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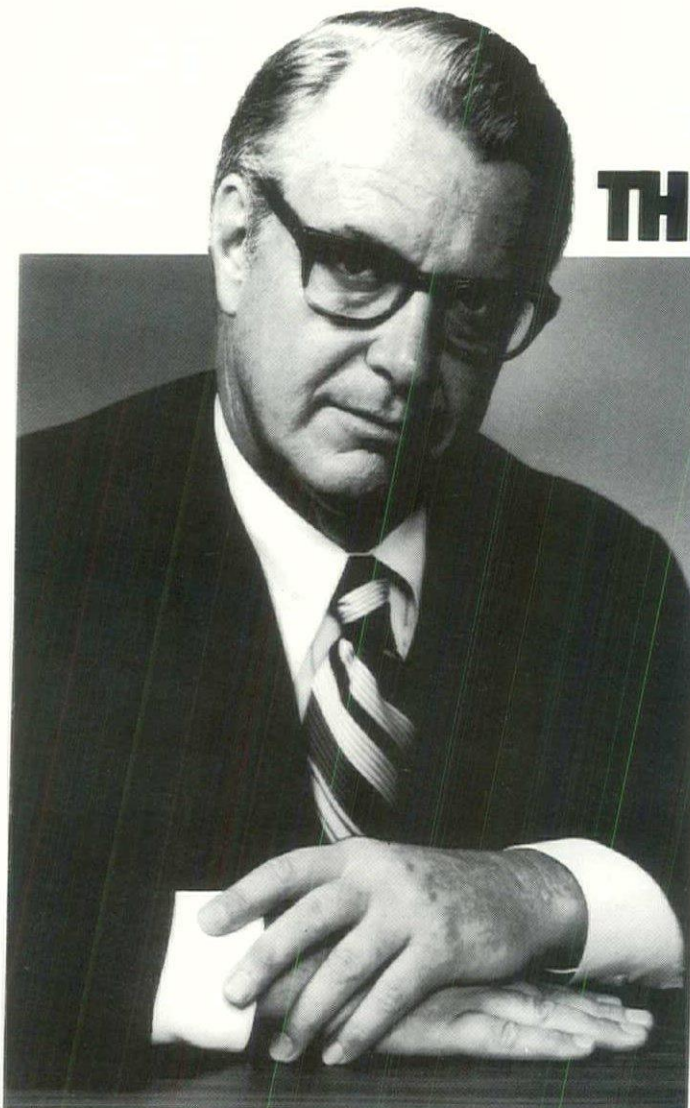
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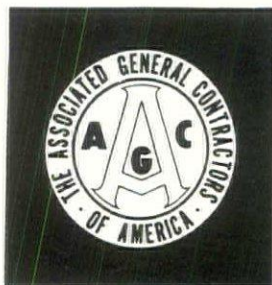
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Roving Observer



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ON OUR COVER is a scene from the Re-enactment of America's First Thanksgiving at Berkeley Plantation in Virginia.

Also see the story in our Travelers' Guide on page 29 of this issue.

(Cover photo courtesy of the Virginia State Travel Service.)



Guy Friddell our *Roving Observer*

'The Cork in the Bottle'

The following account is an excerpt from the book "Miracle at Yorktown," written by Guy Friddell/produced by Tom Hale. The handsomely illustrated book, published in cooperation with the Virginia Independence Bicentennial Corporation and Davis/Shockley & Partners, Inc., is available in a hardback version for \$12.95, and in softcover for \$8.95.

"Miracle at Yorktown" is distributed by Davis/Shockley & Partners, Inc. through their offices at 1000 North Thompson Street, Richmond, VA 23230. For further information write, or call 804-353-4841.

Admiral Francois Joseph Paul, Comte de Grasse stood 6-foot-2 and, it was said "6-foot-6 on days of battle." In a nearly life-long military career his stature was highest during the battle off the Virginia Capes on September 5, 1781. No ships were lost in an afternoon's struggle at sea, but it was one of the most decisive battles in history.

The French ships won a strategic victory in checking efforts by the British fleet to enter the Chesapeake Bay and rescue Lord Earl Cornwallis and his troops encircled at the port of Yorktown.

"Washington's success depended on keeping Cornwallis bottled up and de Grasse was the cork in the bottle—and it was a bottle with a very large mouth," historian Broadus Mitchell has said. "de Grasse's part in the final major battle was as great as the forces that attacked Yorktown by land."

In "The History of the British Navy," Michael Lewis says of the Battle off the Capes: "Before it, the creation of the United States of America was possible; after it, it was certain."

Several excellent books and a flotilla of articles have analyzed the battle, but they scarcely have dented public consciousness. Even the French, until this century, did not seem to appreciate the significance of "the coup de Grasse." They should award to that stout admiral a place in their naval annals as honored as that the British give to Lord Nelson and the Americans accord John Paul Jones.

Many Americans have not heard of the sea battle, Harold A. Larrabee comments, "perhaps because the outcome of the long and bitter war was decided between the French and British navies, with no Americans present. Fought out of sight of land, it had only its participants as eyewitnesses, and their accounts have remained hidden in the naval archives of England and France."

Mitchell notes that De Grasse might have bulked larger in posterity's eye had he not been indisposed on the day of Cornwallis' surrender. With his flair for the dramatic, De Grasse certainly would have lent panache to the ceremony; but the French admiral remained aboard his ship and sent Admiral De Barras to the signing in Redoubt 10. It was as if De Grasse could not bear to leave his fleet for a moment, even for the enemy's surrender in one phase of his continuing oceans-wide duel with the English. The corpulent admiral's temporary indisposition may simply have been that of a whale that trembles lest it become beached if lured close to land.

Born in Provence of a noble family, enrolled at 11 in a marine seminary conducted by Jesuits to train officers, assigned six years until he was 18 to the Knights of St. John at Malta, a participant in a dozen naval actions in his country's service, the 59-year-old De Grasse was exercising off Yorktown his first major command. It began when his fleet left Brest in March, 1781 escorting 150 merchant ships to the West Indies. His mission was to do what he could to harm the British in those rich isles, and, as an aside, do what he could to help the Americans in North America with a portion of his fleet.

When De Grasse reached Cap Francois in Santo Domingo he found dispatches from Rochambeau painting "the very grave crisis in which America, and especially the states of the South, finds herself . . ." He implored De Grasse to bring ships that would assure the allies naval superiority, as many soldiers as possible, and as much money as he could collect up to 1,200,000 livres. "I must not



The 1976 unveiling of the French gift of a statue of Admiral de Grasse, at a site overlooking the waters where he successfully engaged the British. The memorial is engraved in part: "... in grateful remembrance of the decisive contribution of Admiral de Grasse to the winning of American Independence. October 17, 1776."

conceal from you, Monsieur, that the Americans are at the end of their resources," Rochambeau wrote. Although Rochambeau had agreed, tentatively, to Washington's proposal to move against Clinton in New York, Papa Rochambeau now gave De Grasse a gentle nudge toward the Chesapeake: "There are two points to act offensively against the enemy: the Chesapeake and New York. The southeast winds and the distress of Virginia will probably cause you to prefer the Chesapeake Bay, and it is there we think you can render the greatest service; besides, it would take you only two days to come to New York." A short-spoken man, to the point of seeming dour at times, Rochambeau made words count.

To these entreaties, De Grasse responded with the dash of a D'Artagnan. His original orders had authorized him to send or lead a portion of his fleet to America; now De Grasse determined to lead the entire fleet of 27 ships of the line (battleships) to America. He postponed the sailing of a convoy that a dozen of his ships would have had to escort to Europe.

He scooped up an army of 3,200 men, commanded by the Marquis Claude de Saint-Simon, that the French had detached to the Spaniards for a winter expedition against Florida. De Grasse promised to return them by November. In an attempt to secure the money, he offered local merchants his plantation on the island and his chateau in France as collateral. They refused,

and De Grasse turned to a Spanish director general of the customs, Senor de Salavedra, who agreed to go plead with the Governor in Havana and supplement public funds with private donations. That worked. Even the ladies of Havana gave their diamonds.

"I have thought myself authorized to take everything on myself for the common cause. ... I have read with great sadness the distress in which the Americans find themselves," De Grasse wrote Rochambeau. In laying aside the business of the convoy, leaving the Antilles under the protection of an inadequate Spanish squadron, and gambling his entire fleet on a risky venture in the Chesapeake Bay, De Grasse exhibited breath-taking elan. Along with soldiers, money, and ships, he placed his career on the line.

"For De Grasse to strip the Caribbean, leaving only a Spanish fleet practically in drydock to defend it, was audacious," says James Haskett, chief historian with the National Park Service at Yorktown. "One sugar island provided more income for the British and the French than did all of North America."

"When De Grasse was gathering resources in the Caribbean, he showed a brilliance and an audacity that is not reflected necessarily throughout his career. It's as if he rose to heights beyond what you might normally have expected."

De Grasse's bold venture in committing the entire fleet reminded Haskett of an analysis by a British naval historian, Captain Thomas White, R.N., writing in 1850: "If the British government had sanctioned or a British admiral had adopted such a measure, however necessary to carry out an important political operation, the one would have been turned out and the other would have been hung. No wonder that they succeeded and we failed."

De Grasse's resourceful moves fooled the British. Their commander in the West Indies, Sir George Brydges Rodney, figured that De Grasse would detach a dozen ships to North America, probably New York. That the French admiral would take the whole fleet was inconceivable to Rodney.

Rodney had been distracted, anyway, from giving full consideration to what De Grasse might do. He was too busy counting and disposing plunder that had fallen in British hands when he captured the Dutch island of St. Eustatius, a world trading mart in the Caribbean. He was also afflicted with varied ailments, including the gout, that required treatment in England, he felt.

Nevertheless Rodney considered going to North America himself and only decided to head for England after he was at sea. Thus the British were deprived of their foremost fighting admiral, as well as of the 90-gun ship of the line, Gibraltar, in which he traveled and two battleships that accompanied it.

Rodney left his fleet in charge of Rear Admiral Sir Samuel Hood. Lean, hawk-faced, possessed by vast impatience when he saw opportunity to strike a blow at the enemy, Hood tended to speak in salvos when dealing with those he judged to be fools. While Rodney was temporizing two weeks over whether to go, Hood groused: "It is quite impossible from the unsteadiness of the commander-in-chief to know what he means three days together; one hour he says his complaints are of such a nature that he cannot possibly remain in this country, and is determined to leave the command with me; the next he says he has no thought of going home. ... If he stays

much longer, his laurels may be subject to wither."

