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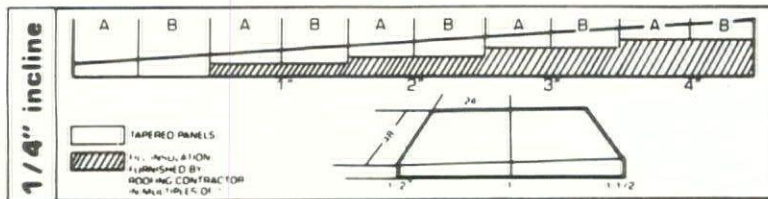
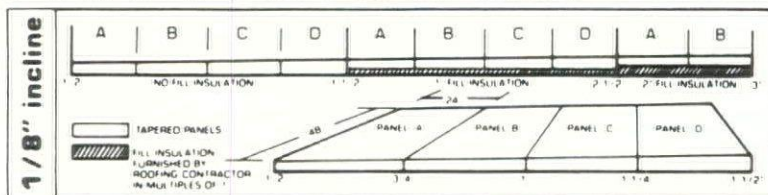
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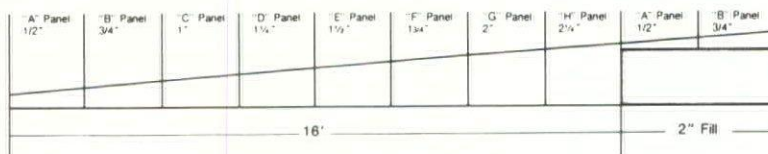
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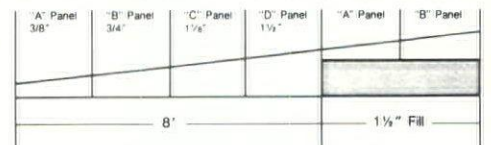


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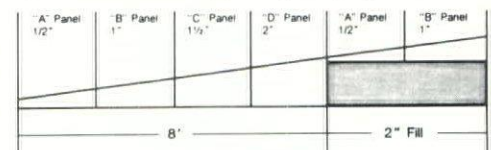
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# VIRGINIA RECORD

JOURNAL OF THE VIRGINIA SOCIETY OF THE AMERICAN INSTITUTE OF ARCHITECTS

AN INDEPENDENT PUBLICATION  
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TO TELL THE VIRGINIA STORY

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## COVER

The office of Ben Johns, Jr., AIA, Architect, Richmond presents the alterations and additions to the Bank of Lancaster on page 12 of this issue. Cover photograph was by the architect.



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# VIRGINIA SOCIETY AIA NEWS

1857 • 1982  
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THE AMERICAN INSTITUTE  
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## 125 Years of Accomplishment and Contribution: The American Institute of Architects and the Built Environment

As late as the mid-1800s, few in the United States referred to themselves as architects. The public viewed architecture as merely "the trade of carpenter-builders and a game for gentlemen." Today, architecture is a respected and influential profession. Since the 13 founders of The American Institute of Architects met for the first time in 1857, the organization has grown to over 37,000 members. The small collection of drawings, photographs and technical documents that formed the body of knowledge in the 19th century has evolved into an extensive information resource of over 20,000 volumes, 450 current periodicals in architecture and related fields, and thousands of manuscripts, photographs and architectural drawings.

### Over its 125-year history, the Institute has

promoted professionalism and accountability by providing diverse opportunities for education and training to enable architects to perform competently, to integrate current effective and safe methods and materials and to draw upon the contributions of technology, research and science.

□ assumed a strong leadership role to guide the architectural profession and influence the direction of change in the built environment.

□ encouraged innovation and creativity by recognizing and rewarding design excellence and the discovery of new ways to shape the built environment and preserve America's rich architectural heritage while meeting the needs and challenges presented by a changing society.

□ demonstrated a continuing commitment to enhance the quality of life and collaborate with social and political institutions and colleagues in the design professions to create both esthetic and functional structures in which to live, work and play.

Unless an individual lives an isolated life in the wilderness, he or she encounters the creations of the nation's architects in practically every endeavor. It is for this reason that John Noble Richards, FAIA, and AIA President in 1959 stated: "Architecture is an art—not for art's sake, but for people. Thus our concern with the public, with public relations . . . to gain public understanding of the enormous task of making America a better, more beautiful place to live."

## PERSONNEL AND OFFICE CHANGES

### New Office

Richmond architect and architectural historian Robert P. Winthrop, AIA, has opened an independent office which will specialize in revitalizing old and historic neighborhoods, structures and commercial districts.

Formerly an associate with Glave Newman Anderson Architects, Winthrop is also the author of a number of books and articles including, *Cast and Wrought, the Architectural Metalwork of Richmond, Virginia*, published in 1980 by the Valentine Museum. His most recent book is *Architecture in Downtown Richmond*, which is due to be published this year by the Junior Board of the Historic Richmond Foundation.

Winthrop's new office is located at 417 North Boulevard, Richmond, Virginia 23220. Phone 804/353-8828.

### H. Rucker Keister, III Joins Krummell & Jackson

Charles R. Krummell, president, Krummell & Jackson Associates, P. C., a Virginia Beach based architectural firm, recently announced that H. RUCKER KEISTER, III, formerly employed by Clark, Nexsen, Owen, Barbieri & Gibson, has joined the firm.

Keister is a licensed architect in Virginia. He is a member of the Tidewater Chapter of the American Institute of Architects and the Construction Specifications Institute.

Keister has produced numerous projects worldwide for the federal government. He has completed projects for the following agencies: U. S. Navy, Veterans Administration, NASA, NATO, FTC, and the Army Corps of Engineers. His varied experience also includes projects for TRT, Hampton Baptist Church, and the City of Norfolk.



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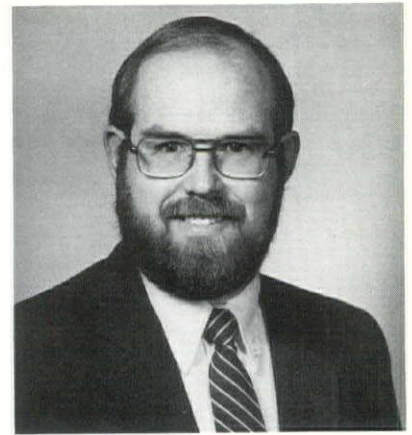
## Torrence, Dreelin, Farthing & Buford Elects New Director

Torrence, Dreelin, Farthing & Buford, Inc., a Richmond-based engineering/architecture firm, announces the election of Harold E. Costley, PE, to the board of directors.

A native of Richmond, Mr. Costley was a captain with the Air Force in Construction Services before joining the firm in 1974. He is a 1968 graduate of Virginia Polytechnic Institute and State University (BS-Civil Engineering) and received a Master's degree in Civil Engineering from the University of Texas in 1970. He was appointed Assistant Department Head of TDFB's Structural Engineering Department in 1978, and became a principal of the firm in 1980.

An active member of the Virginia engineering community, Mr. Costley currently serves as Vice President of the Richmond Chapter of the Virginia Society of Professional Engineers and is statewide chairman of the VSPE's Education Committee. He is also a member of the American Society of Civil Engineers, the National Society of Professional Engineers, and is active in the Consulting Engineers Council of Virginia.

Directors returning to the board include Andrew M. Dreelin III, PE, President; Robert S.



HAROLD E. COSTLEY, P.E.

Buford, PE, Vice President/Secretary; Earl M. Childrey, Vice President; F. Louis Legnaioli, AIA, Vice President; Thomas W. Smith, PE, Vice President and Thomas C. Roberts, PE.

## Correction

The boldface credits at the top of the projects on pages 43 and 61 of the May-June issue were inadvertently transposed, resulting in the naming of the wrong general contractors. The general contractor for Queen Anne's Cove Harbor Houses, on page 43, was Brooks & Elliott, Inc. of Tappahannock. And the general contractor for the Lawrence Residence, on page 61, was Heindl-Evans, Inc. of Mechanicsville. Our apologies.



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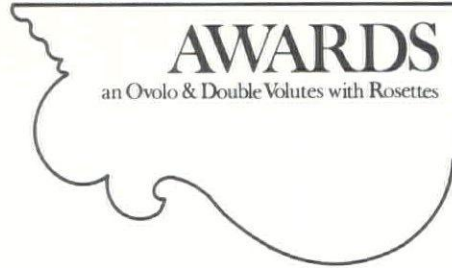
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# CHAPTER NEWS

## Northern Virginia Architects Recognized by Professional Group

NORTHERN VIRGINIA CHAPTER ■ AMERICAN INSTITUTE OF ARCHITECTS



Five architects were honored by the Northern Virginia Chapter of the American Institute of Architects at their April meeting held at the Old Club Restaurant in Alexandria.

Chapter President, Lawrence D. Cook, AIA, presided over the affair attended by more than 60 people. Awards were made in three categories, "Award of Honor," "Outstanding Recognition" and "Outstanding Service to the Chapter and Profession of Architecture."



R. RANDALL VOSBECK, FAIA

R. Randall Vosbeck, FAIA, principal in the Alexandria architectural, engineering and planning firm, VVKR, Incorporated, received the Chapter's "Award of Honor." Vosbeck, who served as the National Institute's 57th president, was cited for his exceptional and commendable leadership in that position which reflected praiseworthy credit on Virginia architects, for his championship of energy-efficient design in buildings, for his active participation in civic and governmental affairs, and for his advocacy of research and experimentation that encourages imaginative and innovative approaches to design.



CHARLES M. GOODMAN, FAIA

The Chapter's "Outstanding Recognition Award" went to Charles M. Goodman, FAIA, also of Alexandria. Goodman, who began his practice in 1939, was cited for the consistent excellence and enduring quality of his design work. Of special note was Goodman's design for Hollin Hills, 450 contemporary single family homes set in a wooded environment south of Alexandria. Begun in 1946, Hollin Hills received the Virginia Society, AIA's Test-of Time Award last year. Other Goodman buildings lauded at the presentation were Reston's Hickory Cluster Town Houses, the Unitarian Church of Arlington and numerous buildings in the Westgate Research Park, near Tysons Corner, for which he provided the original land planning.

Two architects were awarded certificates for "Outstanding Service to the Chapter and Profession of Architecture." Douglas S. Denny, AIA, of VVKR, Inc., Alexandria, and Paul H. Barkley, AIA, of Barkley Pierce O'Malley, Falls Church, were cited for their long and meritorious service to the professional organization.

A third "Outstanding Service Award" was given posthumously to William L. Mayne, AIA. Mayne, who died from an untimely accident in 1972, had been instrumental in establishing the Northern Virginia Chapter, AIA. Mrs. Mayne was on hand to accept the award.

The awards were presented by the National Institute's Regional Director, Samuel A. (Pete) Anderson, III, AIA. Also on hand to pay tribute to the honorees were Regional Director Theodore F. Mariani, FAIA; Virginia Society President Donald L. Strange-Boston, AIA; past presidents of the Chapter and past recipients of the awards.

*Illustrations by Mike Miller, AIA, of KDA, Reston*

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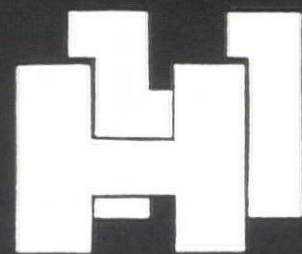
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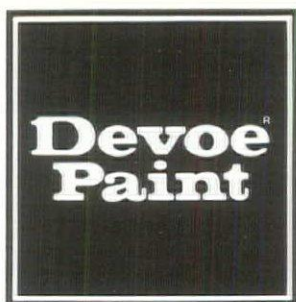
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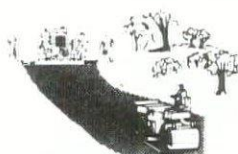
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## NEW MEMBERS

ROBERT S. BUFORD, JR., AIA  
With Robert S. Buford Architect, Charlottesville  
James River Chapter



PHILIP R. CROESSMAN, Associate  
With Andrew V. Donnally & Assoc.,  
Bethesda, MD  
Graduate of University of Oregon, B.A.  
Syracuse University J.D. 1980  
Northern Virginia Chapter



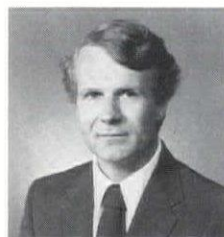
B. CON DAMERON, JR., AIA  
With MMM Design Group, Norfolk  
Tidewater Chapter



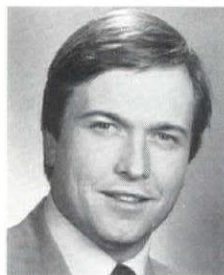
DELMAR L. DAYTON, JR., AIA  
With Department of Engineering  
State of Virginia  
James River Chapter



HAROLD E. DOWNING, AIA  
With Department of Military Affairs, Richmond  
1977 Graduate of VPI & SU  
James River Chapter



WILLIAM M. GREAVES, AIA  
With Krummell & Jackson Architects,  
Virginia Beach  
Graduate of VPI & SU  
Tidewater Chapter



ROBERT G. GRIFFIN, AIA  
With Odell Associates, Inc., Richmond  
James River Chapter



RONALD M. KEENEY, Associate  
With Stainback & Scribner, Charlottesville  
1972 Graduate of University of Virginia  
James River Chapter



