



Virginia Record

September 1978



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We compound daily because  
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7.25%	7.52%	4 Years	1,000	1,336.39

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VIRGINIA RECORD is an independent publication cooperating with all organizations that have for their objectives the welfare and development of Virginia. While this publication carries authoritative articles and features on statewide and local industries, business, governmental and civic organizations they are in no other respect responsible for the contents hereof.

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ON OUR COVER: While traveling in Virginia, if you should be in the Alexandria area, pay a visit to the Stabler-Leadbeater Apothecary. Founded in 1792 and patronized by George Washington, Henry Clay, John Calhoun, Daniel Webster, Robert E. Lee and others, the drug store became a museum when it closed its operation in 1933. (Virginia State Travel Service photo by Marler)



# Take a jet to the eighteenth century.



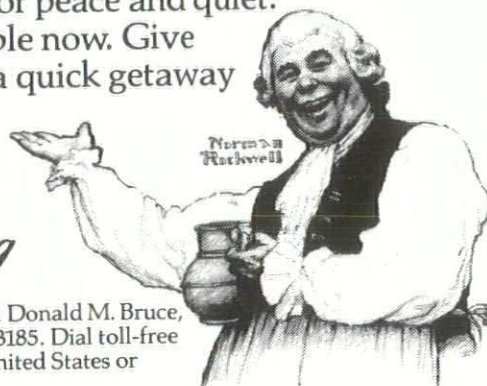
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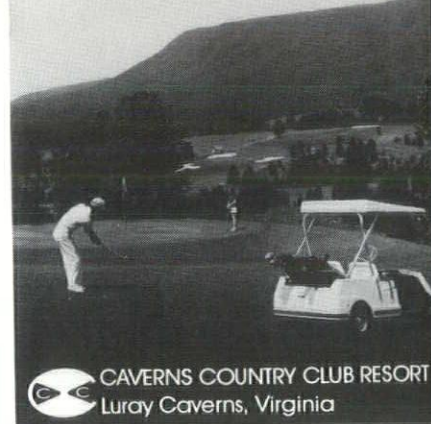
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Write our Chamber of Commerce,  
Dept. VR, Virginia Beach, Va.  
23458, for more information on  
☐ hotels and motels, ☐ cottages,  
☐ efficiencies, or ☐ campgrounds for  
the month of \_\_\_\_\_.

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State \_\_\_\_\_ Zip \_\_\_\_\_

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# FALL AND WINTER IN VIRGINIA

(Information Courtesy of the Virginia State Chamber of Commerce —  
Travel Development Department, with additions from localities.)



## OCTOBER



### Williamsburg

**October 1, 8, 15, 22, 29 MUSIC AT THE CAPITOL.** A company of musicians presents the songs and music of the 18th century. 8:30 p.m.

### Williamsburg

**October 3-31 BRUTON PARISH CHURCH BY CANDLELIGHT** each Tuesday and Saturday, 8 p.m.

### Alexandria

**October 5-7 TWENTIETH ALEXANDRIA FORUM** National authorities lecture on history, antiques, historic restoration/ preservation. Banquet, entertainment. Pre-registration required. Alexandria Association, sponsor. Write: Alexandria Forum, Box 626, Alexandria, VA 22313. (703) 549-0205.

### Patrick County

**October 5-8 HARVEST FESTIVAL OF PATRICK COUNTY** Canoe racing, mountain arts and crafts; flea market; Blue Grass, Country and Contemporary Music; stage shows; country cooking; and much more. Activities for all ages. Contact Chamber of Commerce, P. O. Box 577, Stuart, VA 24171. (703) 694-6012.

### Williamsburg

**October 5, 12, 19, 26 CANDLELIGHT CONCERTS IN THE GOVERNOR'S PALACE**, 8:45 p.m. featuring 18th-century music played by costumed string ensemble.

### Amherst

**October 6-7 SEVENTH ANNUAL APPLE HARVEST ARTS & CRAFTS FESTIVAL** Amherst County, north of Lynchburg, 5 miles off U.S. 29 North Highway 130 at the Elon American Legion Hall. Hot apple turnovers, fresh apple cakes, cider by the glass or by the jug, and crafts, from apple seed dolls to weaving. Craftspeople demonstrate on the half hour, both days. See ripe apples from the heart of Virginia are at orchards nearby, waiting for you to pick, or to select from already picked fruit. Contact Amherst Extension Homemakers Arts & Crafts Council for a schedule of demonstrations and map, P. O. Box 580, Amherst, VA 24521.

### Waterford

**October 6-8 WATERFORD HOMES TOUR & CRAFTS EXHIBIT** 18th century Quaker village open to the public for tours of privately owned historic homes, craft demonstrations. Hot lunches, snacks available. Ticket price of \$3.00 includes parking, admission to all tour homes and exhibit buildings. 10:00 a.m. to 5:00 p.m. Children under 12 free. Contact Christine Chamberlin, Executive Secretary, Waterford Foundation, Inc., Waterford, VA 22190. (703) 882-3018.

### Ash Lawn, Rt. 795 Charlottesville

**October 6-8 YOUNG COLLECTORS ANTIQUE SHOW & SALE** 18th and early 19th century quality collection with eye toward young collectors. Contact Carolyn Holmes. (804) 293-9539.

### Alexandria

**October 7 ITALIAN FESTIVAL** Entertainment, Italian foods, exhibits, demonstrations. Market Square, King and Fairfax St. 10-5 Oct. 8 raindate. Alexandria Dept. of Recreation, sponsor. Free. (703) 750-6325.

### Lot at Whispering Pines, Accomac, VA on U.S. #13

**October 7 AUTUMN LAWN SALE** field of bargains. Housewives, Merchants, Students All have rented spaces with their wares on sale. It might be live ducks, home-made quilts, baked goods, furniture (old and new) or even a new car or boat. Whatever you might want to buy, you will find it for sale at this Autumn Lawn Sale. Organizations collect articles all year for a good show. No admission fee. Sponsor: Eastern Shore of Virginia Chamber of Commerce, Accomac, VA 23301. (804) 787-2460.

### Fredericksburg

**October 7 FREDERICKSBURG DOG MART** (held first Saturday in October) - Events held at Fredericksburg Fairgrounds - 9 a.m. Parade thru town, 10 a.m. to 5 p.m. Dog Mart and competition, celebrates Colonial trading with local Indians. Sponsored by: Fredericksburg Chapter Isaac Walton League, contact Mr. Jack Keavney, P. O. Box 734, Fredericksburg, VA 22401, (703) 373-9246.

### Page Valley Fairgrounds

**October 7 & 8 PAGE COUNTY FESTIVAL** Arts & Crafts, displays, demonstrations and sales, and old-time music. Contact Alice L. Brien, Executive Director, Luray Chamber of Commerce, 46 E. Main Street, Luray, VA 22835. (703) 743-3915.

### Newport News Park Rt. 143 at Fort Eustis Blvd.

**October 7 & 8 5th ANNUAL NEWPORT NEWS FESTIVAL OF FOLK LIFE** A traditional festival of folk life featuring over 100 craftsmen whose skills have been handed down through generations, who have revived traditional skills. Also participating will be musicians and dancers who represent a revival from earlier eras or cultures which are a part of our heritage. Also a unique demonstration and sale of a variety of ethnic foods. Hours 10 a.m. - 6 p.m., each day. Parking admission of \$1 per car. Contact Mrs. Lucy T. Tekinder Department of Recreation & Parks, City Hall, 2400 Washington Ave., Newport News, VA 23607. (804) 247-8451.

### Richmond

**October 7-14 NATIONAL TOBACCO FESTIVAL** Contact Roger J. Bottorff, Managing Director, 3212 Cutshaw Ave., Suite 302, Richmond, VA 23230. (804) 358-1979.

### Williamsburg

**October 7, 14, 21, 28 CAPITOL BY CANDLELIGHT.** Evening tours 8 to 10 p.m.

### Alexandria

**October 8 THE FAIRFAX HUNT** The traditional blessing of the hounds and passing of the Stirrup Cup among riders and spectators; riding and jumping demonstrations featured. Gunston Hall Plantation. 4:30 p.m. \$2 adults; 50¢ children. (703) 550-9220.

### Glenwood Park Course, Middleburg

**October 14 VIRGINIA FALL RACE MEETING** General admission \$3. Subscriptions, boxes, reserved parking available. Contact Mrs. A. C. Randolph, Oakley Farm, Upperville, VA (703) 592-3777, or Robert E. Palmer, Broad Run, VA (703) 347-3890.

### Maddox Family Campground, Chincoteague

**October 14 OYSTER FESTIVAL** Oysters cooked in a variety of ways, served with cole slaw, potato salad. Hamburgers and hot dogs for the kiddies, 1:00 p.m. - 4 p.m. Sponsored by the Chincoteague Chamber of Commerce, Chincoteague, VA 23336. Tickets on sale through their office.



#### Arlington

**October 14 HISTORIC ARLINGTON DAY HOUSE TOUR** Arlington Historic Museum, 1805 S. Arlington Ridge Rd. Sponsored by the Arlington Historical Society. Tour includes selected homes of historical or architectural significance. Admission \$4.00 donation. Contact Martha B. Orth, Box 402, Arlington, VA 22210. (703) 525-8295.

#### Rural Retreat

**October 14 RURAL RETREAT LORD'S ACRE SALE** Rural Retreat High School. 10 a.m. Parade. Various items to be sold: Livestock; quilts, pillows, table spreads, bonnets, aprons; handicrafts, homemade knives; potted plants, dried flowers; canned fruits and vegetables, jellies, preserves; fresh fruits & vegetables, homebaked breads, pies. Lunch. For information: Mrs. Betty H. Umberger 228-3720; 228-2241, 885 N. Eight St., Wytheville, VA.

#### General Vaughan Armory, Armory Drive

**October 14 ANNUAL CRAFT FESTIVAL** Varied crafts on display and for sale by professional and amateur exhibitors from Southside and Tidewater Virginia. \$1.00 Adm. Sponsored by the Franklin Junior Women's Club; contact Mrs. Betty Alldaffer, Clay Street, Franklin, (804) 562-3500.

#### Yorktown

**October 14-15 PRELUDE TO VICTORY** Encampment of the First Virginia Regiment Military drills and demonstrations. Colonial music. Contact Bettie Matthews, Yorktown Victory Center, Box 1976, Yorktown, VA 23690 (804) 887-1776.

#### Yorktown

**October 19 YORKTOWN DAY** Yorktown Visitor Center. Annual Commemoration of the Surrender of the British Army in the culminating battle of the American Revolution in 1781. No fee. Contact Ms. Francie Bailey, Public Affairs Specialist, Colonial National Historical Park, P.O. Box 210, Yorktown, VA 23690. (804) 887-2241.

#### Hampton, Coliseum Mall

**October 19-21 FIFTH ANNUAL MEDLEY OF THE ARTS** Showcase of Visual and Performing Arts, displays by artists and craftsmen, free to public. Entry fees \$3.00, no commissions; space fees are: artist \$15.00 and craftsman \$20.00 entry deadline Sep. 1. Contact Mrs. Nancy Snyders, Peninsula Council of the Arts, Coliseum Mall A-12, Hampton, VA 23666. (804) 826-6066.

#### Oatlands House near Leesburg

**October 19-24 CHRISTMAS AT OATLANDS** Oatlands House decorated according to Carter family memoirs of the 1880's. Refreshments. Regular visitor hours 10 a.m. to 5 p.m. weekdays; 1-5 p.m. Sundays and admission prices \$1.50 adults, 75¢ students and senior citizens, under 6 free. Contact Mrs. Miriam Rabb, Administrator, Rt. 2, Box 352, Leesburg, VA 22075. (703) 777-3174.

#### Broadway

**October 19-28 BROADWAY-TIMBERVILLE AREA FALL FESTIVAL** Events sponsored by clubs, civic groups and churches such as art & craft shows, barbecues, pancake suppers, demonstrations of various types, tractor pull, parade and the local participating merchants sponsor sales and promotions. Contact Hilda W. Biller, Exec. Sec., P. O. Box 91, Broadway, VA 22815. (703) 896-7413 or (703) 896-7291.

#### Norfolk

**October 21 OYSTER BOWL FOOTBALL GAME** Contact: Oyster Bowl Office, 742-B W. 21st Street, Norfolk, VA 23517 (804) 622-1142.

#### Downtown area of Front Royal &

**E. Wilson Morrison School, October 21 & 22 8th ANNUAL FESTIVAL OF LEAVES** Demonstrations and exhibits in art, arts & crafts, store window displays, drama, home, tour of historic homes. Food available. Contact Chamber of Commerce, P. O. Box 568, Front Royal, VA 22630 (703) 635-3185.

#### Norfolk

**October 27, 29 November 1, 3, 5 OPERA: CARMEN** Bizet's masterpiece Carmen is the most popular of all operas. Features internationally-acclaimed mezz-soprano Sandra Walker. Contact Betsy Trundle, Virginia Opera Association, 261 West Bute St., Norfolk, VA 23510, (804) 623-1223.

#### Southampton Academy

**Old Plank Rd., Courtland, VA Early October CRAFTS** will be on sale and display and there will be field day activities. Contact Mr. W. H. Howell, 11 Verna Street, Franklin, (804) 562-5816. Small Admission Charge.

#### Williamsburg

**October 1978 10th ANNUAL "OCCASION FOR THE ARTS"** Merchant Square. Noon till dusk. Festival of performing arts, fine arts and crafts.

#### Alexandria

**October 1978 GRAPHIC ARTS EXHIBIT** The history of graphic arts explored. Athenaeum Museum, 201 Prince St. 10-4 Tues-Sat.; 1-4 Sun. Free (703) 548-0035.

#### Morven Park Near Leesburg

**October 1978 MORVEN PARK CARRIAGE DRIVE** Driving meet held on the grounds of the 1,200 acre estate. Drivers will compete in class. Admission fee. Contact E. A. Maurer, Resident Manager, Rt. 2, Box 5 Leesburg, VA 22075. (703) 777-2414.

#### Court Square Area &

#### Downtown Mall Charlottesville

**Mid-October COURT DAYS IN OLD CHARLOTTESVILLE** Craft festival with demonstrations, music and dancing. Contact Donna Mass 416 E. Main Street, Charlottesville, VA. (804) 296-8548.

#### Aldie

**October 1978 ALDIE HARVEST FESTIVAL** Christmas bazaar, Walk Tour of old homes and other points of interest; autumn flower and dr arrangements, flea market, chicken barbeque, Country produce, a country lunch. Contact F. L. Hutchison, President, Aldie, VA 2200 (703) 327-3890.