At last Rodney did go home and the eager Hood left Antigua on August 10 with 14 sail of the line. He left five days after De Grasse had departed, but Hood's swifter copper-bottomed ships arrived at the Chesapeake Bay five days ahead of the French fleet. To keep the British from detecting his destination, De Grasse, with the guidance of Spanish pilots, took his ships through the seldom-used, dangerous Old Bahama Channel and picked up the money from Cuba. Hood looked into the Chesapeake Bay, saw no French, and arrived at New York on August 30 where he joined Rear Admiral Thomas Graves.

In approaching and fighting the Battle off the Capes, Graves dilly-dallied as much at sea as Sir Henry was prone to do on land. Unfortunately for Britain, the vacillating Graves, senior to Hood, took command of their combined squadrons of 19 ships of the line and seven frigates.

Graves and Clinton had been planning an expedition against De Barras at Newport, but learning De Barras had departed with his squadron on August 25, Graves reasoned that the two French fleets would meet in the Chesapeake Bay. He sailed on September 2, after delays that enraged Hood, to try to intercept one or both of the French squadrons.

To avert just that fate, De Barras had taken his seven ships of the line on a circuitous route, swinging far out to sea and coming into America's coastal waters around Albemarle, well below the Chesapeake Bay. When a startled Graves found 24 ships of the line anchored in Lynnhaven Roads from Cape Henry to Middle Ground Shoal, he assumed De Barras had joined De Grasse. It never occurred to him that De Grasse had brought his entire fleet.

Throughout the sea campaign, a curious role reversal seemed to occur between the French and British. The briny Britons seemed to languish in a malaise, beginning with Sir Rodney's obsession with St. Eustatius, compounded by gout. They were preoccupied with looking after trade first rather than getting aid speedily to Cornwallis. They did not charge into the fray with their usual ferocious dispatch. On the other hand, the French navy, historically in second place to the army, had been undergoing a sweeping reorganization, and its leaders in the Battle off the Capes moved with a verve, salted with cunning, that had been habitual with the British.

De Grasse's surprise when the British fleet hove into view matched that of Graves at discovering so many French ships. De Grasse's situation was precarious. His ships were anchored in loose array in three lines; and 1,800 sailors were on shore collecting provisions and assisting in landing Saint-Simon's troops. It was imperative that De Grasse reach the sea where he could bring to bear his fleet's numerical superiority and prevent the enemy from cutting off De Barras, should he arrive.

The French ships had to make their way, a few at a time, through a relatively narrow channel between Cape Charles and the Middle Ground Shoal. There, as Hood wrote later, the British had a chance to reap "a rich and most delightful harvest of glory." The French ships, if not sitting ducks, were certainly straggling ones, and an aggressive commander would have had his ships fall like falcons on the French. "A Rodney or a Nelson would not have muffed such a golden opportunity to land the knockout blow ... but fortunate it was for American independence that Thomas Graves was neither," writes



Rita Spitzlie with bust of Admiral de Grasse. At right in photo are paintings of the admiral and the engagement of the ships. All are part of a display on the Battle Off the Capes.

William J. Morgan, senior historian with the U.S. Navy's Historical Center.

English historian W. M. James analyzes Graves' position as "almost beyond the wildest dreams of a sea commander. His fleet was running down before the wind, and his enemy was before him, working slowly out of the harbor. He had only to fall on their van full force and the day was his." The first five ships in the French van were "very particularly extended," and, observes Larrabee, Graves "had only to throw his whole force, or even his van and center, in almost any formation, against them at odds of at least two to one."

Graves didn't. Instead he chose to go by the book, literally, and follow the Admiralty's "Fighting Instructions" that would have opponents

fight in parallel lines, each ship engaging its counterpart in the enemy line. A British admiral had been court-martialed for breaking the line in an attack off Toulon in 1743; and that example, comments A. H. Miles, "had apparently established the belief that to disorder the line for the purpose of beating the enemy was conduct unbecoming an officer and a gentleman. The idea had hung like a millstone around the neck of the British navy for nearly a century..." Hood complained that Graves allowed De Grasse an hour and a half to close the gap between the French van and the rest of the column.

Holding to the signal of line ahead, Graves directed his lead ships "to lead more to starboard" toward the French. "Since the French stayed on their course, and Graves still kept the

line ahead signal flying, this meant his whole fleet followed the lead ship and came in at the French at a thirty degree angle," writes Thomas J. Fleming. The angled approach made it impossible for the English to make the most effective use of their fixed guns that could fire only broadside. Meanwhile, the French ships were pouring fire into British hulls and masts. In a final error Graves flew the signal for individual ships to engage the enemy, but he did not haul down the signal to keep the line ahead. Those seemingly contradictory orders so confused the ships in the rear, including those commanded by Hood, that they never engaged the enemy. The British ships in the van and part of the center did manage, finally, to give as good as they got, so that the battle, as far as damage and casualties counted, could be called a draw. But larger things were at stake than ships.

Darkness checked the fighting, and the two fleets—eyeing each other, trying to repair extensive damage, and maneuvering for favorable position—drifted southward five days along the

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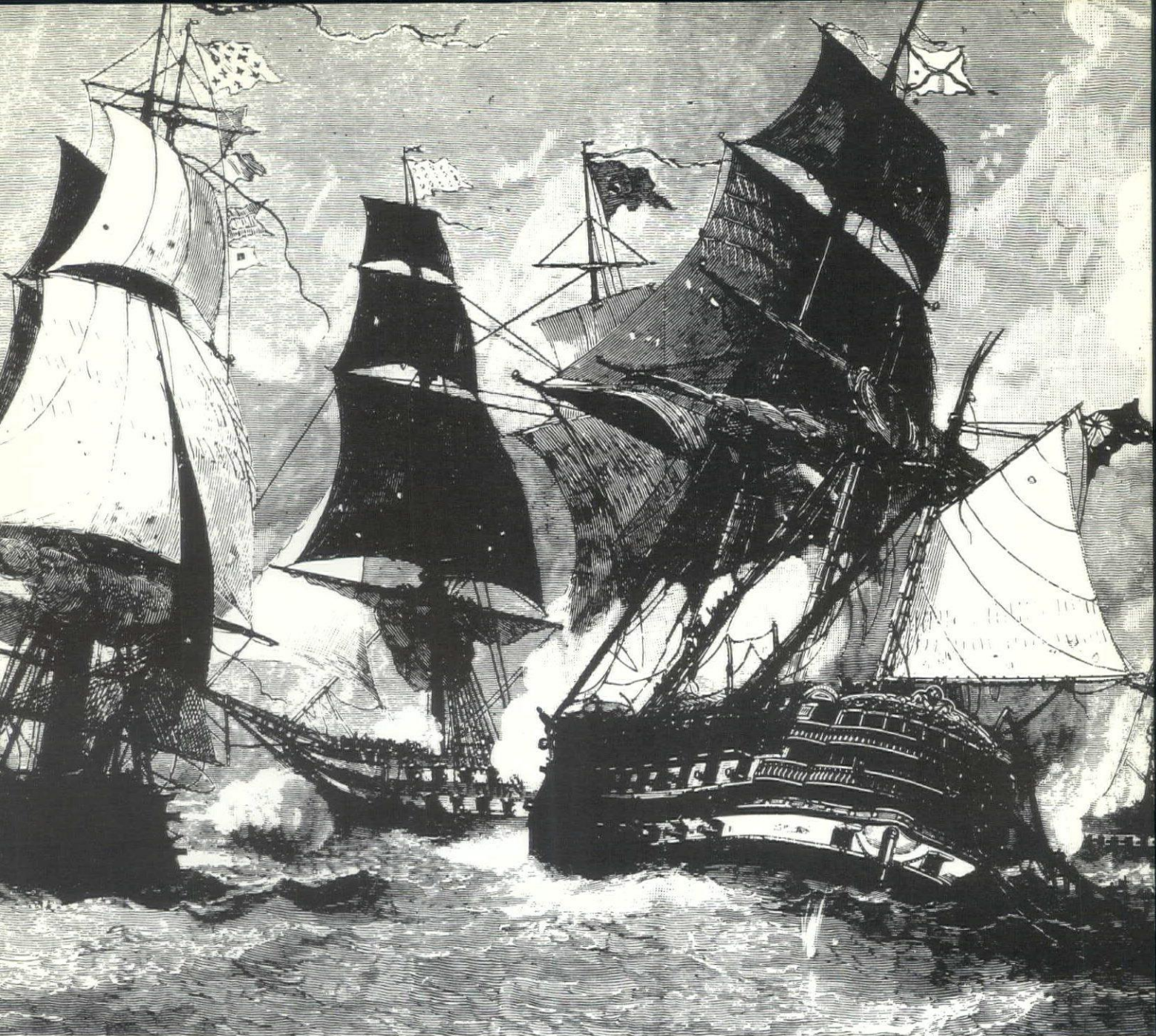
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The French fleet, led by De Grasse, and the British fleet, commanded by Admiral Graves, clash in the Battle off the Capes of Chesapeake Bay. After the battle De Grasse returned to the Bay and blocked British ships from aiding Cornwallis at Yorktown.

Hatteras coast. Miles suggests that De Grasse indulged in the sparring as a ruse to keep the British occupied until De Barras, carrying heavy siege guns aboard his ships, slipped unmolested into Chesapeake Bay. Larrabee and Morgan contend that Graves and De Grasse, absorbed with each other, had forgotten Cornwallis, their reason for being there. De Grasse recovered his faculties first and during the night of September 9 the French, under a full press of sail, made for the capes.

When the morning of September 10 disclosed no De Grasse, Hood sent to Graves a chilly message beginning: "I flatter myself you will forgive the liberty I take in asking whether you have any knowledge where the French fleet is, as we can see nothing of it from the Barfleur. By the press of sail De Grasse carried yesterday . . . I am inclined to think his aim is the Chesapeake . . ."

So it was, they discovered when they reached the Chesapeake Bay and found it bristling with 36 ships of the line, the combined fleets of De Grasse and De Barras. Graves called a council of war September 13 on his flagship, the London.