EVELINA G. MASSIE SCOTT, AIA  
Has own firm in Richmond  
James River Chapter



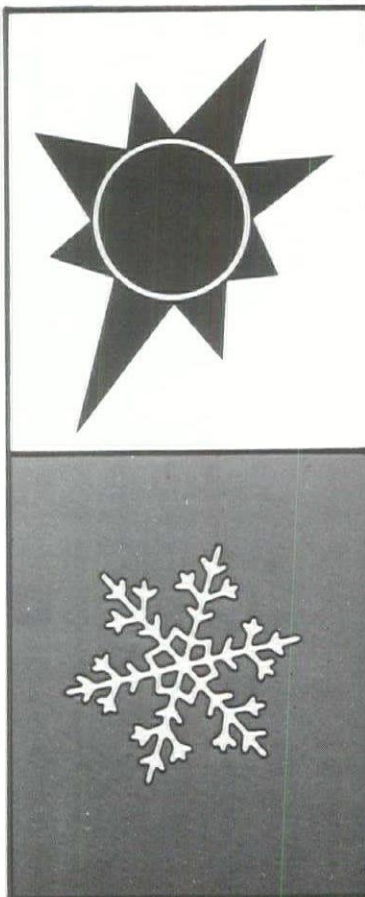
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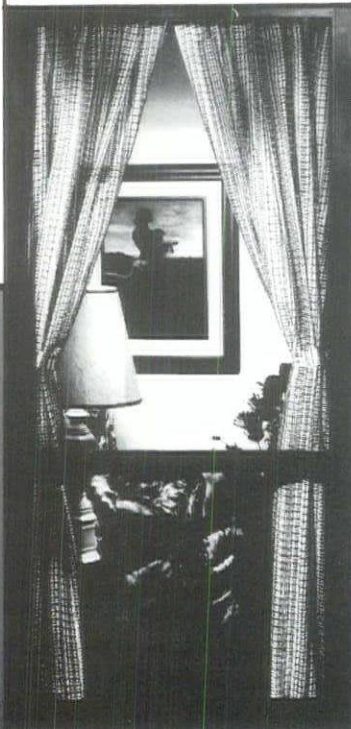
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## RELEVANT REFLECTIONS

### Going Home

by Ralph Snell, AIA

Banks used to cold, impassionate, staunchly conservative financial institutions solely devoted to and single-mindedly pursuing the hoarding of every damn cent in sight.

Their architecture mirrored this. Cool, classical buildings of stone, reactionary in design, mathematically precise in detailing, gray in color — and like all public buildings — harking back to the good old days of the 1893 Chicago Exposition. Art imitates life.

Then banks hired PR people and ad agencies. Bank still are cold, impassionate, staunchly conservative financial institutions solely devoted to and single-mindedly pursuing the hoarding of every damn cent in sight; but with surgical care, the PR people and ad agencies have grafted an artificial heart. Banks want to be our friends. Drop by. Come on in. Fix yourself a sandwich. Need a few bucks? Out on your own — need some dishes? How about a stadium blanket?

Then the PR people and ad agencies said something had to be done about those cool, classical buildings. They're not friendly. They're not welcoming. They're not home.

Luckily, they were all downtown anyway — and no one was going there anymore. When was the last time you walked into a bank's main office downtown?

Go out on a limb the PR people and ad agencies said. Open branch banks in the suburbs. But don't copy those imposing stone hulks there. Make them welcoming, warm. Make them brick. Make them Colonial. Make them seem like going home.

Banks went Colonial with a vengeance. Miniature Mount Vernons and Monticelli sprang up all along the strip. The fiberglass stamping plants could barely keep up with the pediment and column orders. Artificial flower factories worked day and night to fill flower boxes with gerania. A whole breed of craftsmen and - women learned to make mullions and muntins out of security tape.

But no one has quite yet figured out how to tack on — to the Colonial shell — the drive-in window. How to integrate self-propelled vehicle, asphalt, stainless steel bank drawer, intercom, bullet proof glass, and red and green signals, with finials, festoons, and fanlights.

Everyone is missing the obvious. What is the supreme image — the symbol — of the commodious suburban abode? Obviously — the attached garage.

Perhaps drive-in windows should be fitted out with garage doors. The drive-in window/garage would be left unfinished studs and plywood

inside, like home. The drawer, intercom, glass, and signals hid inconspicuously amidst the rakes and folding chairs and tires. Banks willing to go the extra mile would save their customers from having to get out of their cars to open the garage door by modifying their VISAs to activate the automatic door operator.

What happened to the outside of banks got interpreted differently inside. In an effort to be more friendly, the grillework at the counter known quaintly as "tellers' cages," disappeared. But let's face it. Who's kidding whom? Just who was being caged?

Well, anyway, that's all water under the bridge. I've forgotten about that entirely. It doesn't bother me a bit anymore. They've taken that grillework away and now I can talk face-to-face with my friend giving me money. Of course I don't dare cross the invisible plane with anything more than four centimeters of my fingerprints or alarms will sound all over the city.

And isn't it nice about going home. You always get your picture taken.

But those furnishings. They're really going to have to do something about them.

Writing tables with attached pens. Tell me, who really wants to steal a bank pen? What good is a pen that doesn't write. That doesn't click. That doesn't have a top.

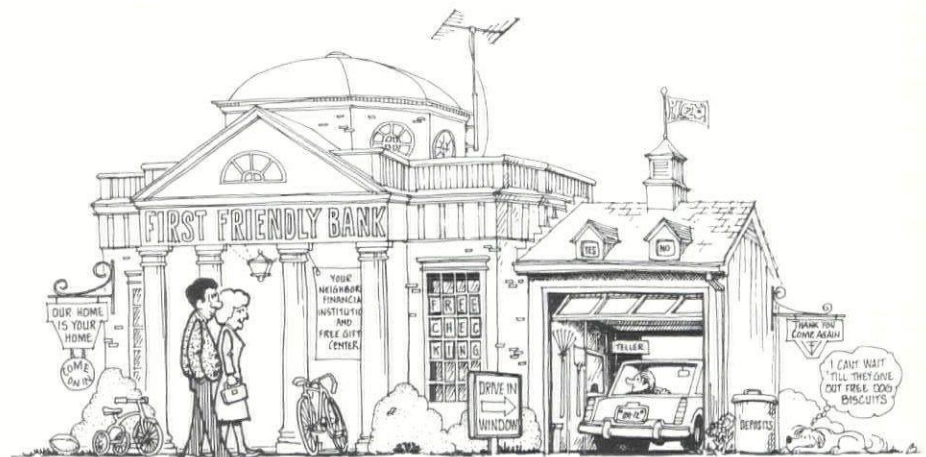
And those multifarious kiosks dispensing little pamphlets like "You've Got a Friend At The Bank," "Interest, Interest, Interest," and of course, the ever-popular "I Want to Be A Loan."

And ropes. Velvet-covered ropes. Velvet-covered ropes marking the Truly Democratic Path To Service. Did you ever notice that even if you're the only one at the bank you always zigzag through that velvet-covered rope maze anyway. It's kinda fun.

But those graphics. I've got to talk to someone about those. It was bad enough when the fluorescent day-glo orange "Free Checking" signs appeared in the windows, but compounding my interest in bank graphics are all those things sitting on the bank counter: tellers' nameplates, Next Window Please signs, eased cardboard posters, smiley faces, charity collection canisters, and a few assorted pamphlets, brochures, and pocket calendars. I can barely carry on a conversation with my friend, the teller, if I'm expected to absorb the barrage of visual information I'm being pelted with as well.

Popping up all over these days are walk-up bank machines. Banks are really looking out for us. Spurred by today's more health-conscious attitudes, banks are encouraging us to walk more and get more fresh air. They don't want us to bother coming all the way inside.

Besides, we always forget to wipe our feet.



LET'S STOP IN AND SEE THE FRIENDLY'S, DEAR!  
I UNDERSTAND THEY'RE GIVING AWAY FREE STADIUM BLANKETS.





# The Bank of Lancaster

Alterations and Additions, Kilmarnock

## Ben R. Johns, Jr., AIA — Architect

Landscape Architect, Kenneth W. Higgins Assoc. • Interior Design, American Furniture & Fixture Co., Inc. (AFFCO) • Mechanical/Electrical Engineer, Spratley, Hundley & Carmack • Structural Engineer, William J. Davis • General Contractor, Taylor & Parrish, Inc. • Photography by The Architect.



The Bank of Lancaster in Kilmarnock has expanded facilities to more than twice its original size, reflecting a phenomenal growth and ability to serve the community. The parking lot, with a special area set aside for public parking, was expanded to about four times the original size and has access from Chase Avenue as well as from Main Street.

The new structure is designed to wrap around the existing building in such a manner that it does not change the patron's perception of the original character and size of the bank. The new addition includes a 1,000 square foot computer room, several offices, a large public lobby with a new vault for safe deposit boxes, an employee lunchroom, three drive-in teller lanes and a new, handicapped-accessible, covered main entrance in the rear.

Symbolizing its contemporary cornerstone position, the new data processing center and computer room is constructed inside a large brick box on the southeast corner of the bank. To both sides of the computer room which has a flat roof, sloping copper roofs which rise above the existing building and, along the south facade, hang over the office windows blocking out direct sunlight. Along the east facade, where the main entrance from the parking lot is located, the sloping roof covers a new entrance carved into the supporting brickwork below. This roof contains skylights and a clerestory to brighten the covered entrance below, and creates a smooth transition between the interior and exterior of the bank.

Inside, the original public lobby was expanded into the addition, doubling its size. Within the



lobby the new stainless steel vault door glitters in the light from a clerestory which runs high above the original building for the entire length of the lobby. Large indoor trees define a new waiting area. The ceiling slopes down above the wall between the lobby and the new offices and continues through the offices to the outside wall. Glazed walnut partitionwork separates the offices from the lobby. The board room was enlarged and renovated to handle an increased staff. More teller stations were added in the lobby to expedite service. The new employee lunch room features a clerestory and a window wall leading onto a circular outdoor patio.

Brick-paved sidewalks lead around the bank to the new parking lot and entrance. The new lot has four separate parking areas: Public Parking (55 cars); Employee Parking (34 cars); Patron Parking (35 cars); and Handicapped Parking (5 cars). The lot was landscaped around the edges and in several islands to help direct traffic to the parking areas and to the drive-in tellers. The lot is well illuminated at night with a lighting system designed not to interfere with adjacent residential or other business areas. The landscaping continues around the south side of the building and out to the front where most of the existing landscaping remains. Two large old trees on the property were preserved by curving the new entrance roadway from Main Street.

The general contractor, Taylor & Parrish, Inc. of Richmond, completed the building for final inspection in October 1980, without interruption of the bank's operations. Mr. Raymond Pace was the General Superintendent for Taylor & Parrish.

#### Subcontractors & Suppliers (Richmond firms unless noted)

Robert N. Booth & Son, Inc., Callao, subgrade preparation; Atlantic Landscape Nurserymen, White Stone, landscaping contractor; Paving, Inc., Tappahannock, paving contractor; Bowker & Roden, Inc., reinforcing; R. R. Beasley, Inc., Callao, concrete supplier; John B. Sebra & Son, Lancaster Court House, masonry contractor; Webster Brick Co., Inc., Roanoke, masonry manufacturer; Virginia Engineering Sales Co., steel erection/joists/roof deck & miscellaneous metal; J. B. Eurell Co., Permadeck roof deck; H. Beckstoffer's Sons, Inc., millwork; AFFCO, paneling, wood doors (Walnut), carpet & special wall finish; and Kilmarnock Planing Mill, Kilmarnock, cabinets.

Also, E. S. Chappel & Son, Inc., caulking; N. W. Martin & Bros., Inc., built up roof, Koppers Metal roof, Copper/Batten roof, roof insulation & sheet metal; Allied Glass Corp., glass & glazing contractor; J. S. Archer Co., Inc., metal doors & frames & specialties; Pleasants Hardware, hardware supplier & specialties; F. Richard Wilton, Jr., Inc., gypsum board contractor & plaster; H. E. Satterwhite, Inc., ceramic tile; Manson & Utley, Inc., acoustical treatment, resilient tile & special flooring (computer room); Collin R. Berry, Lancaster Court House, painting contractor (Pratt & Lambert paints); L. K. Vass, Inc., wall covering; Diebold, Inc., equipment (bank vault); Baker & Hazlewood Mechanical Contractors, Inc., plumbing contractor; George Noble, Inc., Kilmarnock, heating/ventilating/air conditioning contractor; and Northside Electric Co., electrical contractor.