#### Glenwood Park Course near Middleburg

**October 1978 VIRGINIA FALL STEEPLECHASE** Brush, flat, hurdle and timber races. Post time 2:30. Contact Robert Palmer, Broad Run, VA 220 (703) 347-3890.



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# NOVEMBER



## Williamsburg

**November 2 CANDLELIGHT CONCERT IN THE GOVERNOR'S PALACE**, 8:45 p.m. featuring 18th-century music played by a costumed string ensemble.

## Alexandria

**November 2-4 CHRISTMAS CORNER** Specialty shops display and sell gift collections. Craft demonstrations, entertainment, special activities. Christ Church Parish House, 118 N. Washington St. 10-4. Luncheon at 11:30. Senior Friends of Alexandria Community Y. sponsor. Admission. (3) 549-0111.

## Williamsburg

**November 2-30 BRUTON PARISH CHURCH BY CANDLELIGHT** each weekday and Saturday. 8 p.m.

## The Armory, Onancock

**November 3-5 25th FALL ANTIQUES SHOW AND SALE** Admission large. Benefit Northampton Accomack Memorial Hospital. Auxiliary dealers from Eastern United States with fabulous Antiques on sale. Lunch served daily. Contact: Mrs. R. Wayne Browning, Davis Wharf, VA 23345.

## Alexandria

**November 4 WASHINGTON'S REVIEW OF THE TROOPS** Colonial uniforms reenact George Washington's 1798 military review in front of Gadsby's Tavern, 134 N. Royal St. 11-Noon. Free. Gadsby's Tavern museum will be open 9-5 with half price admission for adults (50¢) and free admission for children. Cider and cookies sold from 9-11:30 in front of museum. (3) 549-0205.

## Williamsburg

**November 4, 11, 18, 25 CAPITOL BY CANDLELIGHT.** Evening tours 8 to 10 p.m.

## Arlington

**November 5 WASHINGTON MARATHON** Arlington's Iwo Jima Memorial Grounds. Start and Finish of Olympic approved 26.4 mile marathon sponsored by the Marine Corps Reserve. Over 3500 runners competing. Contact Coordinator, Marine Marathon, Marine Barracks, 8th and Eye Streets, N.E. Washington, VA 20390. (703) 433-4492.

## Charles City

**November 5 VIRGINIA THANKSGIVING FESTIVAL** Berkeley Plantation. Re-enactment of first Thanksgiving celebration in the colonies. Contact Virginia Thanksgiving Festival, Inc., P.O. Box 1090, Richmond, Va. 23219.

## Arlington

**November 11 VETERANS DAY SERVICES** Tomb of the Unknown Soldier, Arlington National Cemetery. 11 a.m. Admission free. Contact Mr. Tom Sherlock, Arlington National Cemetery, Arlington, VA 22323. (703) 695-1622.

## Roanoke

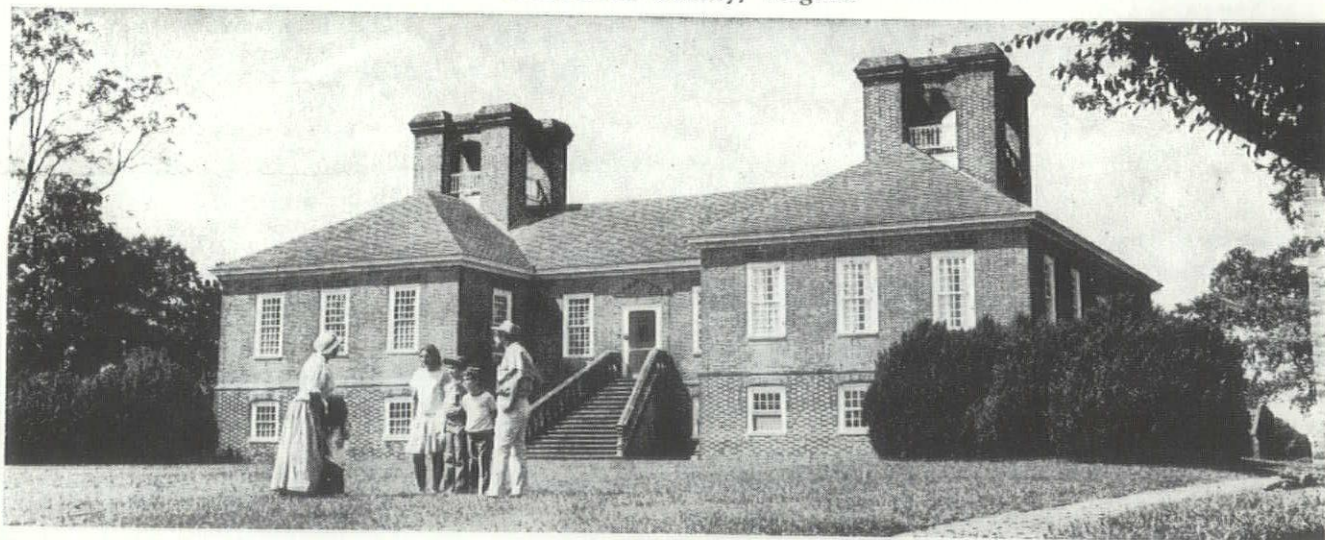
**November 17-19 ROANOKE CRAFT FESTIVAL** Roanoke Civic Center sponsored by the Docent Guild, Roanoke Fine Arts Council.

## Old Grace Church at Cismont

**November 23 50th ANNIVERSARY OF BLESSING OF THE HOUNDS** Colorful ceremony of the Blessing of the Hounds by the clergy. Huntsmen, hounds, bugles and bugling, all present. After ceremony, visitors follow the mounted hunt participants across the fields to Kinloch for the commencement of hunting season. Contact Grace Episcopal Church (804) 293-3549.

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Stratford Hall is located just off of State Route 3 on State Route 214, six miles northwest of Montross, Virginia, in Westmoreland County and 42 miles southeast of Fredericksburg, Virginia.

Write for free brochure:  
Robert E. Lee Memorial Association  
Stratford Hall Plantation  
Stratford, Virginia 22558



#### Williamsburg

**November 23 TRADITIONAL FEASTING AT KING'S ARMS, CAMPBELL'S AND CHOWNING'S** — 18th-century taverns of Williamsburg— as well as at the Williamsburg Inn, Lodge and Cascades Restaurant.

#### The Boar's Head Inn, Charlottesville

**November 23-25 THANKSGIVING HUNT WEEKEND** In the heart of Virginia's hunt country attend the "blessing of hounds," on Thanksgiving day, and a foot hunt. Evening entertainment, traditional Thanksgiving Feast. Contact: Ed Holliday, General Manager, P. O. Box 5185, Charlottesville, VA 22903. (804) 296-2181.

#### Williamsburg

**November 24 COLONIAL MUSIC AT THE CAPITOL** special programs by a balladier and a company of musicians, 8 and 9:15 p.m.

#### Chincoteague

**Thanksgiving Week GOOSE WEEK AT CHINCOTEAGUE NATIONAL WILDLIFE** Chincoteague National Wildlife Refuge, Assateague Island, Canada and Snow Geese coming into refuge. Nature trails opened exhibits. Birdwatchers Paradise! All sorts of planned events pertaining to nature planned. Daily. No admission fee. Sponsored by the Chincoteague National Wildlife Refuge J. C. Appel, Chincoteague, VA 23336.

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Hagerstown  
MARYLAND



#### Salem

**December 1 SALEM CHRISTMAS PARADE** Annual Christmas Parade. Salem Chamber of Commerce, 7 South College St., Salem, VA 2415 (703) 387-0267.

#### Alexandria

**December 2 SCOTTISH CHRISTMAS WALK** Alexandria's Scottish founders are saluted with bagpipe bands, Scottish Clan Chieftains and visitors parading through Old Town. Begins 10 a.m. at Scotland House, 60 S. Washington St. Special activities until 4 p.m. included antiques, free heather, food and craft sales, old homes tour, children's events. Scottish films. Alexandria Community Y, sponsor. Free walk. (703) 549-0111.

#### Armory, Onancock, VA

**December 2 CHRISTMAS SALE OF ARTS & CRAFTS** Arts and Crafts on sale. Exhibits on local crafts. Many exhibits in time for Christmas copying and giving. No admission fee. 10:00 a.m. to 5:00 p.m. Sponsored by Eastern Shore Art & Craft Guild, Parksley, VA 23421.

#### Vinton

**December 2 VINTON CHRISTMAS PARADE** Annual Christmas Parade. Vinton Chamber of Commerce, 119 Lee Avenue, W., Vinton, 241 (703) 343-1364.

#### Williamsburg

**December 2-3 ANNUAL CHRISTMAS HOMES TOUR** by Greenspring Garden Club — private residences open to the public.

#### Williamsburg

**December 2, 9, 16, 23, 30 BRUTON BY CANDLELIGHT** every Saturday 8 p.m.

#### Williamsburg

**December 2, 9, 16, 23, 30 CAPITOL BY CANDLELIGHT.** Evening tour to 10 p.m.

#### Fredericksburg

**December 3 CHRISTMAS CANDELIGHT TOUR** (held first Sunday December) — Sponsored by Junior Board, Historic Fredericksburg

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oundation. Private homes open for tour with Colonial Christmas decorations. Contact: Mrs. Susan Johnson, Historic Fredericksburg Foundation, 623 Caroline St., Fredericksburg VA 22401. (703) 371-4504.

#### Alexandria

**December 8 CAROLS BY CANDLELIGHT** Carlyle House. Carolers perform in the decorated, candlelit halls. Carlyle House, 121 No., Fairfax St. 9 p.m. No. Va. Regional Park Authority, sponsor. \$2 adults; \$1 children. (703) 549-2997.

#### Alexandria

**December 8, 10, 16, 17 CAROLS BY CANDLELIGHT** Carolers perform in the candlelit, decorated halls of Woodlawn Plantation. Early 19th century style refreshments served. Boxwood and gifts sold. Dec. 8 and 16; 7-10 p.m. Dec. 10 and 17 3-6 p.m. \$2.50 adults; \$1.25 children under 16. (703) 780-3118.

#### Alexandria

**December 9, 10 CHRISTMAS CANDLELIGHT TOUR** Of Historic Adsby's Tavern, Carlyle House, Robert E. Lee Boyhood Home and Leendall House featuring 18th century chamber music, caroling, wassail bowl, colonial refreshments. Christmas tree exhibit, and 18th century decorations. 7-9:30 p.m. \$3. (703) 549-0205.

#### Newport News

**December 11 3rd ANNUAL SUPERBLOCK HOLIDAY FESTIVAL** A free outdoor event including a bonfire, hayride, caroling, stage program, lighting of the season, tree lighting, dramatic presentation, refreshments, and SANTA! Hours 6-9 p.m. Located downtown on Washington Ave. at 28th. Contact Mrs. Kathi Cooper, Progress Committee, 2501 Washington Ave., Newport News, VA 23607. (804) 244-9111, ext. 260.

#### Yorktown

**December 14 CHRISTMAS IN YORKTOWN** Lighting of a Christmas tree decorated with more than a thousand handcrafted ornaments, donated by communities across Virginia. Caroling, refreshments. Contact Bettie Matthews, Yorktown Victory Center, Box 1976, Yorktown, VA 23690 (804) 887-1776.

#### Williamsburg

**December 14-15 DECORATION OF GOVERNOR'S PALACE** and homes in Palace Green for Christmas season.

#### Arlington

**December 15 CANDLELIGHT OPEN HOUSE** Arlington House 7 p.m.-10 p.m. Admission free. Guides in period costume escort visitors through Arlington House by candlelight. Contact Site Supervisor Arlington House, Turkey Run Park, McLean, VA 22101. (703) 557-3153.

#### Williamsburg

**December 15 GRAND ILLUMINATION** of the City — official celebration marking the opening of the Christmas fortnight.

#### Lorton

**December 15-17 CAROLS BY CANDLELIGHT** 18th Century music in candlelit Gunston Hall. Caroling in the reception center. Refreshments. Admission. Contact Gunston Hall, Lorton, VA 22079 (703) 550-9220.

#### Norfolk

**December 15-24 DECEMBERFEST '78** Enjoy the distinctive glow of a season spanning four centuries: Adam Thoroughgood House, Moses Myers House, Willoughby-Baylor House, Gardens-by-the-Sea — all the traditions of Christmas. Contact Norfolk Visitors Bureau, P. O. Box 238, Norfolk, VA 23501. (804) 441-5166.

#### Appomattox

**December 16 CIVIL WAR CHRISTMAS AND PEACE CELEBRATION** Appomattox Court House National Historical Park 7:00 - 10 p.m. Restored Historic village of Appomattox Court House will come alive to the sights and sounds of an old fashioned Christmas. Admission - free. Contact: Superintendent, Appomattox Court House National Historical Park, P.O. Box 218, Appomattox 24522. (804) 352-8987.

#### Middletown

**December 16-23 CHRISTMAS AT BELLE GROVE** Dressed for the Holiday and gentled by Candlelight and Music. Open House each evening 7 to 9 p.m. Contact National Trust for Historic Preservation, Belle Grove, P.O. Box 137, Middletown, VA 22645. (703) 869-2028.

#### The Boar's Head Inn

**December 23-26 MERRIE OLD ENGLAND CHRISTMAS CELEBRATION** Five days of warmhearted festivities from Christmases of four centuries ago. Contact: Ed Holliday, General Manager, P.O. Box 5185, Charlottesville, VA 22903. (804) 296-2181.

#### Williamsburg

**December 25 CHRISTMAS DAY** — selected exhibition buildings are open for part of the day to visitors.

**December 29 & 30 OLD DOMINION UNIVERSITY BASKETBALL CLASSIC** Contact: Old Dominion University. (804) 489-6405.

#### Williamsburg

**December 31 NEW YEAR'S EVE** - Retreat - Colonial Williamsburg Fifes and Drums perform on market Square Green at 4 p.m.

#### Morven Park Mansion, Leesburg

**December 1978 ANNUAL CHRISTMAS OPEN HOUSE** Traditional Christmas decorations and tour of mansion, open to public free of charge. Contact E. A. Maurer, Rt. 2, Box 50 Leesburg, VA 22075. (703) 777-2414.

#### Downtown Mall, Charlottesville

**Early December 1978 CHRISTMAS CANDLELIGHT SERVICE & COMMUNITY SING** Contact: Donna Massey, 4116 E. Main Street, Charlottesville, VA 22901. (804) 296-8548.