Considering the enemy's position, the British fleet's condition, and the season so near the Equinox, the British admirals decided to sail for New York and did.

The cork was in the bottle.



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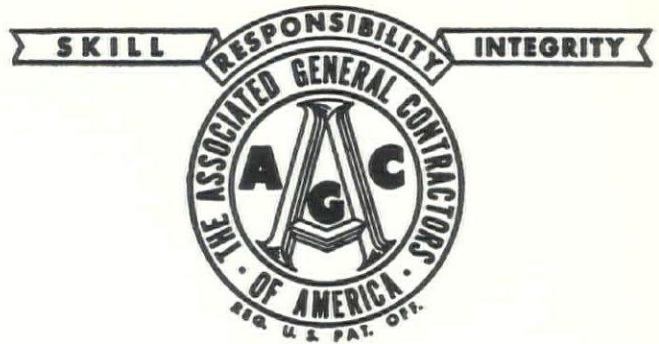
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VIRGINIA A.G.C. REVIEW



OFFICIAL SECTION

The Associated General Contractors of Virginia

Partnership with Surety

By

Thomas B. Bosley

*Summary of a talk given earlier this year
to Peninsula District*

THE RELATIONSHIP of a contractor with his surety company falls under the legal definition of a partnership, that being: "one of two or more associated as joint principals carrying on any business with a view to joint profit." Legally speaking, this is exactly what the contractor and the surety are doing when they execute contract performance and payment bonds in favor of owners.

Unfortunately, however, from a practical standpoint, few contractors and sureties actually work together within a framework of a true partnership relationship. In the vast majority of cases, if I entered a meeting with a contractor and started off by saying, "How are you doing, partner," the contractor would probably feel that I was being very presumptuous in considering myself as being in that close a relationship with him. However, when we sign together the performance and payment bond, we are signing a legal document required and prepared by a third party as partners, guaranteeing to that third party that we, on a combined basis, possess:

1. Sufficient organizational capacity and expertise to complete the project, defect free, strictly according to the specifications.
2. That we have sufficient capital to finance our overall program and complete the bonded project entirely free of liens or payment claims.

The American Institute of Architects bond form, which is the most common form used, plainly establishes this partnership relationship and, to paraphrase its opening paragraph, it

states that "know all men by these presents that the contractor and the surety are held and firmly bound unto the owner for a sum, usually in the amount of the contract price, to which payment will be made. We bind ourselves jointly and severally to comply in all respects with all undertakings, covenants, terms, conditions, and agreements of the contract."

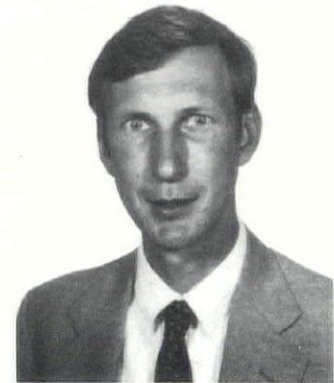
The key words in this opening paragraph of the bond, are, *we, ourselves, and jointly*. That's us (contractor and surety); that's a partnership! We are subject by law to the normal, unlimited partnership liability under the bond and are joined together in this partnership either as a result of law, as in the case of public work, or bank requirements and prudent business practices, in the case of private work. If the third party had not required a bond, we never would have formed our partnership.

Admittedly, this partnership is not a voluntary formation. It is a requirement of an owner or financier who felt that there was sufficient risk to warrant the additional cost that forced our union into being to guarantee that the contract bonded will be fulfilled in its entirety.

It is my belief that the original misconceptions and, in many cases, resentment of our partnership stem from the fact that it is a forced union. The contractor is confident in his ability to perform the contract in its entirety on his own. The owner, by awarding him the contract, displayed confidence in him and then, as a condition of the contract, requires that he provide bond with surety to further ensure that all of the conditions of the contract will be fulfilled. When the surety signs with the contractor on the bond, it is tak-

ing on unlimited liability, the same unlimited liability that the contractor has undertaken up to the bond penalty.

Bond requirement forces the contractor to lay open to the surety for their review his entire corporate and personal financial picture as well as an entire history of his firm. Simply put, the



THOMAS B. BOSLEY, Associate Manager, Fidelity and Deposit Company of Maryland, has ten years' experience, specializing in Contract Bonds. He has served in Offices in Baltimore, Maryland, and in Boston Massachusetts, and has been in the Richmond office of Fidelity and Deposit Co. of Maryland, their largest contract office, for the past four years.

He holds a Bachelors degree in Business Administration from Gannon University, Erie, Pennsylvania.

surety is going to want to know everything about the individual and his firm.

With human nature being what it is, it is no wonder that the relationship between the contractor and the surety begins on rocky ground, particularly so when the contractor in his first experience finds that he is not able to convince a surety that he possesses the degree of expertise or financial strength to get them to sign with him on the bond.

Then, even when the partnership for one project is made, there is no assurance that either the surety or the contractor will be willing to enter into additional bonds together . . .

. . . In another instance, you receive a call from a stranger who wants to enter into a contract and is looking for you to act as his surety. I repeat, the call is from a stranger, and you know nothing about his background and ability and you are fully aware that should this individual not be able to complete the contract and pay the bills that you're going to be held fully responsible, up to the limit of the bond, to clean up his mess in an atmosphere of aggravated owners and creditors who couldn't care less what the cost will be to you.

Recognizing the present business climate that we are all working under today with construction costs high on the list of inflation indicators, the high cost of money, the competitiveness of the industry which has resulted in a large number of construction business failures and, lastly, the knowledge that in 1980 the people who provide suretyship for a livelihood had an expense and loss ratio of about 12 percent, I feel certain that you would be a bit cautious in entering into this partnership arrangement with this stranger. Most assuredly, you would want to be absolutely certain that this contractor who has

asked you to become surety has the organizational capacity to do the job, the capital to finance it, as well as the character to stick by it if something goes wrong.

Another hazardous aspect of this relationship is that if, after you sign the bond, you recognize that you have made a mistake, you will not have the opportunity to take steps to rectify the situation until either the contract has been thrown off the job by the owner or has abandoned it.

To summarize at this point, what we have is a forced partnership situation where, on the one hand, you have a confident, independent businessman who generally is reluctant to continuously disclose every aspect of his corporate and personal finances, and on the other, a surety partner who is going to proceed very cautiously before he signs a bond with the contractor and is going to be continuously asking questions. As we can plainly see, this partnership is not one that's been made in heaven. Rather, it was one that was arranged as a result of third party demands, which is not a good start for any relationship.

Frankly, it is always a wonder to me that, given the circumstances surrounding our joining of resources, we are able to work together as congenially as we do; and it really is not surprising that we have chosen to have an agent between us to act as a buffer in our communications. I think that you will agree that overall the agent certainly earns his fee.

Given the inherent difficulties in working together in the type of partnership arrangement we have, open communications and a clear understanding of each of our respective positions is essential. With this in mind, I feel it would be beneficial to discuss from the sureties' point of view several of the most frequent areas

of misunderstanding encountered in this relationship.

The New Firm

Few contractors start their own business immediately after completing their education. In the vast majority of cases, an individual will have worked for others and gained sufficient experience, expertise, and self-confidence until that individual reaches a point where he wants to start his own contracting business. Sooner or later, inevitably, they will be faced with a bonding situation and will be looking to find a surety partner.

When this individual initially approaches a surety, the individual will feel that he is most qualified from an experience standpoint and can demonstrate this by pointing out his prior employment and will feel strongly that he was a key factor in his prior employer's success.

While the surety company will not dispute this fact, they will find oftentimes that the individual is light on administrative experience, light on financing, generally has only poor quality financial data for underwriting purposes, and has little backup personnel. To the surety he represents a greater than average risk as statistics plainly show that most business failures occur in the first two years of any operation.

Given the normal problems facing any new firm, the individual will experience a great amount of difficulty in getting a surety to sign on a bond with him. There is a low entry level for new firms and what usually occurs is that the surety will recommend that the individual obtain work in the unbonded market until he has had ample time to establish a profitable track record.

Quality of Financial Data Reviewed in Underwriting

The quality of the financial statement, more than any other item presented for the surety's review, will influence the reception the surety gives to the contractor. Within the last two years or so, the AICPA has expanded its opinion and now has three separate and distinct classifications which grade the degree of independent verification to which a statement has been subjected.

The most informal classification is a *compilation*, where the CPA has simply taken the figures from the contractor's books and records, put them on his letterhead and published them. No opinion is made as to their accuracy and the compilation statement is generally unacceptable for credit underwriting unless the surety company is willing to take it, supported by supplementary schedules for verification of cash, accounts receivable, accounts payable, etc., and this is generally done only on a temporary basis until a better classification of statement can be made available.

The *review basis opinion statement* is a statement where the CPA has actually gone into the contractor's office and, through an examination of the contractor's books and records, is able to state that he is satisfied the figures presented would have stood up to an outside verification process had one been made.

The last classification is the *full audit opinion* where the CPA has reviewed the books and records of the contractor and has subjected them to outside verification.

With a financial statement, prepared normally only once a year, it is essential that the contractor present to the surety as creditable and comprehensive a statement as possible to allow the surety to maximize the amount of capacity available to the contractor in their partnership relationship. Both the contractor and the surety partner must be supplied with the

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Working Capital . . .

Why so much Emphasis on it?

Frankly, there is really not a lot more emphasis on the working capital available to the contractor than on any of the other underwriting factors that the surety takes into consideration. Working capital only becomes a factor after all of the other considerations have been reviewed and found acceptable. For example, working capital would never become a factor if there were any doubt in the surety's mind whether or not the financial data presented was creditable, or if there were a question as to the contractor's expertise or ability to perform the job and make a profit, or if the contractor were not considered to be an individual of high character. Working capital is usually the bottom line factor. There must be enough to finance the job and act as a buffer in the case of a problem.

The substitute for inadequate working capital is not bank credit. Although bank credit is essential to meet temporary cash flow problems, we must remember that a bank primarily lends money on a borrower's ability to repay with interest. They are not generally willing to lend working capital as a long term investment in the business and expect that the working capital lent will be repaid within a short period of time.

