



# GCAA E-News

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## Director's Corner

John Cardosa, Executive Director

First, I want to apologize for not producing a 4<sup>th</sup> Quarter 2007 Newsletter. I have several excuses ranging from a busy legislative year, Management Workshop, Truck Show, etc but we will strive to be better in 2008. This is the first electronic version of our newsletter and we expect to have more timely communication in this format. Your input and constructive criticism are appreciated.

2007 was the end of a string of solid growth years for the aggregate industry in Georgia. With the housing slump and some slowdown in commercial construction, the annual volume was slightly below 2005 levels. Unfortunately, the 2008 picture is not rosy. A continuance of the depressed

housing market and a reduction in highway funding suggests that 2008 will not be much better.

I attended the Georgia State University Quarterly Forecast Conference in February. The conference culminates in an economic overview by its Director, Dr. Rajeev Dahwan. His ominous opening statement was '2008 is over'. In other words, there is little hope for any meaningful recovery this year. You can compare this comment to the projection made by Tom Nelson at our Management Workshop of a 2% reduction in aggregate demand for Georgia.

Measured by employment projections, the forecast is decline of almost 3% in the construction sector in 2008. Another decline of 4% in

2009 will be followed by a forecasted recovery of 1.5% in 2010. This job growth coincides with the expectations of a recovery in housing.

This scenario only underscores the need for advancing the legislative initiative for new transportation funding sources. This is a true economic stimulus program.

At the time this article is being written, there appears to be a general consensus on an alternative funding mechanism for transportation. The scheme is to allow voters to approve the use of a 1% sales tax dedicated to transportation purposes. If approved by a statewide vote in the next general election, individual counties or economically

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## Midyear Meeting - June 19 - 22, 2008 Ponte Vedra, Florida

In 2008, GCAA will once again travel to the beautiful Ponte Vedra Inn & Club in Ponte Vedra, Florida for its annual Midyear Meeting. The meeting dates are June 19 - 22.

Through the years, for many of our members Ponte Vedra has become the preferred destination of choice. To keep the balance between tried and true, with new and exciting, GCAA will continue to return to Ponte Vedra on a semi-annual basis for the foreseeable future.

Be advised that rooms are filling up quickly. At this time, we anticipate having an adequate room block to meet demand, but as always rooms will fill on a first-come basis.

In order to receive the negotiated GCAA room rate, you must book prior to May 17. After this date availability will be at the prevailing rate.

The schedule of activities will include golf, fishing, horseshoes, 5K run, volleyball tournament, cocktails, dining and the opportunity to once again do the electric slide with John Cardosa.

We will be joined at Ponte Vedra by our state transportation committee chairmen, Rep. Vance Smith and Sen. Jeff Mullis. GDOT Commissioner Gena Abraham has agreed to speak at our General Session. A motivational speech will be given by Mack Dryden who's speech "Laugh to the Top: A Hilarious Guide to Achieving Your Goals" has garnered rave reviews. Several other invitations remain outstanding, so stay tuned to see who else will be added to the program.

Registration forms and information is available to download on the website at [www.gcaa.org](http://www.gcaa.org). If you have additional questions, contact Linda Moore in the GCAA office 678/473-0012.

## Director's Corner

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statewide vote in the next general election, individual counties or economically connected regions could propose a list of projects with an estimated cost.

In a subsequent special election, the voters in that county or region would get another opportunity to approve the use of this special purpose tax for the specified projects.

Despite the consensus, there are many differing views on the need for more funding. It ranges from there are sufficient funds if it used efficiently to a better use of the private sector in funding congestion relief projects. Even those who recognize the need for more funding disagree on how the funds should be raised. The final hurdle is the issue of raising taxes in an election year when there is an economic malaise.

The one positive aspect this year is the coalition that has formed under the banner of Get Georgia Moving. See [www.getgeorgiamoving.com](http://www.getgeorgiamoving.com). This is a broad based coalition of over 50 organizations. A consensus was reached on the urgent need to fund all forms of transportation. This need was rationalized from the view of relieving congestion, spurring economic growth and improving air quality. The underlying concept is that different regions have differing needs. The coalition has worked in collaboration with the legislative leadership to craft a funding mechanism that supports the needs and allow voters to ultimately make the final decision on uses and funding.

You can use the Get Georgia Moving site to make contact with your local state legislative representatives. This site also serves a resource for news regarding transportation initiatives. Please take the opportunity to reference it and stay engaged in the current transportation debate.