#### Ash Lawn, Rt. 795 Charlottesville

**End of December 1978 ASH LAWN BY CANDELIGHT** Christmas greens and music. Contact: Carolyn Holmes. (804) 293-9539.

#### Alexandria

**December 31 SCOTTISH NEW YEAR'S EVE "hogmanay."**



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# The Thirty-fifth Annual Waterford Foundation HOMES TOUR AND CRAFTS EXHIBIT

October 6, 7 and 8, 1978

**W**ATERFORD, Virginia, preparing for its Thirty-Fifth Homes Tour and Crafts Exhibit on October 6, 7 & 8, was settled by Quakers forty-three years before the American Revolution. The small settlement abided by its peace-loving faith when the Revolution came and those sons who did bear arms were disowned by their Meeting. And again, in 1861, Waterford voted 221 to 30 against secession. According to historian John Devine, the majority of Waterford's Quaker citizens tried to stay strictly neutral despite the vote but they were caught in the middle of opposing forces, the Union Loudoun Rangers and the Confederate Loudoun Cavalry, burned out by their friends and robbed by their enemies.

There will be no re-enactment of the battle that left a bullet hole in the Baptist Church but there will be Revolutionary uniforms on the Maryland Militia, the Howell Jackson Fife and Drum Corps from Middleburg, Waterford's own gunsmith William Hunley, and background music from the steam whistles of the Iron Men of Loudoun, dulcimer players and flutes.

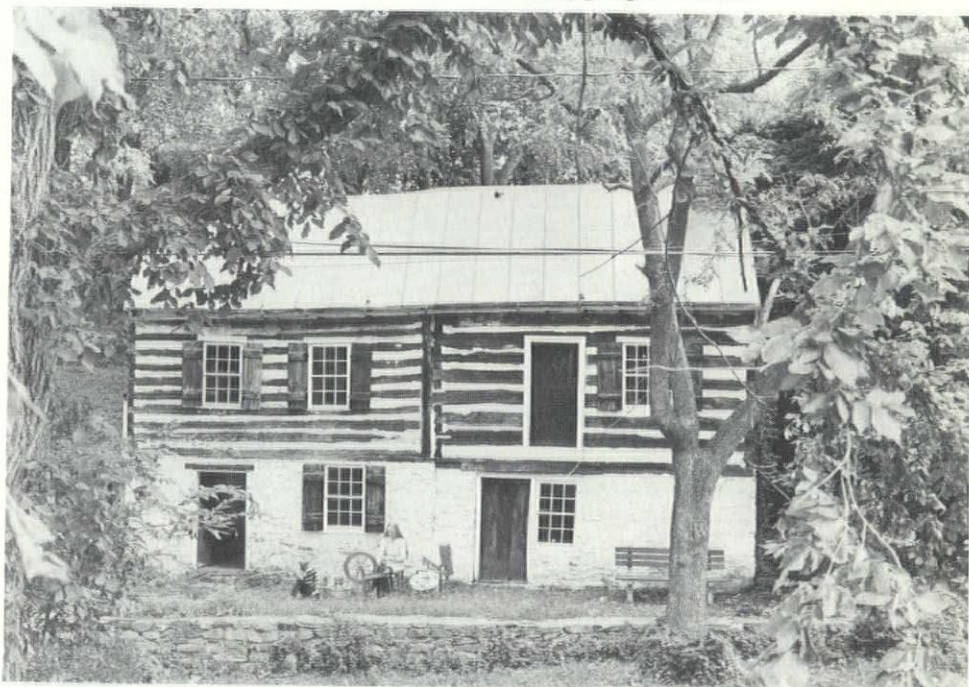
Sixty artisans and craftsmen will be in the village, demonstrating in Waterford Foundation-owned buildings. The Foundation, formed in 1943 to

encourage early American crafts and to restore Waterford's homes and buildings, has consistently sought out the best of craftsmen and, during the year, has promoted its own Waterford Weavers and Waterford Potters in Foundation sponsored classes.

Part of the proceeds will also support the Waterford Foundation's more recent effort to put land, after buying it, into scenic easements. Many of Waterford's homeowners, including nine whose homes will be open during the October event, have also "eased" their properties to protect Waterford's rural heritage.

The Red Barn Art Show, open to artists from Loudoun and adjoining counties and Alexandria; the Corner Store, stocked with produce, baked goods and condiments; the Old Mill with Americana to bring home, and the town's antiques shoppes are all part of the October event. Hot country lunches will be served each day with food stands throughout the village.

Admission to Waterford, open from 10 am to 5 pm, is \$3.00 with children under 12 free. This includes parking and a booklet. Group rates are \$2.50, twenty people or over.



*The Weaver's Cottage, restored by George Bentley and now a property of the Waterford Foundation, where the Waterford Weavers Guild will demonstrate weaving, spinning and dying wool during the Waterford Foundation's Homes Tour and Crafts Exhibit on October 7, 8 and 9. Admission to the village, house tour, all foundation-owned buildings where craftspersons will be demonstrating, the Red Barn Art Exhibit and the Corner Store are included in the \$3 per person (children 12 and under free) admission.*

*Pat Mills, president of the Weaver's Guild, spins in front of the cottage, son Jud cards wool.*

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# Fifth Annual Medley of the Arts

Peninsula Council of the Arts

THE 1978-79 season of art programs for the Peninsula Area will be ushered in with the 5th ANNUAL MEDLEY OF THE ARTS. Coliseum Mall and the Peninsula Council of the Arts hold this extravaganza of Visual and Performing Arts in order to show everyone who comes to Coliseum Mall exactly what the Peninsula has to offer in the way of Music, Dance, Theatre, Arts and Crafts.

On October 19-21, the Medley will express the quality and commitment of Arts Organizations on the Peninsula. The Peninsula Symphony and the Virginia Opera will be performing during this three day event. Other forms of artistic expression will be Belly Dancing, Live Theatre, Madrigal Singers, Ballet, various small groups of singers and musicians, and much more. The Mariners Museum, Peninsula Nature and Science Center, NASA, and other museums will be displaying interesting materials. In addition to these organizations, over 90 artists and craftsmen will be displaying, demonstrating, and selling their art work.

If all of this sounds like a lot of excitement and fun, well that is exactly what the Medley is supposed to be. The more people that come to Coliseum Mall between October 19 and 21, the more people we at the Peninsula Council of the Arts can show just how much excitement there is in the Arts on

the Peninsula. Our Symphony, Theatre Groups, and Dance Companies, need and deserve high attendance. The Medley shows what these groups can offer to the average person; entertainment!

To promote greater attendance at a monetary discount, a Ticket Sampler will be offered that will give large savings for the first performances of many of the Arts Groups on the Peninsula.

This event, the Medley of the Arts, is the Peninsula Council of the Arts' and Coliseum Mall's gift to everyone in order to graphically show how interesting the Arts on the Peninsula really are. In return, we hope that the Symphony, Theatre Groups, and Dance Companies will have more people attending their functions throughout the year. We are trying to bring the Arts to all of the people through their participation in the Arts.





# Court Days in Old Charlottesville . . .

## A Craft Festival

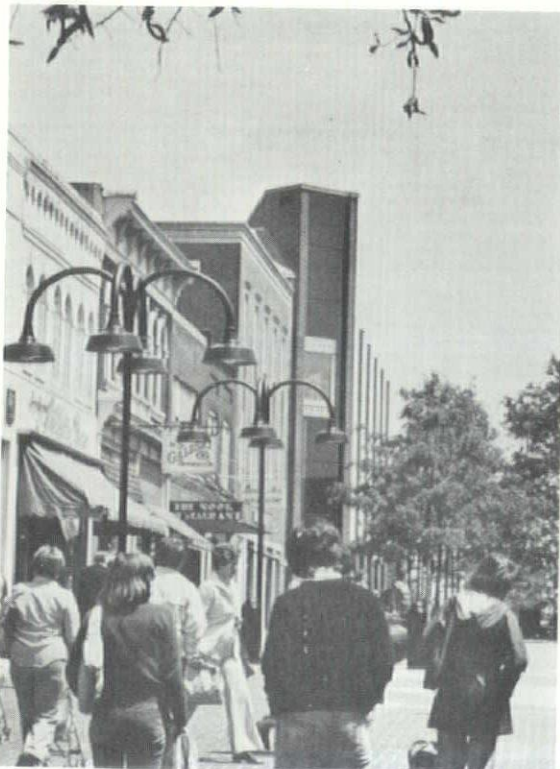
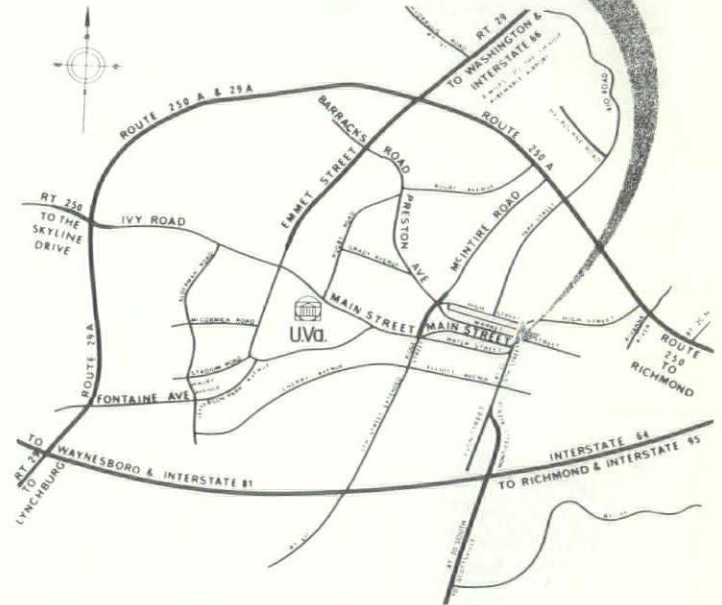
October 13, 14 & 15

VISITORS to Charlottesville will find a special attraction this October. "Court Days in Old Charlottesville . . . a Craft Festival" will be celebrated on October 13, 14 and 15 in the heart of the historic downtown area. The festival is designed to recreate an atmosphere of the court days in years past for the modern urban dweller. The days when court convened were traditionally times when residents from outlying areas came to Charlottesville to tend to business, buy supplies and socialize. Visitors to Charlottesville's historic downtown area during the October festival will find many activities reminiscent of those days.

Activities for the festival will center in three areas. A juried craft show and sale is planned for Lee Park. Craftsmen from Virginia, North Carolina, Maryland and West Virginia have been selected to sell their wares and demonstrate traditional and contemporary craft techniques. A variety of items will be exhibited, including stoneware, porcelain, gold and silver jewelry, leatherwork, stained glass creations, handwoven coverlets, handspun fibers and handmade looms.

Historic trade demonstrations are planned for the Court Square area including gunsmithing, blacksmithing, dulcimer making and others. Everyday household crafts to be demonstrated include quilting, caning, butter churning and apple butter making. Visitors will be invited to a film presentation by the Western Virginia Bicentennial Center. A walking tour of the Court Square area will be available

## THE MALL



throughout the festival. Visitors will see the buildings that belonged to the original town of the early 1800s. These landmarks were frequented by Thomas Jefferson, James Monroe and James Madison. In those days the Court Square area consisted of the Court House, Swan Tavern which was owned by Jack Jouett's father, several mercantile establishments, a library to which Thomas Jefferson made substantial contributions of books, a Swiss watchmaker's shop, the Eagle Tavern and the old Town Hall, later the Levy Opera House. As the town grew, it extended south to Three Notched Road where the present outdoor pedestrian mall lies. Many generations of Charlottesville families have lived and traded in this historic area. The Mall will be the setting for country dances, musical activities and entertainment scheduled throughout the festival. Visitors will also find refreshments and homemade delicacies at the "Country Store" booth in the Central Place on the Mall. Several shops along the Mall will present craft demonstrations. One of the demonstrations will be by a local craftsman whose quill pens have been presented to international dignitaries.

"Court Days in Old Charlottesville . . . a Craft Festival" is sponsored by Downtown Charlottesville, Inc. It is open to the public. No admission will be charged for any activity. For information and directions, call or write to Downtown Charlottesville, Inc., 416 E. Main Street, Charlottesville, Va. 22901. (804) 296-8548.



# 25th FALL ANTIQUES SHOW

Onancock, November 3, 4 & 5



Twenty-five years ago the Auxiliary to the Northampton-Accomack Memorial Hospital on Virginia's Eastern Shore held its first Antiques Show.

In that quarter century the Hospital that serves these two rural counties has realized more than \$50,000.00 for its growing needs.

The Show is conducted by the all-volunteer Auxiliary and shows the genuine love in the heritage of "Beauty from the Past" and a spirit of warm hospitality and concern for its customers and dealers.

The Show will be held in the National Guard Armory in Onancock, Virginia, on November 3rd from noon to 9:00 p.m.; November 4th from 11:00 a.m. to 9:00 p.m. and November 5th from noon to 6:00 p.m. Fresh flowers adorn dealers' booths, hostesses add to the

graciousness of the affair and meals are served throughout the three days, making the occasion rather unique and one that has attracted thousands over the years.

Some twenty dealers from the East Coast region participate in the Annual Event.

The admission price is \$1.50 at the door.

The Armory in Onancock, Virginia, is approximately twenty-five miles South of the Maryland-Virginia line, and approximately sixty-five miles North of Norfolk across scenic Chesapeake Bay Bridge-Tunnel.

Featured are outstanding period furniture as well as china, glass, silver, Oriental rugs, jewelry and many art objects.

The Co-chairmen this year are Mrs. F. A. Shelton and Mrs. I. Lee Kellam.



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# Fifth Annual

## Civil War Christmas and Peace Celebration

### Appomattox Court House National Historical Park

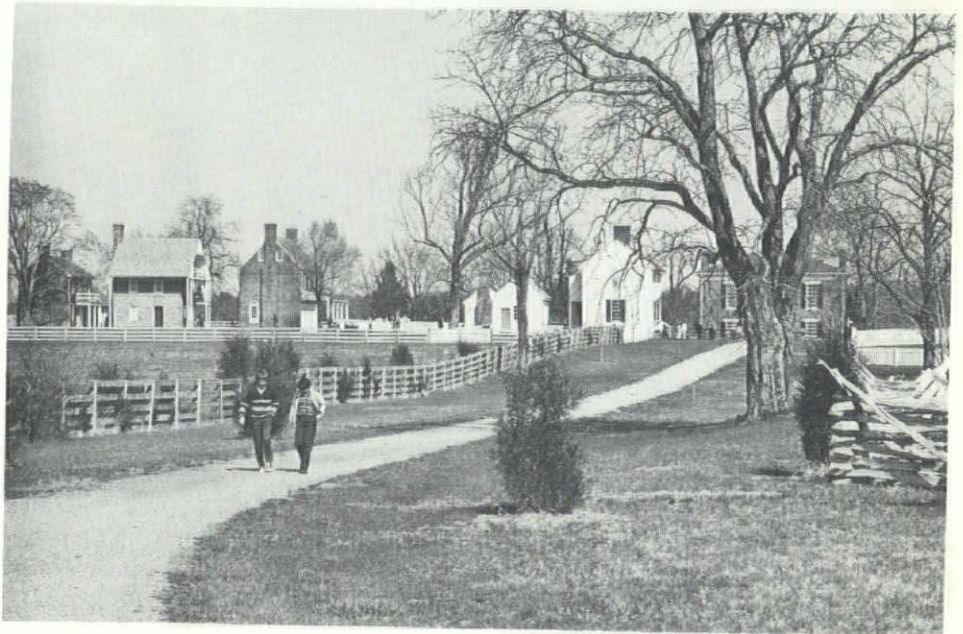
**December 16**

ON Saturday, December 16 from 7 a.m. to 10 p.m., Appomattox Court House National Historical Park will host its Fifth Annual "Civil War Christmas and Peace Celebration." The village where the tragic Civil War was reduced to a "gentleman's peace" will come alive as the event recaptures life in the town in 1865, when there was more emphasis on the religious significance of the time, with family gatherings and feasting marking the season.