Job Size and Program Versus Inflation

In Relation to Working Capital and Net Worth

We fully recognize what inflation has done to the cost of construction over the last five or 10 years. The question each contractor has to ask of himself, and I have to ask as his surety partner is, has the working capital and net worth in the contractor's firm tracked on the same percentage basis with the rate of inflation in construction? If it has not, the contractor cannot expect to keep pace with the inflationary spiral. If the surety required a 10 percent working capital and net worth case five years ago to bond a \$1,000,000 program and that program today translates into \$1,500,000 to \$2,000,000, you would have had to come close to doubling the working capital and net worth just to have stayed even over this period, and that would not have allowed even for expansion. Practically speaking, a five year profit trend would reduce the percentages of required working capital and net worth, but still a great degree of financial growth is needed to maintain or expand one's position.



"Partners"

Lack of Surety's Reliance on Interim and Generally Internally Prepared Financial Data

The interim statements provided by contractors are used by the surety principally only as an indication of profitability or lack thereof and are usually not as strong by the time the fiscal year end statement is published. We recognize that there are many causes for this, for example:

1. The need to take advantage of the most beneficial tax position on profits (i.e. corporate versus personal).
2. The fact that most interim statements are more optimistic from a profit standpoint where the year ending statement at tax time tends to be more realistic.
3. The fact that the interim statement may not include some of the large, one-time-a-year type items such as bonus declarations, profit sharing contributions,

insurance and year end fixed asset purchases to take advantage of investment tax credits.

Why So Much Interest in Overbilling and Use of Overbilled Dollars

If a contractor is able to overbill his work and those overbillings are used for fixed asset purchases or diverted to other interests and the anticipated profit margins on the overbilled project does not hold up, unexpected debt must be incurred to complete the jobs. If the contractor is already at a high debt-to-worth ratio, he may not be able to borrow the money; and even if he can, it is going to further deplete the overall profits and possibly cause much greater losses than an unexpected decrease in anticipated profits would have, had the contractor not been overbilled or held the proceeds of the overbilling

(Continued on page 28)

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AGC Board Meeting

July 12-14, 1981



U.S. Representative Paul S. Tribble, AGC/Va. President, H. H. (Sandy) Frazier, and Walter Caldwell, 2nd Vice President, AGC/Va.



John Wimer of Smith-Wimer, Inc., Lynchburg and John & Julia Houck of John R. Houck Co., Richmond.



Donna Frazier, wife of AGC/Va. President H. H. (Sandy) Frazier, and Nancy Creech, wife of J. W. Creech.



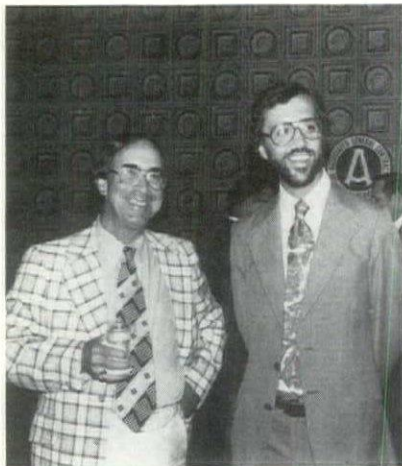
Tricia & Ron Cronise of S. Lewis Lionberger Co. Roanoke.



Jerry & Mary Bassler of Howard Shockey & Sons, Inc., Winchester.



Barbara & Earl Morin of Newport News Industrial Corp., Newport News and Mrs. Nickie Duckhardt, wife of AGC/Va's Executive Director.



Preston Walker of Preston Walker Electric Co., Fairfax and Ellis Tusing of Ellis & Company, Harrisonburg.



Harry G. Lee of Kjellstrom & Lee, Inc., Richmond, Lou Schelter, Assistant Executive Director AGC/Va., and Charles T. Lambert, R. D. Lambert & Sons, Chesapeake.



Debra Tusing, wife of Ellis Tusing, Ellis & Co., Harrisonburg, and Peggy & Walter Caldwell of John W. Daniel & Co., Danville.

The Homestead

Hot Springs



Stephens Watts of McGuire Woods & Battle, James F. Duckhardt, Executive Director, AGC/Va., Sandy Frazier of Frazier Construction Co., AGC/Va. President, and Walter Caldwell of John W. Daniel & Co., Inc., Danville, 2nd Vice President, AGC/Va.



George Clarke, Kenbridge Const. Co., Kenbridge, George Bickerstaff, Luck Quarries, Inc., Richmond, and John Poindexter, Basic Constr. Co., Newport News.



Visitors to the Board Meeting: Public Relations Chairman, George Bickerstaff of Luck Quarries, Inc., Richmond; Valley District President, Jerry Bassler of Howard Shockey & Sons, Inc., Winchester; Richmond District President, W. O. Jones, III of Kjellstrom & Lee, Inc., Richmond; and Roanoke District President Ronald Cronise of S. Lewis Lionberger Co., Roanoke.



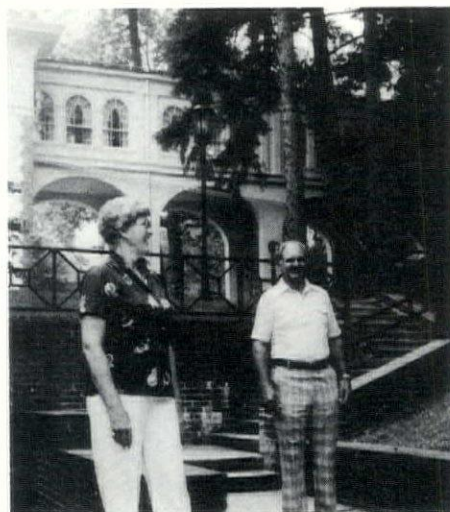
Business & Pleasure



Ed & Harriet Jennings of Liphart Steel Co., Verona, talk with J. A. (Buddy) Kessler of R. E. Lee & Son, Charlottesville.



President Sandy Frazier, J. W. Creech of J. W. Creech Gen. Contr., Norfolk, and Robert Kersey of Commercial Builders, Inc., Norfolk.



Peggy & Bill Bryson, Tidewater Constr. Co., Norfolk.



Mary & Harry Barker of Barker Construction Co., Richmond.

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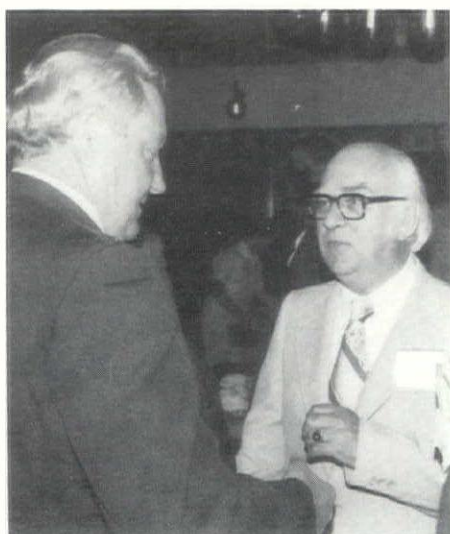
GREENSBORO,
NORTH CAROLINA



Tidewater District Meeting



W. Edwin Cothran of J. H. Cothran Co., Inc., Altavista, AGC Associate Division Chairman (left) and H. H. Sandy Frazier of Frazier Const. Co., Altavista and AGC President arrive for meeting.



J. W. Creech of J. W. Creech Inc., Gen. Contractor, Norfolk, (left) congratulates Joseph C. Brown, Sr. on Beach Building Corp.'s safety award.



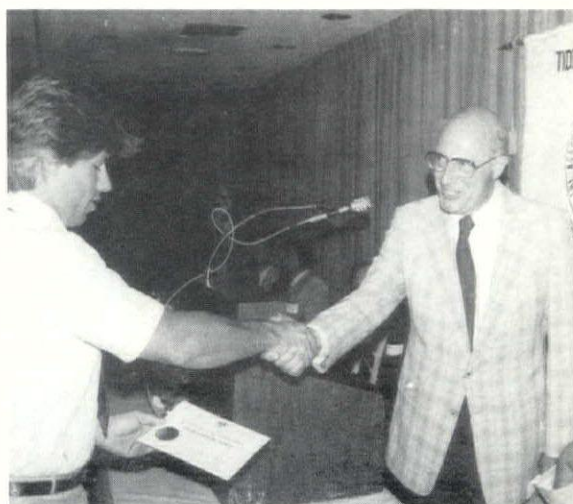
Norman Goodloe, Jr., of Robert R. Marquis, Inc., Portsmouth, president of Tidewater District, AGC, welcomed the members and guests.

Tidewater District gathered at the Diamond Club on June 16 to hear David H. Rice, Executive Director of the Norfolk Redevelopment and Housing Authority speak on "Incentives for Private Investment." Rice reviewed what has been done over the past 20 years, what is being done at present, and what he hopes will be done in the future on redevelopment. The whole object, according to Rice, is to make Norfolk an attractive, successful, and viable city.

Other features of the evening were the presentation of a certificate of commendation for no disabling accidents in 1980, to Joseph C. Brown, Jr. of Beach Building Corporation, and brief remarks from Ed Cothran, Associate Division Chairman, and Sandy Frazier, State President. Cothran outlined the progress made over the years toward the present participation level of associate members. Frazier talked about his concept of lobbying in Virginia and efforts to enroll members in this effort.

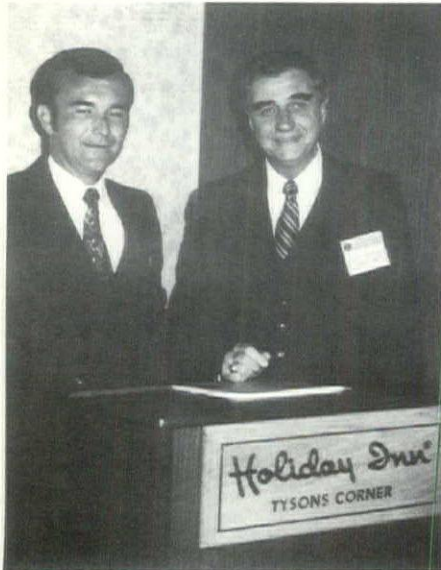


Guest Speaker, David H. Rice, Executive Director, Norfolk Redevelopment and Housing Authority.



