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CLIFFORD DOWDEY, *Editor*
(1904 - 1979)

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Associate Editor



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 is the stairway in the reception area of Worrell Investment Corporation's Offices. The award winning building, constructed by Edward van Laer, Inc. (now Martin/Horn, inc.) is presented on page 24 of this issue.

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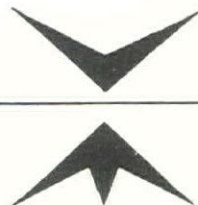
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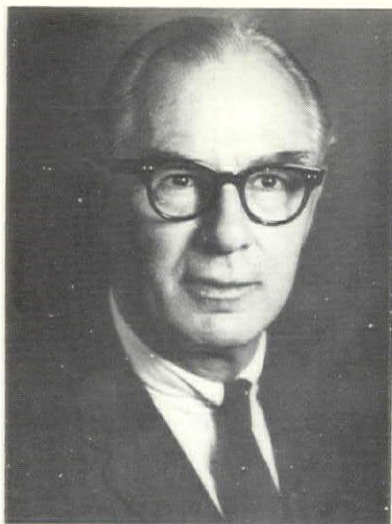
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Clifford Dowdey

1904 - 1979

Mr. Dowdey, at the time of his death, had completed a number of essays which have not as yet been published. Through this "legacy" we will be able to continue to present this column every other month, through March of 1980.

The Flight of the WASPs

SEVERAL editorials back I mentioned that the British author, John Fowles, cited 1945 as the beginning of the 20th century. On this I commented that probably few would agree with him on that date, but most would agree that the 20th century did *not* begin in 1900 or 1901. Of course I recognized that to almost everybody (except some social historians) nothing could be of less consequence than the date when the 20th century came fully into being. After all, who cares *when* the Roman Empire fell?

At one period, when I was fascinated with the history of Rome, I read voluminously on its decline and fall; but now in memory the Roman Empire seemed to continue to fall and then stumble on with things getting worse and worse, and I don't know if any official date could be given to its final demise. What we do know of consequence is that our Western civilization derived from the Greek and Roman cultures, with the incorporation of Judaistic religious beliefs and practices, although the Jewish people never subscribed to aspects of the Western religion called Christianity.

Under these influences, much tempered as they were at different times and locales, the New World was discovered, explored and exploited, with the huge middle section of the North American continent — with its vast natural resources, broad rivers and deep harbors — claimed by white Englishmen of the new Protestant faith. These were your original white Anglo Saxon Protestants, with a hatred of "papists" and a contempt for all people, such as Indians and Negroes, whom they regarded as inferiors.

After many futile and cruel experiments with makeshift policies of co-existence with the Indians, gradually there emerged a policy of extermination except for those Indians who would submit to the white superiority and accept the desolation of segregation on reservations. The Negroes were mostly absorbed during more than a century in the labor forces required to operate Southern plantations: the majority labored in the fields, while some learned to become artisans or household domestics. While their segregation was not as complete as that of the Indians, they were distinctly not counted as citizens nor, except in individual acts of humanity from some slave-owning families, expected the benefits of the white Anglo Saxon Protestants — although many were exposed to a diluted version of Christianity.


During the demeaning of their inferiors, some Protestant leaders and/or spokesmen grew so exalted over their own rightness (and whiteness) that, with freedom barely won for the 13 colonies along the Atlantic, they envisioned extending their dominance over the whole continent and even creating a world empire. For this new version of Rome, missionaries instead of armed legions would win over the heathens.

Non-historical-minded newcomers to these shores might well inwardly protest at this assumption of the dominance of the (as now called) WASPs, when for about the past century Roman Catholics number more than any Protestant denomination, and from the polls we know the Jews are a force to scare politicians. But in 1790, just after the nation was formed, 94% of the population lived in the 13 original colonies, with little change from the figures of the decade before. These showed approximately 2,700 Protestant churches to 56 Catholic, who numbered only 20,000 (mostly in Maryland and Pennsylvania) in a population of 4½ millions. The Jews numbered 1/20th of 1%.

Needless to say, at the formation of the Republic in 1789 (when the first president and the author of the Declaration among others were Deists) the dominance of the white Anglo-Saxon Protestants by no means indicated that great numbers of the former colonists were church-goers. In fact, in 1800 only 8% of the people were registered on church rolls.

(Continued on page 36)

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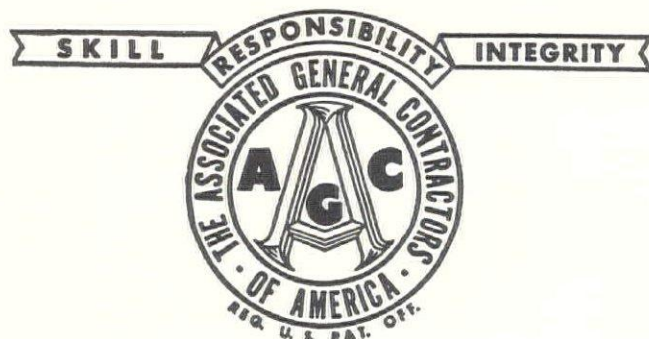
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VIRGINIA A.G.C. REVIEW

OFFICIAL SECTION

The Associated General Contractors
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Virginia, Inc.



Threats to the Construction Industry

Excerpts from an Address by

Paul N. Howard, Jr.

President, Associated General Contractors
Of America

THE well-being of the nation's construction industry is being seriously threatened by decreasing profits and increasing government regulation, warned Paul N. Howard, Jr., president of the Associated General Contractors of America (AGC), at a recent meeting of builders.

In a May 15th address to the Builders Association of Chicago, Mr. Howard — chairman of the board of his own contracting firm in Greensboro, N.C. — emphasized that "America's construction industry is a vital national resource which needs to be preserved" and added that "we must do all we can to keep our individual companies strong and competitive" in the face of mounting challenges.

Mr. Howard pointed to recent statistics showing that the domestic construction industry grosses \$211.6 billion annually, but said the huge figure means little to most contractors.

"The average contractor's profit margin is perilously low," he said. "An AGC survey of its members last year shows that the average contractor's profit as a percentage of volume is 1.7 percent. That's the statistic that hits home."

But Mr. Howard noted that the challenges can be overcome by improved management techniques. He called for greater marketing sophistication and a realization that certain government regulations are here to stay.

"Beyond simply promoting your company with the traditional tools of advertising ... I believe marketing today should include being aware of changing trends in the industry and positioning your company to take advantage of those trends," he said.

While vowing to continue to fight to eliminate or ameliorate negative effects of government regulation, Mr. Howard went on to say that perhaps the industry's greatest challenge is to "continue to provide the best, most economical product despite the regulatory effects of the government."

Contractors must be aware of new government regulations, said Mr. Howard, and "I think AGC is essential to the contractor if for no other reason than the association does a superlative job of informing its members of the workings of the government."

He said that the association is currently working to change the practice of state and local governments using tax dollars to compete with private contractors on construction projects.

"We have learned that up to 10 percent of the total amount of construction undertaken by state and local governments is done with public forces rather than contracted out to private contractors," said Mr. Howard.

"We are unalterably opposed to governments using our tax dollars to compete with taxpayers. The advantages of the construct-by-contract method are well documented. Wages, taxes and profits are recycled by the private contractors to the benefit of the entire economy."

Mr. Howard noted that the construction industry accounts for approximately nine percent of the gross national product and employs more than four million Americans. But to keep the industry strong, he urged builders to "get involved in the affairs of your association and, if at all possible, get into politics from the local school board to Capitol Hill."



*New Ronald McDonald House
2330 Monument Ave., Richmond*

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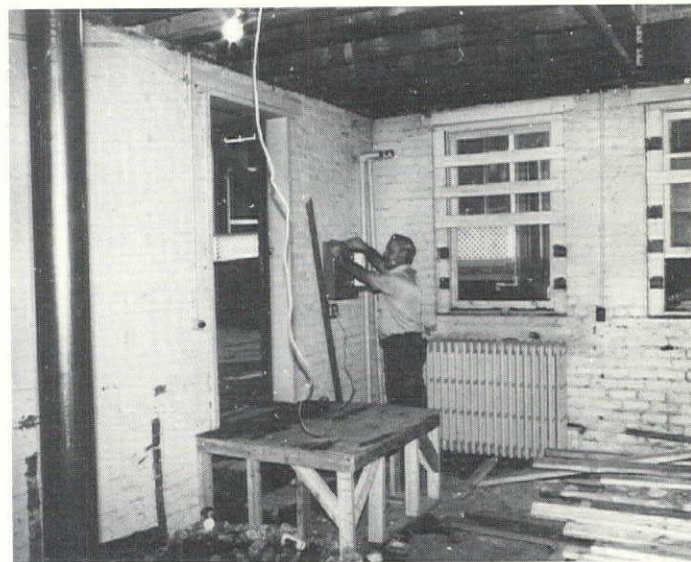
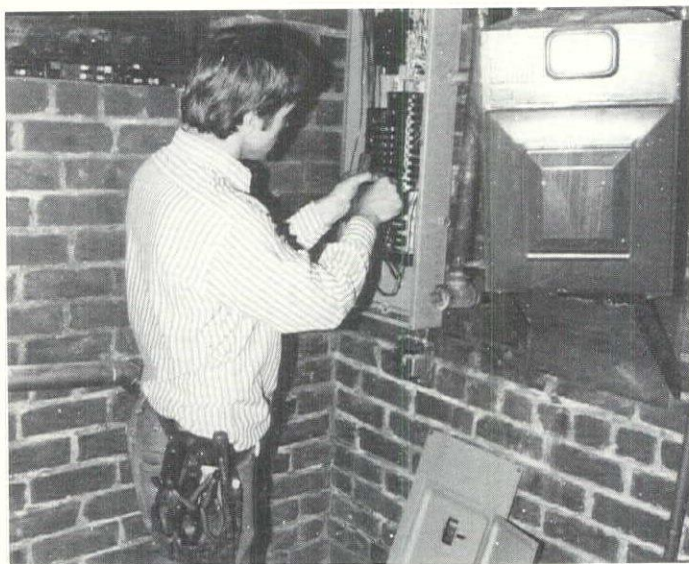
Little Martha Scott of Manassas has leukemia and has been put under the care of the Department of Pediatric Hematology-Oncology at the Medical College of Virginia in Richmond. At the moment she is free to come in for treatments over a period of days and return to her home. Sometimes she is hospitalized. Martha Scott, a fictitious name, is only representative of many children with serious diseases who travel to and from their homes for treatment.

The families of these children carry burdens in addition to concern for their children. Medical costs mount; the family is disrupted by the trips back and forth; it is difficult to maintain a semblance of normal living in commercial facilities; costs of housing and restaurant meals seem prohibitive.