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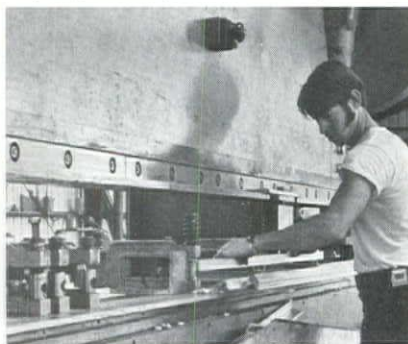
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## United Virginia Bank — Central

Richmond

**Moseley-Hening Associates, Inc. — Architect**

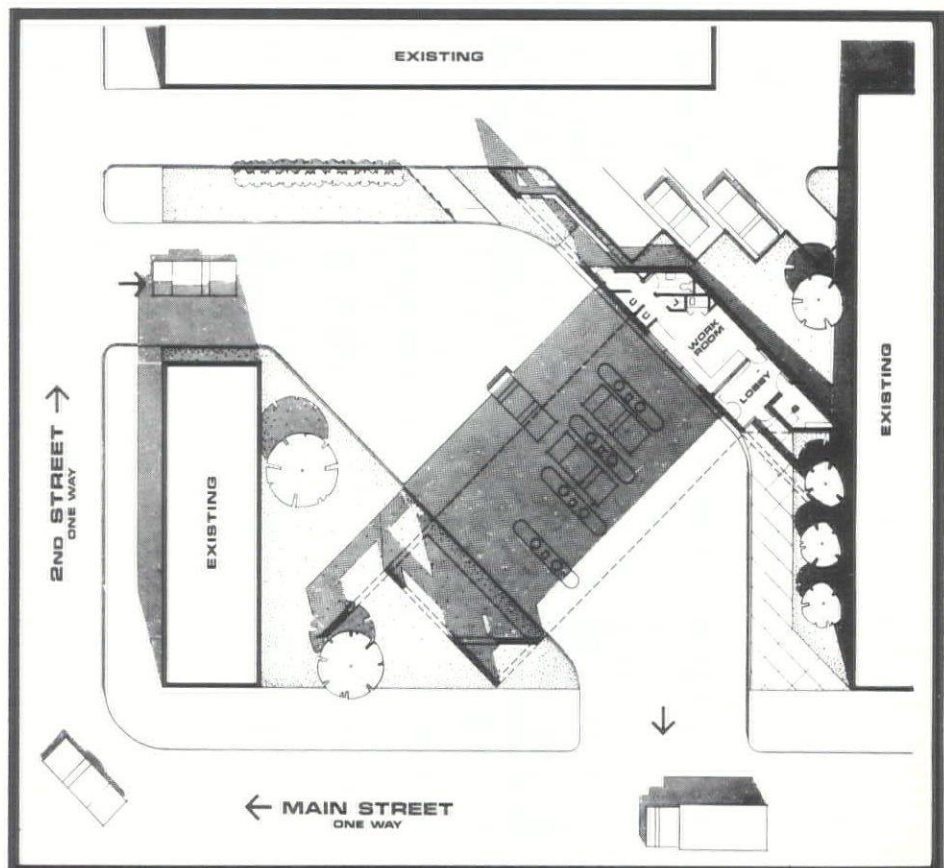
Mechanical/Electrical Engineer, Southern Engineering Corp. • Structural Engineer, Dunbar, Milby & Williams • General Contractor, Bass Construction Co., Inc. • Photography, Huffman Studio.



MHA Was commissioned in February of 1980 to design a branch bank for United Virginia Bank. The site had been selected on the basis of visibility and accessibility to the commuter market and to serve as United Virginia's only drive-thru facility in Downtown Richmond. The owner desired a contemporary building sensitive to its surroundings while visually attracting attention. On-site circulation patterns were developed to provide maximum convenience to customers using Main and Second Streets. The floor plan evolved as a response to the movement of drive-thru traffic and recognized the need to provide a "face" on Main Street.

The structure defines the site limits with the drive-thru canopy, piers, and beams. As a sculptural element, the tower responds to the height of surrounding structures while serving functionally to provide a prominent location for the bank's logo, which is visible from both Main Street and Second Street. The exterior finish continues into the lobby to provide a durable and textured surface that visually relates the

(Continued on page 46)





Landscape Architect, James T. Buck • Interior Design, American Furniture & Fixture Co., Inc., • Mechanical Engineer, CEK, Inc. • Electrical Engineer, The Architect • Structural Engineer, Dunbar, Milby & Williams • General Contractor, Hammond Brothers, Inc. • Photography, J. Carl Morris.

## Bank of Essex

Rappahannock Shopping Center Branch, Tappahannock

Huff, Morris, Cox & Associates, Inc. — Architect

As is characteristic of the community, the new Rappahannock Shopping Center Branch of the Bank of Essex, located on the out-skirts of Tappahannock, extends a warm, welcome feeling.

While located in a busy shopping center, the new Branch was situated to be highly visible at a bend in the highway and to offer easy access to those entering and exiting the shopping center.

With the owner's cost and image concerns, the 1,200 square-foot building was designed so it could be readily expanded in any direction. Its visibility dictated a quality design on all sides. The wood shake roof, cupola, hand-molded brick, stucco gables and Colonial design blend well with this area as well as the shopping center.

The building is constructed of exterior masonry-bearing walls with wood roof trusses and is heated and cooled with a heat pump. The drive-

up facility now has two lanes but is roughed in for three future lanes.

Interior design was by American Furniture & Fixture Company, Inc. The floor plan provides a four-position teller line, with an ample lobby, an open office area, a private office for the manager, an employees' lounge and toilets. From the front lobby, a vestibule leads to the main entrance. The same exterior quality was carried through to the interior with cornice molding, chair rail, wood base, vinyl wallcovering, paneled doors and chandeliers. The ceiling is acoustical lay-in tile and the floors are carpeted.

Hammond Brothers, Inc. of Tappahannock was general contractor and handled foundations, steel erection, carpentry, caulking and gypsum board work.

Subcontractors & Suppliers  
(Richmond firms unless noted)

Basic Construction Co., Newport News, excavating & paving contractor; Watkins Nurseries, Inc., Midlothian, landscaping contractor; Essex Concrete Corp., Tappahannock, concrete contractor (with Hammond Brothers, Inc.) and concrete supplier; Raymond Sisson, Heathsville, masonry contractor; Alwine Brick Co., New Oxford, PA, masonry manufacturer; Eastern Building Supply Co., masonry supplier; Tappahannock Building Supply Co., Inc., Tappahannock, mortar; Browning Steel Co., Inc., steel supplier; H. Beckstoffer's Sons, Inc., millwork, paneling & wood doors; Richmond Primoid, Inc., waterproofing; and Hanover Fabricators, Ashland, wood trusses.

Also, Wood Roofs, Inc., Richmond, roofing & sheet metal; Fendley Floor & Ceiling, Inc., roof insulation, acoustical treatment & resilient tile; Pleasants Hardware, hardware supplier; B. C. Sheffield & Son, Dunnsville, ceramic tile & stucco; RDC of Virginia, Inc., wallpaper & painting contractor (Benjamin Moore Paints) & wall covering; Conway Plumbing Service, Kilmarnock, plumbing contractor (American Standard fixtures); Crowther's Heating & Air Conditioning, Kilmarnock, heating/ventilating/air conditioning contractor; Lewis Electric Co., Inc., Montross, electrical contractor; Tappa-Bug Exterminating Co., Inc., Tappahannock, soil treatment; and The Mosler Safe Co., Hamilton, OH, drive-up system.







## Mutual Federal Savings & Loan

Norfolk

**Brundage-Kroskin & Associates, Inc.—Architect**

The new 3200 square foot Mutual Federal Office Building replaces a smaller, inadequate, existing facility located on the same Little Creek Road site in Norfolk. The program required that the old facility remain in full operation during the new construction.

Adverse public reaction would have resulted if the large and handsome trees on the site were removed to accommodate the new building. The site and building design allowed for preservation of the landscape and enabled operation of the old facility to take place simultaneously with the construction of the new building, without significant interference to either activity.

This facility is located in an established, residential area. The building design and material selections were the result of the owner's desire to adhere to the conservative and traditional character of the neighborhood and of the patrons who support this branch. The building utilizes brick veneered, steel stud exterior bearing walls and clear span wood roof trusses.

Commercial Builders, Inc. of Norfolk was general contractor and handled sodding, seeding, etc., carpentry, caulking, wall insulation and gypsum board work.

Subcontractors & Suppliers  
Other Norfolk firms were: Winn Nursery, Inc.,

Mechanical/Electrical Engineer, Old Dominion Engineering, Inc. • Structural Engineer, Maxwell B. Edwards, P.E. • Site Engineer, William R. Smith, Civil Engineer • General Contractor, Commercial Builders, Inc. • Photography, The Architect.

landscaping & landscaping contractor; Hall-Hodges Co., Inc., reinforcing; Powell-McClellan Lumber Co., millwork, wood doors, windows & glazing; Ajax Co., Inc., resilient tile; Hajoca Corp., plumbing fixture supplier; K & L Plumbing & Heating Co., plumbing contractor; and Gray-  
(Continued on page 47)







# Bank of Amelia

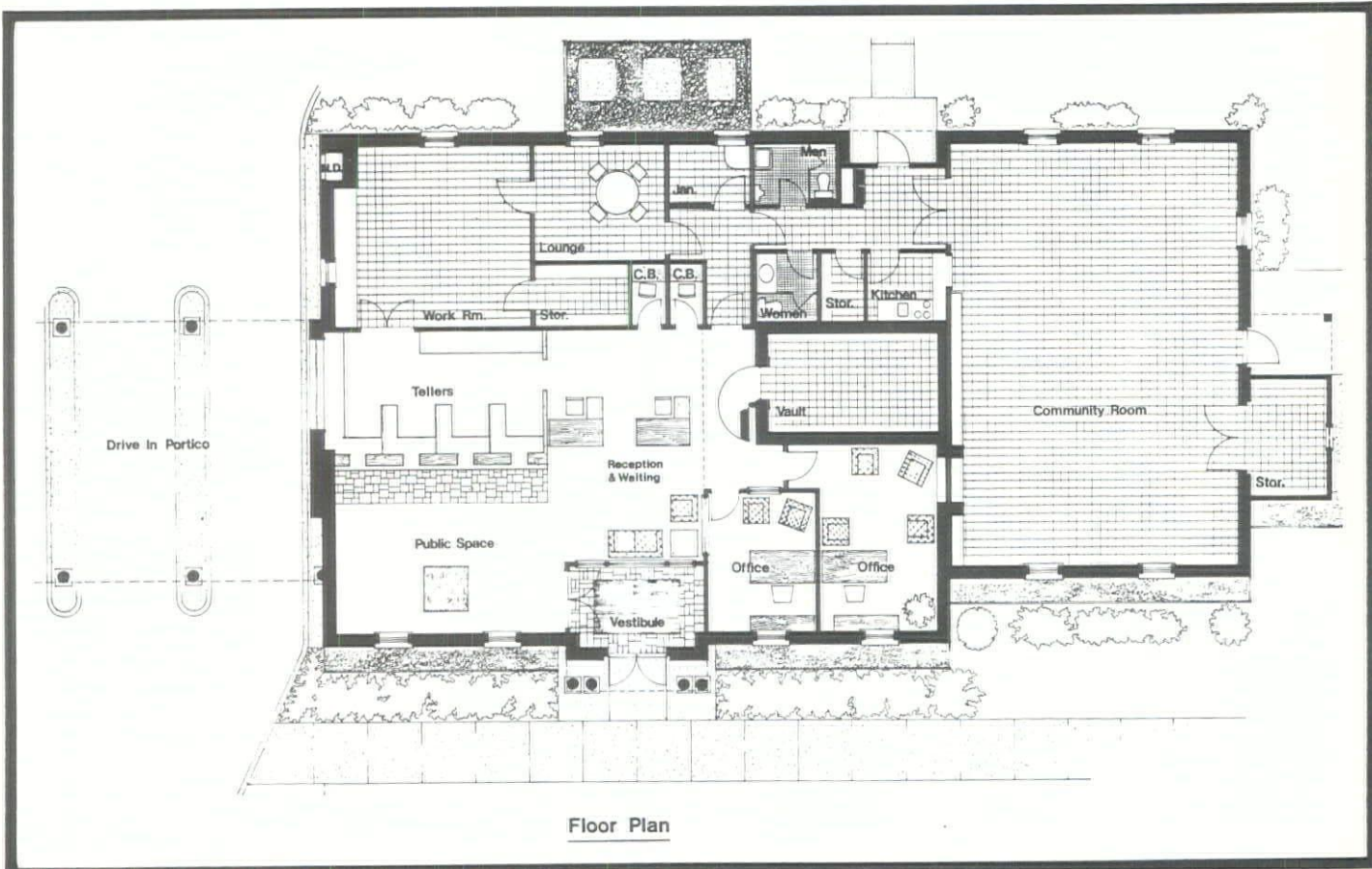
Amelia County

**Fraher and Harrison — Architects**

Interior Design, American Furniture & Fixture Co., Inc. • Mechanical/Electrical Engineer, CEK, Inc. • Structural Engineer, Dunbar, Milby and Williams • General Contractor, J. E. Jamerson & Sons, Inc.

After operating out of a temporary modular unit for two years, The Bank of Amelia moved into its first permanent home in December of 1980. The bank, which is located on Highway 360 just east of Amelia Courthouse, was designed by Fraher and Harrison, Architects of Richmond.

The building program as established by the board of directors called for a dignified, traditional style building. The completed facility con-







tains 4339 sq. ft. and includes a public lobby, four teller stations, drive-up window, vault, offices, and a large community/board room which is arranged so it can be used independently of the rest of the building.

J. E. Jamerson & Sons, Inc. of Appomattox was general contractor and handled excavating, seeding, etc., foundations, masonry work, carpentry, millwork, wood doors, and gypsum board work.