Joseph C. Brown, Jr. of Beach Building Corp., Va. Beach, (left) receives safety award from Warren Lasher, AGC Eastern Director.

Northern District Meeting



Peter Lynch, Secretary/Treasurer of the District, who helped Regional Director Bob Heiderer outline the year's program for members, is shown with John Davidson, speaker for the evening.



Seated at the head table, President Jack Downey, Buildex Design, Inc. (left) and Robert Heiderer, Northern Region Director for AGC, go over some notes prior to the program.



Jack Downey, left, District President, presents new member plaque to Michael Kril of Sabrice Corporation, Falls Church.

Northern District President Jack Downey welcomed 40 members and guests to the Northern District's monthly meeting, held September 17 at the Tyson's Corner Holiday Inn.

A special presentation was given by John Davidson, Group Sales Manager of the F. W. Dodge Division of McGraw-Hill Information Sys-

tems Company. Davidson spoke at length about the bright regional construction outlook for 1982.

Robert Heiderer, Regional Director, and Peter Lynch, District Treasurer, outlined for members and guests the Fall and Spring Programs for the district. These include presentations by Touche-Ross, United Virginia Bank and the Dreyfus Group.

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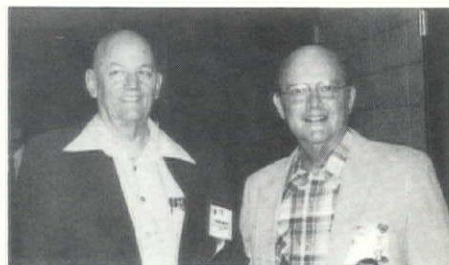
Bob Dunville, National Director, reports to Board.



Jack Bays pauses on walkway from the Convention Center to hotel.



Bob Kersey listens to A. J. Diani, Santa Maria, California, both are members of the Public Relations Committee.



Ed Weilepp, Manager of the Kansas Contractors Association (AGC) and J. F. Duckhardt, Executive Director of AGC of Virginia.



Mr. and Mrs. Alex Alexander with Bob Lathlaen, New York, New York.

Virginians Well Represented at **NATIONAL AGC BOARD MEETING** October 1-6, 1981 Louisville, Kentucky



Charles Lambert, National AGC Director, at Board Meeting.



Dave Kjellstrom and Bob Dunville, National AGC Directors at Board Meeting.



A. J. Conner, center, testifies at Membership Development Committee. Charles Lambert is seated at his right.

AGC of VIRGINIA ANNUAL CONVENTION

The Homestead, Hot Springs, Virginia

January 21-24, 1982

AGENDA

THURSDAY, January 21

10:00 AM-12 Noon
1:30 PM- 3:30 PM
6:00 PM- 6:30 PM
6:30 PM- 7:30 PM
10:00 PM-12:00 Mid.

Board of Directors Meeting
Committee Meetings
Newcomer's Reception
President's Reception
Dancing

Parlors B, C, D
Parlors B, C, D, E
Crystal Room
Crystal Room
Homestead Club

FRIDAY, January 22

7:45 AM- 8:00 AM
8:00 AM- 9:30 AM

Bloody Marys
Kick-Off Breakfast
"How to Be a Liver of Life—and Not
a Gall Bladder"
Speaker—Michael Broome
Humor, inspiration, ideas for self
reliance and leadership

Conference Center West
Conference Center West

9:30 AM-12:00 Noon

Planning for Closely Held Business
Presented by Touche Ross & Company
Planning the Closely Held Estate
& Ownership Succession
Planning the Complete Compensation Program
Valuation of Closely Held Business

Conference Center East

10:00 AM-12:00 Noon
(Ladies)

Women Look at Securities
Speaker—Lucy Lee Wilkins
Acct. Executive
Wheat First Securities, Inc.
Lynchburg
Speaker—Sheldon F. McLeod
Vice President, Financial Planning
Wheat First Securities
Richmond

Dominion Room

2:00 PM- 4:00 PM

Exhibit Fair
Refreshments, prizes, music, etc.

Conference Center Lobby

2:30 PM- 4:00 PM

Card Party
Hostess—Ila Mae Cothran

Tower Lounge

2:30 PM- 4:00 PM
9:00 PM-12:00 Mid.

Committee Meetings
Dancing
Music by "Legend"

Parlors B, C, D, E
Commonwealth Room

SATURDAY, January 23

9:30 AM-12:00 Noon
(Ladies)

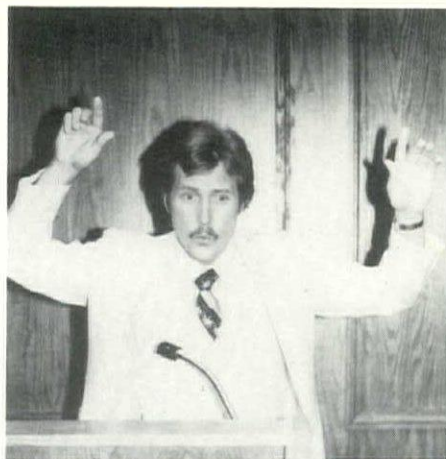
Decorate for the Eighties
Speaker—Stedman Oaker—ASID
Stedman House, Inc.
Roanoke
Speaker—Ms. Mason Purcell
Purcell Oriental Rug Company
Charlottesville

Empire Room

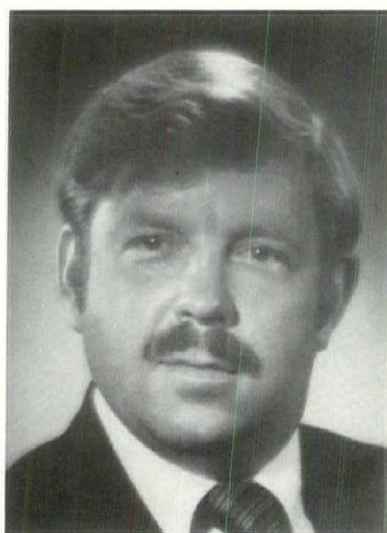
9:00 AM- 9:45 AM	Associate Division Meeting Election of Board Members General Business (At conclusion of Associate Meeting, join General Meeting in progress)	Parlor A
9:30 AM-10:15 AM	General Membership Meeting Reports of Officers and Staff Election of Board Members General Business	Conference Center East
10:15 AM-11:00 AM	Report of National AGC Speaker-Thomas E. Dailey President, AGC of America R. E. Dailey & Co., Detroit, MI Speaker-John W. Sroka Assistant Executive Director AGC of America	Conference Center East
11:00 AM-12:00 Noon	Is There Life After Taxes? Personal Financial Planning Speaker-Neil D. Ware Financial Consultant Connecticut General Life Ins. Co. Norfolk	Conference Center East
12:30 PM- 2:15 PM	Awards Luncheon Speaker-To be announced Drawing for Door Prizes Awarding of Certificates Special Awards Membership Development Awards	Commonwealth Room
2:30 PM- 3:30 PM (Ladies)	Fashion Studio '82 Wardrobe building/cosmetic makeover Speaker-Lisa Ramsey Fashion/Special Events Coordinator Leggett Department Store Lynchburg	Dominion Room
FREE AFTERNOON FOR REST AND RELAXATION		
6:30 PM- 7:30 PM	Associate Reception For All AGC Members	Conference Center Lobby
7:30 PM- 9:00 PM	Annual Banquet (Black Tie Preferred) Presiding-Herbert H. Frazier President, AGC of Virginia Altavista Remarks-Jack B. Bays Incoming President, AGC of Virginia Investiture of Officers Thomas E. Dailey President, AGC of America	Conference Center
9:30 PM-12:30 AM	Show and Dancing Singing Hoosiers of Indiana University and Showband	Conference Center



"LEGEND" a versatile seven-piece group will play for dancing on Friday evening. The group is made up of musicians who individually have been recording artists and performed across the country with a few talented newcomers added. Their repertoire ranges from country to rock to contemporary and includes many long-time standards from the big band era.



With MICHAEL BROOME at the podium, no one will doze through the Kick-Off Breakfast, Friday morning, January 22. He combines an inspiring message, building self-confidence and enthusiasm, with antics including acrobatics, pantomime, and some heart-stirring words that give his audience a great send-off, laughter, and a renewed viewpoint. His title for our presentation is "How To Be a Liver of Life—and Not a Gall Bladder."



NEIL D. WARE, Financial Consultant, Connecticut General Life Insurance Co., will speak on "Is There Life After Taxes?". He describes his offering as a simple and generally painless approach to evaluating your personal financial situation and investments. Ware will conduct the Personal Financial Planning Seminar on Saturday, January 23, 11:00 AM, at The Homestead, Hot Springs.

1982 Convention

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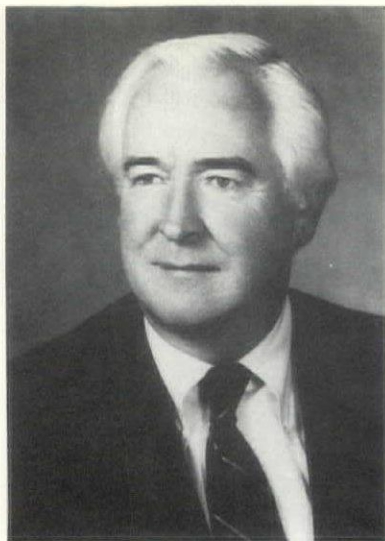
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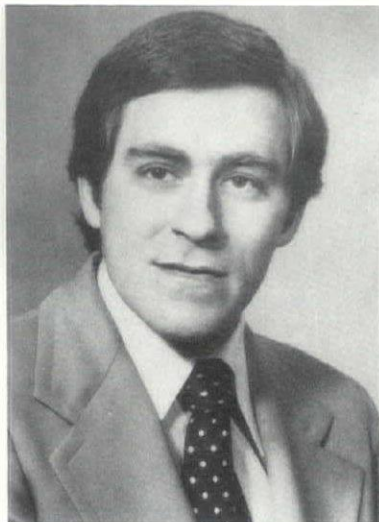
Jack M. Horn
Vice President



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Thomas E. Daily



John Sroka

THOMAS E. DAILY and JOHN SROKA will bring the National AGC Report to Convention on Saturday morning, January 23 at The Homestead. Thomas E. Daily, President of the Associated General Contractors of America, will speak at the Saturday morning session and also invest the AGC of Virginia officers for 1982 at the banquet that evening. Dailey, long active on the Board of Directors of the National AGC and committees, is Chairman of the Board of R. E. Dailey & Company, Detroit, Michigan.