Fortunately, by late this year, many of these problems will be alleviated by the opening of the Ronald McDonald House at 2330 Monument Avenue, Richmond. The beautiful and spacious older home has been remodeled through the generosity of many Richmond area contractors who have provided time, labor, materials, and services to renovate the three-story home to provide housing for as many as nine families at one time — with kitchen, laundry, and recreational areas available.

Heindl-Evans took care of demolition of existing walls and restructuring to adapt to the needs of many families; **Taylor and Parrish** is providing removal of all debris and discarded materials; **H. P. Foley** is contributing the extensive electrical work needed. **Liphart Steel Co.** has designed, furnished, and erected the large three-story fire escape for the house and the spiral staircase for the Carriage House. They are also contributing toward rebuilding and reinforcing the new porch base. **Pleasants Hardware** has supplied new hardware, and **Richmond Cooperative McDonald's, owner-operators**, are providing the necessary funds to purchase the home.

COSVA, the Children's Oncology Services of Virginia, Inc., a group of concerned citizens, parents of children with serious diseases, MCV staff members, and McDonald's owners, comprise the sponsoring group. McDonald's has provided funds, materials and backing for similar houses in other cities, but they require that the house be sponsored locally in three ways: by a local McDonald's Cooperative; a hospital; and an organized group of concerned parents, to guarantee local support and interest, said Bill Van Arnum, President of COSVA.

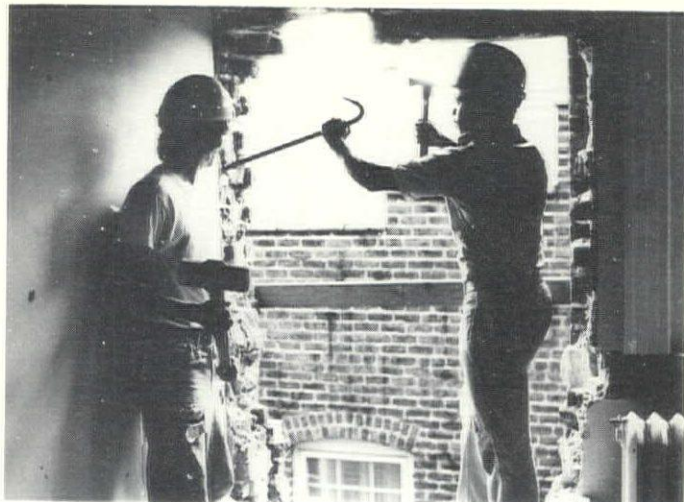


At left above, **W. E. Ricks**, serviceman with the **Howard P. Foley Co.**, wires new circuit breaker box for the Ronald McDonald House which will carry additional electrical load of added laundry facilities and new appliances. Above, right, **Foley** serviceman **W. A. Roberts** checks electrical needs in renovated carriage house. Garage will hold two cars and ample paved parking space for seven additional cars is provided in the rear yard. The Resident Manager for the House will occupy the apartment above the garage.

and Manager of Management Development at Philip Morris. Continuing donations of services and funds will be needed to make it successful.

Dr. Nancy McWilliams, Secretary of COSVA and Associate Professor of Pediatrics at MCV, stated that such Ronald McDonald Houses in other cities have been occupied routinely up to 80% to 90% of capacity. Parents with children under treatment will learn of the facility from the hospital. It is available to them at a very nominal fee. Special quarters are being planned on the ground floor, to accommodate patients or family members confined to wheel chairs.

Much support and considerable interest has been shown for the house throughout the Richmond area. **Finnegan and Agee Advertising Agency** has contributed much in publicizing the efforts to make the Ronald McDonald House a reality, and has helped the AGC in particular by providing facts and some of the photographs shown here.



McDONALD HOUSE RENOVATIONS —By Dorothy M. Roethe



Above, Mike Johnson and Ngozi Okonkwo, of Heindl-Evans, Inc., break through wall for outside stairway. And, at left, Heindl-Evans Superintendent John Lavery inspects plans with Okonkwo and Johnson.



Shoring up and removing the old to make way for the new, occupied the Heindl-Evans Crew.



**The
Richmond
Ronald
McDonald House**



'What's In It For Me?'

Speech given by James F. Duckhardt, Executive Director of the Associated General Contractors of Virginia, Inc., to the meeting of the National Association of Surety Bond Producers at Hilton Head in July.

I'd like to talk to you today about Associations and the problems they face. It should answer the question posed by non-members of "What's in it for me?"

Associations do not operate in a vacuum; they operate in an overall environment that includes not only our members' attitudes but also those of the public and society in general.

THE INTERNAL ENVIRONMENT AND EXTERNAL ENVIRONMENT

First, the *External Environment*: It is changing and the change primarily is coming from the government at all levels. The changes have forged a new day and age for Associations.

If you looked back, maybe 10 or 12 years, you would probably find that the typical business or professional person belonged to his or her *Trade or Professional Organization*—but most likely looked at that membership as some sort of benevolent act. It was the normal thing to do — to belong to one's Association, to pay the dues, to get involved (whether actively or not), but it wasn't really important. It wasn't vital.

But a number of events — primarily from the External Environment — forced that situation to change. The increasing activism of consumer groups, environmental groups, groups promoting specific causes — and the federal government itself — forced the typical business or professional people to look beyond themselves for help — to the Trade Association or Professional Society.

At that point, Association members realized that they needed strength — through their partners or professional colleagues, or through their competitors — and ultimately through their Associations. And at that point, Associations became a necessity, not a charity.

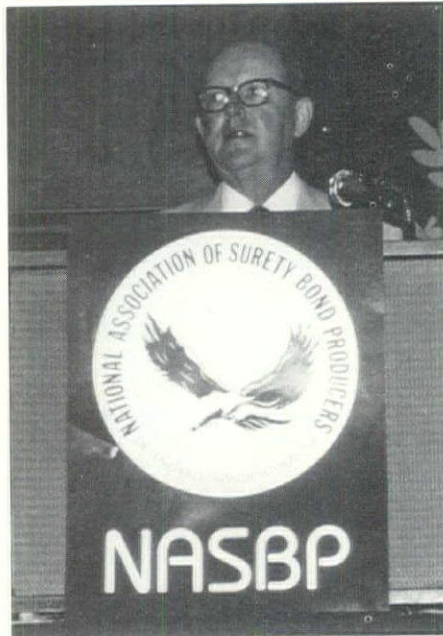
The Association was no longer merely a place to exchange ideas (although that remains an important activity), but the Association took on a new and greater role of responding to the problems of its members. The Association became an activist — no longer willing to sit back and see its members attacked and left defenseless.

And, although it may have been self-defense that brought Associations together, they have moved from that position to one of activism — of being the initiators of ideas and the solvers of problems before they become crises.

The result has been a dynamic and constructive force in America. And it is one reason why non-profit organizations themselves are under greater scrutiny today, because they are much more highly visible in government and society at large.

INTERNAL ENVIRONMENTS—MEMBERS

The members are paying dues because they want results. It is up to the elected and paid leaders of



Associations to get results, with the aid and help of every member.

Associations must re-evaluate why they're in business. The mission of an Association is no longer to hold cocktail parties, to put out newsletters, to put out meaningful journals, to sell memberships, or to hold meetings. The mission of today's Association is to solve the problems of our members and of our industry. Sure, we may use our meetings, our publications, and our cocktail parties as a means for reaching solutions. But we can't get too enmeshed in those activities and lose sight of the more important goal.

Associations must focus on the gut issues that affect their members. There's no longer room for the social club atmosphere, and members are no longer willing to buy it.

The challenges which Associations have faced in the past are likely to be dwarfed by the challenges of the future:

- Technological Changes;
- Manpower and Personnel Problems;
- Competitive Industries;
- Expanding Governmental Power—More Regulations; and
- Orders and Rules.

It is this last category that, in my opinion, presents the greatest challenge to industry and business.

You are aware of the regulations, guidelines, quotas and restrictions placed on your businesses.

Last year, inflation tore nearly ten cents out of every dollar you earned. A major contributor to this drain on our economic lifeblood was the exorbitant, largely hidden cost of government regulation.

Last year's regulatory tab was a staggering \$96 billion; \$450 for every man, woman and child in the United States. Of the \$96 billion total, the taxpayer footed the bill directly for \$4.5 billion — the cost of setting up and running the regulatory agencies. Business and industry shelled out the remaining \$91.5 billion for items ranging from paperwork (an absurd \$25 billion) to "compliance" with financial, environmental, social and health-related federal demands. Passed on to the consumer in the form of higher prices, regulation added \$2000 to the cost of an average home, at least \$22 to the average hospital bill, seven cents to a pound of hamburger.

But that's only part of the picture.

To quote from an article by Richard L. Leshner, President, Chamber of Commerce, United States, "Have you ever stopped to consider that runaway regulations threaten much more than your pocketbook — that they could also wipe out America's technological leadership, lower your standard of living and actually lead to a loss of life? Sound exaggerated? Believe me, it's not: it's already happening.

"To get a clearer picture of just why this is true, consider how excessive regulations have restricted our ability to compete in international trade. Last year, the United States — the country we like to believe is the leader of the free world — experienced: the lowest rate of productivity increase in the industrialized West; the second lowest rate of investment (through the second quarter); the lowest number of patents issued in any year since 1964; a currency whose value was rapidly declining; and a rate of inflation which was rapidly climbing. And all that, I might venture, was more than a coincidence.

"What we've been witnessing is no less than an attack on the very essence of progress. As the magazine *Nation's Business* recently noted: 'If innovation had stopped ten years ago, we'd be without small computers, home smoke detectors, wide-body jets, and synthetic heart valves.

"Even with those developments and others more esoteric, U.S. innovation during the past decade has lagged.' Indeed it has.

"The sad, but undeniable fact is this: each year, we are transferring more and more of our national wealth and best intellectual talent from the pursuit of progress to the satisfaction of regulatory requirements. Money being spent on research and development today is lower in real dollars than it was 10 years ago. And now, this sustained smothering of invention is bearing a bitter fruit.

"The problem of runaway regulations now affects our lives in almost every imaginable way. It is much too serious a problem to be left to the regulators alone. In fact, the real question now is, who is going to regulate the regulators?"

Many regulatory activities are simply not needed. A recent senate study, for example, found that OSHA had done little or nothing in seven years of existence to "reduce the number and severity of work-related injuries and illnesses," as congress intended. Among the study's recommendations: dismantle OSHA and give business tax incentives to achieve safer work conditions.

Steps such as these will take us far along the way to reasoned control of regulation — a control that balances cost and benefits, puts safety and risk in perspective, and promotes the intelligent and necessary growth of our economy and society.