Subcontractors & Suppliers  
(Richmond firms unless noted)

Watkins Nurseries, Inc., Midlothian, land-

scaping contractor; Marvin V. Templeton & Sons, Inc., Lynchburg, paving contractor; C & S Construction Co., Clarksville, site concrete work; Bowker & Roden, Inc., reinforcing; Powhatan Ready Mix, Flat Rock, concrete supplier; Brick and Tile Corp., Lawrenceville, masonry manufacturer; Construction Products Co., Inc., Lynchburg, miscellaneous steel supplier; Hanover Fabricators, Ashland, wood trusses; Somerset Door & Column Co., Somerset, PA, wood columns; American Furniture & Fixture Co., Inc., teller casework & carpet; E. S. Chappell & Son, Inc., caulking & weatherstripping; and

Thompson Roofing & Sheetmetal, Inc., Crewe, roofing & sheet metal.

Also, Davenport Insulation, Inc., wall insulation; Pella Virginia, Inc., windows; Pleasants Hardware, hardware supplier & specialties; The Carpet House, Appomattox, ceramic tile & slate flooring, acoustical treatment & resilient tile; Chapman & Martin, Inc., Amelia, painting contractor & wall covering; Diebold, Inc., banking equipment; Ward, Seay & Son, Scottsville, plumbing contractor; Eveready Oil Supply Co., HVAC contractor; and Mays Electric Co., Lynchburg, electrical contractor.



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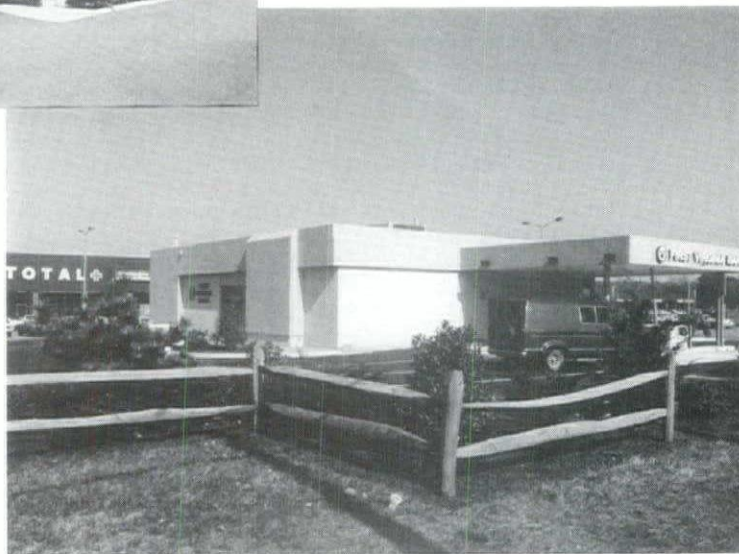
## First Virginia Bank — Colonial

Fountain Square Branch, Henrico County

**Torrence, Dreelin, Farthing & Buford, Inc. — Architect/Engineer**



Project Architect, F. Louis Legnaioli, AIA • Project Design, Fred Thompson • Landscape Architect and Interior Design, The Owner • Mechanical/Electrical/Structural/Acoustical Engineer, Torrence, Dreelin, Farthing & Buford, Inc. • General Contractor, JaBar Construction Co. • Photography, Fred Thompson.



First Virginia Bank enjoys a prestigious position in the Richmond community. They want this image portrayed in every facet of their business, including their buildings. The need for a branch office in the far west end of Henrico County and the availability of a newly constructed, but recently closed, fast food restaurant in that area, created a challenge for the Engineer/Architect. The challenge was to maintain that image without over-extending a tight budget.

Retaining existing materials and internal mechanical systems—an economic consideration—represented a part of the challenge not uncommon in the rehabilitation of an existing facility. The desire to evolve an expression of unity to the finished product imposed an attentive approach to color and texture. Introduction of new materials was kept to an absolute minimum and those existing materials that would augment the intention were retained to provide relief for the new stucco-textured treatment. The variation between the two materials was subdued by a slight differential in color treatment.

This subtle treatment produced the desired effect of unity and simplicity.

The 3,000 square foot branch bank has three fully canopied drive-in lanes with overhead pneumatic service and a 24-hour banking machine. It sits on .58 acres of the shopping center, at 8044 West Broad Street.

JaBar Construction Co. of Richmond was general contractor for the project.

Subcontractors & Suppliers  
(Richmond firms unless noted)

Massey Concrete Corp., concrete supplier; Browning Steel Co., Inc., steel erection/joists/roof deck & other roof deck; Willard L. Council Roofing, Inc., built-up roof; Perkins & Glass, Inc., glazing contractor; J. S. Archer Co., Inc., metal doors & frames; Commercial Plastering & Drywall, Inc., gypsum board contractor; Acoustics & Interior Construction, Inc., acoustical ceiling; Commonwealth Painting & Decorating Co., Inc., painting contractor; Mayhew & Chalkley, Inc., Ashland, plumbing contractor & HVAC; and Gary Electrical Corp., electrical contractor.





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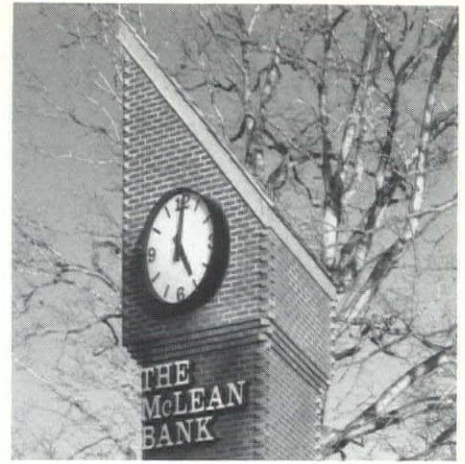
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# McLean Bank

Herndon Branch

**Robert Wilson Mobley, AIA—Architect**

Landscape Architect, Gaylen Stees • Interior Design, BFI • Mechanical Engineer, Frank Williams, P.E. • Electrical Engineer, Alex Perez, P.E. • Structural Engineer, Gauthier and Alvarado, P.E. • Construction Manager, BBK Partnership • Photography, Jason Horowitz.

The wooded bank site is bordered on the north by the principle thoroughfare of the town, on the south and east by unoccupied wooded lots and on the west by a minor street. The location was chosen for its convenient location to the town of

Herndon and to the new community of Reston. The client desired that the building be a "good neighbor" in addition to setting a strong example of energy consciousness.

Several significant and farsighted decisions were made early in the program stage. First, the existing trees and natural landscaping along the principle thoroughfare would be preserved as a mini-park, even though the building would be partly obscured. Second, the bank design would carefully consider each and every energy conservation opportunity which was compatible with the bank's function and purpose. The





resulting design was unique in a number of ways.

To fully capture the light and heat of the south sun, the design placed its entrance side - the open public side - toward the south, away from the street. To minimize the north exposure on the street side, the north side of the bank was bermed with earth. The net effect of these two design decisions was to partially obscure the bank from the major thoroughfare, behind the natural vegetation that was preserved. While the resulting appearance from the street was subtle and non-intrusive it did pose an identification problem. To remedy this problem, while not compromising the energy conservation

goals, a separate, free-standing masonry clock tower was designed. Its purpose was to serve more than as a "sign" for the bank, but also as a landmark for the town — a clock tower at the entrance to the town.

The passive solar design characteristics of the bank are based on early energy studies which indicated lighting — not heating or cooling — to be the greater energy user. Consequently, introducing maximum daylighting into the work areas was achieved through the use of both maximum glass on the south side and a continuous clerestory window along the roof. As a result, very little artificial lighting is required during work hours.

The bank opened for business in December 1981. To date, the building has met or surpassed all the design goals with flying colors. The facility has been warmly welcomed by the community as an example of the type of design the town has encouraged along its major thoroughfares. The users of the bank - the staff and customers alike — seem truly pleased and proud of their new space.

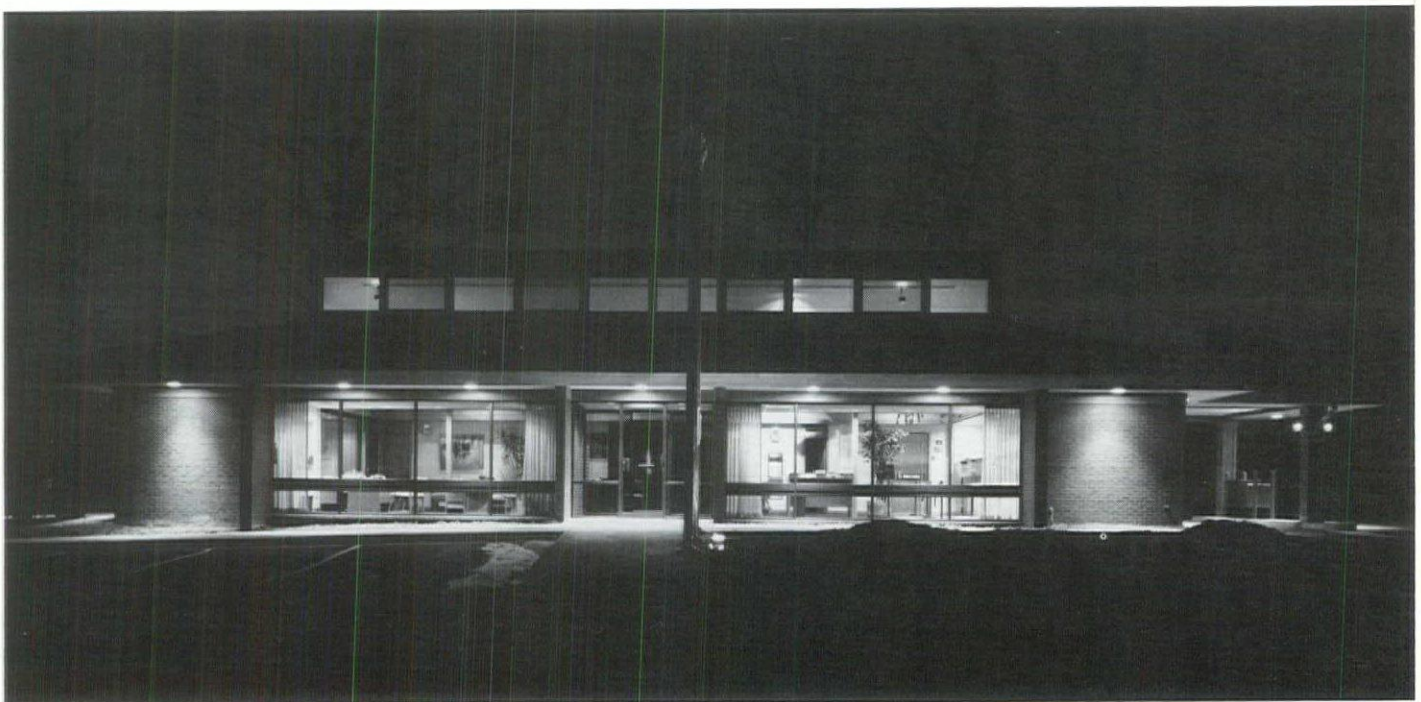
BBK Partnership of Herndon acted as construction manager for the project.