Costumed hostesses will welcome everyone to the decorated historic homes of the village residents and Christmas carols will be sung around warm bonfires. Lanterns and lamps will be decorated with holly and magnolia leaves, and trees decorated with gingerbread men, popcorn and berry garlands and live candles will be placed in the visitor's center in the Court House and in the McLean House, where Lee and Grant signed their "gentleman's agreement," ending the Civil War.

For many years after the war ended, veterans and civilians alike streamed to the rural town to see McLean's House and the town where it all ended, but nothing was done to preserve the historical area until 1930.

At that time, Congress acquired an acre of ground to erect a monument to commemorate the event. In 1935, Congress authorized the establishment of the park, under the authority of the U.S. Department of the Interior. Today the park contains almost a thousand acres and 13 of the original 18



*Appomattox Court House National Historical Park*

structures that existed in 1865 remain in the village. All have been restored to their appearance at the close of the war.

The Park Service has been meticulous in keeping the village as quaint as it was. No paved streets, sidewalks or outside electrical lighting detract from the authenticity of the area.

Dress warmly for this event, and go back to our forefathers' time, joining in an evening of fellowship and reflection upon the spirit of peace. Appomattox Court House National Historical Park is located three miles north of Appomattox, Virginia on State Route 24.

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# 100 Years of Discovery

## Luray Caverns

By Richard Dunlop

THE cold air rushing out of a limestone sinkhole atop a big hill west of Luray, Virginia, blew out a candle held by Andrew Campbell, the town tinsmith. It was 100 years ago on the morning of August 13, 1878, and Campbell, a pioneer glass plate photographer named Benton Stebbins, and three Campbell relatives, including his 13-year old nephew Quint, were exploring for a cave.

The amateur spelunkers dug away the loose rock and lowered a rope into the dark hole. Candle in hand, Campbell slid down the rope. Quint followed, because if the hole in the ground proved too small for a man, a boy might be able to get through. He had no idea that down there in the ground was a 500-year old kneeling skeleton of an Indian boy of about his age, who had never made it back to the surface.

The man and boy scarcely could believe what they saw around them, for they found themselves in the largest caverns in the East, an eerie subterranean world of stalactites and stalagmites sparkling in the flickering light of the candle. Quint and his uncle explored several rooms, each more magnificent than the other. Before returning to the surface, the man cautioned the boy that the discovery must be kept secret.

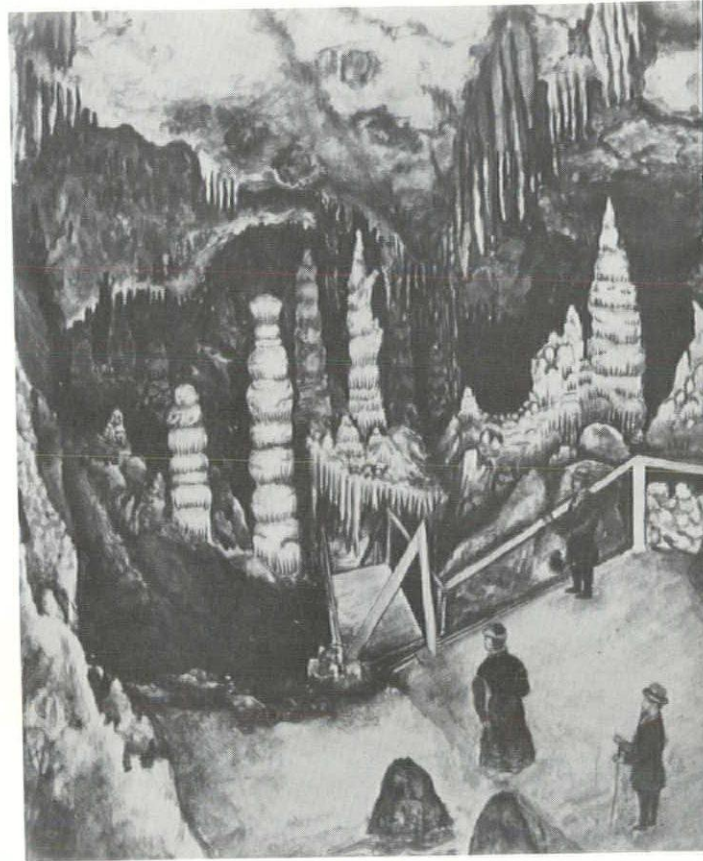
After they climbed back up the rope to the surface, Andrew told the other men, "It ain't nothing but a damned hole in the ground."

As soon as first cousin James Modisett was out of earshot, he explained to Benton Stebbins and 26-year old Nephew Billy that Quint and he had seen an enormous cave of unbelievable beauty. He swore them to secrecy as well. The three men met the next evening in Campbell's tinsmith shop to make plans to buy the land containing the cave. This they did at public auction the next month. Then they set about opening an entrance so that visitors could be admitted.

Alexander J. Brand, Jr., a correspondent for the *New York Herald*, became the first travel writer to visit the caverns.

"It's a magnificent cave," he told townspeople, "the most beautiful I've ever seen. Trying to compare your cave to others would be like comparing New York City to the Town of Luray."

The October 19, 1878, issue of the *Herald* announced the "Discovery of an Immense Subterranean Palace of Stalacta in Virginia." The exciting news of the discovery of what were soon called the Luray Caverns spread through the East so that when on November 6 the cave was first opened to the public a throng of people arrived by horseback and carriage. Thousands of candles illuminated the most magnificent



### EARLY PICTURES PRESENTED PROBLEMS

Andrew Campbell and Benton Stebbins, the discoverers of Virginia's Luray Caverns knew that "a picture was worth more than a thousand words." However, the candlelight used to illuminate the cave combined with slow film and pioneer cameras prevented this natural wonder from being photographed.

Leading newspapers and magazines in 1878 gave glowing reports of what was termed by authorities to be "The discovery of the century," and Stebbins being a professional photographer realized a solution had to be found. Good of American initiative prevailed a century ago when Stebbins engaged his wife Amelia to make India ink drawings of the spectacular views. These were photographed in the Stebbins studio and reproduced as postcards, becoming the first promotional illustrations of this remarkable cave.

Featured above is one of the first pictures made of Luray Caverns by this technique 100 years ago this year.

Dick Dunlop came by his interest in early tourist transportation naturally enough, for he is the author of two current books *WHEELS WEST* and *THE BACKPACKING AND OUTDOOR GUIDE* published by Rand McNally. His travel writing appears in leading magazines and newspapers, and he is also the author of *DOCTORS OF THE AMERICAN FRONTIER* and *GREAT TRAILS OF THE WEST*. Dunlop is past-president of the Society of American Travel Writers.

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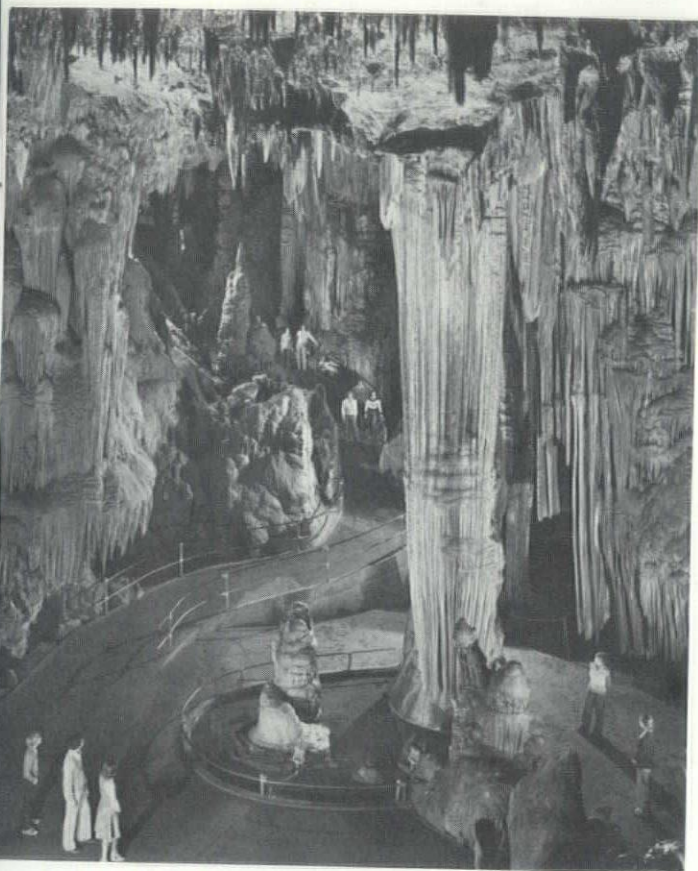
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places in the caverns. In between the illuminated great rooms visitors walked over a mile of shadowy trails lit by the candles they held in their hands.

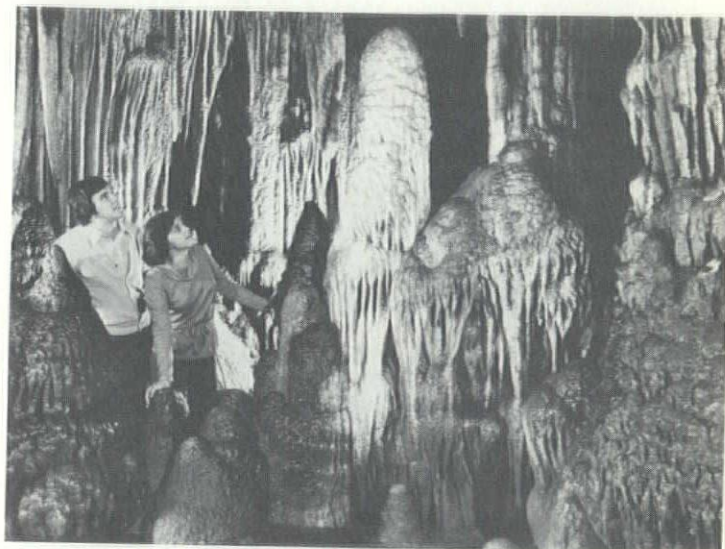
The famous explorer, Professor Jerome J. Collins, postponed his departure on a three-year expedition to the North Pole to pay a visit to the caverns. He had his doubts about the importance of the discovery.



"I prepared myself on coming here for a first class disappointment," he told Andrew Campbell after spending several days exploring the caverns. Others considered it to be the find of the century.

The Smithsonian Institution sent a delegation of nine scientists to examine the caverns on July 12, 1880. "It is safe to say that there is probably no other cave in the world more completely and profusely decorated with stalactite and stalagmite ornamentation than that of Luray," they concluded. They took away the bones of the Indian boy for exhibition at the Smithsonian. The *Encyclopedia Britannica* devoted an unprecedented page and a half to describing the cave's wonders.

The rush of tourists was on. Over the next 100 years more than 20 million visitors toured the caverns. They still keep coming as the Luray Caverns, still numbered among the world's natural landmarks, celebrate the centennial of their discovery.



#### LURAY CAVERNS IS AN "ACTIVE CAVE"

Luray Caverns is noted for its variety of formations. In 1880, a report by the Smithsonian Institution declared "It is safe to say that there is probably no other cave in the world more completely and profusely decorated with stalactitic and stalagmitic ornamentation than that at Luray." The white calcite stalagmite featured here is named the "Frozen Fountain," though the cave temperature never varies from a delightful 54° F.

According to geologists, Luray Caverns is known as an "active cave" for the stalactites and stalagmites are still forming though at the very slow rate of one cubic inch in 120 years. The "Frozen Fountain" is estimated to be 1,391,520 years old and still growing.

MILLIONS OF YEARS OLD -

#### BUT ALWAYS SOMETHING NEW

Giant's Hall in Virginia's Luray Caverns is one of the highlights of the tour because of the size and profusion of its formations. The Double Column shown here is located at the lowest level of the tour, being 164 feet below the surface.

A unique feature is that the cave tour is designed to prevent retracing. The paved walks represent a giant figure eight, with an overpass and underpass in the center of the eight, so visitors are constantly seeing a new view.

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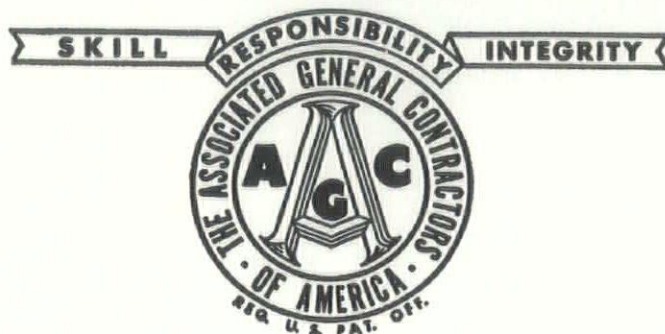
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# VIRGINIA A.G.C. REVIEW

OFFICIAL SECTION VIRGINIA BRANCH A.G.C.



## Three Opportunities Offered To Improve Skills

THROUGHOUT the year, opportunities on three levels will be offered to upgrade skills of construction firms' personnel: the **Supervisory Training Programs**, a **Certification Program for Middle Management**, and the new **Construction Craftsman's Curriculum**.

The **Supervisory Training Programs** are of two types: one 40-hour course for the Foreman and a ten unit, 250-hour, course for Superintendents.

The **Foreman** Course is designed to add to the construction job supervisor's knowledge of what his job is, what bosses and subordinates expect of him, and what human relations and management skills are needed.