It is in these areas that the AGC and other associations must focus their efforts and fight for your rights. We must project and amplify your voice in the halls of government.

A few examples of this type of activity by the AGC of Virginia and of America are:

—The National AGC, in cooperation with other business organizations, is urging the repeal or reform of Davis-Bacon, a law that sets minimum wages on federally-financed jobs. Repeal or reform of Davis-Bacon is a significant part of a campaign to reduce the inflationary burden government places on American taxpayers. This effort seeks to reduce the pointless, counterproductive interference of government in the marketplace;

—The AGC of Virginia is conducting surveys within our state to review rates published for work in Virginia;

—A Model Procurement Code for state and local governments has been proposed by the American Bar Association. This regulates the purchasing of all material and supplies including construction. A final draft of the code reflects a significant number of changes as a result of AGC's input over the past two years. The AGC of Virginia will monitor this code if and when it is introduced in the Virginia General Assembly;

—A study of the Virginia Mechanic's Lien was requested by the Virginia Land Title Association. This is expected to produce the most serious challenge to the Lien Law in history. There are four Delegates and three Senators on the committee, along with a general contractor, subcontractor and a material supply firm. The AGC was successful in having R.E. Lee, Jr. appointed to this committee. An ad hoc committee will serve to advise Mr. Lee;

—Last year, the AGC and Virginia Employment Commission began working jointly toward an agreeable manpower recruitment and referral program. The program was instigated as an attempt to aid construction firms to meet the federal affirmative action quotas for minorities and women. After the VEC and AGC's Affirmative Action Committee agreed on a program, it was submitted to the U.S. Department of Labor for funding. This was received in January of 1979. At the same time, the Board of Directors approved this chapter's involvement in the program. Start-up was on April 1, 1979. The six-month funding period ends on September 30, 1979.

There is much work being done behind the scenes by the staff and the volunteer leaders of all associations.

The benefits enjoyed by the members radiate to the non-members as well. The general public also benefits in many ways — sometimes materially, often intangibly.

However, there is one benefit of membership that is not enjoyed by non-members — *A Third Dimension. THE THIRD DIMENSION*

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

Growth in this sense is a sign of maturity. But every rung up the ladder to success is a step away, both in time and perspective from old ties. Advancement takes its toll, often exacting a loss in personal life for every gain it offers. Social contacts wane in significance and sometimes are resented for the time they consume. The urge to "talk shop" becomes harder to gratify: as experts recognize, the more you know about a subject, the smaller your audience.

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

founded on that strong denominator a common business interest.

This "Third Dimension" also includes broadening through travel. Conventions, conferences, and committee meetings often take a member to places he probably would never have visited otherwise. They combine the zest of historic or scenic attraction with the pleasures of reunion. No wonder attending conventions is a major pastime on this continent!

There was a time when only the husband could profit from this outlet. But now the Ladies' Program is as important to such a couple as the business agenda. Both spouses have something to enjoy together.

ASSOCIATIONS:

STRENGTH OF FREE ENTERPRISE

One of the little noted strengths of the Free Enterprise System is the Trade Association.

Only in a free society are such Associations possible — or considered desirable. Critics of Trade Associations and professional societies — and there are some in our society — usually criticize because they are opposed to the Free Enterprise System, as such. Often, these are the same voices that, periodically, propose compulsive measures for the presumed benefit of society. Individual trade members should recognize the motivation behind such criticism, and that their Trade Association is one of the bulwarks of the Free Enterprise economy. They should support it accordingly.

If the Trade or Profession is worth being in, it should be a privilege, if not a duty to be a member of its Association.



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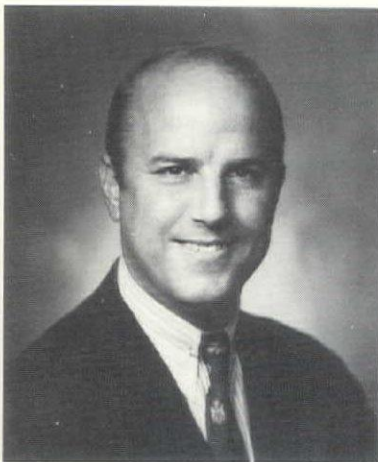


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OFFICIALS WILL ADDRESS FRIDAY MEMBERSHIP MEETING



Jerry Andres, Executive Director, State Registration Board for Contractors



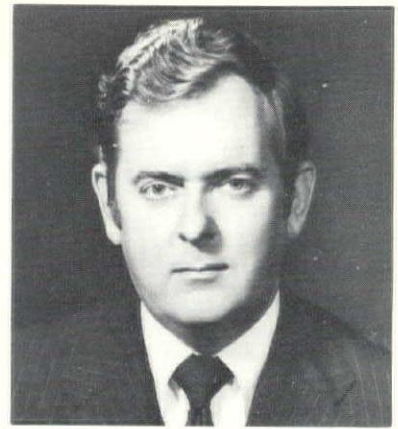
William H. King, Jr., AGC of Virginia legal counsel

FEATURED at the first general convention meeting on Friday morning, January 25, will be National AGC officials Bert Beatty, Executive Director and Paul Howard, President; Jerry Andres, Executive Director of the State Registration Board for Contractors; and Robert Nebiker, Deputy Director, Virginia Department of Commerce, representing the Architects and Engineers Licensing Board. William King, Jr., our legal counsel, will present a legislative and legal report.

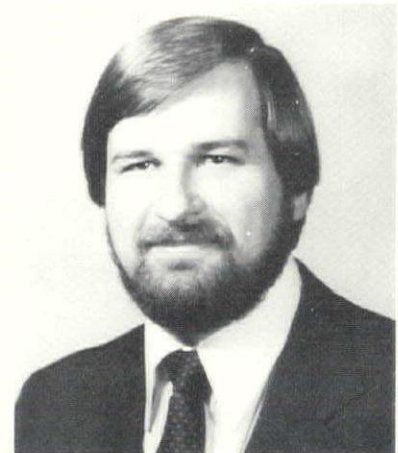
Edward G. Andres, known as Jerry to friends and associates, is Executive Director of the State Registration Board for Contractors. He has a strong background in construction cost accounting and has worked in that capacity for Allied Chemical Corporation, for Daniel Construction Company and, on the \$100 million project for Philip Morris in Richmond.

Robert A. Nebiker, as Deputy Director of the Virginia State Board of Commerce, is responsible for the general administration of this agency which regulates 25 categories of professions, occupations and businesses. He was formerly Administrator of the Virginia State Board of Architects, Professional Engineers and Land Surveyors. A Virginia Commonwealth University graduate, he is now completing graduate studies there in Public Administration.

William H. King, Jr., is a partner in the law firm of McGuire Woods & Battle in Richmond. He is a graduate of Dartmouth College and the University of Virginia law school and has served as the AGC of Virginia's legal counsel for the past six years.



Hubert Beatty, Executive Director, AGC of America, will address the Friday morning session of the Convention.



Robert A. Nebiker, Deputy Director, Virginia State Board of Commerce

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BUSINESS SEMINARS AT CONVENTION WILL PROVIDE VARIETY OF INFORMATION

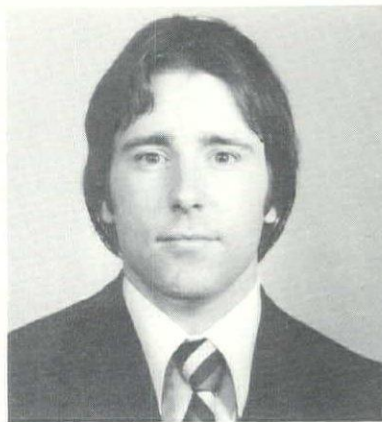
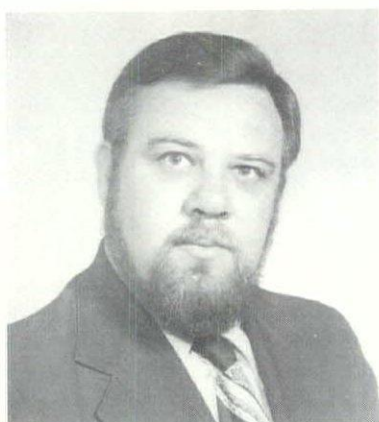
IN ORDER to meet the varying needs of AGC members, three different subjects will be covered during the three hours allotted to business seminars on Saturday, January 26, at the convention.

The first of the speakers, at 9:00 a.m., will be Bob Layton of Mutual Insurers of Richmond. Layton, vice president of the firm and a C.L.U. will speak on "Prefunding Retired Lives Reserve." Designated a Certified Life Underwriter in 1965, Layton has been active in National, Virginia and Richmond Associations of Life Underwriters, and was designated "Man of the Year" by the Richmond Association in 1965.

William McDermott and Hugh Sawyer of the Richmond and Roanoke offices of Ernst & Whinney, will deal with "Current Tax and Financial Matters for the Construction Industry" at 10:00 a.m. McDermott, Partner-in Charge of the Tax Department, Ernst & Whinney, Richmond, is a C.P.A. and member of the bar in Virginia. A graduate of American University, he completed his law training at George Washington University. He is a frequent speaker for seminars and institutes and has published articles in *Taxation for Accountants*. Sawyer, also a C.P.A., is Tax Supervisor for the Roanoke office of Ernst & Whinney. He earned his Bachelor's and Master's degrees at Virginia Polytechnic Institute and State

University. He has spoken frequently on tax as applied to construction, and provides services to many area contractors.

Bill Curphy, Chairman of the Board of Management, Inc., Denver, Colorado, and highly recommended to us as an authoritative and attention-holding speaker, will present a talk on "Management of the Closely Held Business." Curphy has had 25 years of experience in construction management beginning as a job foreman through being president of a construction firm. He was president of Management, Inc. for 13 years and has written two books on contracts.



William T. McDermott, Partner, and Hugh L. Sawyer, C.P.A., both of Ernst & Whinney, will share the podium.

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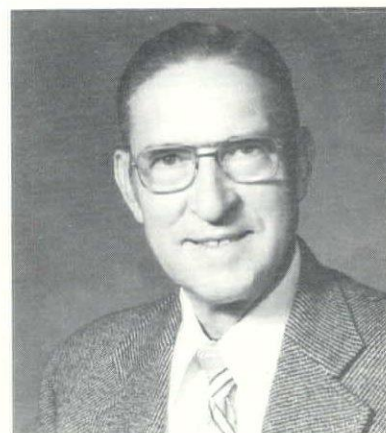
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ON THE LIGHTER SIDE—Convention 1980

KYLENE BARKER BRANDON, our Virginia beauty who reigned as Miss America 1979, will be a most welcome part of many of the functions at the convention.