#### Subcontractors & Suppliers

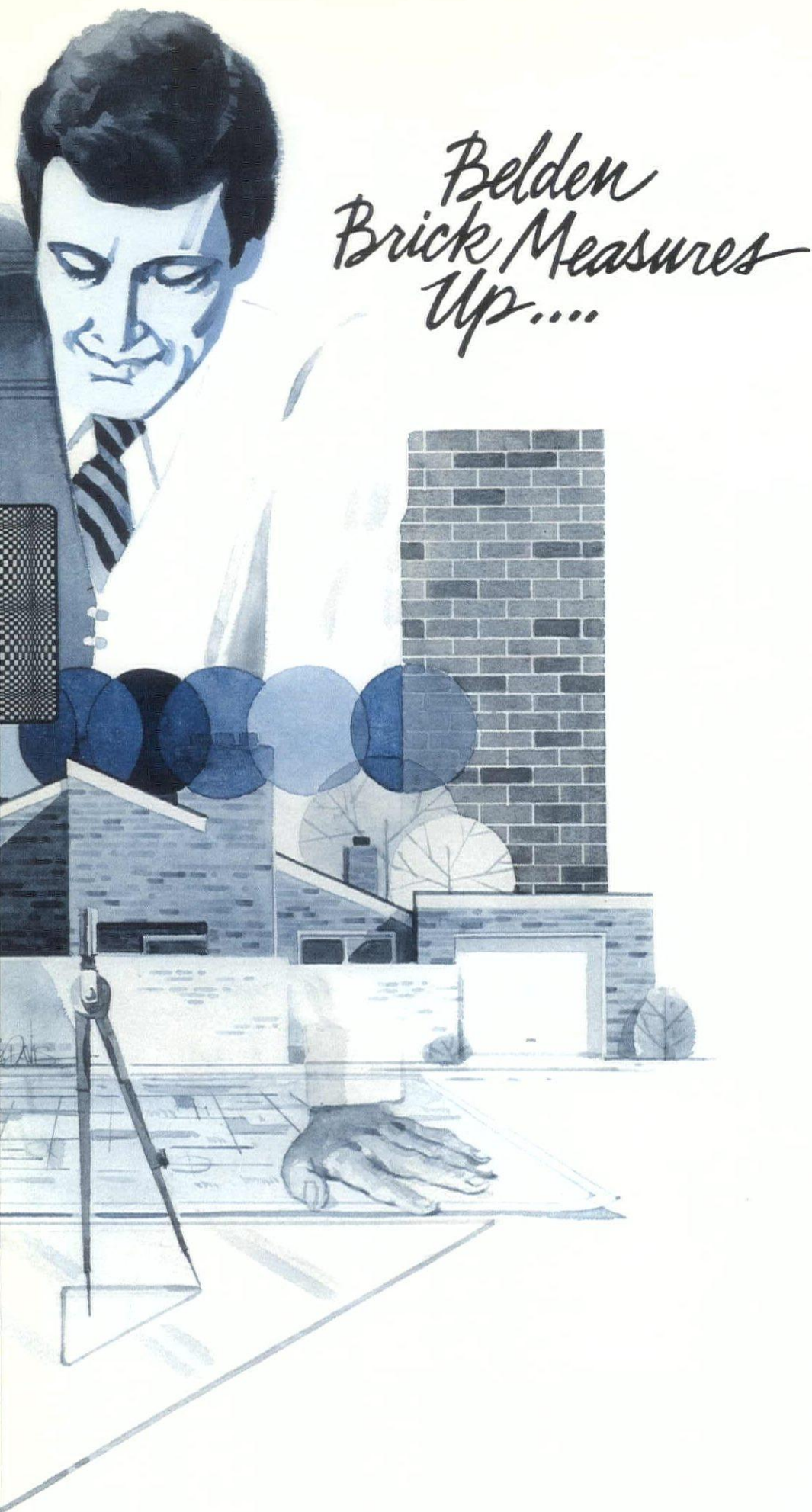
Other Herndon firms were: Haines Paving Co., Inc., paving contractor; Southland Concrete Construction Corp., concrete contractor; Union Iron Works Co., steel supplier; Herndon Lumber & Millwork, Inc., structural wood; Herndon Glass Co., glazing contractor; Duron Paints & Wall-coverings, paint supplier/manufacture; and Herndon Plumbing & Heating, plumbing contractor.

Others were: Joseph Seale, Great Falls, excavating; Virginia Concrete Co., Inc., Springfield, concrete supplier; Suburban Masonry Co., Alexandria, masonry contractor; Glen-Gery Corp., Reading, PA, masonry manufacturer/supplier; Flamingo, mortar; George R. Magher, Jr., Washington, D.C., steel erection & carpentry; American Woodcrafters & Joiners, Inc., Leesburg, millwork; Laminates Unlimited, McLean, cabinets; Master Roofing & Siding, Inc., Alexandria, roofing; Potomac Insulation Co., roof and wall insulation; Metal Specialties Co. of Virginia, Vienna, metal doors & frames; and Lamar and Wallace, Inc., Landover, MD, wood doors.

Also, Kawneer Co., Inc., Niles, MI, windows & storefront; Builders Hardware Corp., Rockville, MD, hardware supplier; Jack Davis, Manassas, gypsum board contractor; Ceiling Specialist, Gainesville, acoustical treatment; Shields Carpet, Baltimore, MD, carpet; Horst Kloo, Fairfax, painting contractor; Diebold, Inc., Washington, D.C., all bank equipment, vault doors, etc.; William H. Metcalfe & Sons, Inc., Clinton, MD, heating/ventilating/air conditioning contractor; Interstate Electric Supply Co., Inc., Fairfax, lighting fixtures/electrical equipment supplier; and Weller Electric Co., Great Falls, electrical contractor.







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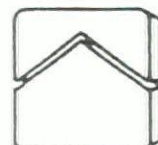
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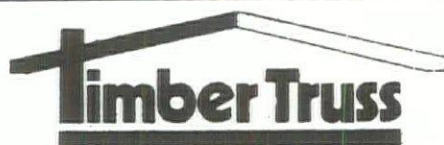
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Interior Design, King Business Interiors • Structural Engineer, Richard L. Williams Consulting Engineer, Inc. • General Contractor, N. T. Brinkman.

## Church Street Square

Bank/Office Facility, Blacksburg

**Rogers & Reynolds Architects, Inc. — Architect**

Construction began in November 1981 on a new office building in downtown Blacksburg for First Federal Savings & Loan Association of Montgomery County and the law firm of Long, Long & Stockburger. The project, located at the corner of Church and Roanoke Streets, is being developed by Southeastern Development, Inc., and was designed by Rogers & Reynolds Architects, Inc. The general contractor is N. T. Brinkman.

First Federal Savings & Loan Association of Montgomery County will occupy the first floor, with drive-up and walk-up units included in the facilities. Long, Long & Stockburger's offices

will occupy the second floor of the building. The building will consist of approximately 6,300 square feet.

The building features brick and redwood siding over a wood frame, and is designed to complement the downtown commercial area and churches in the immediate vicinity. A two-story lobby for the law offices features an interior of brick and redwood siding, a 22-foot-high window wall, and an open stairway suspended over a planter area. A carpeted wall in the Savings & Loan will provide the focus for traveling art exhibits. Other interior finishes include thin coat plaster walls and ceilings, carpeted floors, and

brick paver floors at vestibules and teller areas. The mechanical system features three gas-backed heat pump units.

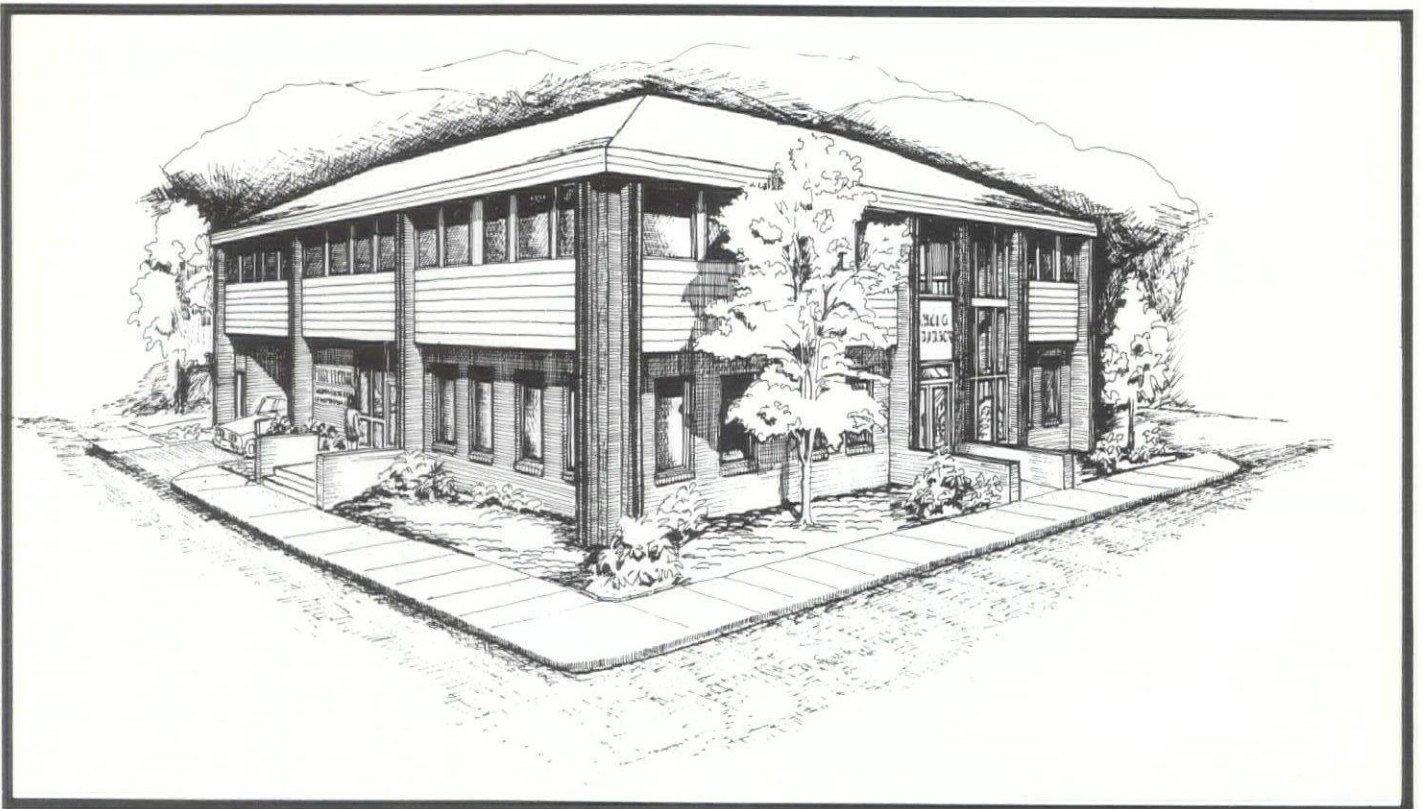
The scheduled completion date was June of 1982. A second office building on the site is planned for the future.

N. T. Brinkman of Blacksburg is general contractor and is handling waterproofing, caulking and handrails.

Subcontractors & Suppliers

Other Blacksburg firms are: H. J. Snider, excavating; Jack Cromer Masonry, masonry

*(Continued on page 47)*





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## Bank of Shawsville

Salem Branch

**Gifford O. Vernon, AIA — Architect**

The traditional image the Bank of Shawsville wanted to maintain in its new branch in West Salem, was achieved in the Colonial architectural style of the building.

The branch bank is a wood frame structure with period, handmolded brick veneer, trimmed with traditional moldings and finishes. The brick-paved front portico allows a covered access from parking on both sides of the building. Meanwhile, the side portico is utilized as a shelter for the drive-through teller window and remote teller stations.

The interior organization of spaces and functions is simple and efficient, yet it maintains a relaxed, traditional elegance. All interior finishes — wood moldings, fabrics and period furnishings — were carefully selected and coordinated to enhance the Colonial theme.

The mechanical heating and cooling system is zoned to allow the future expansion of offices along the dormer windows on the second floor. This area now contains a small employee lounge, a kitchen, toilets, and record vault.

Days Construction Co., Inc. of Salem was general contractor and handled sodding, seeding, etc. foundations, concrete work, masonry work, steel erection, steel joists, carpentry, structural wood, roofing, wall/foundation insulation and wood doors.

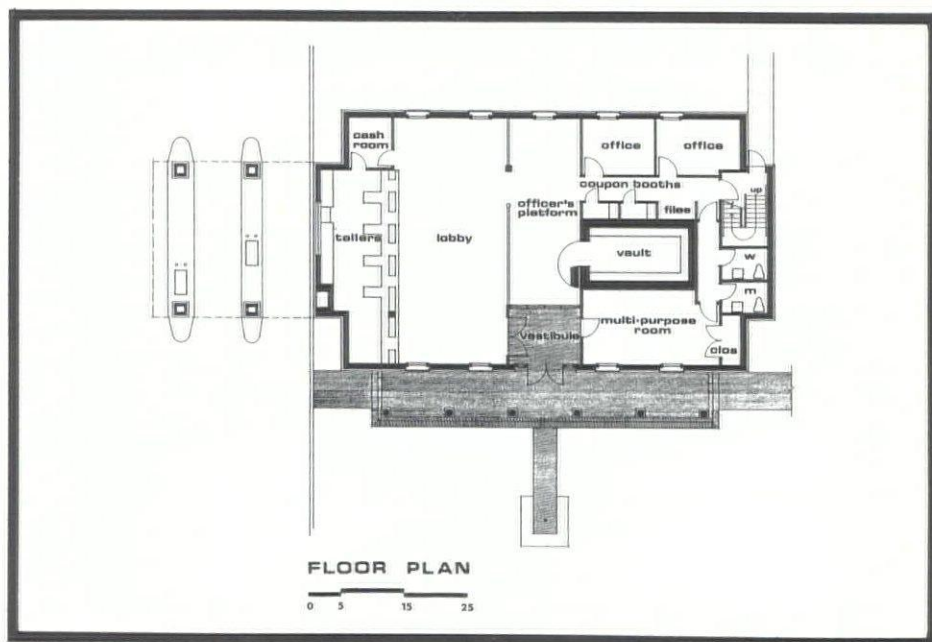
### Subcontractors & Suppliers

Other Salem firms were: Thomas Brothers, Inc., excavating; L. H. Sawyer Paving Co., Inc., paving contractor; Valley Steel Corp., reinforcing; Salem Ready Mix Concrete, Inc., concrete supplier; Old Virginia Brick Co., Inc., masonry supplier; Flamingo, mortar; Bolling Steel Co., Inc., steel supplier & miscellaneous metal; and Stout Door Corp., metal doors & frames, hardware supplier & specialties.

From Roanoke were: Land Design Associates, landscaping & landscaping contractor; South Roanoke Lumber Co., millwork; PPG Industries, Inc., glass, glazing contractor, paint supplier/manufacturer; Argabright Contractors, gypsum board contractor, acoustical treatment & resilient tile; B-E Tile & Terrazzo, Inc., ceramic tile; Ben Eubank Associates, painting contractor &

wall covering; Air-O-Matic, Inc., plumbing/heating/ventilating/air conditioning contractor; and Newcomb Electric Co., Inc., electrical contractor. Also, Andersen Windowalls, windows.