The nine topics covered are:

The Supervisor's Role  
Leadership  
Motivation  
Problem Solving  
Communication

Materials Handling  
Training and Learning  
Planning and Organizing  
Safety

The **Superintendent** Course covers, in its ten units:  
Leadership and Motivation  
Oral and Written Communication  
Construction Problem Solving and Decision Making  
Interpretation of Drawings and Documents  
Planning and Scheduling  
Safety  
Cost Awareness and Production Control  
Employee and Labor Relations  
Productivity Improvement  
Project Organization and Control

These two courses, designed and prepared by the Associated General Contractors of America, make good use of the most advanced training techniques with excellent audio-visual aids and testing devices.

The **Certification Program for Middle Management** is a series of one or two day seminars which may be taken over a period of months or years. A total of 15 days taken in required courses and electives will lead to the Certified Construction Management Diploma. The program has been designed through the cooperative efforts of the AGC of Virginia and Virginia Polytechnic Institute and State University. The necessary courses will be scheduled in various places in the state as demand requires. (Amplification of this program follows this article.)

The newest of the programs, the **Construction Craftsman's Curriculum**, has been developed by the National AGC in conjunction with Oklahoma's Instructional Materials Center (CIMC). It differs from previous courses in offering across-craft-lines approaches. The course includes specific units for:

Carpentry  
Iron Work  
Power Tool Use  
Safety

Cement Finishing  
Welding  
Blueprint Reading  
—and others.

The course is designed as an innovative supplement to on-the-job training in construction. To benefit, a craftsman needs only self-motivation and basic math and verbal skills. Hundreds of visual aids help present theory clearly and concisely.

Further details about times and places for these offerings can be obtained from the AGC of Virginia office.



A CERTIFICATION PROGRAM FOR  
MIDDLE MANAGEMENT  
OF THE  
VIRGINIA BRANCH, ASSOCIATED GENERAL  
CONTRACTORS OF AMERICA, INC.  
PREPARED BY  
VIRGINIA POLYTECHNIC INSTITUTE AND STATE  
UNIVERSITY  
APRIL 1978

**Purpose:** To provide a long-range educational program for mid-management personnel of the member firms, successful completion of which will insure broad knowledge of the management of human and technical resources. The ultimate purposes are to provide an educational background which will aid in selection of candidates for higher positions in their organization and will enable them, through application, to perform more effectively on their present jobs and to assume more delegated authority from their superiors in their firms.

**The Meaning of Certification**

Certification is (1) by the Virginia Branch, stating that the candidate has completed a program whose breadth and depth meets the needs of the member firms for employee development and (2) by VPI&SU, stating that the course material is designed and carried out by qualified educators and that minimum standards of attendance and performance were met by the candidate.

The total requirement of approximately one hundred and three hours of instruction (see program below) is equivalent to similar industrial certification programs — for example, the Certificate in Business Management issued and administered by the American Management Associations Extension Institute in cooperation with a number of Universities requires seven courses totaling 105 hours.

The Award Certificate or Diploma for completion of the required program of courses will carry the logos of both the Associated General Contractors of America and VPI&SU and signatures of officials of both organizations to attest to the joint design and supervision of the training program.

**The Educational Program:**

Certification that a person holds the Certified Construction Diploma (CCD) will require the completion of fifteen days of training. Ten of these days are required courses. The remaining five may be any combination of the electives listed.

An examination, to be prepared jointly by the Virginia Branch and VPI&SU, will also be administered at the conclusion of an individual's training program. Successful completion will be required for certification. Approximately two-thirds of the examination questions to be answered will be chosen by the two organizations from required courses and one-third may be selected by the candidate from a large number chosen from the elective courses.

The **required courses** (ten days total) are the following:  
Supervisory Development Course (4 days)  
Project Network Scheduling (2 days)  
Finance for the Non-Financial Manager (2 days)  
Cost Reduction Techniques (2 days)

The **elective courses** are selected from the following list (five total days required):

The Law and How it Affects Management (2 days)  
Performance Appraisal (1 day)  
Facilities Design (2 days)  
Negotiating Workshop (1 day)  
Communicating for Results (1 day)  
Selling Yourself and Your Company (1 day)  
Value Engineering (2 days)  
Construction Industry Labor Relations (2 days)  
Work Measurement (2 days)

Brief descriptions of these courses follow. The list also includes courses not on the above proposed curriculum by which may be substituted or added to the courses listed as electives, as conditions or needs of the Virginia Branch change.

**CERTIFICATION CURRICULUM  
FOR THE VIRGINIA BRANCH, AGC**

**Small Business Accounting.** A short basic accounting workshop for small businesses. This is a highly participative workshop with a "learn by doing" emphasis. It can be adapted or expanded to particular needs of any special groups.

**Developing A Marketing Plan.** This program can be tailored to fit particular needs. Emphasis can be given to expanding the small business manager's thought horizons under the major topic, "The Role of Marketing in the Small Business," or more specific techniques can be covered under the topic "Conducting A Business Feasibility Study."

**Cost Reduction Procedures.** This program presents time tested tools and techniques for improving the layout facilities design of the work place, and elimination of nonproductive activities. The "questioning attitude" will be systematically applied in process analysis and work simplification. Principles covered will be applied for production warehousing, office procedures, and all kinds of industrial work.

**Tools for Decision Making.** This program will examine the principles behind sound economic decision making. The "time value" of money, present worth concepts, pay back period, and rate of return will be considered. Machine replacement, make buy decisions, and objective evaluation of alternatives will be included. Emphasis will be on real world application rather than theory.

**Results Oriented Management Systems.** Objectives, precisely spelled out, constitute the concrete aims of a business and indicate specifically what, how, and how much is expected to be accomplished. This program will examine the philosophy and practice of goal setting. It will consider the

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implementation of a top to bottom results oriented management system, based on strategic planning.

**Selling Yourself.** Designed to aid sales people and managers in putting across their ideas, programs, products, etc. This is a shorter program than the previous ones.

**Management of Value Engineering.** To train managers in value analysis, a managed orderly approach for increasing the return on investment by controlling and reducing costs without degrading quality of performance. Techniques presented are appropriate for hardware, software, systems, procedures, or facilities.

**Construction Industry Labor Relations.** An overview of contractual issues, grievance handling and prevention and productive manager-employee relations on the job.

**Cost Systems Effectiveness.** A treatment of the overall applications of cost/system effectiveness. Concepts of reliability, maintainability, logistics support, and data are developed and integrated into the systems engineering management process. Specific system requirements, design criteria, case study applications, modeling and analysis are discussed.

**Work Measurement.** Program would develop techniques for measuring manpower work requirements with emphasis on top watch time study production standards. Performance rating, work sampling, standard data and measurement equipment will be included. Material developed is suitable for wage incentive, costing, and process analysis.

**Facilities Design.** Program will instruct in the basic steps of plant layout. General techniques and procedures suitable for any layout requirement will be presented. Both manual and computer applications will be used. Emphasis will be placed on industrial application embracing the system approach to problem solution.

**Production Planning and Inventory Control.** To instruct participants in the basic steps involved in production planning and inventory control. Practical techniques and general principles suitable to small and medium size companies will be presented. (May be separated into two workshops.)

**Project Network Scheduling.** To instruct planners and managers in the steps required for effective project management through use of PERT/CPM techniques. Computer and manual applications will be employed. Emphasis will be focused on cost reductions through improved resource allocation and penalty bonus tradeoffs.

**Supervisory Development.** Program includes discussion of organizational climate for personal growth and development; effective leadership; motivating employees; communication; managing conflict; training; performance appraisal and counseling; and supervisory skills (This overall supervisory course may vary in length from three to five one-day sessions, scheduled together or separately.)

**Performance Appraisal.** This program will help the supervisor determine who are his best employees as well as offering a systematic way of dealing with the individual needs of employees.

**Purchasing Management.** Designed to provide purchasing

managers with theoretical concepts regarding purchasing decisions as well as the application of these theories to current problems stressing new methods and current federal regulations.

**Managing Risk by Insurance.** The principles of optimizing risk through design of an insurance package for the contractor; includes all types of insurance.

**Human Behavior and Motivation.** A practical theory of why people act the way they do and what a manager or an organization can do about it.

**Finance for Non-Financial Managers.** An overview of financial planning, budgeting, cost reporting and control for managers not directly involved in doing finance or accounting work but whose operations are affected by it.

**The Law and How It Affects Management.** An overview of practices and pitfalls; the nature and essentials of a sound contract; liability, OSHA, etc.

**Negotiating Workshop.** A workshop designed to clarify the business and psychological principles of negotiation between individuals and/or organizations.

**Communicating for Results.** A series of exercises and "lecturettes" designed to promote understanding and skill in the basic problem of communicating with people.

**NOTE:** Except as specifically noted otherwise, the above courses require one full day minimum and are expandable to two days for greater depth. Generally the two days may be scheduled "back-to-back" or with an interval between.

### How the CCD "Degree" Is Obtained

Persons interested in obtaining their diploma will enroll on their own initiative (or as required by their company) in each course as it is offered depending on their area of interest — in the case of elective courses offered — or the pace at which they want (or their organization wants them) to proceed in the case of required courses offered. In other words, it will not be necessary for a person to register for **every** required course that is offered. These courses will be repeated from time to time so that if a person has to miss a required course because of work schedules or other demands, he or she can pick it up at some future time. It is anticipated that a "mix" of elective and required courses will be offered on a timetable that will let a diploma candidate finish the CCD in three to four years as a maximum, or sooner if he or she signs up for all courses when first offered. A maximum of flexibility will be allowed in recognition of the busy schedules of most members of supervision and middle manager . . .

All courses will be open to owners, managers, and employees of the member firms of the Virginia Branch regardless of whether or not they are engaged in getting the "degree" under the CCD program . . .

The Virginia Branch will maintain the primary set of records of the enrollment and status of all persons in the CCD program — how many required courses taken, days credited, time since last course, etc., etc. — and will encourage participants from time to time to "keep moving." VPI&SU will provide back-up records on request, for verification if needed.

(ED. NOTE: Information on program services and costs may be obtained from the Virginia Branch, AGC offices.)

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# Construction Problems and What To Do About Them

§ SAMUEL L. Lionberger, Jr., President of S. Lewis Lionberger Company, Roanoke, addressed the American Subcontractors Association of Virginia, Inc. May 8 at the Sheraton Inn, Military Circle in Norfolk. His subject was "The Proof of Good Relationships Between Generals and Subs is in the Profit," which proved to be an entertaining as well as pointedly apt overview of the problems in many phases of the construction process.

Among highlights noted in the ASAGRAM of the American Subcontractors Association of Virginia, Inc. were the following:

Lionberger outlined five basic areas where problems can start — (1) with the Owner; (2) with the Architect, (3) with the General Contractor; (4) with the Subcontractor; or (5) with the Materials Supplier.

The owner can cause problems when he does not have adequate financing. Sometimes the owner will not select the proper architect for the job. Architects usually specialize in certain types of buildings, and one should be chosen for the particular building being designed.

The architect, also, may have problems when the owner only gives

sketchy ideas and doesn't fully explain the features of the building he wants. This may result in many change orders and running over budget. Finally, the architect may furnish incomplete drawings and specifications.

The general contractor sometimes is not prompt in awarding bids, operates with poor job administration and, because of poor planning, doesn't know what's happening on the site.



Sam Lionberger

Bid shopping and late payments often are the biggest problems with some

Generals. Lionberger added, however, on the subject of bid shopping, that "it takes two to tango."

About subcontractors, Lionberger said, they often don't order materials on time and have low cash flow because of retainage. He interjected that the new Virginia retainage ceiling law should help. Subcontractors, too, often don't show up when they promise. He urged subcontractors to call the general contractor if they're having problems, and usually, between them, they can work out a solution. Subcontractors, Lionberger pointed out, must staff a job properly and cooperate on the job with other subs in other trades.

Material suppliers often promise what they know they can't deliver. If a supplier sees a delay in delivery coming up, he should tell the subcontractor, who, in turn, should tell the general so a "work around" plan may be developed.

Lionberger's conclusions were: (1) If each trade on a job knows what the others are doing, things will go well; (2) Clean up as you go along because . . . (3) Good housekeeping is good for everybody.

His most important advice to all in construction was to *communicate and talk things out*. Regular meetings on the job should be held by the general so everyone involved gets an opportunity to communicate.

There are no problems in construction, Lionberger concluded, that cannot be solved by the exchange of information among those involved.

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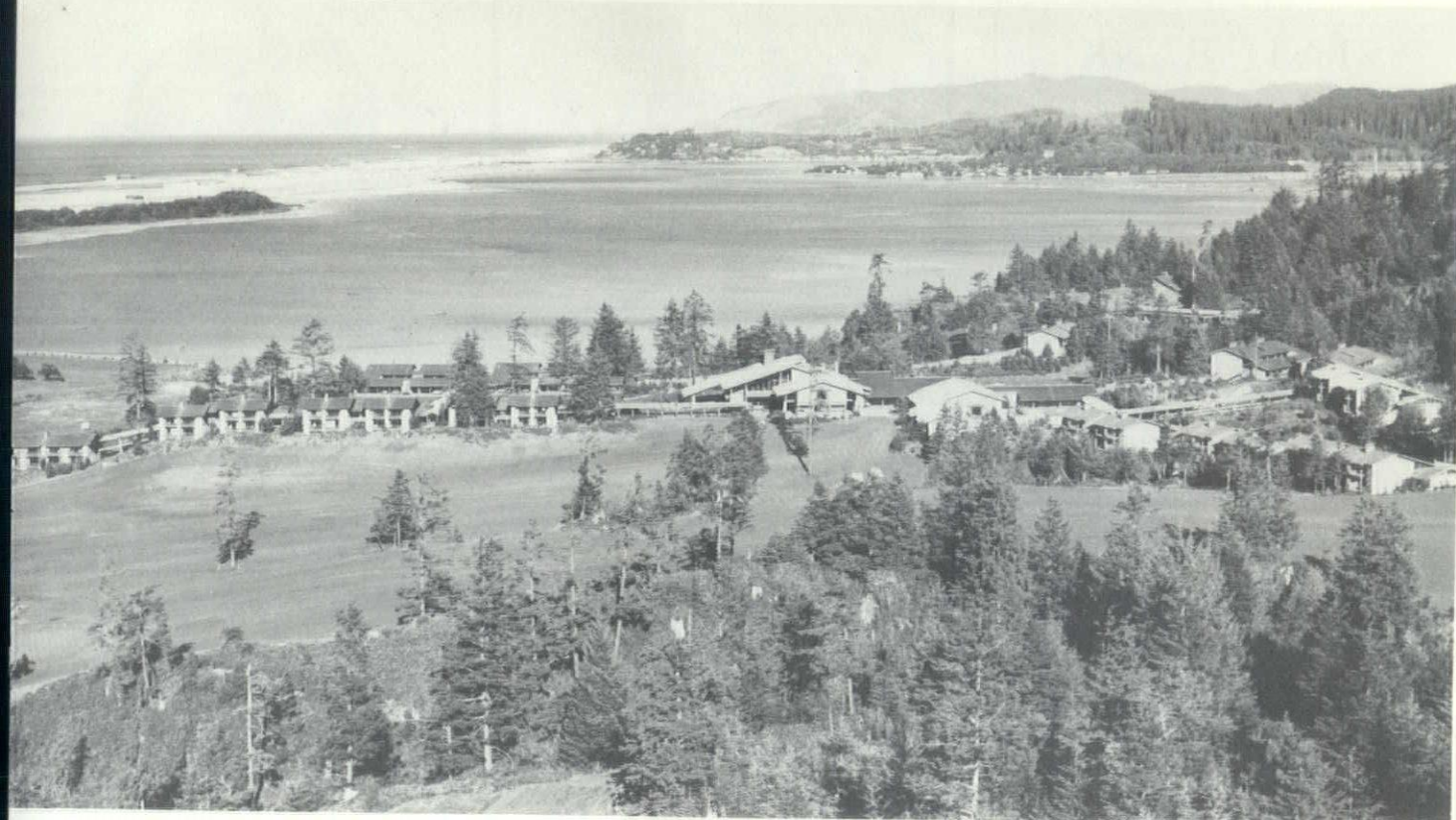
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## AGC EXECUTIVES GATHER IN OREGON

THE annual Joint Executives conference of AGC Executive Directors met at the beautiful Salishan Lodge, Gleneden Beach, Oregon, June 26-28. Some 85 executives attended and were joined by a few others associated with the industry. Jim Duckhardt, Executive Director of Virginia AGC, and his wife Jackie attended and found the meetings very worthwhile.

