential good of this sign is limitless. Properly used by every member of the AGC throughout the nation, it would become a symbol of quality. People would rely on this to be assured of quality. It identifies the contractor as a member of an organization whose sole aim is to help its members better serve the public.

The entire image of Trade Associations has changed within recent years. We have long outgrown the day when membership in a Trade Association was a quasi-social affair, to be entered into in a spirit of camaraderie and hail-fellow-well-met, and with meetings sandwiched in between socializing. Today's Trade Association is universally recognized as an integral part of the operation of a successful business.

Never has there been a time when people within associations needed so urgently to work together to bring their best efforts and abilities to bear on common problems.

The challenges which associations have faced in the past are likely to be dwarfed by the challenges of the future. Technological change, manpower issues, the challenge of competitive industries and expanding government — all these are beating upon us with such insistence that there is hardly time

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to attend to one emergency before another crisis is upon us.

Of course the AGC insignia alone will not enable you to derive full benefit from your association. It depends how much time and effort you are willing to give.

Our Pastor's wife was conscious of a world in need and alert to opportunities to teach her children the blessedness of sharing. One day, when her small son refused to eat his spinach, she said, "Son, we must not waste our food. Think of all the little boys and girls who are starving in Africa and India and many parts of the world."

Without hesitation he pushed the spinach toward her. "Here, Mommy," he said, "save it for them."

You may laugh at this incident, but at the same time more than dare admit it, have been guilty of giving only their "spinach" to the association.

We are willing, even anxious, to give the things we do not value — our leftover time and energies.

The association doesn't need "spinach givers," nor will these "spinach givers" benefit to the fullest from their membership.

Today you hear the word "involvement" a lot. What does it mean? The best definition I've heard of the word is illustrated in the following story:

A pig and a chicken were strolling down the highway talking, when they spotted a sign "Ham and Egg Dinner."

"How nice," exclaimed the chicken. "They are advertising our coming!"

"Wait a minute," growled the pig. "Your part in this is just a token contribution. For me it means total involvement."

Every adult has two sides — personal and occupational. But he adds another when he involves himself in group activities. This is the "Third Dimension" that rounds out his life and supplies the interests and benefits that really make it worth living.

Growth in this sense is a sign of maturity. But every rung up the ladder to success is a step away, both in time and perspective. Advancement takes its toll, often exacting a loss in personal life for every gain it confers. Social contracts wane in significance and sometimes are resented for the time

they consume. The urge to "talk shop" becomes harder to gratify: as experts recognize, the more you know about a subject, the smaller your audience.

Membership snaps the vicious spiral by providing *meaningful* contacts and uses for time outside the office. It opens new doors for the locked-in executive, casts new light on the problems he copes with, and identifies him with the more progressive, forward-looking element in his business or profession. It means new and lasting friendships founded on that strong denominator, a common business interest.

This "Third Dimension" also includes broadening through travel. Conventions, conferences and

committee meetings often take a member to places he probably would never have visited, otherwise. They combine the zest of historic or scenic attraction with the pleasures of reunion. No wonder attending conventions is a major pastime on this continent!

There was a time when only the husband could profit from this outlet. But now the ladies' program is as important to such a couple as the business agenda. Both spouses have something to look forward to — something to savour together.

In short, the Third Dimension is the perfect squelch to the blind, unperceptive "What is there in it for ME?"

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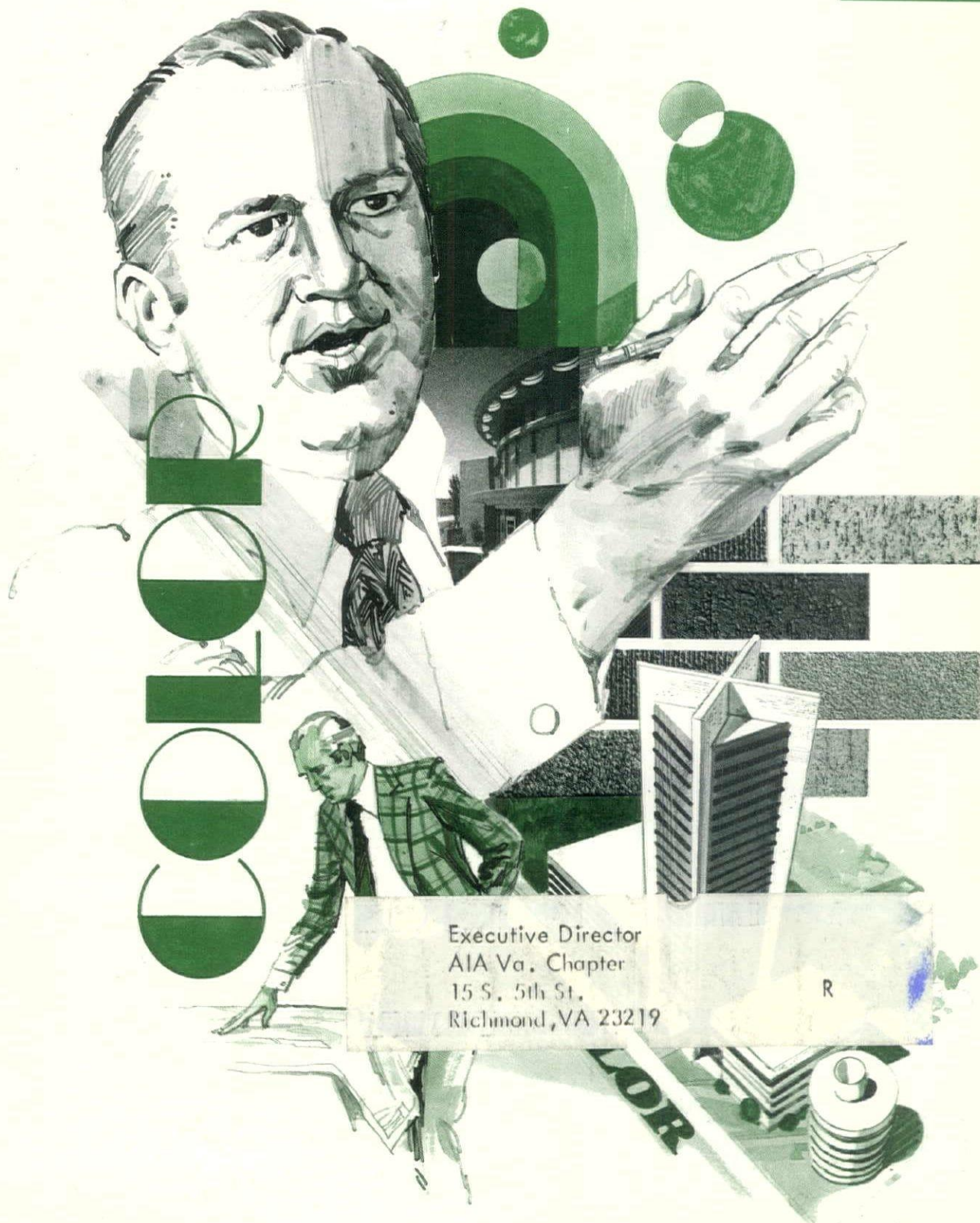


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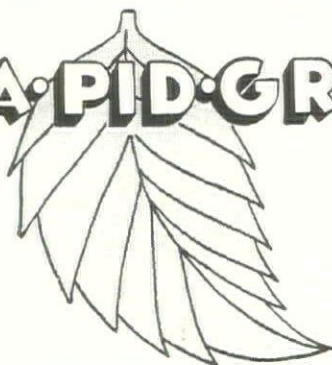
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