Landscape Architect, Land Design Associates • Interior Design, Bank & Office Designs • Mechanical/Electrical Engineer, Mills, Obenchain, Oliver & Webb • General Contractor, Days Construction Co., Inc. • Photography, Stephen L. Sowder.





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## Middleburg National Bank

Middleburg

**Huff, Morris, Cox & Associates, Inc. — Architect**

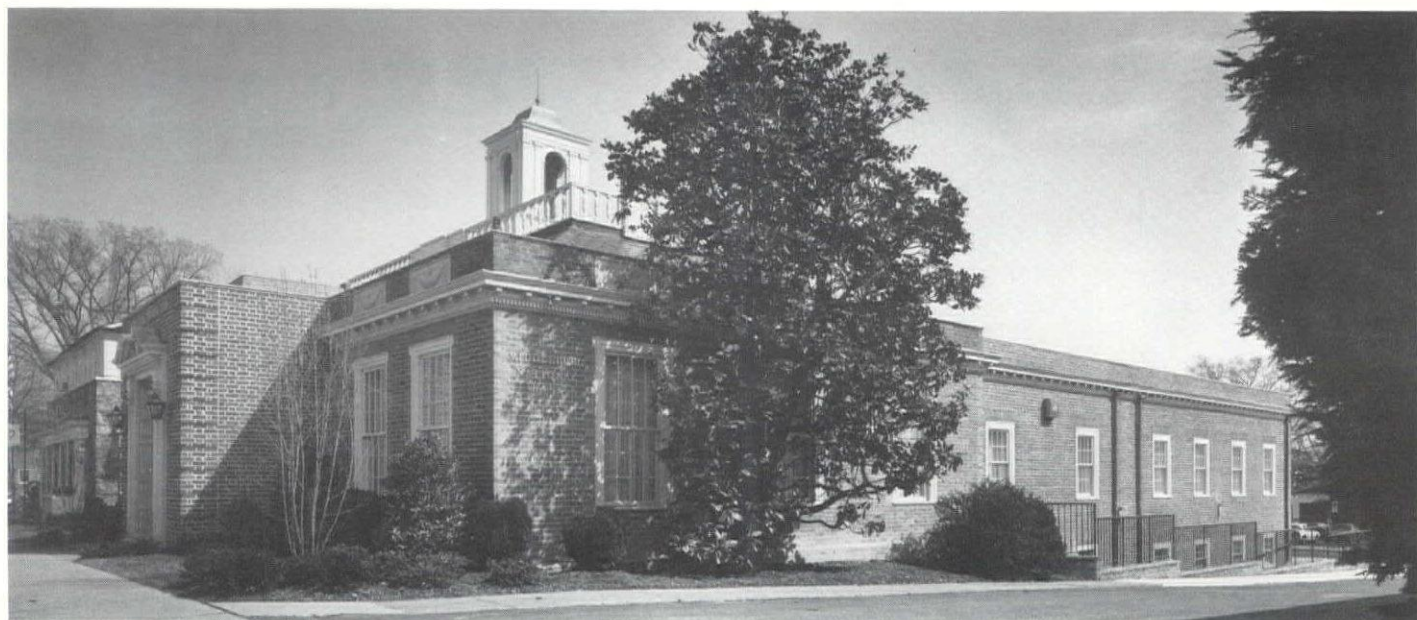
Landscape Architect, Pecora Associates • Interior Design, American Furniture & Fixture Co., Inc. • Mechanical Engineer, CEK, Inc. • Electrical Engineer, The Architect • Structural Engineer, Dunbar, Milby & Williams • General Contractor, Howard Shockey & Sons, Inc. • Photography, Lawrence S. Williams, Inc.

As part of their continuing efforts to keep pace with the rapid changes and growth of the banking industry, the Middleburg National Bank developed a plan that would alleviate their immediate need for space as well as provide for future growth. This plan, too, had to accommodate their fully-computerized bookkeeping system and other highly sophisticated equipment.

The resulting addition and alterations doubled their square footage to 17,500. A front vestibule was added as an air block to conserve energy and offer a more comfortable entrance area. Heaters were installed in the walks to keep the area free from ice and snow during their extended winter periods. The major addition in this two-story scheme was an open office area including a central conference room and enclosed offices for the president and vice presidents. The lobby area was completely rede-

signed with eight tellers' windows and a note area. A new vault was constructed incorporating a large area for safe deposit boxes. On the ground floor of the new addition, an employees' lounge and a large meeting room (for not only the bank's use but for civic meetings) were included. An entirely new installment loan department, additional toilets, a new walk-up window, and the expansion of the drive-up facilities to three lanes further met the needs outlined by the bank in order to better serve their customers.

The original building, constructed in 1958, had its own uniqueness that complemented the historical and traditional setting of the Town of Middleburg. The exterior of the new addition was, therefore, designed to continue this recognizable character. Hand-molded, sand-finished brick laid in Flemish bond with grapevine joint





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matched the existing structure, even down to the cut and rubbed brick at the building corners and in the jack arches. The building is primarily a masonry bearing wall structure with concrete slab on grade at the ground floor. The first floor and roof are steel joists with deck, with a concrete slab at the floor. The new built-up roof ties into the existing one which was repaired and re-done. The sloping roof at the drive-up window is a slate-like shingle that matches the existing very well.

The site was reorganized to better separate the normal flow of traffic to the parking area and from that to the drive-up tellers' lanes.

The interior design and decorating was accomplished by American Furniture & Fixture Company, Inc., who provided the architectural casework, carpeting, furnishings and wallcovering and interior paint selections. Other architectural details such as two- and three-member wood cornices, chair rail and wood base as well as walnut counters with marble deals and base at the tellers' line helped create this refined interior. Accents were accomplished with chandeliers, a wall mural, and fine window treatment.

Howard Shockey & Sons, Inc. of Winchester was general contractor and handled foundations, concrete work, reinforcing, and gypsum board work.

#### Subcontractors & Suppliers

Perry Engineering Co., Inc., Winchester, excavating & paving contractor; Crider & Shockey, Inc., Winchester, concrete supplier; Shenandoah Masonry, Inc., Winchester, masonry contractor/supplier; Victor Cushwa, Inc., Williamsport, MD, masonry manufacturer; Frederick Block Co., Winchester, mortar & block contractor; Economy Cast Stone Co., Richmond, cast stone supplier; Hagerstown Block, Hagerstown, MD, block manufacturer; Vulcraft, Florence, SC, steel joists; Structural Steel Co., Inc., Roanoke, structural steel, miscellaneous metal & handrails; Middleburg Millwork, Middleburg, millwork, cabinets, glass, wood doors & interior windows; and James A. Cassidy Co., Inc., Beltsville, MD, exterior windows.

Also, Richmond Primoid, Inc., Richmond, waterproofing; James J. Smith & Sons, Inc., Greencastle, PA, caulking, painting contractor & wall covering; Gregory's Inc., Stephens City, built-up roof & sheet metal; Certaineed, New

York, roofing supplier; SE Foam Products, Atlanta, GA, roof insulation; Hagerstown Paint & Glass, Hagerstown, MD, metal doors & frames; Pleasants Hardware, Richmond, hardware supplier; John Robinson, Inc., Winchester, plaster contractor; Commonwealth Tiles, Inc., Winchester, ceramic tile; and Fendley Floor & Ceiling, Inc., Richmond, acoustical treatment & resilient tile.

Others were: American Furniture & Fixture Co., Inc., Richmond, architectural casework, furnishings & carpet; PPG Industries, Inc., Pittsburgh, PA, paint supplier/manufacturer; Wes-Way Sprinkler Co., Inc., Mechanicsville, sprinkler contractor; S. W. Brooks Plumbing & Heating, Front Royal, plumbing contractor; C. J. Payne Heating & Cooling, Leesburg, heating/ventilating/air conditioning contractor; Thomas Harris & Co., Inc., Richmond and General Electric Supply Co., Roanoke, lighting fixtures suppliers; Broadway Electrical & Air Conditioning, Inc., Broadway, electrical contractor; Diebold, Inc., Canton, OH, banking equipment; Supradur Mfg., New York, drive-up window roof; and Dixon Products Co., Temple Hill, MD, Global Steel Products, toilet partitions.







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## Southside Bank

Essex Square Shopping Center Branch, Tappahannock

**Huff, Morris, Cox & Associates, Inc. — Architect**

Interior Design, American Furniture & Fixture Co., Inc., • Mechanical/Electrical Engineer, The Architect • Structural Engineer, Randall A. Strawbridge, Inc. • General Contractor, Hammond Brothers, Inc. • Photography, J. Carl Morris.



The new Southside Bank branch, located in the Essex Square Shopping Center parking lot, on Route 17 near Tappahannock, contains approximately 2,500 square feet. Because of its location, the building required a road and parking lot "front" which are similar in design. The branch as well as the drive-up teller lines can easily be entered from either side.

This Colonial-style bank continues the traditional look of buildings in this older, but fast growing, community. The wood cornice, clapboard siding, wood shake roof and large brick chimney combine to accomplish this look.

This building is a bearing wall structure with wood framing and wood roof trusses, the floor being concrete slab on grade. A heat pump provides heating and cooling.

The lobby area, reached from either entry, fronts the teller counters with four teller windows and a separate, loan transaction area. To one side is an open office with a "parlor-like" sitting area around a fireplace, and two private offices in direct view of the lobby.

They presently have two drive-up facilities with the possibility of two additional ones. Other ancillary facilities include a 24-hour teller, night depository, vault, file room, toilets, an employees' lounge and bookkeeping room.

The interior, designed and installed by American Furniture & Fixture Company, Inc., is of

*(Continued on page 48)*





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Charles T. Lambert, President of R. D. Lambert & Son, Inc., Chesapeake has been named Chairman of the Associated General Contractors of America's newly-formed Insurance Information Committee. Lambert is also a National Director and has served on AGC of America's Membership Development, Naval Facilities Engineering Command, and the Subcontractor Relations Committees.

Lambert has been active in the AGC/Va for many years and served as President in 1980 after serving on the board since 1974. He was recently named AGC/Va's "Construction Man of the Year."



### Dalton is Elected to Figgie International Board

Figgie International Inc. shareholders, at the corporation's annual meeting May 19, approved the election of five directors to three-year terms and increased the size of the board from 13 to 14 members.

Elected to his first term on the Figgie International Board is John N. Dalton, former governor of Virginia and presently a partner in the law firm of McGuire, Woods and Battle in Richmond. Dalton, prohibited by state law from succeeding himself in office, stepped down as Virginia governor on January 16, 1982. He was elected governor in 1977.

Dalton has served as the 1980-81 Chairman of the Republican Governors' Association and the 1979 Vice President of the Council of State Governments. A former member of both the Virginia House of Delegates and the State Senate, Dalton also practiced law in Virginia for almost 20 years.

Re-elected to the Figgie International board were:

— Russell W. McFall, a director since 1967 and former chairman of the board and chief executive officer of Western Union Corporation.

— Raymond E. Rossman, a director since 1977 and the president of Midwest Bancorporation, Inc. (of Ohio).

— Walter M. Vannoy, a director since 1981 and president and chief operating officer of Babcock & Wilcox, an operating unit of McDermott Inc.

— Gerald K. Rugger, director since 1981 and former chairman of the board and chief executive officer of Home Life Insurance Company.

Figgie International shareholders, at the meeting held at the company's corporate headquarters, also approved a restricted stock purchase plan which provides for sale and issuance of the company's Common Shares to management employees of the corporation. The plan is identical to and replaces an expiring restricted stock purchase plan approved by the shareholders at the 1978 Annual Meeting.

The shareholders also approved the selection of Arthur Andersen & Co. as auditors of the company for 1982.

Figgie International Inc., which reported 1981 worldwide consolidated sales of \$769.9 million, is a diversified operating company with 37 divisions and subsidiaries serving consumer, industrial, technical and service markets.

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## General Contractors and Subcontractors Exchange Viewpoints

### ABC, Inc., Virginia Chapter General Membership Meeting

A lively discussion between general contractors and subcontractors on the topic of "Bidding Ethics, Negotiating Contract Terms Between General Contractors and Subs, and the Problem of Payment" were the highlights of the May 11th general membership meeting, held by the Associated Builders and Contractors.

A distinguished panel representing three commercial general contractors and three subcontractors (one electrical, one mechanical, and one excavating contractor) participated in this interesting and informative meeting, moderated by the distinguished Labor and Construction Attorney Jerry Katz, of the law firm Wickwire, Gavin and Gibbs of Vienna.

The general contractor representatives were Paul Rinaldi (Falls Church Construction Corporation, Fairfax), Ron Lamb (Glen Construction Company, Inc., Gaithersburg, Maryland), and Jack Clagett (Donohoe Construction Company, Inc., Washington, D.C.).

The subcontractors on the panel were Walt Davis (Davis Electrical Contracting Company, Alexandria), Dick Dillard (Calvert-Jones-Mechanical Contractor, Alexandria), Ralph Goldin (John Driggs Company—an excavating contractor, Capitol Heights, Maryland). A few of the selected comments extracted from the meeting offered and interesting insight into the current practices of the industry and some of the recurrent problems.