"Perhaps the most valuable meeting which I attended was the session on Chapter Finances and Financing discussing 'zero base budgeting,'" said Jim Duckhardt. The concept features an annual reassessment of each association activity, assigning priorities to each and budgeting accordingly. Each budgeted expense must be justified relative to its importance to the membership.

Another highlight was the general session conducted by Dr. Michael H. Mescon, Regent's Professor of Human Relations, and Chairman, Department of Management, College of Business Administration, Georgia State University. A recognized professional with an obvious grasp of his subject, Dr. Mescon spoke on "People Management, and Motivation."

Other valuable sessions included a Labor Relations Workshop conducted

by A. J. Castlebuono, Director of Labor Relations for the Oregon-Columbia Chapter, and Merwin L. Cederblom, Inland Empire Chapter. Vernie G. Lindstrom, Jr. of Kitchell Contractors, Inc., Phoenix, Arizona, presented "Facts and Myths About the Construction Management Method of Contracting."

J. M. Sprouse, Executive Vice President of the AGC of America, spoke on the many activities of the national AGC, and William T. Peckham, Hamilton Construction Co., Springfield, Oregon, updated information about the Supervisory Training Programs.

A valuable Open Forum closed the sessions on June 28 with discussions on Chapter Operations, Chapter Ideas That Work, Problems from Washington, and Managers' Professional Matters with an impressive panel of discussion leaders including Moderator R. V. Lewis, Houston Chapter; Richard

C. Bristow, Seattle Chapter; Ed. Freedman, Ohio Building Chapter; Joseph L. Kuebler, Idaho Branch; Merwin L. Cederblom, Inland Empire Chapter; Joe Hamilton, AGC of St. Louis; James R. McDonald, Arizona Chapter; and John C. Ellis, AGC of America.



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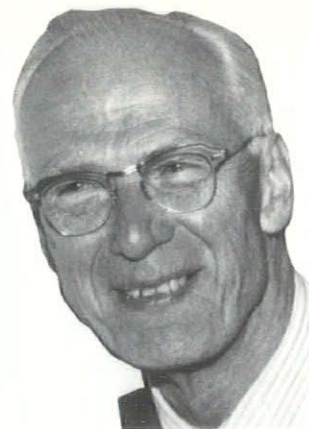
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## In Memoriam



### William E. Dunn

• WILLIAM E. Dunn, former executive vice-president of the Associated General Contractors of America (AGC), died at his home on July 3. He had undergone surgery for cancer in March. Mr. Dunn was 68 years old. He is survived by his wife, Margaret, two daughters, Mary Virginia Metz and Suzanne, and three sons, James, William and Roger.

A native of Dixon, Illinois, Mr. Dunn graduated from DePaul University in Chicago in 1937 with a law degree. A member of the Illinois Bar, the Federal Bar and the Bar of the U. S. Supreme Court, he practiced and taught law in Chicago before joining AGC in 1947.

With AGC, Mr. Dunn served as assistant executive director from 1956 to 1961 and executive director from 1961 to March 1972 when he was named executive vice-president of the association.

Dunn was elected an Honorary Member of the Virginia Branch, Associated General Contractors in 1973.

During his career he represented the construction industry on a number of government commissions and panels including the Construction Industry Collective Bargaining Commission, the Advisory Council on Federal Reports, the Council of Construction Employers, the Bureau of Prisons and the Citizen Advisory Committee on Transportation Quality.

James M. Sprouse, executive vice president of AGC, said: "Mr. Dunn was AGC's leader during a period of unprecedented growth and change. His voluminous knowledge of the construction industry and his ability to productively channel that knowledge toward meeting the challenges facing the industry were of greater importance during that difficult period."

The family suggests that expressions of sympathy may be made in the form of contributions to the Catholic University of America, William Dunn Labor Relations Educational Fund, 1957 E St., N. W. Washington, D. C., 20006.

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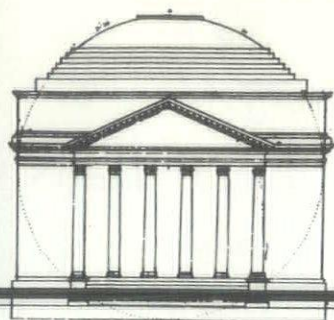
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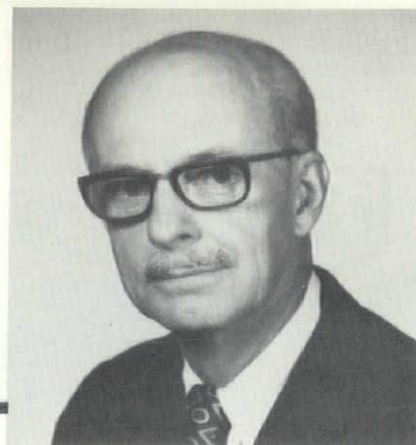




## ROBERT ERWIN LEE

of Charlottesville, Virginia

1908 - 1978



Winner of AGC-Motorola Build America Award in 1977 and Virginia Cultural Laureate Award, also in 1977, for restoration of Jefferson's Rotunda.

**Members of the AGC have been saddened** by the death of Robert E. (Bobby) Lee on May 4 from injuries sustained April 11 when a tree being felled on his property struck him in falling.

**Lee was Chairman of the Board** of R. E. Lee & Son, Inc., of Charlottesville, a firm he founded in 1939. Early contracts were primarily for fine residences and the salvage, restoration and modernization of antique and historic buildings. The firm has grown to be one of the largest general contracting firms in Virginia and has built most of the recent structures on the campus of the University of Virginia. Lee recently, however, was again called upon to use his earlier expertise, displayed in restorations of Mount Vernon and Monticello, to supervise the adaptation and restoration of the Rotunda of the University of Virginia, designed by Thomas Jefferson. This work merited for Lee the awards mentioned above.

**Nationally**, Lee was elected Director of the Associated General Contractors of America and designated a Life Director in 1976. He has been active on many national committees.

**In Virginia**, Lee served as President of the AGC in 1961 and had previously served as Vice President, Secretary and Treasurer and had been a Director since 1955. He was selected Construction Man of the Year in 1969.

**Lee is survived** by his wife, Virginia Williams Lee, two sons, David C. Lee of New York and Robert E. Lee, Jr., a member of the family firm, and two grandchildren, Christopher and Aletta Lee of Charlottesville.

**He attained the rank** of Major in the U. S. Army Corps of Engineers and served in New Guinea and the Philippines from 1943 to 1947.

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# CHANGES MADE IN BY-LAWS OF VIRGINIA AGC

- At the Mid-Year Board Meeting held July 23-25, the membership voted approval of changes and additions to the Articles of Incorporation and By-Laws suggested by the Ad-Hoc Committee appointed in January, headed by Alexander and Samuel Shrum.

## BY-LAWS OF THE ASSOCIATED GENERAL CONTRACTORS OF VIRGINIA, INC.

### ARTICLE I - NAME

Section 1. Name. The name of the Association shall be the Associated General Contractors of Virginia, Inc.

Section 2. Location. The principle office of the Association shall be in Richmond, Virginia. The Association may have such other Regional offices as may from time to time be designated by the Board of Directors.

### ARTICLE II - DEFINITIONS

Section 1. General Contractor. The term General Contractor(s) shall mean any Firm, Association or Corporation that is capable of undertaking construction work as a prime contractor for a fixed price, commission, fee or percentage with overall responsibility for satisfactory completion of a project using its own forces to perform part of the work.

Section 2. Charter. The term Charter shall mean the Certificate of Incorporation.

Section 3. Chapter. The term Chapter shall mean the Associated General Contractors of Virginia, Inc.

### Article III - MEMBERSHIP

Section 1. Classes of Membership. There are four classes of membership in the Corporation: Regular, Associate, Provisional and Honorary. The description of each class is as shown in Article III of the Charter.

Section 2. Voting. Each Regular Member shall be entitled to one vote on all matters and no member of any other class shall be entitled to vote. The vote of a Regular member shall be cast by the member's duly authorized representative and the decision of the chairman of the meeting at which such vote is cast shall be determining insofar as the validity of the credentials of such representative is concerned. Voting by proxy is permissible on such matters as may be determined by the Board of Directors.

Section 3. Privileges of Membership. Only Regular Members shall be entitled to hold office in the Chapter, use the emblem of the National Association or have any interest in the operation or property of the Chapter; provided, however, that all Members shall be entitled to receive publications of the National Association and the Chapter, and other services as the National Association and the Chapter may prescribe. Associate member firms which are also National Associate Members are, entitled to any and all privileges derived from having such membership.

Section 4. Application. Each application for membership shall be made in writing on forms prescribed by the Chapter, and shall bear the endorsement of at least two (2) Regular Members of the Chapter. Each such application shall be forwarded to the Executive Director who shall examine the same and may require additional information from the applicant.

Section 5. Election of Members. The Executive Director, when satisfied that an application is in proper form, shall present the application to the appropriate District President who shall review the application, make such inquiries as it may deem proper and present the application with its recommendation, to the Board of Directors. The Board of Directors shall consider the application and may elect the applicant to membership. If an applicant shall fail to be elected, all documents relating to the application shall be destroyed and no record of the matter shall be preserved.

Section 6. Duration of Membership and Resignation. Membership in this Chapter continues as long as the dues are paid unless a firm voluntarily resigns, is suspended or expelled. Membership may be terminated by voluntary withdrawal as herein provided. All rights, privileges, and interest of a member in or to the Association shall cease on the termination of membership. Any member may resign from the Chapter by giving 90 days written notice to the Executive Director and upon payment of all dues and obligations due to the date of resignation. The resignation shall be presented to the Board of Directors at its next succeeding meeting.

Section 7. Suspension/Termination. Any member who shall fail to pay the dues and other obligations provided for in these by-laws, when due, shall, if such failure shall continue for a period of sixty (60) days after due notice thereof is given to such member in writing, be subject to suspension from membership, and such suspension shall continue until all such arrears and current dues shall have been paid. In the event that such delinquent member shall fail to pay his obligation to the Chapter within one hundred twenty (120) days after the aforesaid notice, he may be dropped from the membership by order of the Board of Directors, and thereafter action may then be taken to collect the indebtedness of such member of the Chapter.

Section 8. Expulsion. Any member may be expelled from the Chapter for misconduct unbecoming a member by a vote of two-thirds of the members of the Chapter present at any meeting having a quorum; provided that the vote upon expulsion shall be taken by secret ballot on written motion of at least (5) Regular Members, and written notice of such motion shall have been given to the said member at least thirty (30) days prior to the meeting at which the vote is to be taken, such notice to be accompanied by a copy of the particular charges against such member. The members making such motion shall be responsible for giving such notice, and the member proposed to be expelled shall have the right to appear and be heard at said meeting.

Section 9. Division of Members. The General Contractor Members of this Association are

members of the Regular Division. Associate Members of the Association are members of the Associate Division. Regular and Associate Division Members are also members of the District in which their office(s) is located.

### ARTICLE IV - DUES

Section 1. The Board of Directors shall determine and the membership shall ratify such dues and fees as may be necessary or appropriate to enable the Chapter to carry on its operations. The Board of Directors shall make such reasonable regulations as it may deem appropriate regarding dates of payment, proration and refund of dues and fees. Without limiting the generality of the foregoing, such dues and fees may be assessed in an amount that includes the cost of membership in the National Association, plus \$50.00, and dues and fees may be assessed in different amounts for different classes of members and, within each class of membership, fees may be assessed on the basis of moneys collected by the members as a prime contractor within the state of Virginia.

### ARTICLE V - MEMBERSHIP MEETINGS

Section 1. Annual. The Chapter shall hold one (1) regular meeting each year, during the first quarter. Except as otherwise provided herein, the Board of Directors shall fix the date, time and place of each Annual Meeting.

Section 2. Special. Special meetings of the Chapter may be held at any time upon the call of the Board of Directors, and on the date and at the time and place designated by it. Special meetings shall also be held upon the written request of not less than 10% of the Regular Members and the President shall call a special meeting of the Chapter to be held within thirty (30) days next following the receipt by the President of such written request.

Section 3. Notice. Written notice stating the place, day and hour of each meeting of the Chapter, and in case of a special meeting, the purpose or purposes for which the meeting is called, shall be delivered not less than ten (10) nor

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more than fifty (50) days before the date of the meeting (except as a different time is specified below), either personally or by mail, by or at the direction of the President or the Secretary to each Regular Member. Like notice may be given to each other member of the Chapter. If mailed, such notice shall be deemed to be delivered when deposited in the United States mail addressed to the member at his address as it appears on the records of the Chapter with postage thereon prepaid. Notice of a members meeting to act on an amendment to the articles of incorporation or on a plan of merger or consolidation shall be delivered or published in the manner provided above, not less than twenty-five (25) nor more than fifty (50) days before the date of the meeting. Any such notice that is mailed shall be accompanied by a copy of the proposed amendment or plan of merger or consolidation or a summary thereof and any such notice that is published shall state that copies of the proposed articles of amendment or plan of merger or consolidation will be supplied to members on request.