Kylene will appear first at our Newcomers' Breakfast, Friday, January 25, then as a speaker at Friday's luncheon, telling of the trials and humorous moments in being Miss America.

At our Exhibit Fair, a new convention feature scheduled for Friday afternoon, Kylene will be available for conversation and autographs. Have your picture made with Miss America 1979 (bring your own camera!).

Friday evening she will be part of the



Miss America 1979, Virginia's own Kylene Barker Brandon.

entertainment, demonstrating her winning gymnastic skills in modern acrobatic dancing as part of the floor show.

Saturday morning from 10:00 a.m. to 11:30 a.m. she will talk woman-to-woman at our Ladies' Program, describing values of physical fitness and proper diet and demonstrating some of the exercises that kept her in trim and gave her the needed stamina for her year of traveling and appearances as Miss America.

Kylene's newest title, acquired in October, is Mrs. James Brandon. Brandon, another Virginian who attended school at VPI & SU with Kylene, will be with her at The Homestead.



Preston Walker will exhibit some of the fine small art objects and antiques he collects.

PRESTON WALKER, President of Preston L. Walker Electric Co., is a favorite raconteur among AGC audiences. Preston's world travels, combined with his extensive knowledge of art, antiques, history, photography, and you-name-it, give him an inexhaustible supply of stories to tell, and pictures, antiques and works of art to display.

This year Preston Walker will appear for the Ladies' Program, Friday, January 24 at 10:00 a.m., to show small antiques and sculpture he has collected and tell the interesting facts surrounding them.



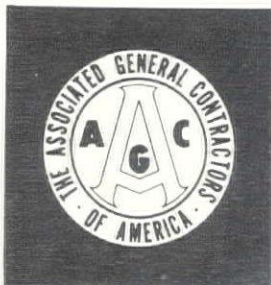
DAVE FIGG COMBO will play for dancing and entertainment on Friday evening, January 25. Dave Figg himself, worked with Woody Herman, Count Basie, The Dorsey's, Sammy Kaye, and others and has put together a group who have entertained appreciative audiences throughout Virginia, not only at The Homestead, but at the Greenbriar, Hotel Roanoke, colleges and country clubs. You'll like this style.



"Chief Ivory-Tickler," Bob Rosenbaum.

BOB ROSENBAUM really missed his calling when he took up with Roanoke Engineering Sales. Those who have heard him at past conventions know he was meant to be Chief Ivory-Tickler at a piano bar.

Fortunately, we talk him into demonstrating his piano forte as often as possible, and he'll be a feature of our Thursday evening Casino Night at the convention.



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AGC of VIRGINIA CONVENTION PROGRAM

January 24-26, 1980

The Homestead, Hot Springs, Va.

Thursday, January 24, 1980

10:00 AM-12:00 Noon	Board of Directors Meeting	Parlors B,C,D
1:30 PM- 3:30 PM	Committee Meetings	Parlors C,D,E
4:00 PM- 5:00 PM	Associate Division Meeting	Parlor A
6:00 PM- 7:00 PM	Reception hosted by Associates	Crystal Room
9:00 PM-12:00 PM	Casino Night with Bob Rosenbaum	Commonwealth Rm.

Friday, January 25, 1980

8:00 AM- 9:00 AM	Newcomers' Breakfast Kylene Barker Brandon, Miss America 1979	Parlors B,C,D,E
9:00 AM-12:00 Noon	Membership Meeting & Business Seminars	Conf. Center East
9:00 AM	Membership Meeting and brief meeting of the Board of Directors	
10:00 AM	Legislative & Legal Report Bill King, Jr.	
10:30 AM	National AGC Report Bert Beatty, Executive Director, AGC of America Paul Howard, President, AGC of America	
11:00 AM	Contractors Registration Board Jerry Andres, Executive Director, State Registration Board for Contractors	
11:30 AM	Architects & Engineers Licensing Board Robert Nebiker, Deputy Director, Virginia Department of Commerce	
10:00 AM-11:30 AM	Ladies Program Preston Walker	Georgian Room

Friday, January 25, 1980 (continued)

12:30 PM- 2:00 PM	Luncheon Kylene Barker Brandon, Miss America 1979	Commonwealth Rm.
2:00 PM- 4:00 PM	Exhibit Fair Special shows, favors, refreshments Kylene Barker Brandon, Hostess	Conf. Center West
2:00 PM- 4:00 PM	Committee Meetings	Parlors B,C,D,E
6:00 PM- 7:00 PM	Reception Honoring Newcomers	Crystal Room
8:30 PM-12:30 PM	Dancing to Dave Figg Combo Kylene Barker Brandon, modern acrobatic dancing Arthur Murray Dancers, disco demonstration	Commonwealth Rm.

Saturday, January 26, 1980

9:00 AM-12:00 Noon	Business Seminars	Conf. Center East
9:00 AM	Prefunding Retired Lives Reserve Bob Layton, Mutual Insurers, Richmond	
10:00 AM	Current Tax & Financial Matters for the Construction Industry William McDermott, Ernst & Whinney, Richmond Hugh L. Sawyer, Ernst & Whinney, Roanoke	
11:00 AM	Management of the Closely Held Business Bill Curphy, Management, Inc., Denver, Colo.	
10:00 AM-11:30 AM	Ladies Program Kylene Barker Brandon Keeping fit	Georgian Room
2:00 PM- 4:00 PM	Card Party	Tower Lounge
6:00 PM- 7:00 PM	President's Reception	Conf. Lobby
7:30 PM- 9:30 PM	Banquet Governor John Dalton Commonwealth of Virginia	Conf. Center West
10:00 PM- 1:00 AM	Dancing	Homestead Club

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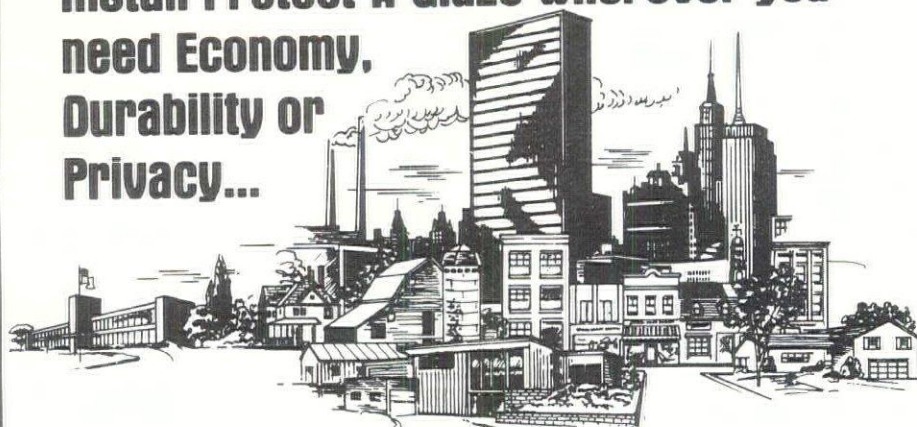
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Central District Holds Annual Summer Picnic And Golf Outing

CENTRAL DISTRICT'S Annual Summer Picnic and Golf Outing at Ivy Hills Golf Course, drew nearly seventy members and wives on August 8th.



Central District Golf Tournament winners: Neville Rowland, Southern Air (second from left) and Carlton Butler, Blue Ridge, Stone (third from left) are congratulated by John Wimer, Smith-Wimer, Inc., Central District President (left) and Secretary-Treasurer Bill Mullins, Lone Star Cement, Inc. (right).

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Roanoke—Southside District Joint Meeting

Roanoke

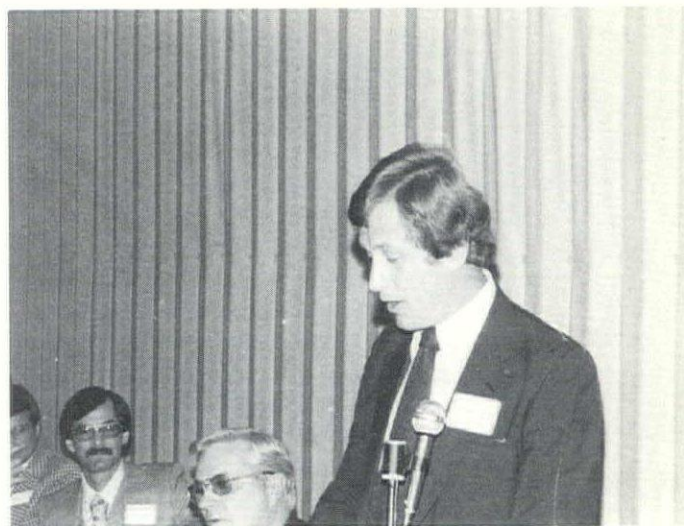
ROANOKE AND SOUTHSIDE DISTRICTS combined forces for an enjoyable golf outing and meeting on September 6th at the Country Side Golf Course in Roanoke.

Ron Cronise, Branch & Associates, and First Vice President of Roanoke District, presided over the day's activities which attracted more than 50 members and guests. More than 20 members from Southside District attended, including District Director Walter Caldwell, John W. Daniel & Co., Inc.; President Richard W. Caldwell, Jr., Frith Construction Co., Inc.; Vice President Woods Carter, Prillaman & Pace, Inc.; and Secretary-Treasurer Henry Andrews, Thompson's Ready-Mix, Inc.

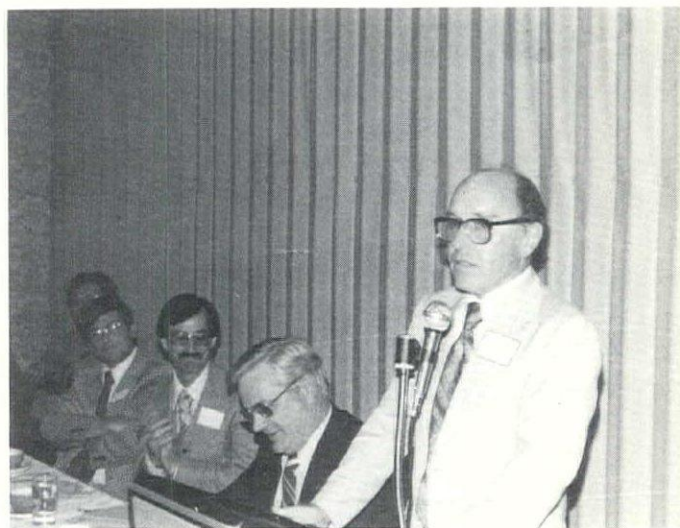
Of the group, more than 30 entered the golf tournament, organized by Larry Mongole, Lightweight Block Co., Inc., Roanoke District Secretary-Treasurer. Golf awards were won by Aaron Conner, Aaron J. Conner General Contractor, Inc., who was awarded High Score; Danny Jarrett of Jarrett Electric Co., Inc. was honored for Closest to Pin, Eagle and Birdie; Carleton Butler of Blue Ridge Stone received the award for Low Net, Closest to Pin, and Birdie; Joe Christenbury, Acorn Construction Co., Ltd., won Low Gross, Closest to Pin, and Birdie award; Larry Mongole, Lightweight Block Co., Inc., was recognized for a Closest to the Pin and Birdie; Ted Schoch was a Closest to Pin winner, also.