## 2008 GCAA Management Workshop Recap

The GCAA Management Workshop was recently held at the Cobb Galleria on February, 19<sup>th</sup> & 20<sup>th</sup>. Despite the tumultuous consolidation of the prior year, the Workshop attendance was over 600 participants. This was a matching record for 2007. Despite the relative uncertainty in today's economy support for the show remains at an all time high.

For the 2008 show, exhibit space was again completely sold out. In 2007 the exhibit hall included 73 exhibits and after reconfiguring the space allocations for 2008 we were able to increase to 77. Just prior to the show opening we added 3 additional spaces for a total of 80. Even with a new floor configuration to accommodate more booths inside, exhibitors spilled out into the registration area. The commitment by our producer members to attend has turned this show into a virtual "must" for our vendors and has begun serving as a model in neighboring states.

Appropriately enough, the theme for the 2008 Workshop was "**Managing Change.**" On Tuesday morning, the GCAA Technical/Marketing Committee in conjunction with the GDOT put together an excellent program on Aggregate Quality & Applications. In addition, the GCAA Education Committee featured a highly attended and well received session

focused on hiring, training and retaining. Thanks are in order for both of these groups for all of their hard work and dedication to making this a successful session.

The General Session began by presenting Safety Awards to the companies who had No Loss Time Incidents in 2007. In addition, recognition was made to the most current graduates of the 2007 Management Development Course. Louis Griesemer, NSSGA Chairman then addressed the group focusing on how beneficial an effective community relations programs can be using a case study involving his very own company, Springfield Underground. Tom Nelson of Vulcan Materials Co. gave the annual economic forecast, predicting a 2% decline in volume for 2008 in Georgia. Bill Stevens of Motion Industries gave a unique perspective on motivating the 21<sup>st</sup> century employee. Finally, Marc Tyson of Aggregates USA provided an energetic discussion of the dynamics of shifting from a corporation to a "mom and pop."

In addition the program included a time to recognize outstanding service and achievements of some of our peers.

Mike Pertsch, Martin Marietta Materials received the GCAA Life Member Award. Mike recently retired from his position as Senior Vice President and has served on the GCAA

Board for many years. His tenure included acting President in 1999-2000. As a Life Member, Mike will have a standing invitation to attend any and all future GCAA gatherings. We wish Mike well as he enjoys his retirement.

Bobby Rider, Vulcan Materials Co. was recognized with the Eagle Award. The Eagle Award is presented to an individual acknowledging an activity or activities during the past year that made a significant contribution to the association or the aggregate industry as a whole. Bobby's work as Safety Director and a past chairman of the GCAA Safety Committee have not only benefited the industry over the last year, but for his entire career. He has dedicated himself to ensuring the safety of miners not just at Vulcan, but to all our member companies. In a recent meeting with Senator Johnny Isakson, the Joint Safety Committee of GCAA & GMA it was demonstrated that Georgia is amongst the safest states to work in if you are a miner. This is in no small part thanks to Bobby's efforts and we appreciate his contributions.

Pictures from the Management Workshop can be found online on the GCAA website at [www.gcaa.org](http://www.gcaa.org). If you would like a copy of a specific picture, please contact Jimmy Cotty in the GCAA office. Also copies of most of the presentations given during the workshop are available.

## GCAA Foundation

Earlier this year, the GCAA Foundation was legally established as a 501(c)(3) non-profit organization and with the purpose of awarding scholarships to the dependents of GCAA member company employees. The Foundation is based out of the GCAA office, and it has been accepting applications for its first round of awards to take place this spring.

The Foundation was the brain child of the GCAA Community Relations and Education and its Board of Directors are headed up appropriately by Jimmy Fleming as its President and Tony DiRico as its Vice President. Jimmy and Tony respectively chair the GCAA Community Relations and Education committees. John Cardosa serves as the Secretary/Treasurer. The remaining Board is comprised of a wide range of education oriented individuals.

They are as follows:

Scott Shelar, Construction Education Foundation of Georgia

Linda Barrow, Lanier Technical College

Rep. Brooks Coleman, Chairman, Georgia House of Representatives Education Committee

Pete Frey, The Georgia Contractor

Charles Machemehl, GCAA Life Member

If you are the parent of a high school student and would like to inquire about the program, please contact Jimmy Cotty at the GCAA office. Scholarships are available for any student planning on attending a 4-year or 2-year college, or for coops and apprenticeships as well.