John W. Sroka became Assistant Executive Director of the occupational divisions of AGC of America in 1977. Since joining the staff in 1973 he has become familiar with the many facets of service to the construction industry. He also served for two years as Assistant Executive Director for administration and management services.

ADDITIONAL
PERSONALITIES
ON PAGE 22

Personalities

The "SINGING HOOSIERS" of Indiana University and their show band will provide entertainment and danceable music for the final evening of convention following the banquet. The Hoosiers were among the first of the collegiate groups who developed fine entertainment in 1949 for "export." They have sung for more than 16 million people since then all over the United States and performed in far outposts with the USO as well as in the Caribbean, Canada, and Greenland. They have been the added attractions with such performers as Bob Hope, Alan Sherman, Pete Fountain, Duke Ellington, Red Buttons and Hoagy Carmichael.



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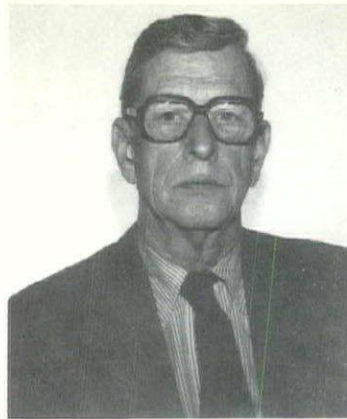
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Programs Especially For the Ladies



LISA RAMSEY'S comprehensive fashion and beauty presentation, FASHION STUDIO '82, will feature fashion trend slides, models demonstrating wardrobe building from a few basic pieces, and cosmetic makeovers for 1982. Ms. Ramsey is Fashion and Special Events Director for Leggett of River Ridge, Lynchburg.



STEDMAN OAKEY, ASID, of Stedman House, Inc., Roanoke, interior designers, will speak on new trends in home decoration, adapted to today's lifestyles but retaining some of the charm of the past. Drawings, photographs, and actual decorative objects will illustrate his presentation.



FINANCIAL PLANNING FOR LADIES will be the subject covered by LUCY LEE WILKINS and SHELDON F. McLEOD of Wheat First Securities. Ms. Wilkins, Vice President in the Lynchburg office of the firm, and Mr. McLeod, Vice President in the Richmond office, will share the program. Mr. McLeod will emphasize "Women and Inheritance."



DECORATE FOR THE EIGHTIES will feature MS. MASON PURCELL, Purcell Oriental Rug Company, Charlottesville, with pointers on selecting the right rug for the right place, how to recognize quality, and some new ideas on room arrangement and emphasis. A film on rugmaking and a four-color, take-home booklet will illustrate what she has to say. Actual rugs will be on hand to touch and admire.

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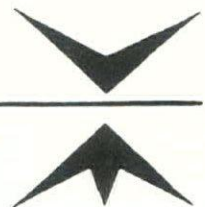
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Construction Equipment Theft And Vandalism Prevention

By Rodney D. Grimes

Talk presented to Valley District, AGC of Virginia

It is 2 AM—the site is a construction equipment dealership overlooking the Interstate Highway. A bulldozer roars to life, jerks ahead—lays flat the chain link fence and crawls its way up a ramp to a waiting lowboy trailer. Parking lights flicker and the tractor trailer unit moves forward, soon to blend with its 18-wheel counterparts on the Interstate Highway.

This sounds like a scene from a late, late movie but unfortunately this script was written to dramatize a real-life scenario—thefts of construction machines from contractor job sites or from dealer yards.

Usually when motorists or pedestrians see someone drive up with a low bed trailer and pick up a bulldozer or crane, they are not likely to be suspicious. They merely think the contractor is moving the machine to another job. This is one reason thieves can successfully steal construction equipment—lack of public awareness of the problem.

For some time now, crime has been acknowledged as one of the country's top growth industries, and this segment certainly has been among the leaders.

One contractor had to double his deductible to afford the insurance coverage on his equipment—other contractors are looking for ways to increase security on their jobsites. Another victimized contractor lost such a wide variety of equipment and materials that he is convinced the thieves got everything they needed to set up their own contracting business.

I would like to convey some ideas to you that will hopefully reduce the problem. I assure you we have a problem and something is being done about it.

Whether it's the added burden of shouldering losses at construction sites, being the victim of a "steal-to-order" business, or feeling the effects of cutthroat competition where one contractor buys equipment stolen from another, theft and vandalism have rippling effects that touch every facet of the industry. They can lead to delays and play havoc with a contractor's insurance premiums as well as his ability to borrow money.

There are no complete statistics that show the extent of the heavy construction and farm equipment theft problem, but an analysis of records contained in the National Crime Information Center (NCIC) revealed that presently there are approximately 10,000 pieces of heavy construction and farm equipment on file as stolen.

The Associated General Contractors of America reported in June 1980 that the total losses from theft and vandalism to general contractors was a staggering \$774 million in 1979, up 21% over 1978. The average loss per general contractor went from \$10,425 to \$12,642.

These figures are astronomical and disheartening when the recovery rate for heavy construction equipment is approximately six percent. Less than 10 percent of equipment thieves get caught, compared to a 70 percent apprehension rate for auto theft.

The investigation of construction equipment theft is a frustrating and time-consuming experience that is made more difficult by problems with manufacturers, and owners.

What type of thief are we dealing with? Construction and farm equipment theft is unique. Most of the thieves have at one time been involved in construction. Many thefts are for profit by professional theft operators, stealing to order, for stripping or export. Almost daily, we see newspaper articles and news broadcasts that depict professional theft operations of intrastate, interstate and international movements of stolen equipment. This type of movement can only be accomplished by well-organized professional criminals. Ninety-nine percent of thefts are by pros on a steal-to-order basis.



Joe Krewatch, Director of Construction for Jack Bays, Inc., McLean, discusses problems of construction theft and vandalism with Rodney Grimes.

Let's look briefly at some of the problems we face:

Manufacturers

Construction and farm equipment, unlike conventional motor vehicles familiar to every police officer, has no standard permanently affixed identification number. Each manufacturer has its own numbering system which can vary in location, height and composition and be easily removed.

Most pieces of heavy construction equipment have several identification plates for component parts. These plates are frequently confused by police officers who are unfamiliar with construction equipment. Thieves merely remove the identification plate and replace it with a counterfeit plate.

Equipment is easily started by thieves and most carry common keys for each make. Anti-theft devices that would help solve these problems are available, however they are costly options at present.

Organizations such as the National Association of Registered Construction Equipment, the International Association of Auto Theft Investigators and the Construction Industry Manufacturers Association are addressing these problems and are greatly assisting law enforcement.

Owners

Owners of construction and farm equipment have a unique theft problem because there is generally no registration or title required for any of the offroad equipment. This obviously presents major problems in tracing equipment to determine a chain of ownership.

As a result, equipment can be sold easily to unsuspecting buyers or to someone who wants a "good deal."

The National Association of Registered Construction Equipment (NARCE) has a sophisticated computerized system of registering equipment. This system is available to the Bureau of Criminal Investigation and is a valuable law enforcement tool.

Owners also have the problem of inventory control. Construction equipment is spread over several miles of a job site, left idle for days or weeks at a time in isolated areas. If the equipment is stolen, it is frequently days before the theft is noticed and reported to police. This, of course, gives the thief an advantage.

We as law enforcement must depend on the owner's records and expertise when reporting the thefts and when identifying stolen equipment.

The president of one construction company relates an example from his experience. He realized what an easy mark his firm was for the professional thief when a \$40,000.00 dozer was stolen from a highway jobsite.

He said, "My personal car cost about \$9,000.00. I had an anti-theft alarm system, inside hood release, a lock on my spare tire, and I always removed the ignition key and locked my car even when parked in the driveway of my home. But I left my five million dollars worth of equipment spread up and down six miles of highway relocation without any organized program to protect the tools necessary to fulfill my contractual commitments."

Theft Prevention Techniques

Construction equipment owners can follow some simple rules which should enhance their chances of not having property stolen and if theft does occur, aid in recovery and apprehension of the thieves.

Of course, if your firm is large enough or sufficient funds are available, employ a security representative. If possible, hire a guard force and provide them with means of communication with another person by walkie-talkie.

Immediately upon delivery of purchased equipment, owners should:

(1) Ask the dealer to assist in locating and recording the I.D. numbers and the serial numbers of all components, attachments and parts. The owner should be sure the numbers are accurately recorded with the insurance company and should file these numbers where they are readily accessible for quick reference. Take photographs of the equipment to aid in identification.

(2) Discourage thieves by installing and maintaining adequate lighting, gates and fencing of equipment at yards and job sites. Request people living in the area and the appropriate law enforcement agency to give extra attention to these areas during weekends and evenings. Supply a list of emergency phone numbers to law enforcement along with a schedule of work hours.

(3) Make frequent inventories of equipment to detect losses as early as possible.

(4) Keep a record of hand-tool users and store tools in a secure area away from the employee parking lot.

(5) Key control is an essential element of access protection. Limit key access to as few as possible. If a key comes up missing, change the lock.

To prevent unauthorized duplication, keys can be plugged with a rivet through the bow as a means of preventing alignment needed for machine duplication.

(6) Do not leave machinery on trailers—all storage vehicles should be challenged. Record license numbers and report them to police.

(7) Mark equipment for identification with an electric pencil or welder. Use unique numbers or distinguishing symbols—paint your equipment the same color.

(8) Keep an out-and-in record of all equipment being sent to each job.

(9) When deals "too good to be true" are presented, notify law enforcement immediately. May lead to ring operation.

In the event of theft, an owner should:

(1) Notify law enforcement agency—provide serial numbers and photographs.

(2) Ask your dealer to post a description of the machine, including serial number, for his sales and service personnel and customers to see.

I assure you, gentlemen, that manufacturers, dealers and law enforcement all are becoming more sophisticated in dealing with this new breed of theft.

The ultimate response must come from contractors by availing yourselves of tools at your disposal, either on the jobsite or after the fact. And I say, "The sure threat of apprehension is the most effective deterrent." We in the Bureau of Criminal Investigation consider this a very serious problem and have trained personnel in the area of vehicle and equipment theft and the identification of stolen property. We are involved in the investigation of this type theft and stand ready to assist local law enforcement when called upon.