**Section 4. Quorum and Voting Requirements.** Ten percent (10%) of the Regular Association Members in good standing shall constitute a quorum for the transaction of business. If a quorum is not present at any meeting, then a quorum of the Board of Directors shall have the authority to transact such business as may be required. Except as otherwise required by law, the affirmative vote of a majority of the persons entitled to vote and in attendance (in person or by proxy) at a meeting at which a quorum is present shall be required for the passage of any proposition presented to the meeting.

**Section 5. Authority.** The authority of members to act on behalf of the Association at Membership Meetings on matters which are within the preview of the Board of Directors is prohibited. Membership meetings may be used, however, to make recommendations to the Board of Directors.

**Section 6. Parliamentary Rules.** Parliamentary Rules as laid down in *Roberts Rules of Order* shall govern all deliberations, when not in conflict with these By-Laws.

#### ARTICLE VI - BOARD OF DIRECTORS

**Section 1. Authority.** The Board of Directors shall

have supervision, control and direction of the affairs of the Chapter, shall determine its policies or changes therein within the limits of the By-Laws, shall actively prosecute its purposes and shall have discretion in the disbursement of its funds. It may adopt such rules and regulations for the conduct of its business as shall be deemed advisable, and may, in the execution of the power grants, appoint such agents as it may consider necessary.

**Section 2. Composition.** The Board of Directors will consist of one (1) Regular Member Director for each District with thirty (30) or less Regular Members, and two (2) for those with more than thirty (30) Regular Members, the National AGC Directors, and eight (8) members of the Associate Division, plus two (2) Regular Member Directors at large, and all active Past Presidents

**Section 3. Election, Regular Members.** Regular Member Directors shall be elected at each Annual Meeting of the Branch to serve for a term of three (3) years not to exceed two (2) consecutive terms, except when elected an officer which will take him beyond the two (2) consecutive three (3) years he shall serve his four (4) years as an officer. Regular Member Directors may be nominated by the Nominating Committee pursuant to these by-laws, or by any Regular Member from the floor of the Annual Meeting to both. In the event the newly elected President is the only member of the Board of Directors from his District he may request the Board of Directors to elect another member from his District to serve as District Director for the one year of Presidency.

**Section 4. Election, Associate Members.** At each annual meeting of the Chapter, the Associate members shall elect four (4) Associate Members to serve on the Board for a term of two (2) years and shall be limited to two (2) consecutive terms. They shall meet with the Board of Directors and shall be counted for the purpose of determining a quorum of the Board of Directors and shall be entitled to vote on all matters coming before the Board except those that, in the opinion of the Chairman of the meeting, concern only the Regular Membership or the parent National Organization.

**Section 5. Term of Office.** The term of office of the Regular members and the Associate members shall commence at the end of the annual

convention at which they are elected. Regular members terms shall terminate at the end of the annual convention the third year following their election. In the case of Associate members, it shall terminate at the end of the annual convention the second year following their election. In the case of both the Regular and Associate members, however, their terms will not terminate until their successor shall have been duly elected and qualified.

**Section 6. Meeting.** The Board of Directors shall hold an Annual Meeting in conjunction with the Annual Meeting of the Chapter and shall hold at least three (3) other meetings annually on the dates, and at the times and places, as may be fixed by resolution of the Board of Directors, or in the absence of such resolution by the President. Special meetings of the Board of Directors may be called at any time by the President and shall be called by the President within fifteen (15) days next following receipt by the President of the written request therefor of not less than three (3) members of the Board of Directors.

**Section 7. Meeting Notice.** Written notice stating the place, date and hour of each of the Board of Directors meetings shall be delivered not less than ten (10) days before the date of the meeting, either personally or by telegraph or mail, by or at the direction of the President or the Secretary. If mailed, such notice shall be deemed to be delivered when deposited in the United States mail addressed to the Director of his address as appears on the records of the Chapter with postage thereon prepaid; provided, however, that if the Board of Directors shall, by resolution duly adopted at a validly held meeting, set the place, day and hour of a meeting thereof to be held ten (10) or more days hence, no further notice of such meeting need be given.

**Waiver of Notice.** Notwithstanding any other provision hereof, whenever any notice is required to be given to any member or Director of any meeting for any purpose, a waiver thereof in writing signed by the person or persons entitled to such notice, whether before or after the time stated therein, shall be equivalent to the giving of such notice. A Director who attends the meeting shall be deemed to have had timely and proper notice of the meeting, unless he attends for the express purpose of objecting because the meeting is not lawfully called or convened.

**Section 8. Quorum.** A majority of the Directors shall constitute a quorum for the transaction of business.

**Section 9. Absence.** Absence from three (3) consecutive meetings of the Board, without appropriate explanation of such absence shall constitute automatic retirement from the Board.

**Section 10. Compensation.** Directors as such shall not receive any compensation for their services as Directors. This will not preclude, however, a Director from serving the Association in some other capacity and receiving compensation for such services.

**Section 11. Resignation or Removal.** Any Director may resign at any time by giving written notice to the President, the Secretary, or to the Board of Directors. Such resignation shall take effect at the time specified therein, or, if no time is specified at the time of acceptance thereof as determined by the President.

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Any Director may be removed by a 2/3 vote of the Directors at any regular or special meeting at which a quorum is present.

Section 12. Vacancies. A vacancy on the Board of Directors from the Regular Membership resulting from any cause shall be filled by a majority vote of the remaining Directors, even though less than a quorum, from those members eligible for election as Directors. A vacancy from the Associate Membership shall be filled by appointment by the Chairman of the Association Division from among the Associate Members of the Chapter. A member elected or appointed serves for the unexpired term of the vacated member.

Section 13. Definitions. The term Active in reference to Past Presidents serving on the Board is defined as follows:

- 1) Maintain 50% annual attendance at all Board Meetings.
- 2) Not miss more than three (3) consecutive meetings.
- 3) Actually engage in construction business with a member firm.

Executives of Firm Members. The terms "Regular Member" and "Associate Member" shall for the purposes of this Article be deemed to include each executive of a firm that is a member.

#### ARTICLE VII - OFFICERS

Section 1. Positions. The elected Officers of this Association shall be a President, a First Vice President, a Second Vice President, a Secretary and a Treasurer. These Officers shall be elected at the annual meeting of the Board of Directors. With the exception of the Treasurer, all Officers must be selected from current members of the Board. Election shall be by a majority vote. In addition the Board may elect at any time from among the Regular Members of the Chapter, in each case to serve for a term not exceeding three (3) years, such other officers and assistant officers as may be deemed advisable.

Section 2. Term of Office. The term of office of the President, the First Vice-President, the Second Vice President, the Secretary and the Treasurer shall commence at the end of the Annual Convention. The terms of office of such Officers shall terminate at the end of the Annual Convention of the next following year provided, however, that the term of each Officer shall not terminate until his successor shall have been duly elected and qualified.

Section 3. Vacancies. The Board of Directors shall fill any vacancy occurring among the offices of President, First Vice-President, Second Vice-President, and Secretary from its own membership, the officer so elected to serve for the unexpired term of the vacated office. The Board of Directors may fill any vacancy occurring in any other office from among the Regular Members of the Chapter, the officer so elected to serve for each term, not exceeding three (3) years, as may be designated by the Board of Directors.

Section 4. President. The President shall be the principal elected officer of the Association, shall reside at meetings of the Association and of the Board of Directors and of the Executive Committee and shall be a member ex-officio, with right to vote, on all committees except the Nominating Committee. He shall also, at the annual meeting of the Association and at such other times as he shall deem proper,

communicate to the Association or to the Board of Directors such matters and make such suggestions as may in his opinion tend to promote the welfare and increase the effectiveness of the Association, and shall perform such other duties as are necessary incident to the office of President or as may be prescribed by the Board of Directors. The President is not charged with Executive or Administrative responsibilities in the management and continuing conduct of the Association's affairs.

Section 5. First Vice-President. The First Vice-President shall perform such duties as may be assigned him by the President or the Board of Directors and, in the absence or inability to act of the President, shall perform the duties of the President.

Section 6. Second Vice-President. The Second Vice-President shall perform such duties as may be assigned him by the President of the Board of Directors in the absence or inability to act of the President and the First Vice-President, shall perform the duties of the President.

Section 7. Secretary. The Secretary shall have general responsibility for accuracy of records of all of the meetings of the Chapter and of the Board of Directors; shall issue notices of all meetings of the Chapter and of the Board of Directors; shall be custodian of the seal of the Chapter and authorized to attest the same.

Section 8. Treasurer. The Treasurer shall have general responsibilities of the overall accounting procedures and financial policies of the Association. He has the general responsibilities for the receipt and disbursements of all funds for the Virginia Chapter and in general shall perform all of the duties customarily incumbent upon the office of Treasurer and other duties which may be prescribed by the President or the Board of Directors. The Treasurer is authorized as one of the two required signatures for all checks.

A Fidelity Bond is required, the cost of the Bond to be borne by the Chapter. The Treasurer is not in the line of succession for higher office by virtue of his position.

#### ARTICLE VIII - EMPLOYEES

Section 1. Executive Director. The Administration and Management of the Association shall be in a

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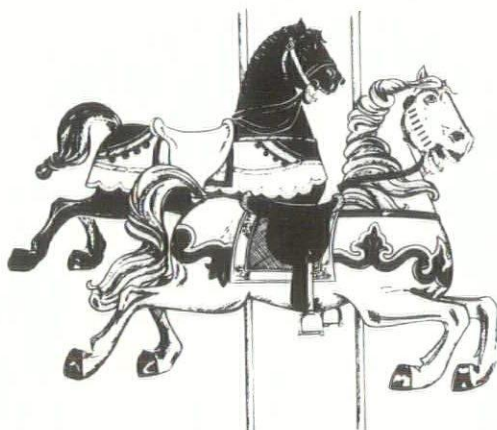
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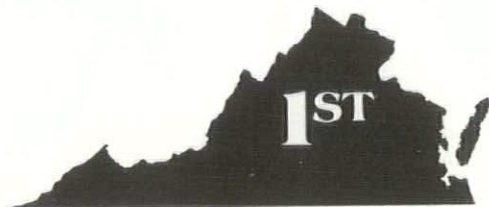
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varied staff head, employed by and directly responsible to the Board of Directors. He shall have the title of Executive Director. The Board of Directors shall fix his terms of employment, including, without limitation, his compensation. Whenever the position of Executive Director shall become vacant, the Board of Directors shall fill such vacancy as soon as may be practicable. The Executive Director shall perform the routine work of the officers including that of the Secretary and Treasurer.

He is authorized as a co-signer for checks. Subject to the approval of the President and the Board he shall employ and may terminate the employment of the Professional Staff members. He shall manage and direct all functions and activities of the Association and perform such other duties as may be specified by the Board.

Section 2. Other Agents and Employees. The Board of Directors may from time to time appoint such attorneys, agents and employees as they may deem necessary or proper and fix the duties and compensation of each.

Section 3. Bonding. The Board of Directors shall require fidelity bonds of the Executive Director and any other person responsible for the receipt and disbursement of funds, the cost of such bonds to be borne by the Chapter.

#### ARTICLE IX - COMMITTEES

Section 1. Designation. The President, subject to the approval of the Board of Directors, shall annually appoint such standing, special and subcommittees as may be required by the By-Laws or he may find necessary. Except where otherwise specified, he will appoint the Committee Chairman.

Section 2. Standing Committees. There shall be four standing committees as follows. Executive Committee, Finance Committee, Nominating Committee - Regular Division, and Nominating Committee - Associate Division.

Section 3. Executive Committee. At each Annual Meeting of the Board of Directors it shall designate an Executive Committee of eight (8) members consisting of the President, who shall be Chairman of the Executive Committee, the First Vice-President, the Second Vice-President, the Secretary, the Treasurer and three other Directors to be elected by the Board of Directors. The Executive Committee shall have and exercise the authority of the Board of Directors whenever the Board of Directors shall not be in session except to approve an amendment to the Charter or any plan of merger or consolidation. It shall meet on the call of the Chairman or of any two members of the Executive Committee. It shall keep a record of its proceedings and shall make a report thereof to the Board of Directors at every meeting thereof. Five members of the Executive Committee shall constitute a quorum for the transaction of business.

Section 4. Finance Committee. The Finance Committee shall consist of the Treasurer, Chairman, the President, the First Vice-President, and the Associate Division Chairman. The Finance Committee's duties are to review the budget including staff salaries and present their recommendations to the Board of Directors at the next Board meeting of the year prior to the Annual Convention. In addition, this Committee will determine the investments which offer the best

return for the Association Funds. The Committee will meet at the call of the Chairman.

Section 5. Nominating Committee - Regular. A Nominating Committee consisting of (4) Regular Members and the Chairman of the Associate Division of the Chapter shall be appointed by the President at least sixty (60) days prior to the date of each Annual Meeting. The Nominating Committee shall meet and within thirty (30) days nominate one or more candidates for each anticipated Regular Member vacancy on the Board of Directors. A list of such nominations shall be forwarded forthwith to the Executive Director and the Secretary for distribution to the membership.

Section 6. Nominating Committee - Associate. The Nominating Committee consisting of three Associate Members and the Regular First Vice-President member of the Virginia Chapter shall be appointed by the Chairman of the Associate Division at least sixty (60) days prior to the date of each Annual Meeting. The Nominating Committee shall meet and within thirty (30) days nominate one or more candidates for each anticipated Associate Member vacancy on the Board of Directors. A list of such nominations shall be forwarded forthwith to the Executive Director and the Secretary for distribution to the membership.

Section 7. Special Committees. The President may appoint such other special committees as he shall deem necessary or appropriate to facilitate the work of the Chapter.

Section 8. Terms of Office. The terms of office of all committee members shall expire at the end of the Annual Convention of the year next following their appointment.

#### ARTICLE X - LOCAL DISTRICTS

Section 1. Organization. Local Districts in affiliation with and subordinate to the Chapter and composed only of members of the Chapter, may be organized upon favorable vote by the Board of Directors. Authority granted by the Board of Directors to any person or group of persons for each such organization shall automatically lapse if not exercised within one year from the date granted. The name of each such affiliated Local District shall be "The (Name of City or region) District of the Associated General Contractors of Virginia, Incorporated."

Section 2. Government. Each Local District shall establish its own rules of government and procedure which shall conform to the general policy of the Chapter, it being intended that each Local District shall be autonomous in its prescribed geographical area insofar as its actions are of a local or regional implication. No Local District may be authorized to act in any way contrary to the policy or interest of the Chapter. Upon any such organization, the Chapter will offer to aid in promoting the success and value of the Local District by frequent consultations and advice and by arranging speakers, exhibits, or other educational services.