#### Topic I: Bidding Ethics

Opening the conversation on bidding ethics, Paul Rinaldi, a general contractor, stated that "General contractors are river boat gamblers. They are betting against changes in material prices, labor rates, and having bad weather disrupt their work." Rinaldi continued that general contractors expect the subs to know the scope of the bid when they bid a general contractor. He said that the subs should be sure that their price is in accordance with plans and the specifications. He said the general contractors expect the subs' bid to be complete and timely. He cautioned subs that long bids should be mailed or physically hand-delivered to the general contractor as opposed to telephoning. He said the general contractors depend on the people that they have dealt with in the past, and because of this it was very important that the subcontractor get to know his general contractor personally. He said the sub should make it his business to introduce himself to the general contractor so that when he is bidding that general, he is not an unknown quantity.

Responding to this comment on bidding ethics, Walt Davis, an electrical subcontractor, stated that "Subcontractors want their prices protected." He said, "Subs want their jobs at a price that they bid it, and don't want their prices shopped!" Davis decried the situation where general contractors put out jobs for bid that were originally presented to the sub as a negotiated deal. Davis said that subs should hold fast on their original price to the general.

#### Topic II: Negotiating the Contract

Speaking for the subcontractors Dick Dillard, a mechanical subcontractor, said that "Subs want a contract that pays on time and lets them make a decent profit." He continued that subs today are more aware of all the terms but that too often they don't look at the contract's fine print. He said that the subcontractors should

know clauses in their contracts from the generals can often be stricken. He said that the subcontractors prefer the AIA-401 contract because it had more protections for the subcontractors in it. Dillard advised that subcontractors should not sign a contract that is going to dig a hole into which they will fall. He said that subs who sign such a contract knowing that they cannot fulfill it have no one to blame but themselves when they fail. "It's better to refuse to sign a contract in such situations, before binding yourself to something you can't live up to," concluded Dillard.

Ron Lamb, representing Glen Construction, a general contractor, said that subs are advised to review their contracts from his company in detail. He said that the Glen Construction Company includes a checklist of what the subcontractor should have included in his bid. Lamb said it is unfortunate that the handshake agreements, that were good 25 or 30 years ago, are no longer enough. He said that today a contract is necessary for the protection of both the general

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contractor and the subcontractor. Lamb continued that this contract binds a subcontractor to the general contractor for completion of his project and should spell out the method of payment to the subcontractor by that general. He said "If a sub doesn't ask, he doesn't get." If a subcontractor has something he can't live with in the contract, he should let the general contractor know about it. He said that the gc's understand the need for cooperation in the construction industry between all parties. Ralph Goldin, of John Driggs Company, added that subcontractors oftentimes hurt themselves by bidding on things they don't really understand. He said that the general contractor could often help the subcontractor in this problem, by defining the scope of the job better.

On the subject of holding the subcontractor to long-term unit prices, Ron Lamb said that the general contractor should go to the architect and/or owner to inform him of how long unit prices on particular items can be reasonably

expected to hold. He said that "That's where the real education on unit pricing needs to be carried out." On the question of resolving contract disputes, Jack Clagett of Donohoe Construction said that many general contractors including Donohoe allow for arbitration involving disputes with their subcontractors.

#### Topic III: Payment

Speaking for the general contractors on the question of retention payments, Jack Clagett of Donohoe said, "It behooves the subcontractor and supplier to look at the complete document before signing it. This document should always state the retentions that will be held by the owner." He said that 10% is standard, especially with private owners, although most general contractors try to negotiate this item down if possible. He said that any concessions that the contractors get on this matter should be passed down to their subs. He said that the Donohoe Construction Company especially pushes for reduction of retainage on bonded work.

In the area of liens filed for payment, Clagett said that liens must be filed within 90 days in Virginia. He said the problem with liens by a subcontractor hinges on the matter of mutual trust between the general and the subcontractors. He said that the subcontractor should first be in touch with the general contractor to find out the status of the project before filing a lien, because liens oftentimes just muddy up the water and delay payment further. Clagett said the g/c offers protection to the subcontractor on getting paid and it is reasonable that the general contractor should offer an explanation to the subcontractor whenever he cannot be paid the full amount or on time. He said that trust is necessary between both parties. Clagett continued that the subs should always have their change orders in writing to ensure proper payment.

Relating to payment, Clagett pointed out a couple of interesting legal developments. In New York, a case recently arose of a sub not being paid because the owner hadn't paid the general contractor. This was despite the subcontractor's successful completion of his portion of the work on that project. The judge ruled in favor of the sub saying that if the sub did not cause harm to the general contractor in any way which affected payment from the owner to the general, then the sub must be paid. The second point on this payment problem involved a new bill in the Maryland Legislature that would not allow the issuance of any occupancy permit to owners who have not paid the general contractor and all of his subs off first. Clagett urged the Maryland members of the Associated Builders and Contractors to support this by writing their Maryland legislators.

Speaking on payment, Ralph Goldin, of John Driggs Company, said that some general contractors are playing at being bankers. He said that a few general contractors will use any excuse not to pay the sub, and that it is the general contractor's responsibility to pay his subs promptly. Goldin continued that a general contractor should go to bat for his subs with the owner of the project, whether it be private or government. Goldin said a word of support concerning a payment problem by the general contractor to his subs would really help a situation most times. He said that the sub is often forced to file a lien if he hears rumors of a problem between the general contractor and the owner but faces a Catch-22 situation if he goes and files a lien to protect his own interest. He said that this problem could often be avoided with proper communication between the general contractor and the subs. He said that in the event that a lien should be filed, the general contractor should give his blessing. Goldin concluded that the market is a very tight place at the present time and that risks are high without the problem of "Will I get paid?"

Responding to a question on retention, Goldin said that there is much debate on this. He said that general contractors should not hold retention if the owner is not, and that some general contractors make money off of the subs through the holding of retention. Goldin agreed that retention is something that is often negotiable between the owner and the general contractor, but advised subs that retention is often also negotiable between general contractors and subcontractors. He said that retention is something that should always be reduced or eliminated after the subcontractor has successfully completed his portion of the project. Jerry Katz, the legal moderator for the evening, added at this point that in Virginia the general contractor



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does have the right to put in a "no lien rights" clause in his contracts. He said that this is not possible, however, in Maryland.

An interesting question from the floor, by Mark Jewett of Beacon Masonry, involved the situation of direct payment from the owner to the subcontractor. Jewett asked if this was something that might speed up the process. Paul Rinaldi, a general contractor, responded that this could be dangerous practice to see grow. He reasoned that this direct payment process takes away the responsibility for the administration of the project from the general contractor and that the job could get out of hand as a result. Jack Claggett of Donohoe said that the subcontractor's contract is with the general contractor not with the owner. He said that this direct payment proposition would not speed up the process, but might in fact slow it up. Dick Dillard, a mechanical subcontractor, said that he has had direct payment experience from a disbursing agent of an owner. But, he said, all requisitions were sent to the general contractor and approved by the general contractor before payment was made by the disbursement agent of the owner. He said that this arrangement had also been set up prior to the contract's being finalized and signed. Mark Jewett responded to these comments by saying that he believed this trend of direct payments from the owner to subcontractors will gain momentum in the coming years. Paul Rinaldi, general contractor, commented that this trend is coming from construction managers and is cutting out the general contractor, which creates a lot of supervisory problems on the job, not the least of which is less protection for subcontractors.

Dick Dillard, mechanical contractor, posed a question to the panel regarding interest being paid by general contractors to subcontractors who have not been paid on time. He said that this question arises as a result of the recent passage of the Prompt Payments Act. Jack Claggett, one of the general contractors, responded that under the AIA/GC Contract, that payment by the general contractor to the sub must be made in a reasonable time. He questioned how one might define "reasonable."

Wrapping up the discussion, Jerry Katz asked the panelists for a summary comment:

**Ron Lamb** — Glen Construction — "It is essential today that subcontractors are aware of all the requirements and documentation needed on any job that they bid." He said that everything should be ironed out well in advance of signing the contracts.

**Paul Rinaldi** — Falls Church Construction — "Honest and open communication between the general contractor and the subcontractor is essential to the success of any project."

**Dick Dillard** — Calvert-Jones, Mechanical Contractor — "Subcontractors should beware, that if they sign a bad contract that they are themselves the ones to blame."

**Ralph Goldin** — John Driggs Excavating — "Good communication and a spirit of cooperation between general contractors and subcontractors is where it's at!"

**Walt Davis** — Davis Electrical Contractor — "Subcontractors should know their general contractors before throwing out prices to them." He said that "Bid shopping is a two-way street and both sides are guilty of this abuse."

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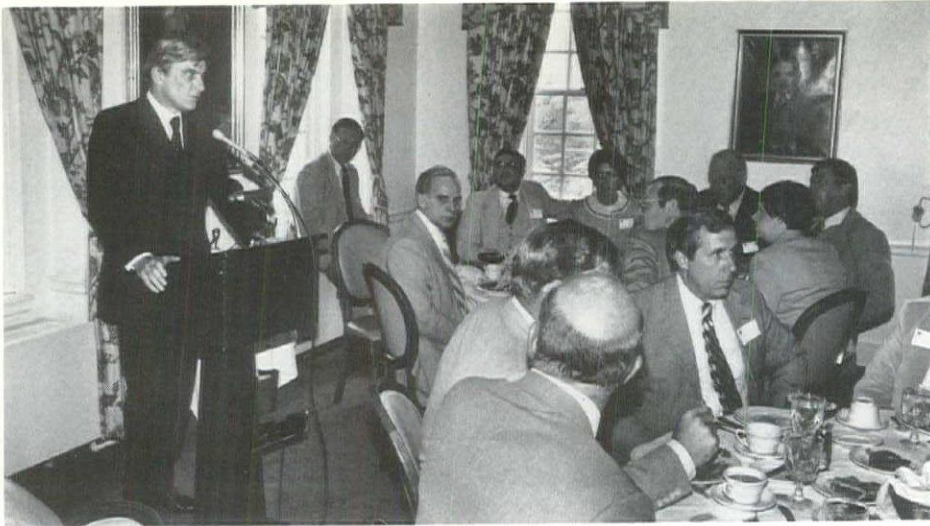
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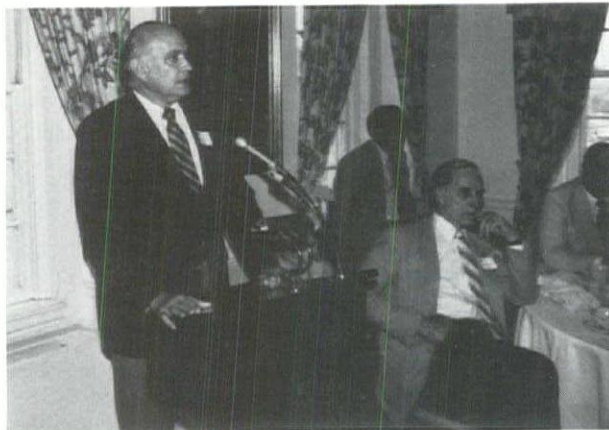
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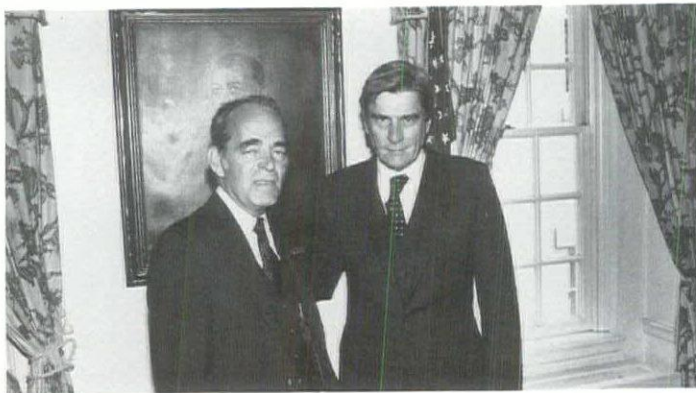




Senator John Warner addresses AGC of Virginia's Congressional Luncheon in Washington, D.C.



Representative William Wampler, Dean of Virginia Delegation, who addressed the group.



AGC of Virginia President Jack B. Bays meets with Senator John Warner at Capitol Hill Club luncheon.



Jan Clark (Mrs. George), Kenbridge Construction Co.; Ned Brown, John W. Daniel & Co., Inc.; Representative W. C. "Dan" Daniels; and Walter Caldwell, John W. Daniel & Co., Inc.

## AGC Congressional Luncheon

An unprecedented crowd of over 100 attended the annual Congressional Luncheon given by the Associated General Contractors of Virginia on April 27 at the Capitol Hill Club, Washington, D.C. In some cases, Virginia's members of Congress had delegated representatives to attend for them and then felt it sufficiently important to attend themselves as well.

Members of the Virginia delegation and their representatives in attendance included:

Senator John Warner  
 Dick Gentry (Sen. H. F. Byrd)  
 Steve Riggs (Rep. G. W. Whitehurst)  
 Rep. Thomas J. Bliley, Jr.  
 John Rayfield (Rep. Robt. W. Daniel)  
 Rep. W. C. Daniel  
 Rep. M. Caldwell Butler  
 Pat McBride (Rep. Butler's Staff)  
 Gary Holcomb (Rep. J. K. Robinson)  
 John McGraft (Rep. S. E. Parris)  
 Rep. William C. Wampler  
 Rep. Frank Wolf  
 Sara Boney (Rep. Wolf's staff)



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# Draws Record Crowd

The program, conducted by Harry G. Lee and Robert M. Dunville, co-chairmen of the AGC/Va Legislative Committee, featured introduction of each elected Senator and Representative present, or a member of his staff. Many took the opportunity to share their views on matters of special interest to the contracting industry.