Also recognized for Birdies were Walter Caldwell, John W. Daniel & Co., Inc.; Richard Prillaman, Prillaman & Pace, Inc.; Ronny Thompson, Thompson Masonry Contractor, Inc.; and Tommy Fox, Days Construction Co., Inc.

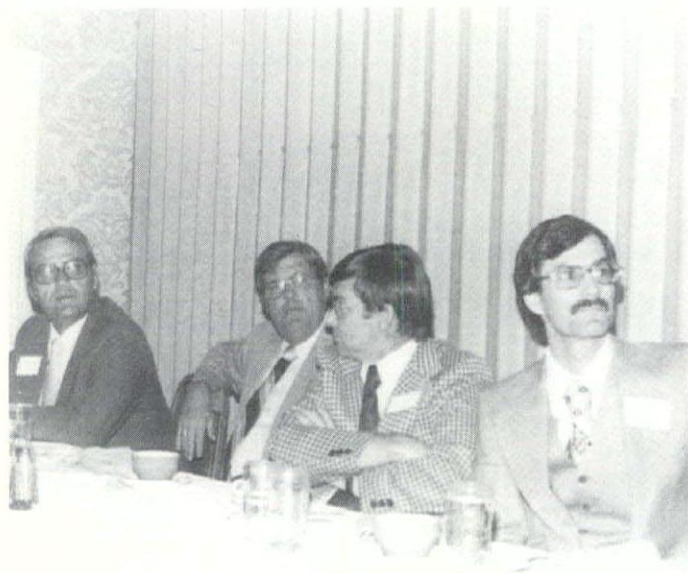
At the evening program, Randy Patterson, Brown-Arris-Langhorne Insurance, Inc., introduced Robert Kersey, Commercial Builders, Inc., Chairman of AGC/VA's Public Relations Committee, who gave a presentation on the new public relations manual, *In the Public Eye*, and emphasized the importance of public relations in the current changing construction market.



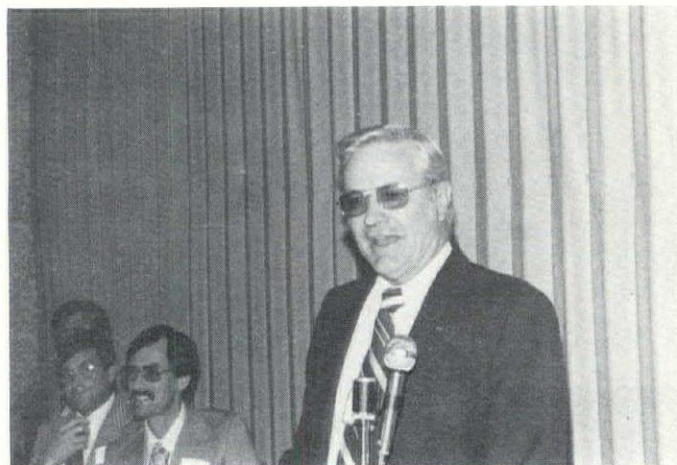
Ronald A. Cronise, Branch & Associates, Inc., presides.



Randy Patterson introduced speaker.



Left to right: Walter B. Caldwell, Director of Southside District; Henry Andrews, Secretary-Treasurer of Southside District; Woods Carter, Vice President of Southside District; and Richard W. Caldwell, President, Southside District.



Bob Kersey was the featured speaker.



Aaron J. Conner was awarded High Score.



Danny Jarrett was honored for Closest to Pin, Eagle and Birdie.



Carleton Butler received the award for Low Net, Closest to Pin, and Birdie.



Joe Christenbury won Low Gross, Closest to Pin, and Birdie award.

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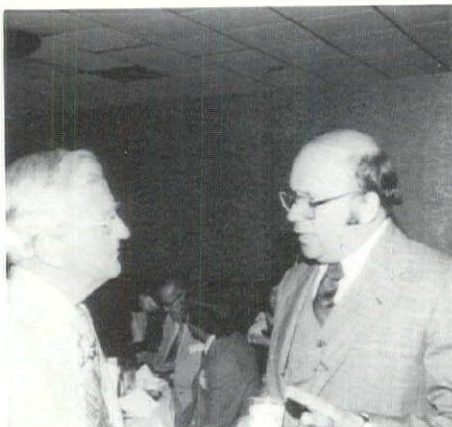


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Tidewater District, Joint Meeting Norfolk



Speaker - Dr. Gary N. Rubin, Assistant Dean, College of Arts and Letters, O.D.U.



Tidewater District President Howard Gill of Henderson & Phillips, Inc. and Speaker Tom Asselin of Walstad & Asselin - a lawyer, from Vienna Virginia.



Jim Duckhardt, Executive Director, AGC of Virginia, discusses display with Jim Morris, Rapco of Tidewater.



Roy E. Spears, Jr. of Shirley Construction Corporation, Vice-President of Tidewater District observes display with Warren Lasher, Director, Western Region, AGC of Virginia.

TIDEWATER DISTRICT hosted a joint meeting for the Associated General Contractors of Virginia, the American Institute of Architects, American Institute of Industrial Engineers, American Subcontractors Association, American Society of Civil Engineering, Construction Specification Institute, Engineers Club of Hampton Roads, and the Virginia Society of Professional Engineers on September 11 at the Admiralty Hotel in Norfolk.

Two fine speakers were secured by the committee headed by District Vice President Roy Spears. Dr. Gary N. Rubin, Assistant Dean, College of Arts and Letters, Old Dominion University, described the techniques of self-disclosure as an aid to clarifying intent for the architect-engineer-constructor team. He also emphasized positive relationships among owners, subcontractors and design professionals.

Tom Asselin, an attorney from Vienna, Virginia, a graduate engineer as well as a law graduate, spoke on the pitfalls and methods of improving technical communications, including defense strategies.

Some 240 members of the various organizations attended. This is the second annual joint meeting of these groups.



Executive Director Jim Duckhardt and AGC of Virginia Vice-President, Charles Lambert of R. D. Lambert & Son, Inc.

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On a recent trip to the Charles Town Race Track, Charles Town, West Virginia, a group of AGC of Virginia members were invited to "sponsor" one of the races. Thus — on May 18, 1979 — The Associated General Contractors of Virginia Purse was run, with the results shown in the photo above.

The winning horse was Star Explorer, and left to right in the photo are: jockey, Antonio Pellot, who rode Star Explorer to victory, Owner/Trainer Marjorie Meredith; and presenting the award to Ms. Meredith, Northern Virginia AGC president, Preston Walker, his wife Helen, James Duckhardt, Executive Director, AGC of Virginia, and his wife Nickie.

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LOCATED on the south side of U.S. 250 East at "Pantops" on the Southwest Mountains, this award winning office building commands excellent vistas of the Piedmont to the east and Charlottesville and the Blue Ridge to the west.

Constructed for Worrell Investment Corporation, the structure contains 3350 square feet on the ground floor and 870 square feet on the upper level. The main level contains the Executive Suite which consists of a large office, a conference room/library, and a bath/dressing area. This suite has solid walnut casework and trim. Both the executive office and conference room are lighted indirectly by concealed lighting in the cornice of the casework as well as direct down lighting.

The conference/library has a wood planked, 26' high, cathedral ceiling supported by trusses boxed in walnut. Ceilings of all other spaces on this level are at least 10 feet high with most being 12 feet to accommodate and display the owners art and trophy collection.

The entry hall contains an impressive stairway to the second floor and reception area (see front cover). Just off this space are other offices and an art studio with a skylight. At the rear of the building are located the toilets and a full kitchen. A large brick patio shaded by huge maples is located in an "E" shaped section outside the Executive Suite and the kitchen.

The second floor is a large space with dormer windows which will accommodate a secretarial "pool."

Only first quality materials and workmanship were tolerated in the construction. All outside walls were framed with 2 x 6 lumber to accommodate 6" insulation for energy conservation. A General Electric heat pump conditions the air and maintains the proper humidity. This building truly deserves the honor bestowed upon it by the Charlottesville & Albemarle Civic League.

Edward van Laer, Inc. (now Martin/Horn, inc.) of Charlottesville was general contractor and handled foundations, concrete, masonry and carpentry.

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(Charlottesville firms unless noted)

Albemarle Construction Corp., excavating; Associated Steel Products, Inc., steel; W. A. Lynch Roofing Co., Inc., roofing; Phillips Building Supply, Inc., windows, structural wood, paneling & millwork; Steve Shifflett, painting; W. A. Lynch Roofing Co., Inc., waterproofing; E. S. Chappell & Son, Inc., Richmond,



weatherstripping; Davenport Insulation, Inc., insulation; R. H. Harris & Co., plaster; Richard A. Oliva & Sons, ceramic tile; and Kentucky Flooring Co., Louisville, KY, parquet flooring.

Also, Morgan Millwork Co., Washington, DC, handrails; Piedmont Electric Supply Corp., lighting fixtures; Omohundro Electric Co., Inc., electrical work; L. A.

Lacy, Inc., plumbing; Ray Fisher & Ron Martin, Inc., air conditioning, heating, ventilating & kitchen appliances; Martin Hardware Co., hardware supplier; Custom Kitchens, Inc., Richmond, kitchen cabinets; Business Equipment & Systems Co., Inc., vault doors & equipment; and Safety & Security Equipment Co., fire & security alarm system.