Section 3. Reports. Each Local District shall submit for purpose of record an annual report not later than the first week of the calendar quarter next following the calendar quarter during which its officers are elected which shall include the names of the officers for the ensuing year and roster of the members of the Local District at the

date of the report. Each Local District shall also submit for purposes of record a quarterly report not later than the first week of each calendar quarter of each year which shall include a summary statement of the meetings held during the preceding quarter together with details of any other activities and financial matters of the Local District and all other pertinent information for the permanent archives of the Chapter.

Section 4. Dues. No dues to the Chapter shall be assessed against Local Districts but a Local District may establish its own dues in accordance with its needs.

Section 5. Financial Responsibility. No financial responsibility for an Local District shall be assumed by the Chapter.

#### ARTICLE XI - MAIL VOTE

Section 1. Whenever, in the judgement of the Board of Directors, any question shall arise which it believes should be put to a vote of the active membership and when it deems it inexpedient to call a special meeting for such purpose, the Directors may, unless otherwise required by these By-Laws, submit such a matter to the membership in writing by mail for vote and decision and the question thus presented shall be determined according to a majority of the votes received within 21 days after such submission to the membership, provided that in each case votes of at least 10% of the members shall be received.

Any and all action taken in pursuance of a majority mail vote in each such case shall be binding upon the Association in the same manner as would be action taken at a duly called meeting.

#### ARTICLE XII - FISCAL YEAR

The fiscal year shall commence on the first day of December and shall end on the 30th day of November.

#### ARTICLE XIII - DISSOLUTION

No part of the earnings or property of the Chapter shall ever inure to the benefit of any member of the Chapter and no member shall ever have any right or claim to any of the Chapter's earnings or property by reason of such membership.

In the event of the dissolution of the Chapter the properties and assets shall be distributed to any organization which is exempt from federal income tax, which is situated in and created under the laws of the State of Virginia and whose purpose, in the opinion of a majority of the Directors of the Chapter, would best further the interests of the construction industry in the Chapter territory.

#### ARTICLE XIV - AMENDMENTS

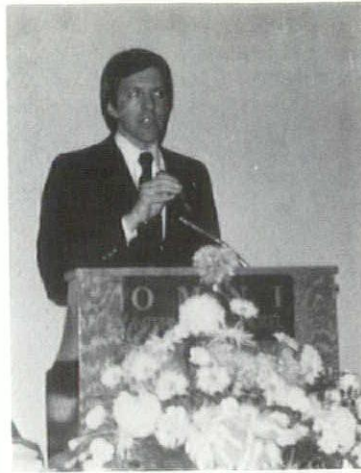
Section 1. Notice. All proposed amendments shall be submitted in writing to the Executive Director and copies thereof mailed by the Director to each member at least ten days prior to the meeting at which the same are to be considered.

Section 2. Procedure. These by-laws may be amended, repealed, or altered in whole or in part at any regular or special meeting of the Chapter by a majority vote of the Regular Members present, where such action has been announced in the calling and notice of such meeting.





## TIDEWATER MEETING



Attorney General Marshall Coleman addressed the Tidewater District AGC meeting held in conjunction with the Spring Board of Directors Meeting in Norfolk.



Director Lester Hudgins, Jr., Hudgins Construction Co., Newport News, introduced Attorney General Coleman.

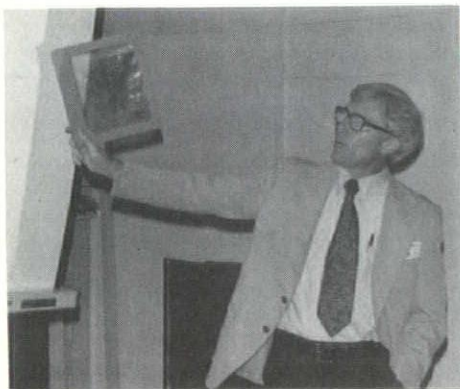


Mayor Vince Thomas, City of Norfolk, welcomed the AGC Board of Directors to Norfolk for the Spring Board meeting. Ann Gill and Howard Gill shared the head table with the speakers.



President Harry Lee made a few remarks to those hosting Tidewater District as Marshall Coleman and Elizabeth L. listened.

## CENTRAL DISTRICT MEETING



Dr. Ernie W. Martin, Assistant Superintendent of Schools, City of Lynchburg, makes a point at the Central District Meeting. Dr. Martin discussed the controversial use of construction management for Hermitage High School.



## SOUTHSIDE DISTRICT MEETING

Members enjoyed the facilities "Boxwood," the farm of J. B. and K. D. Frith near Martinsville, for a dinner meeting, June 14. A golf outing at the Chatmoss Country Club for enthusiasts preceded the evening's activities.

District President Richard Caldwell introduced AGC of Virginia President Harry G. Lee, of Kjellstrom and Lee Inc., Richmond, who reviewed the accomplishments of 1977 and goals for 1978.

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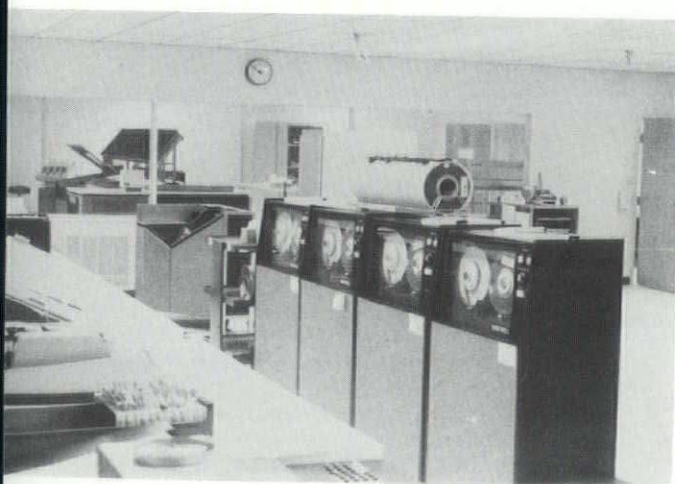
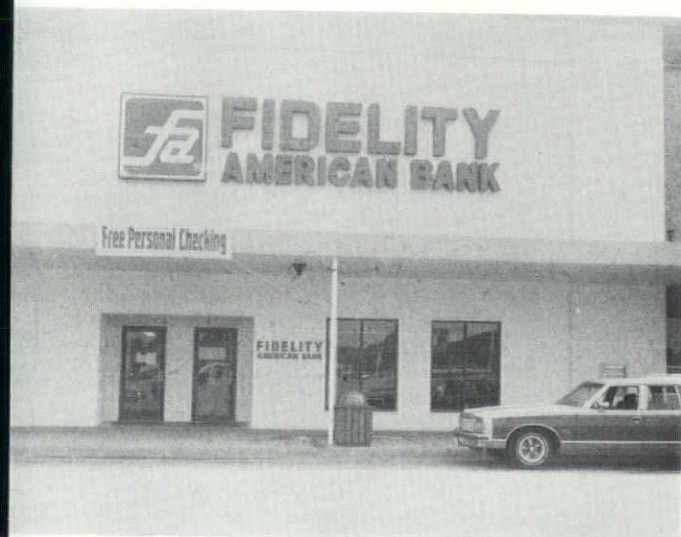
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First problem was to relocate an existing branch bank to a new location within sixty (60) days and, secondly to centralize their computer room with an operations center for the entire Tidewater area.

The solution became apparent when a lease was negotiated for 25,000 sq. ft. of building area in the Janaf Shopping Center in Norfolk. This location was near the existing branch bank and was centrally located to Interstate travel from all Tidewater cities.

The main problem was the allotted time frame. It was decided to follow a "fast track" construction format and have Marquis' engineering staff do all design and drawings in-house as well as accomplish all construction.

On May 22, 1978, Fidelity American Bank opened their new branch bank which is now a show piece for the Janaf Shopping Center. The new branch is totally independent of the operations center and the response by the banks clients has been tremendous.

The next criteria was to have the computer areas operational by June 19th. This deadline was met with time to spare and the transition of relocation of the bank's computers went smoothly.

With the fine cooperation of Fidelity American Bank's personnel, Mr. Ward Robinette and Mr. Howard Sivils, the operations center was ready for occupancy on June 30, 1978. This new center will be the consolidation of six individual departments located all over Tidewater. The operations center will employ 135 personnel initially with the capacity to expand in the future.

Robert R. Marquis, Inc. is grateful to have fulfilled Fidelity American Bank's construction needs on this project and is extremely proud to have them as a client.

### Subcontractors & Suppliers

From Portsmouth were: W. T. Stowe, Inc., masonry; Ward Electric, electrical work; and Interstate Mechanical Contractors, Inc., air conditioning, heating & ventilating.

Norfolk firms were: Walker & Laberge Co., Inc., windows & window walls; E. Caligari & Son, Inc., painting & plastic wall finish; Ferrell Linoleum & Tile Co., Inc., resilient tile & carpet; Arnold Graphic Industries, computer flooring; and Elliott & Co., millwork.

And, from Chesapeake, Chesapeake Plastering Co., acoustical & plaster.

The general contractor, Robert R. Marquis, Inc. of Portsmouth, also handled concrete work, structural wood and carpentry.



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—R—

David A. Reed & Sons, Inc. . . . .  
Rescom, Inc. . . . .  
Rovi Electric, Inc. . . . .

—S—

Sale Remodeling & Insulating, Inc. . . . .  
Schmidt & Wilson, Inc. . . . .  
Service Steel Erectors Co. . . . .  
South Boston Bank & Trust Co. . . . .  
Southside Bank. . . . .  
State Bank of Remington . . . . .  
Staunton Steam Laundry, Inc. . . . .  
Stout Door Corp. . . . .  
Stratford Hall Plantation . . . . .

—T—

Tan-A-Rama Apartment Motel. . . . .  
C. E. Thompson & Sons Corp. . . . .  
Thompson Masonry Contractor. . . . .  
Q. M. Tomlinson, Inc. . . . .

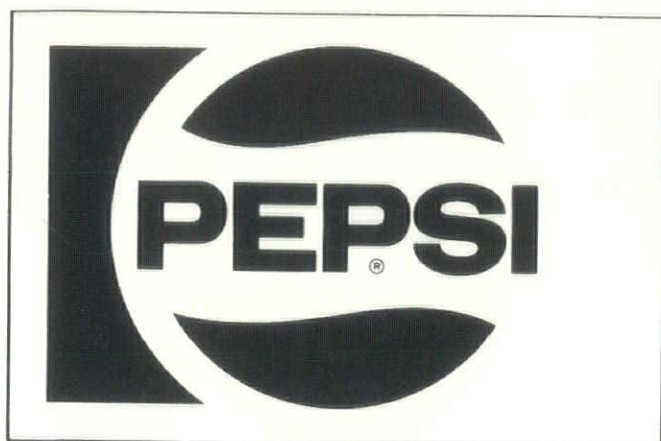
—V—

Valley of Va. Milk Producers Co-Op. Ass'n . . . . .  
The City of Virginia Beach . . . . .  
Virginia First Savings & Loan Ass'n . . . . .  
Virginia Interiors . . . . .  
Virginia Pepsi-Cola Bottlers Ass'n. . . . .

—W—

The Warm Springs Inn . . . . .  
J. B. Wine & Son, Inc. . . . .  
Woods Brothers Coffee Co., Inc. . . . .





**HAVE  
A PEPSI  
DAY**

**VIRGINIA PEPSI-COLA BOTTLERS ASSOCIATION**

## **You are someone special at Franklin Federal**

Do you ever get the feeling that your business isn't really appreciated?

You know. Like you're just another customer in a business-as-usual world.

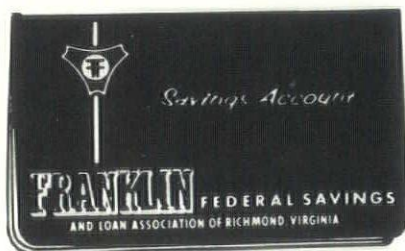
Well, at Franklin Federal, you're in for a pleasant surprise. Because you're someone special to us, and we'll

let you know it.

We know our business depends on keeping *your* business. And we're out to do just that. From a smile and a friendly welcome, to special savings plans to fit your particular goals and budget.

And most of all, we'll let you know, every minute you're with us, that you're someone special.

So stop by any of our offices for a visit with the friendly folks at Franklin Federal. You'll get a whole new outlook on savings.



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SAVINGS AND LOAN

Main Office Seventh & Broad Branch Offices Village Shopping Center Azalea Mall Southside Plaza K-Mart East Mechanicsville Member FSLIC



# *Being the best is a lifetime job.*

"Superhorse."  
"The best I've ever seen."

These are not Secretariat's promoters talking, but his competitors. The jockeys who battled him in his record-shattering win at Belmont.

The tributes were legion after his victory by an incredible 31 lengths, but they apply equally well to a select group of dedicated people.

The breeding expert. The trainer. The jockey. And the owner, who helped everyone function well under the pressures of competition.

We at First & Merchants National Bank think there's value in their example of The Best.

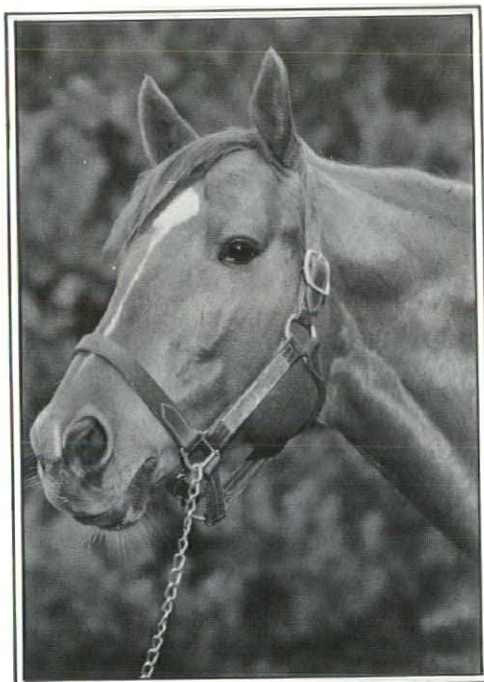
Because it takes the same kind of enthusiastic teamwork to reach the winner's circle in the world of competitive banking.

We think that's one reason why, for the past 113 years, more and more people

have done their banking with us, First & Merchants.

We shoot for the top every day. In every way we know how.

And it shows.



*Secretariat, the first horse ever inducted into the Virginia Equine Hall of Fame, under the auspices of the Virginia Thoroughbred Association.*

**F&M**  
Your lifetime bank

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