Senator Warner spoke briefly, and Representative William Wampler, Dean of the Virginia delegation, discussed the current economic problems and encouraged support for President Reagan's economic policies, stating that they needed to be given a chance to work. He stressed many positive indicators that inflation can be brought under control. He praised the construction industry for leading the nation out of several recessions in the past, and called for such leadership again.

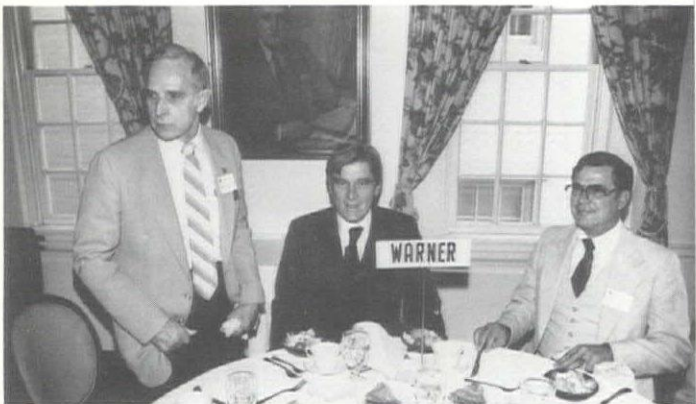
Harry Lee called upon our Congressional delegation to support AGC's position in opposing the federal proposal to eliminate the completed contract method of accounting along with other methods now used by contractors. (See related article on Completed Contract Accounting.)



Arthur Hungerford, Hungerford Mechanical Corp., Richmond, confers with Thomas J. Biley, Jr., Virginia Representative from District 3, as Jack Clark, Sutton-Clark Supply, and Robert Fulton, E. McLaughlin Co., wait to greet him.



Representative Caldwell Butler with Jim Duckhardt, AGC/Va Executive Director.



George Bickerstaff, Luck Stone Corp.; Senator John Warner; and Earl Morin, Newport News Industrial Corp.



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## Contractors Seek to Preserve Completed Contract Accounting

The Associated General Contractors of America has warned a Senate panel that implementation of proposed tax accounting changes affecting the construction industry could result in "massive defaults of contractors" and a "staggering" ripple effect on construction's service and material suppliers. Recent Treasury Department proposals seek to eliminate the completed contract method of accounting — the dominant form of tax accounting in construction and in place since 1918.

William C. Daniels, Jr., vice president and treasurer of J. A. Jones Construction Company in Charlotte, N.C. and a member of the AGC Tax and Fiscal Affairs Committee, told the Senate Finance Committee that the completed contract method of accounting is vital to the health of construction. The method recognizes the unique nature of the industry and its inability to predict profit or loss which can only be accurately determined at the project's end. Under the com-

pleted contract method, a construction contractor is required to compute profit or loss from a contract when it is completed and accepted.

Daniels said that abolishing the method would seriously deplete a construction contractor's working capital, the most significant fiscal category in construction. The Treasury proposes to tax contract progress payments before contract profit or loss can be determined. "Working capital represents liquid assets which a contractor uses to run his business," Daniels explained. "If sufficient liquid assets used to finance construction projects are not available, the contractor must either default or borrow, if able, to attempt to continue ongoing operations."

The vast majority of construction companies operate in a high risk, low return environment; they are by most standards greatly undercapitalized and maintaining a survival rate of cash flow is an everyday way of life," he con-

tinued. "To discard the completed contract method as an acceptable alternative for income tax reporting would cause further severe cash shortages in an industry already beset with a lack of adequate cash reserves."

Because of the unique nature and inherent risks in construction which prevent determination of profit or loss until a construction project is completed and accepted, the completed contract method was recognized as the appropriate accounting method for construction in Treasury regulations dating back to 1918, Daniels said. "Those inherent risks and the unique nature of construction are as great and as meaningful today as they were some 64 years ago," he emphasized.

Daniels advised the committee that Treasury is simultaneously seeking to limit use of the completed contract method by regulatory means. The principal change in the regulations implementing the accounting method sought by the Treasury Department would alter the allocation of indirect or period costs. "The existing period cost deductions reflect a five year dialogue between Treasury and industry regarding a determination of appropriate and valid allocable costs and current costs. The validity and appropriateness of these period costs have not changed in the six short years since their enactment, and should not now be revised. There are no valid reasons for limiting the use or availability of the completed contract method in the construction industry, and all such proposals should be abandoned," Daniels concluded.

*Commenting on the issue, AGC Executive Vice President Hubert Beatty said, "Determining profit on a construction project is akin to measuring a snake. A snake can be accurately measured only when dead. Profit on a construction project is determined on completion and that is the significance of the completed contract method."*

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(From page 15)

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## Mutual Federal Savings & Loan

(From page 17)

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From Virginia Beach were: Contractors Paving Co., Inc., paving contractor; Hudson Masonry Co., Inc., foundations, masonry contractor, waterproofing and brick pavers; Seaboard Building Co., hardware supplier; and Colonial Painting Co. of Tidewater, Inc., painting contractor.

And, from Chesapeake were: Virginia Beach Lot Clearing, excavating; J. D. Miles & Sons, Inc., Trocal roofing & sheet metal; and J. B. Basnight, electrical contractor.

Others were: Shoffner Industries, Inc., Burlington, NC, wood trusses; Waterfront Lumber Co., Inc., Newport News, millwork; Amweld, Niles, OH, metal doors & frames; Hampton Roads Mechanical, Newport News, heating/ventilating/air conditioning contractor; and Wheeling Corrugating Co., Wheeling, WV, Wheeling Grid Crete reinforcing.

## Church Street Square (From page 27)

contractor and special flooring; Adamo Building Corp., carpentry; Trahern Custom Aire, heating/-ventilating/air conditioning contractor; and Sundown Electric, Inc., electrical contractor.

And, from Christiansburg: Laurel Creek Nursery, sodding, seeding, etc., landscaping & landscaping contractor; Stanley R. Cupp, Inc., paving contractor; Marshall Ready-Mix Co., concrete supplier; Tri-City Concrete Products, mortar; Christiansburg Kitchen & Bath Center, Inc., cabinets; Home Insulation Co., wall insulation; Precision Glass & Upholstery Service, glass, glazing contractor & storefront; Alderman Plastering Co., plaster contractor & gypsum board contractor; and Wholesale Enterprises, Inc., plumbing fixture supplier.

Roanoke firms are: Fabricated Metals Industries, Inc., miscellaneous metal; Rain-Flow of Roanoke, sheet metal; Skyline Paint and Hardware, metal doors & frames, wood doors, hardware supplier & specialties; Pella Window & Door Co., windows; Harman Ceiling & Partition Co., acoustical treatment; King Business Interiors, Inc., resilient tile, carpet, wall covering & furnishings; Devoe & Reynolds Co., Inc., Devoe paints supplier; Builder Supply of Roanoke, Inc., lighting fixtures supplier; and Graybar Electric Co., Inc., electrical equipment supplier.

Others are: Glendale Concrete, Inc., Hillsville, foundations, concrete contractor & reinforcing;

Pine Hall Brick & Pipe, Inc., Winston-Salem, NC, masonry manufacturer/supplier; Bolling Steel Co., Inc., Salem, steel supplier; A. A. Ryan Ornamental Ironworks, Vinton, steel erection; Timber Truss Housing Systems, Inc., Salem, structural wood; J. C. Gardner Roofing, Radford, roofing; Kaye & Kaye Construction, Floyd, painting contractor; Future Plumbing & Heating, Dublin, plumbing contractor; and Security Corporation, Richmond, bank equipment.

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## Southside Bank

(From page 35)

flat-panel wood construction. Certain furniture, as well as fixtures, was manufactured by them. The floors are fully carpeted, and the ceilings are acoustical lay-in tile. Fluorescent lighting is used throughout, accented by Colonial chandeliers.

Hammond Brothers, Inc. of Tappahannock was general contractor and handled excavating (with James A. Lankford), foundations, concrete work, steel erection, carpentry, caulking, wall insulation and gypsum board work.

### Subcontractors & Suppliers

Other Tappahannock firms were: James A. Lankford, sodding, seeding, etc.; Essex Concrete Corp., concrete supplier; Moore's Building Supplies, mortar; Kimsey's Floor Covering & Home Center, carpet; Peebles Supply Corp. of Tappahannock, Kohler plumbing fixture supplier; and Barton, Ware & Fleet, plumbing/heat ing/ventilating/air conditioning/electrical contractor.

From Richmond were: Browning Steel Co., Inc., steel supplier; Miller Manufacturing Co., Inc., millwork, cabinets & wood doors; Cedar Roofs of Richmond, Inc., roofing; Manson & Utley, Inc., roof insulation & acoustical treatment; Pella Virginia, Inc., windows; Pleasants Hardware, hardware supplier; and Commonwealth Painting & Decorating Co., painting contractor (Martin Senour - exterior paints & PPG Industries, Inc., - interior paints).

Others were: Paving Contractors, Inc., Village, paving contractor; Raymond Sisson, Heathsville, masonry contractor; Alwine Brick Co., New Oxford, PA, masonry supplier; Mulqueen, Inc., Warsaw, structural wood; B. C. Sheffield & Son, Dunnsville, ceramic tile; and The Mosler Safe Co., Hamilton, OH, security equipment.

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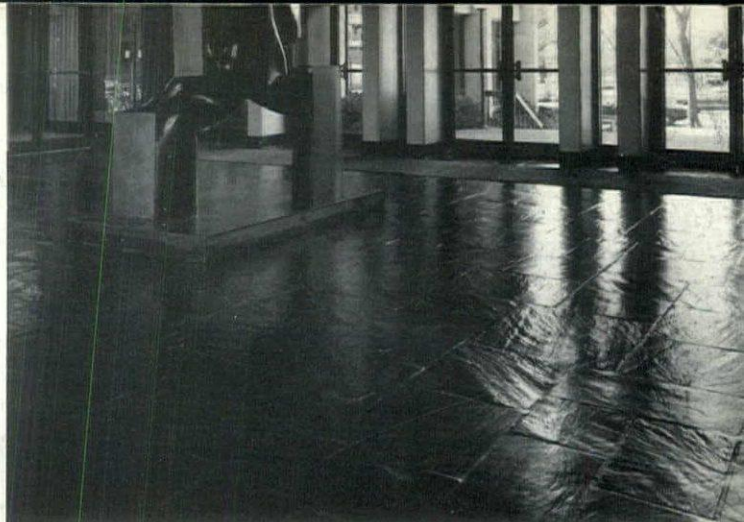
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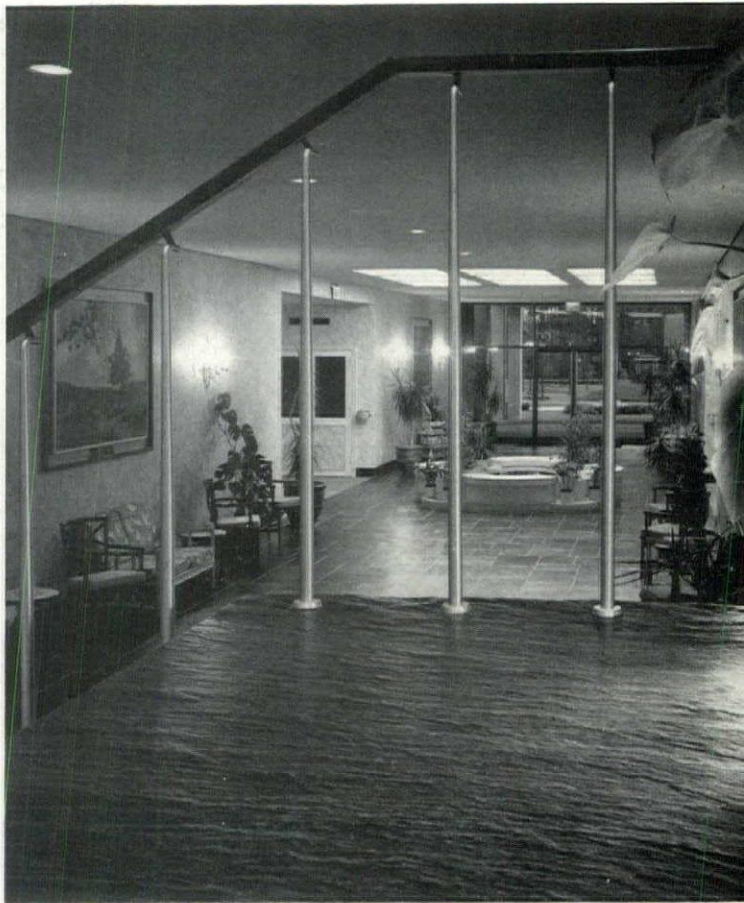


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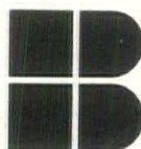
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(Above and right) Woody's Funeral Home, Parham Chapel, Richmond, Va.  
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