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Engineers:
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Structural

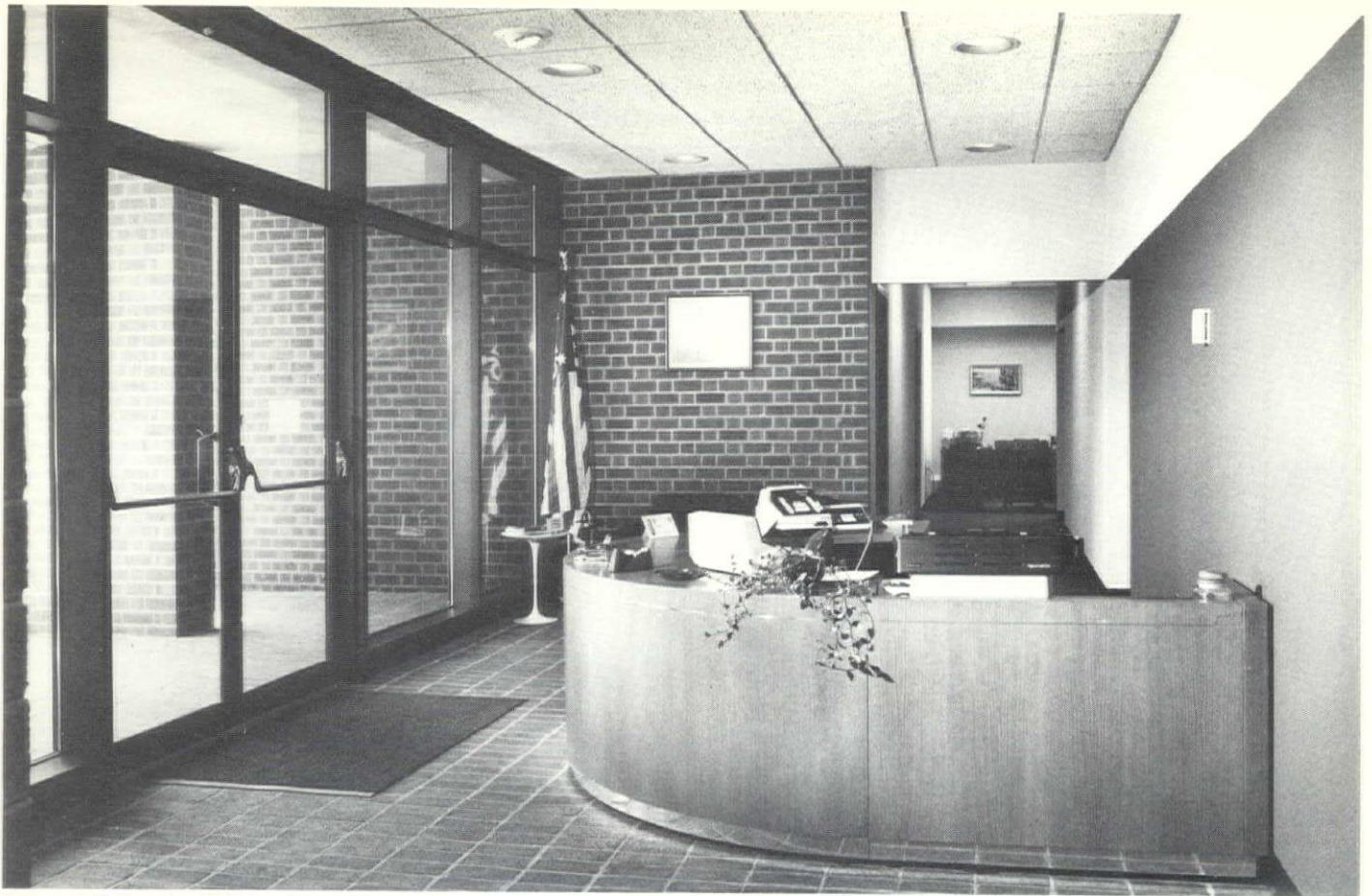
LAWRENCE PERRY & ASSOCIATES
Mechanical/Electrical

DOUGLAS S. HIGGINS
Photography



ROANOKE Iron and Bridge Works, in keeping with their overall expansion program, was interested in expanding their administrative and design facilities while upgrading the overall image of their executive offices. An existing building of somewhat traditional design was purchased on a difficult site on the outskirts of the CBD. This two-story building was very well constructed and was in excellent condition. Basic planning requirements were to renovate some 9000 SF in the existing facility and construct a new addition of 8000 SF. The combined facility was to house executive offices, administrative functions, and design and drafting functions for the operation. The space requirements worked out very well, allowing the administrative and service functions to be housed on the entire lower level with the production departments on the upper level.

The main entrance to the existing building (upper level) was very confined and unattractive and did not relate to the proposed parking areas. The emphasis of the building was reversed and a new entrance, on the lower level, was created to relate to the administrative function. The entrance on the upper level was retained for employee access. To alleviate problems with the irregular shape of the site and strict parking requirements, a sunken courtyard space and brick paving at the entrance area were incorporated to help soften the relationship of building to paved areas. The exterior design retains the use of traditional materials (copper, slate, etc.) and brick detailing to preserve continuity with the existing, but is somewhat simplified to present a crisp contemporary appearance. The roof forms of



the existing "head" building were also repeated in the new construction to unify the overall concept.

The construction is primarily masonry bearing wall, with steel joists and metal deck at the first level and flat portions of the roof. Fire retardant trusses were used over the sloped roof area. The roofing is Buckingham slate, guttering is copper and the brick is oversized to match existing brick. The interior partitions are metal stud and dry wall with vinyl wall covering, and the entire building is carpeted.

The HVAC system is a variable volume system, supplemented with electric baseboard wall radiation.

Q. M. Tomlinson, Inc. of Roanoke was general contractor and handled carpentry.

Subcontractors & Suppliers

(Roanoke firms unless noted)

Joe Bandy & Son, Inc., excavating, Concrete Ready Mixed Corp., concrete; Masonry Contractors, Inc., Salem, masonry; I. N. McNeil Roofing & Sheet Metal Co., Inc., roofing & waterproofing; W. H. Stovall & Co., Inc., Richmond, windows, window walls & glazing; Timber Truss Housing Systems, Inc., Salem, structural wood - trusses; Hesse & Hurt, Inc., painting; Feather Tile Co., Inc., ceramic tile; Valley Lumber Corp., paneling & millwork; S. R. Draper Paving Co., Inc., paving, curbs & crossovers; John H. Hampshire, Inc., acoustical, plaster & resilient tile; J. M. Murphy Co., Inc., electrical work; Dickerson-Trent, Inc., plumbing; Bud Weaver Heating & Air Conditioning, air conditioning, heating & ventilating; Dover Elevator Co., dumb waiter; and Contract Furnishings & Design, Salem, carpet.



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Pamunkey Indian Multi-Purpose Facility

King William County

JONES & STRANGE-BOSTON — Architects/Engineers
HARLAND BARTHOLOMEW AND ASSOCIATES — Planners

IN THE flat lands, east of State Route 30, adjacent to King William County, lies the Pamunkey Indian Reservation. This area, near West Point, Virginia, which is rich with Early American History, is the site of the new Pamunkey Indian Multi-Purpose Facility.

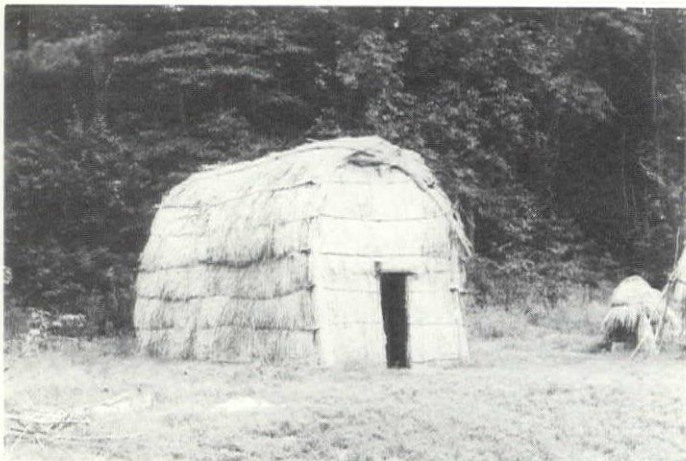
The purpose of this facility is to aid development of a cultural and craft-oriented center on the Pamunkey Indian Reservation.

The new multi-purpose building will house a multi-purpose room for tribe activities, a museum depicting the heritage of Eastern American Indians with particular emphasis on the Pamunkey Tribe, and a sales room or area for the marketing of pottery, jewelry and other crafts.

It is intended that this center will become the focal point for representation of the history, culture and craft manufacture of this American Indian Tribe. This multi-purpose facility will be the primary activity center of life on the Reservation and its development as a center of local Indian culture will provide full or part-time jobs for the Pamunkey people. This new facility with its craft center will also make the reservation a more desirable place for visitors.

Overall planning and coordinating of funding for this project was by the firm of Harland Bartholomew and Associates. The facility was designed by the architectural and engineering firm of Jones and Strange-Boston. The site work and construction were performed by JaBar Construction Company.

The building structure, with its ten vaulted roof sections, is uniquely fashioned after the thatched Indian Long Houses of the pre-Columbian Era. The outstanding feature of this facility is the vaulted roof deck constructed of stained plywood, which is the finished ceiling throughout eighty percent of the building. The



to tell the Virginia Story



vaulted roof deck is coated with three inches of sprayed urethane insulation and a white weather proof coating, which provides a highly efficient, energy saving, roof system.

The building's exterior walls are finished with textured T-111 plywood, installed at forty-five degrees to the horizontal. The exterior plywood is finished in an earth tone gray stain with all wood trim and fascia painted white.

Another highlight of this facility is the 28' x 40' display room and museum. This room with its oak floor, gray and black window wall system, and vaulted wood ceiling, provides a rustic setting for Indian artifacts and crafts on display.

The general contractor, JaBar Construction Company of Richmond, handled excavating, piling, foundations, plywood roof deck, carpentry and wood flooring.

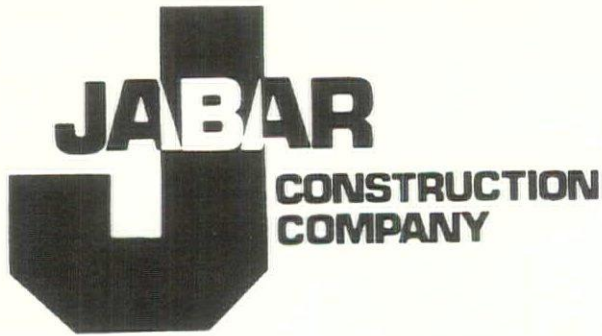
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Also, Fendly Floor & Ceiling Co., acoustical & resilient tile; General Tile & Marble Co., Inc., ceramic tile; Miller Manufacturing Co., Inc., millwork; Able Electrical Contractors, Inc., lighting fixtures & electrical work; Stamie E. Lyttle Co., Inc., septic system; E. L. Turner, West Point, plumbing; James River Air Conditioning Co., air conditioning, heating & ventilating; Pleasants Hardware, hardware supplier; and William H. Gammon Well Drilling Co., Providence Forge, well drilling.

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Charlottesville University and Community Symphony Orchestra 1979/80 Season

• The 1979/80 season for the Charlottesville University and Community Symphony Orchestra opened with classical guitarist Eliot Fisk Saturday, October 13, and Sunday, October 14 in Cabell Hall Auditorium at the University of Virginia.