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Partnership with Surety (From page 11)

in a liquid form. Most sureties have no objection to the principal of overbilling, just the use of these funds in nonliquid areas where they will not be available for the contractor's immediate use.

Deferred Taxes

It seems that the longer Uncle Sam's money is held, the greater the feeling that it will never have to be paid. Oftentimes the taxes come due for firms who have deferred their tax payment at a time when it is most needed in other areas. The best example that I could give of this is someone paying taxes on a cash basis where continuous volume is not available. In this instance, a contractor may, in fact, be experiencing losing operations; however, from a tax standpoint with him having collected his outstanding receivables, he may at that point in time be forced to pay the government a large tax.

The main reason for mentioning deferred taxes is that you will find that the surety companies will always charge a certain portion of these deferred taxes as a current liability item to allow for just such an occurrence as is outlined above.

Bonding of Irresponsible Competitors

Many contractors have a difficult time understanding how certain of their competitors obtain bonds. The fact that the surety industry is experiencing such poor underwriting results is prima facie evidence that many contractors obtained suretyship when they, in fact, did not qualify. However, in many cases there are hidden backers and silent joint venturers.

"Every case is looked upon individually by the surety and what is on the surface could be the tip of an iceberg. I suppose the best way to approach this would be for contractors to simply

ask themselves the question "How many times have my competitors questioned how I obtained my bond?"

At times all of us may feel that our competitors have irresponsible surety partners, but the answer to that question is obviously confidential information between the contractor and his surety partner.


To conclude, I think that all of us are in agreement that we are not working today with a profit margin that allows for a lot of mistakes, and it does not take a lot of mistakes to jeopardize the actual life of our firms. Construction failures are high on the list of bankruptcies, and the fact that there are so few major surety markets left, evidences not only that the industry has sustained large losses, but also that there are few companies entering that particular marketplace.

Because of the importance of the contractor surety relationship, the contractor should choose his surety partner carefully. He should find out what type of volume the surety does locally, or if he is local at all. If the surety has a small volume locally, how can they really get a feeling of the territory and understand the contractor's particular situation in it?

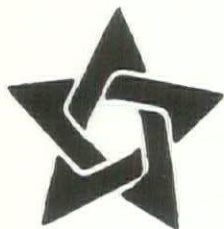
Determine what is the surety's long term loss record. This loss record greatly influences whether or not the underwriters you are dealing with are going to have a profile that is on the offense or on the defense.

Inquire as to what the staffing is locally. If there are no backup personnel and the underwriter you are dealing with is out, who is going to service your account? Investigate the makeup of his book of business.

If the surety has only a small book of contract business, how can the underwriter you are dealing with have the experience to understand what you are trying to communicate to him and properly communicate your thoughts to his superiors? Lastly, ask for references of other contractors that he does work with in your territory. In short, underwrite him as he has underwritten you. After all, it's a partnership!



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America's First Thanksgiving

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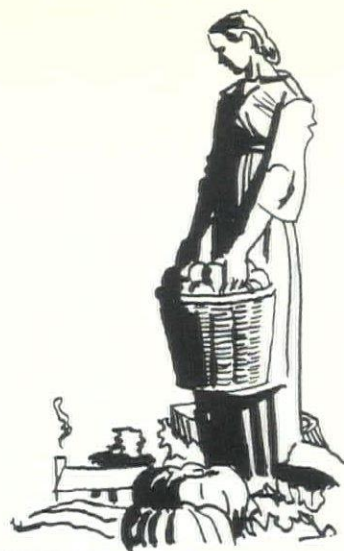
"Wee ordaine the day of our ships arrivall at the place assigned for plantacon in the land of Virginia shall be yearly and perpetually kept holy as a day of thanksgiving to Almighty God."

Records of the London Company still preserved in England contain these facts.

Thus the first officially recorded Thanksgiving was at Berkeley Plantation in Virginia, more than a year before the Pilgrims landed at Plymouth Rock. And now each year Virginians and visitors gather at Berkeley for the annual commemorative service and re-enactment of the First Thanksgiving in America.

(The original date, December 4, 1619 on the "old calendar" would place the yearly service on approximately November 25 of the modern calendar.)

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Larry E. Gilman Promoted by ABC

• Larry E. Gilman has been promoted to Secretary to the Commission according to an announcement by the Virginia Department of Alcoholic Beverage Control.

Gilman, 36, joined the Commission in 1975 as Assistant Secretary. His previous experience includes employment with a public utility company and three years of service with the U.S. Army where he attained the rank of captain. He currently holds the rank of lieutenant colonel in the U.S. Army Reserve.

As Secretary to the Commission, Gilman will provide legal and administrative assistance to the Commission on all matters relating to Virginia ABC law.

Gilman holds a degree in business administration from VPI & SU, received a law degree in 1974 from the T. C. Williams School of Law, and is a member of the Virginia State Bar.

A native of Ashland, Gilman and his wife, Brenda have two children, Elizabeth and Paul.

Gilman succeeds Williams B. Wilkinson who retired after 32 years with the Department.

New Cutting Tool Catalog

• A new 16-page 2-color catalog containing product information and unit prices for the Champion Twist Drill Corporation's enlarged line of over 2000 industrial grade cutting tools has been announced.

In the catalog is an explanation of a NEW concept in cutting tool distribution called the "Champion Tool Bank." To use the "bank" a regular customer is given a special toll free hotline telephone number that will give him access to an inventory of 40,000 different cutting tools that can be quoted and shipped within 48 hours.

Also in the catalog are Champion's exclusive high quality Brute drills, screw machine drills, taper shank drills, single and double end sheeters, extra long drills, pilot drills, silver & deming drills, steel sleeves & sockets, drifts, drill sets, carbide tipped masonry drills, rotary hammer drills, percussion drills, masonry core drills, extension shanks, taper shank adapters, carbon & high speed steel taps, dies & die nuts, taps & die sets, bridge & car reamers, high speed counter sinks, taper pin reamers and carbide circular saw blades.



The catalog contains tables and charts useful to anyone who needs cutting tools. For your copy write to Champion Twist Drill Corp., 100 N. Park, Rockville Centre, N.Y. 11570 and ask for catalog no. 0581.

Speakers Bureau

• As part of its community service activity, the Northern Virginia Builders Association (NVBA) maintains a Speakers Bureau which can supply speakers to groups in the Northern Virginia area.

Programs are given free to interested service clubs, business and professional organizations and civic associations. Each presentation lasts about 20 minutes and is followed by a question-and-answer session.

Organizations wishing to secure a speaker should contact the Speakers Bureau of NVBA at least one month in advance.

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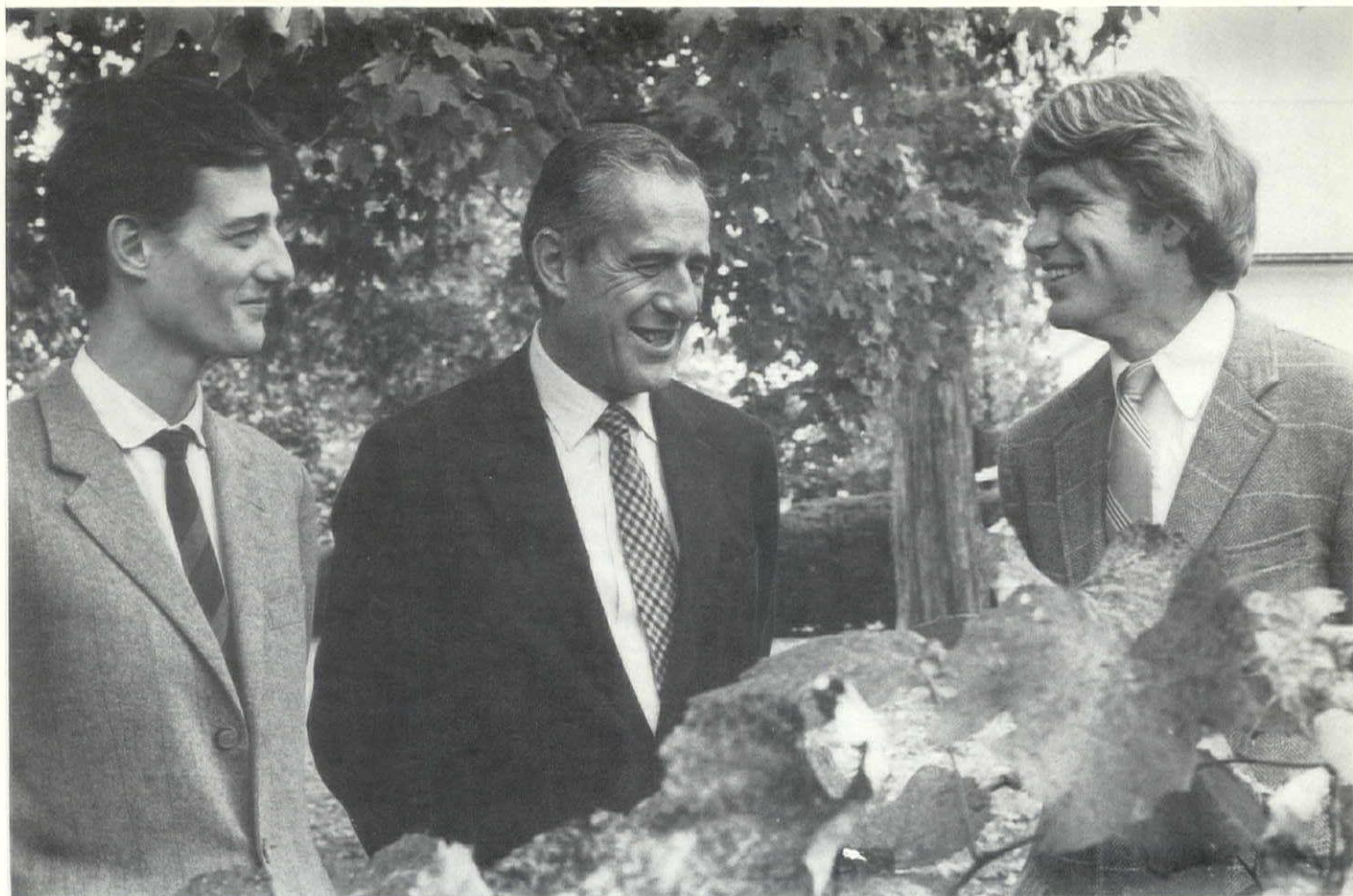
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Shown left to right above, Filippo Mazzei, namesake of the famous Mazzei who founded Colle Vineyard in the 18th century next to Monticello, his father Dr. Lapo Mazzei, Chairman of the Chianti Classico Consortium of Italy, and Rob Coles a descendant of Thomas Jefferson, relive history at the present Colle in Charlottesville. (Photos by Erin Garvey)

First Annual Albemarle Harvest Wine Festival Held in 'Jefferson Country' Attracts National Attention Mazzei and Jefferson Kin Renew Ties of Two Centuries Past

• A record setting crowd attended the day-long First Annual Albemarle Harvest Wine Festival held Saturday, October 17th at The Boar's Head Inn, Charlottesville. Twenty-five hundred people from Virginia and other states visited the 38 wine-oriented exhibits and watched the premiere of Charlotte Schrader's film, "The Land is a Woman," based on the poetry of Tom O'Grady, owner of Rose Bower Vineyard.