Mr. Fisk has been hailed by Andrew Segovia as a "true phenomenon of his instrument." A New York Times critic wrote that while there are many classical guitarists, "none in recent years has been so interesting and brilliant as Eliot Fisk." He possesses a "virtuoso technique and a remarkable sensitivity to the music at hand." A record review of one of his albums claimed "his delivery is expressive and clear, and shows his dedication to his art."

Other works on the first program for the orchestra included Mozart's "Titus" Overture and Franck's Symphony in D Minor.

The second pair of concerts November 17 and 18 will feature the world premiere of a work by California composer Edmund Najera written for the Charlottesville University and Community Symphony Orchestra. The orchestra will join forces with Jubilate, a 44-voice mixed chorus sponsored by the University Baptist Church in Charlottesville. Beethoven's Leonore Overture No. 3, and Bach's Cantata No. 82 with Mr. Najera as vocal soloist will complete the program.

On January 26 and 27 of 1980, Charlottesville's first musical artists-in-residence, the Clarion Wind Quintet, will appear as guest soloists with the orchestra to premiere a work by Fredrick Geissler of the UVA Music Faculty. The program will also include Mozart's "Jupiter" Symphony and the Concerto in Bb Major by Stamitz.

Cellist Terry Braverman, winner of a diploma at the Tchaikovsky competition in Moscow last year, has returned to the States to continue his career as a soloist and will appear with the orchestra March 1 and 2. In the spirit of the Moscow competition, the all-Tchaikovsky program will include Symphony No. 5, Roco Variations, and Pezzo Capriccioso.

The 55-member Women's Chorus at UVA will join the orchestra for the final concerts April 26 and 27 in Debussy's Nocturnes. Stravinsky's "Firebird" Suite and Rimsky-Korsakov's Russian Easter Overture will conclude the season.

Tickets for those not holding season tickets, will be available in Charlottesville at the UVA Music Department in Old Cabell Hall, The Virginia Players Box Office in the Culbreth Drama Building, Mincer's Pipe Shop on the Corner, and Williams Corner Bookstore downtown on the Mall.

If further information is needed, call (804) 924-3984 on weekdays.

New Museum at Yorktown The "Shipwreck Information Center"

• On the waterfront of Yorktown a new museum has been opened called the "Shipwreck Information Center." The exhibit is part of the project, "Virginia's Maritime Heritage" which is under the direction of the Virginia Historic Landmarks Commission's Research Center for Archaeology. The purpose of the project is to inform the public of what is now being done to preserve, and expand our knowledge of Virginia's nautical history.

The Museum itself focuses on the archaeological work taking place off the York River Shoreline. During the Battle of Yorktown in 1781 several ships under the command of Lord Cornwallis were

scuttled in an attempt to prevent an amphibious landing by the French, or sunk in actual fighting. After the Battle in gratitude for their part in the American victory the French were allowed to salvage what ships and materials they could from the river. However, records indicate that 26 ships are still unaccounted for. Eight sites have been located and now are being excavated.

This represents the first organized attempt since the 1930s to study the wrecks. Artifacts recovered include a cannon which is now on display. The Shipwreck Center is open daily from 11-7 and explains the history of the Battle, present excavations techniques, future plans, and the role of the public in preserving archaeological sites. Admission is free.

Ninth Annual Christmas Candlelight Tour, Fredericksburg December 9th, 1979 - 2 P.M. until 8 P.M.

Presented by The Junior Board of Historic Fredericksburg Foundation, Inc.

• This year's Tour is centered around Washington Avenue and features seven private homes dating from the Victorian period through the early twentieth century. Also included in the Tour will be a special evening opening of "Kenmore," the 1752 Georgian manor home of Fielding Lewis and his wife Betty Washington Lewis. Specially designed Christmas decorations highlight each home and costumed hostesses will be guides.

Festive refreshments and warm holiday punch will be served in the Crowinshield Building on the grounds of Kenmore during the hours of the Tour.

This is a walking Tour and all of the homes are located on or near Washington Avenue. There will be designated bus parking. Carolers and musicians will provide seasonal entertainment along the streets and

in some of the homes. A horse drawn carriage ride will be available also.

Tickets are \$6.00 for adults and \$3.00 for students. Children under five will be admitted free. It is recommended that advance tickets be purchased from either Junior Board members or at "The Chimneys," 623 Caroline Street which is open from 9-5 daily.

Groups of 25 or more may purchase advance tickets at \$5.00 per person. Advance ticket information and sales are available by contacting either Mrs. Kenneth Hintz, 222 Taylor Street, Fredericksburg, Virginia 22401 (703-371-2741) or Mrs. Champe Corbin, "Eden," Corbin, Virginia 22446 (703-371-3608).

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VIRGINIA INDUSTRIAL DEVELOPMENT NEWS

Hanson, Holm, Kilduff Named to State Industrial Development Posts

• Russell G. Hanson of Richmond was named August 20, 1979, to the post of Deputy Director of the Virginia Division of Industrial Development by J. Frank Alspaugh, Director. Hanson, an Industrial Development Representative on the Division's staff since 1974, will succeed Guy H. Kissinger, Jr. who retired on August 7.

Edwin E. Holm, Jr., the Division's Director of Research, has been promoted to the newly created post of Assistant Director for Planning. He will be succeeded as Research Director by his assistant Mark Kilduff.

Hanson, 60, brings to the Deputy Director's job a long list of impressive industrial development qualifications. He directed the state of North Carolina program in the mid-sixties and served as executive director of the Fairfax County Economic Development Authority from 1966 until joining the Division of Industrial Development in 1974.

With the Division Hanson has called on industrial prospects in Michigan, Ohio, Pennsylvania and upstate New York, and for the past two years has been responsible for the New York City area. Among the numerous companies Hanson has worked with that have subsequently located facilities in Virginia are Mobil Oil (Fairfax County), Brockway Glass (Danville), Dowty Rotol (Loudoun County), and Norris Industries (Duffield). In his new assignment he will manage a staff of eight industrial representatives having industrial marketing responsibilities throughout the United States. He is married and has four children. The Hansons reside in Richmond.

Ed Holm, 61, a native of Norfolk, has been employed by the Commonwealth of Virginia for over 28 years and has served as the Division's Director of Research since its inception. He received both his Bachelor's and Master's degrees from the University of Virginia. He began his long term involvement in economic development as associate coordinator of the Advisory Council on the Virginia Economy in 1951. Mr. Holm has subsequently become known as one of the most knowledgeable spokesmen in the state, on the forces that shape the Virginia economic scene. He is married and has three daughters. He and his wife reside in Richmond.

Holm's elevation to the recently created position of Assistant Director for Planning makes way for the promotion of Mark Kilduff to Director of Research. Mr. Kilduff, 40, is a graduate of the University of Notre Dame and the Colgate Darden School of Business at the University of Virginia where he received an MBA. Originally from Tennessee, he has been with the Division since 1967 serving as a research economist and assistant director for research. Mr. Kilduff is widely recognized as an articulate, knowledgeable observer of the Virginia economy. He is married, has two children and resides in New Kent County.

Guy Kissinger served as Deputy Director of the Division since 1965. He is a past president of the Southern Industrial Development Council and was elected a Fellow Member of the American Industrial Development Council for distinguished service to the profession. He and his wife will continue to reside in Richmond.

In announcing the changes, J. Frank Alspaugh, Director of the Division of Industrial Development, indicated that, "We are sorry to lose a person of Guy Kissinger's background and caliber. Nevertheless, it is extremely satisfying to appoint a man with such impressive industrial development credentials as Russ Hanson to succeed Guy. Also, Ed Holm and Mark Kilduff have long ago demonstrated their respective capacities for greater responsibility, and I am very pleased to be announcing the promotion of these uniquely qualified men."

Borg-Warner will Establish Virginia Beach Distribution Facility

• Automotive Parts Division-International of Borg-Warner Corporation will establish an export distribution facility in the Virginia Beach Airport Industrial Park, according to the Virginia Division of Industrial Development. Borg-Warner will use the new facility to receive and ship automotive parts for ultimate destinations in 70 countries.

A Fortune 500 company, Borg-Warner operates more than 125 manufacturing facilities in the United States, Canada and overseas. The company manufactures a wide range of industrial and chemical products and air conditioning systems in addition to transportation equipment and parts, and provides a variety of financial and protective

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services. The Virginia Beach facility will be its first in Virginia.

According to Division Executive Vice President Allen A. Baranay, Borg-Warner will lease a 51,000 square foot industrial building from Continental Properties, Inc. The distribution facility will be constructed by Bowry Construction, and will be located on a 5.8 acre tract in the Airport Industrial Park.

Borg-Warner will employ about 10 people initially, including two officials who will come to the area

from the company's existing New York facility. The balance of the employees will be hired locally. Groundbreaking for the new building was scheduled for August 28 and operations are due to begin about February 1980.

According to Mr. Baranay, Borg-Warner considered a number of sites for the new distribution terminal and chose the Virginia Beach location in part because of the proximity to the Hampton Roads port facilities and the excellent transportation arteries in and out of the area. Also Mr. Baranay indicated that the general community attitude to new business and the enthusiasm with which state and local officials assisted the company were major influences on the location decision. "We were genuinely impressed with the people we worked with and the well-rounded professional approach they took in presenting the locality and meeting our needs. We are looking forward to a long, profitable operation in Virginia Beach," said Baranay.

Borg-Warner officials were assisted in their site selection plans by the Tidewater Virginia Development Council, the City of Virginia Beach Office of Economic Development (Industrial Division), Charles G. Nusbaum, Realtor, and the Virginia Division of Industrial Development.

Cleveland Firm to Open Production Facility in Dinwiddie County

• ESE Inc., a designer and manufacturer of steel processing equipment, has broken ground for a new production facility at the Petersburg Airport, located in Dinwiddie County, according to the Virginia Division of Industrial Development.

ESE Inc. is headquartered in Cleveland, Ohio. The company manufactures a highly sophisticated thermodynamic sensing mechanism used to control the melting process in the manufacture of steel.

The new facility will occupy 36,000 square feet on a ten-acre tract in the Petersburg-Dinwiddie Airport Industrial Park. A second 14,900 square foot building is planned.

ESE will employ about 40 people initially. The \$2 million project will be financed by industrial development revenue bonds issued by the Dinwiddie County Industrial Development Authority.

Company president Ed Sweeney indicates that ESE is expanding its capability in order to become more involved in overseas markets, especially the Peoples Republic of China which is known to have a vast potential for steel production. The company is already shipping nearly 50 percent of its production overseas.