The afternoon session of the festival featured wine celebrity, Leon D. Adams, who spoke on "Virginia's Role in the Wine Revolution." Noted ampelographer and viticulturist, Lucie T. Morton talked about "Wine Grape Varieties."

Dr. Lapo Mazzei, Chairman of The Chianti Classico Consortium of Italy, and a direct descendant of Philip Mazzei, was honored for renewing the historical ties of his famous ances-

tor and of Thomas Jefferson. Dr. Mazzei visited Monticello and nearby Colle, the site of Philip Mazzei's original vineyard. He and Rob Coles, a descendant of Thomas Jefferson retraced the steps of their forebears of two hundred years ago.

John B. Rogan, owner of The Boar's Head Inn, and Mrs. Rogan presented The Inn's Second Annual Award for Outstanding Achievement in the Advancement of Viticulture in Virginia, to Mrs. Thomas F. Furness, owner of Piedmont Vineyard in Middleburg. Mrs. Furness received a silver wine cooler trophy for her pioneering efforts in establishing the first commercial vinifera vineyard in Virginia.

The Second Annual Albemarle Harvest Wine Festival is already scheduled. It will be held Saturday, October 16, 1982 at The Boar's Head Inn, Charlottesville.



Mr. John B. Rogan, owner of the Boar's Head Inn presents their Second Annual Award for Advancement in Viticulture in Virginia, to Mrs. Thomas F. Furness, owner of Piedmont Vineyards in Middleburg. Mrs. Furness pioneered in the first commercial vinifera plantings in Virginia.

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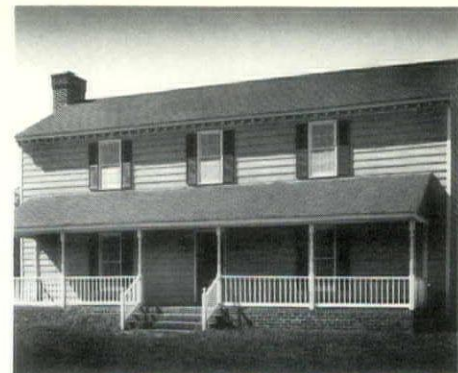
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'The Concert Ballet House'

• The Concert Ballet of Virginia, a Richmond-based civic ballet company, will give away a home valued at \$110,000.00 this December.

As a fund-raising project, the Concert Ballet is selling raffle tickets, at \$100.00 each, on the home which is located in Henrico County. A drawing to determine the winner will be held at a performance of "The Nutcracker" at the Empire Theatre on December 13. It will not be necessary for the winner to be present at the drawing.

The traditionally-styled, two-story, four-bedroom dwelling with about 2500 sq. ft. of living space is at 3 Kambis Drive in Yahley Mill Estates, and has been dubbed "The Concert Ballet House." The house has been appraised at a market value of \$110,000.00. It was built by Mitchell Kambis, Inc., an area building and developing firm.

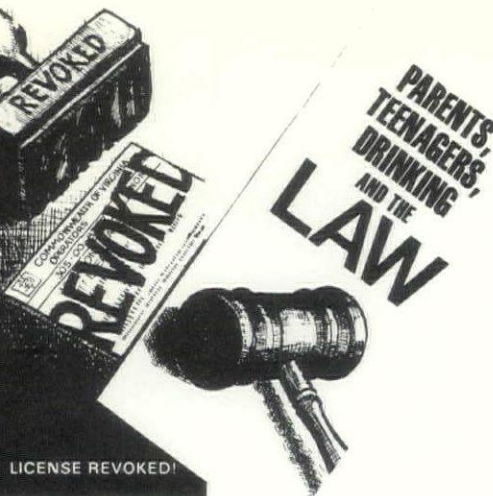
Tickets will be on sale Monday through Friday from 9 a.m. to 6 p.m. at the Concert Ballet headquarters, and may be purchased by calling 780-3033. They will also be sold at the Concert Ballet House itself on Saturdays from 9 a.m. to 4 p.m. and Sundays from 1 p.m. to 5 p.m. The house will be open for inspection during those hours.

According to Robert Watkins, Director of the Concert Ballet, "our full-scale civic ballet company has developed a repertory of 52 ballets and dance pieces in less than six years, and has offered 144 performances during that time, with only 58 of those being for paid admission. More than 95,000 people have seen the Concert Ballet perform."

"Financially, the company has maintained a balanced budget, managing to stay in the black without grants or corporate sponsorships. Success with the Concert Ballet House project could be of great assistance to us in more difficult times, it would aid us greatly in maintaining our level of quality, and would virtually guarantee that we could continue with our very low ticket prices for future performances. In addition, it would certainly allow us to increase the number of our benefit performances."

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Minors Awareness Program Update

• The Virginia Department of Alcoholic Beverage Control announced in late August that it has updated its Minors Awareness Program and would make available more than 75,000 pieces of literature shortly.

The Minors Awareness Program was begun in the fall of 1979 to help educate youths about Virginia's ABC laws, mainly the legal drinking ages.

The legal drinking age was upped this past July from 18 to 19 years of age for persons wanting to consume beer off a licensed premises. Eighteen year-olds can still purchase beer for on-premises consumption.

The legal drinking age for wine or distilled spirits did not change. It is still 21 years of age.

ABC Commission Chairman Robert W. Jeffrey said more than 10,000 posters are being distrib-

uted to convenience stores, grocery stores and various other ABC licensees.

Jeffrey said that school systems, P.T.A. organizations, civic clubs, and law enforcement agencies would be receiving materials from the ABC Department shortly.

Besides the 11 by 22 inch poster, which provides information on specific alcoholic beverages that can be purchased or consumed at a particular age, the minors awareness informational packet includes two brochures and a bookmark. The bookmark and one brochure contain information on the legal drinking ages. The brochure entitled "Revoked" is directed at teenagers and provides information on legal drinking ages and possible penalties for violating the law. The other brochure, "Parents, Teenagers, Drinking and the Law," outlines parental involvement.

For further information, contact: Virginia Department of Alcoholic Beverage Control, P.O. Box 27491, Richmond, VA 23261. Phone 804/257-0651.

State Ed's Dr. White Cited by Jaycees

• Dr. Joseph R. White, associate director of special programs for gifted and talented students, has been selected by the U.S. Jaycees as one of the Outstanding Young Men in America for 1981.

Dr. White joined the Department of Education in 1977 as a supervisor in the Administrative Review Service and assumed his present position in December 1979 when Mrs. Isabelle P. Rucker retired.

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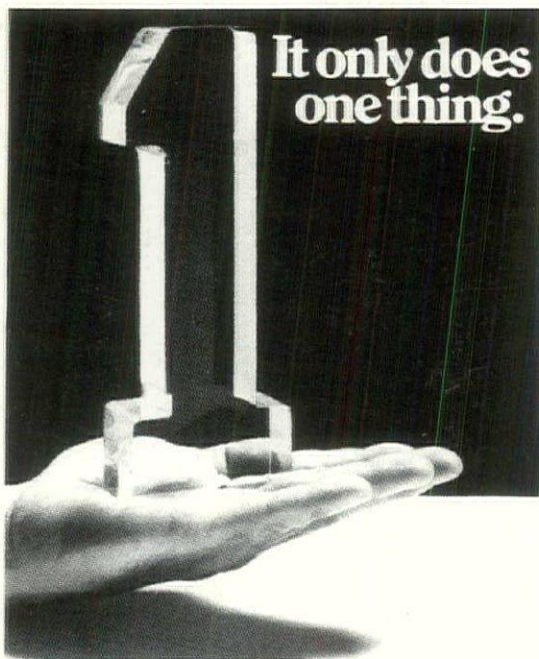
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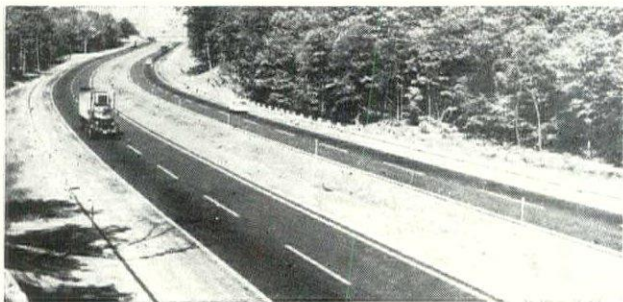
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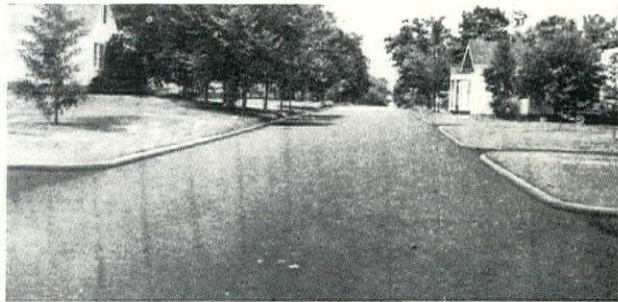
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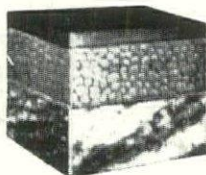
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