In selecting the Petersburg Airport site, Mr. Sweeney indicated that Virginia's central location on the Eastern seaboard and the proximity of the port of Hampton Roads met the company's requirements. "We have been very pleased with the cooperation and service extended us by officials of the Appomattox Basin Industrial Development Corporation, Dinwiddie County and the Virginia Division of Industrial Development," said Sweeney, "and we are looking forward to operating from our new facility in Dinwiddie County."



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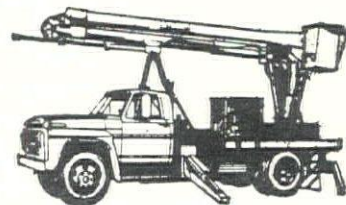
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Dutch Manufacturer Selects Chesapeake

• Koppens Automatic U.S.A., a subsidiary of Koppens Automatic Nederland, B.V., of Holland will build a manufacturing facility in Chesapeake, according to the Virginia Division of Industrial Development. The company is a major European producer of electronic gasoline and diesel fuel dispensing systems which include automatic credit card and money acceptors and inventory control systems.

The new \$1 million dollar plant will be located on a five acre tract in the Cavalier Industrial Park. The company will initially employ about thirty people. Employment should reach three hundred within five years, according to H.J.P. Koppens, senior corporate vice president of the firm. Mr. Koppens predicted that his company "will become a major contributing economic force for the Tidewater, Virginia area and will in five years revolutionize the dispensing of motor fuels throughout North America."

The company and its consulting firm, Urban Analysts International of Connecticut, were assisted in their site selection process by the City of Chesapeake Department of Industrial Development and the Virginia Division of Industrial Development.

Massachusetts Costume Manufacturer Chooses Richmond

• Wolff-Fording & Company, Incorporated, of Allston, Massachusetts will move its plant to Richmond, according to the Virginia Division of Industrial Development. The company, a producer of quality dance costumes, has leased a 26,500 square foot building at 1302 McTavish Street. Operation of the Virginia plant was scheduled to begin on September 1.

Employment at Wolff-Fording will be approximately 60. The firm plans to use the services of the Special Training Division of the Virginia Community College System to train its workers.

Wolff-Fording markets its dance costumes throughout the United States as well as internationally.

According to William Feldstein, company president, Richmond's central location was a major factor in the company's decision to move to Virginia. "The Richmond area is the hub of 85 percent of our business. It is within a 500 mile radius of our major markets in the North, South and West," said Feldstein. He also cited the availability of labor as a reason for coming to Richmond.

Wolff-Fording & Company, Incorporated was assisted in its site selection process by the Richmond Metropolitan Economic Development Council and the Virginia Division of Industrial Development.

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The Flight of the WASPs

(From page 5)

But the people as a whole regarded their new nation as a Protestant community, and continued to do so well into this century when there were three-fourths as many Catholics as Protestants, even though evangelism and the country's habits had multiplied the numbers of Protestants.

Of course, many other changes had come by then. After the Louisiana Purchase (1803), a steady migration from the original coastal colonies westward changed the density of areas of population: while in 1790, 94% of the people lived in the original colonies, by 1850 only about half the Americans lived there. Also, between 1820 and 1900, 19,000,000 immigrants (one-fourth of whom were Irish) arrived and most tended to settle in (as we say today) ethnic sub-colonies within the large cities. Though few of these were Protestants, virtually all were poor and uneducated. Thus, whilst the immigrant families formed the work-forces for the industrialization that developed rapidly during the 19th century, this situation tended to intrench the white Anglo Saxon Protestants in positions of power, authority and prestige. Nor was their hold shaken by the thousands of native-born stock who forsook the farm to seek their fortunes and/or excitement in the big cities.

In this way, your greatest cities became composed of transients, of fluctuating fortunes, many of whom domiciled themselves in rooming houses; the immigrant poor who, although individuals undertook the difficult struggle of upward mobility, crowded in ghettos whose customs could have belonged in a foreign city; and the self-segregated WASPs, in imposing mansions or large, new apartment houses, who might well have been in a different country from the less fortunate inhabitants. In this situation, the Protestants by and large made a pragmatic accommodation with the dominant powers (including especially the new, big rich) and built such magnificent citadels of worship that strangers and the poor would have felt out of place. Indeed, while heathen souls were being saved in faraway places, little notice was given the destitute except in occasional acts of "charity," which at least in New York, were more than matched by the almost lawless Tammany Hall looking "after their own."

These disparate elements (often hostile to one another) in the swelling urban centers, were repeated and multiplied with variations all over the new nation. Freed Negroes, many of whom migrated to the "Promised Land" of Northern cities, existed with growing restiveness in a sort of nether world on the periphery of white power and custom; labor, becoming more effectively organized and militant, caused changes in the economic and political structures, along with threatening hereditary custom; and women, also growing organized and more militant, forced passage (1919) of the suffrage act which gave them the vote. Yet, during these changes, church membership (Protestant and

Catholic) reached, in the mid-1920s, its highest peak up until that date.

However, the increased church membership during the structural changes could give a most false illusion of the triumph of God's earthly representatives over the forces of Mammon. While the nation, at least through the '20s, was still regarded as Protestant, their various denominations were torn by the gradual shift in values to things (very material things) of this bustling world. Battles back in the 19th century between the Fundamentalists and the Modernists continued on in different guises, and still continue. Ministers and bishops frankly admitted that many members of their congregations attended church out of habit — custom — and with even less worthy motives.

Along with fighting amongst themselves, with schismatic movements popping up, Protestants in rural areas still regarded Catholics with hostility and distrust, and Negroes largely remained (as they justly claimed) "second-class" citizens almost everywhere. Elements in the Protestant churches reached the apogee of their worldly power when, in 1919, they forced the national legislation of the Volstead Act, which prohibited the manufacture, distribution, sale and consumption of alcoholic beverages. As is well-known, this act of zeal in Protestantizing the world boomeranged in ways that were both predictable and unpredictable.

Predictably, masses of individuals ignored this lunatic edict, causing countless of formerly law-abiding citizens quite casually to break the law. Unpredictably, the suppliers of alcoholic beverages made such fortunes that when Roosevelt repealed Prohibition in 1933, the new booze-made millionaires created what amounted to cartels of crime which exerted vast overt power in American life. Gradually, as crime became as American as apple pie, the old standards crumbled and evading the law became commonplace — whether pandering in the vice trade, selling votes in houses of legislation, or devising schemes to defraud the government and/or its tax-paying supporters, and on and on.

This is not remotely to suggest that Prohibition and its aftermath were solely responsible for America's change in character, in customs and traditions. Since all the factors of change mentioned prior to Prohibition were in being during the 19th century, including anti-saloon activities, the actual passage of the Volstead Act — with a strong assist from automobiles — might be regarded as the catalyst that began the beginning of the end of the America that had previously existed. This would have little to do with the chronology of centuries. Like Rome, America, as a single nation indivisible under God, had been in the process of coming apart for a long time before the symptoms became too numerous and too obvious to ignore by the 1960s.

So, instead of worrying about dates, like an old-fashioned history teacher, we must address ourselves to the actuality of living in an America which has become, during the past decades, a conglomerate, foreign to the founders' ideals and principles, composed of disparate and often hostile

elements. The difference between these illy assorted elements on a national scale and the same disparate groups in the great cities, from the last decades of the 19th century into the first decades of the 20th century, is that in the cities there were neighborhoods and each individual — even the perilously fluctuating transients — knew who and what he was. We have lost this sense of self-identity, with its larger identification with a Whole which possessed its own palpable and purposeful character.

A football coach of a powerful team, after losing by a horrendous score to a team rated its equal, was asked by a reporter what he considered the turning point of the game. The humiliated coach replied, "The opening kickoff."

If a dozen knowledgeable, reflective historians were asked to cite the turning point of America's change from an optimistic nation into a baffled, uneasy conglomerate, I imagine we would get a dozen answers that would probably be as irrelevant as the coach's reply. Just as I feel that the chronological centuries are beside the point, I believe there were no turning points.

But there is one development, whose philosophical

roots are in a distant past, which I believe has been a major contributor to the confusions and resentments of today. That is the comparatively recent obsession of government: to make all men equal by fiat and mindless manipulation from bureaucrats quite detached from the scenes and the consequences of their experiments with theories.

This is a dangerous subject and I've no desire to be entrapped in it. But, in my toilsome, at times precarious, life as a writer — without paid sick leaves, holidays or vacations, and devil a pension — enduring without help the direst years of the Depression, I cannot believe that man is born with any inalienable rights, but that "equality" is indeed one of the cruelest myths ever perpetrated on a supposedly civilized people. Things were hard for many during the dominance of the WASPs, but to those who experienced that period, at least there was order and civility.

Only diehards would look back with nostalgia on the days before instant equality by coercion. The century-and-a-half of white Anglo Saxon Protestant domination contained too many inequities and provincial prejudices to remain a social structure in a sprawling country under the compulsion to change.

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But this swing is bringing its own inequities, as in the erosion of quality and character in medical and educational institutions, and as in the loss of self-responsibility, self-respect and decent manners across all lines — except in the despised WASPs, who have to sink mighty low.

I don't look back in nostalgia (except for the passing of the great trains); I try not to look back at all; but I must say that, for all the hardships and insecurities I endured during what more fortunate persons regard as their "golden years," I was comfortable then with myself and my environment. But as a very learned WASP editor whose friendship I enjoyed, said vehemently as we were discussing this sort of thing, "Now, we *ain't* comfortable."

I think all of us who grew up with the customs and traditions of Victorian parents, and experienced the domination of the WASPs, would feel less uncomfortable if all these manipulations expressed some coherent policy for the future. Instead, I miss the certainties and familiarities of what is gone (although tiny, scarcely rooted vestiges remain here and there) and am only bewildered and (I must confess) frequently feel myself like a vestige from another era in a political entity careening without direction. Worse, I would not presume to write merely subjective personal reactions unless they were shared with friends and persons with whom I do business, mostly younger than myself.

The youngest, I believe, is my 24-year-old daughter who, after graduating from Sweet Briar (with a junior year at the Sorbonne), is now finishing graduate work in Washington ... from where she yearns to return to Richmond and duplicate as far as possible the world in which she grew up. Do I tell her that world is rapidly going, soon to be as historic as Rome? I do not.

I try to sustain her memories the best I can, for as long as I can, in the hope that she meets some of the good people who are still around in an unspecific, uncategorized status. Whether WASPs or Catholics or Jews, whether unhurled or simply irreligious, amongst all the hustlers (whether for money or publicity or for "liberating" pleasures), there are individuals of fine instincts and feelings, of personal honor and traditional values, who manage to believe in the best there was in their heritage and, without expecting perfection in man and his institutions, recognize the transitoriness of today's "standards" and fashions, of the mind and of the person.

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