## Safety Committee/ Safety Workshop

The Joint Safety Committee of GCAA and GMA have been hard at work collaborating on ways to better provide a safe working environment. Recently, representatives of the committee met with U.S. Senator Johnny Isakson to discuss ways in which our industry can develop a more cooperative partnership with MSHA to ensure the safety of our miners. A detailed report of the meeting will be forthcoming.

Also, the Safety Workshop will again occur at the Macon Centreplex on May 7<sup>th</sup> & 8<sup>th</sup>. The theme for this year's workshop is "Mind the Mine" and will reinforce how taking the steps to ensure your health away from the job will lead to safer working conditions and better performance on the job. Make plans to attend and if you need more information, as always, contact the GCAA office.

## FUGITIVE DUST... A SERIOUS MATTER!

By: **Jimmy L. Kolesar/Strategic Support: Mining  
Motion Industries, Inc.**

Fugitive dust has become a serious matter throughout the southeast. Naturally occurring, dust is a mere nuisance, but in large concentrations, it can be a serious environmental matter. The need for controlling higher than normal levels of dust ranges from population encroachment to environmental degradation. The mining industry is entwined in a delicate dance between government and community that must consider the effects of dust on safety, health, and environment (SHE), as well as economics and operational efficiencies in the quarries.

Traditionally, watering is the primary method for controlling dust on unpaved haul roads in aggregate and mineral quarries. However, watering is unreliable and costly. The rising costs of fuel and tires are two major reasons, but just as important is the long term effect that watering has on the landscape, as with erosion and runoff.

There are a wide variety of dust control products on the market today such as, soybean, resins and polymers.

However, for total cost vs. benefits, calcium chloride has the edge. One such study to substantiate this claim was done by the U.S. Army Environmental Center's (USAEC) who compared five dust control products and found calcium chloride to be the best.

Found in the environment and extracted mainly from limestone and marble, calcium chloride is hydroscopic (water seeking) and thus, continuously pulls moisture out of the air. Calcium chloride **IS** EPA approved and **IS NOT** carcinogenic, toxic, flammable and accumulating, having a half life of approximately 130 days. Calcium chloride helps reduce road maintenance costs by keeping the integrity of the road in place. Specifically, it densely packs and is self leveling. With proper equipment, preparation, and a high quality product, the full benefits of calcium chloride on an unpaved dynamic road can be realized.

Unlike watering, pure calcium chloride provides both quantitative and

qualitative cost savings. Note the following:

- 1). Managerial/Economical- turns a variable cost into a fixed cost and allows for pre-planning,
- 2). Environmental/Stewardship- addresses the need to protect air, land, and water,
- 3). Health/Safety- improved within and outside plant operations,
- 4). MSHA/EPD- a simpler means to follow regulations and permit conditions,
- 5). Public Relations/Community- total stakeholder inclusion means all concerns are considered,
- 6). Political- self promoting and advertising... everyone loves a winner,
- 7). Attitude- an improved sense of being... giving back!

To learn more about these cost savings opportunities, please contact your local MI representative.

# GCAA NEWS UPDATE

## Changes to the Newsletter

As was alluded to in the Director's Corner, GCAA has plans to produce the newsletter on a more frequent far reaching and timely basis .

The first major change will be the switch to an e-newsletter format. Currently, most of the member companies have a single contact (or two) in our distribution lists. If there are more members in your organization who would like to be included in GCAA communications, please relay those names and email addresses to Jimmy Cotty, Member Services Manager. This process will allow us to cast a wider net of keeping our membership informed of association events and activities.

In addition, this newsletter features several items contributed by our members. We invite you to continue

making contributions whether they range from special announcements to company press releases, etc.

Please be advised that all contributions will require approval and they must remain brief and timely. Again we welcome the opportunity to help you share your news with fellow members.

All submissions should be sent to Jimmy Cotty @ [jcotty@gcaa.org](mailto:jcotty@gcaa.org)

**VISIT THE  
GCAA WEBSITE AT:**

[www.gcaa.org](http://www.gcaa.org)

## MHC Kenworth Open House

Attn.: All Truck Members:

MHC Kenworth will host an Open House at their Mableton location on **Thursday, April 17 from 10AM-3PM.**

The day will also feature educational seminars on HVAC certification, hybrid technology, Eaton clutches and emission standards for new engines. Sam Memmolo, aka The Shade Tree Mechanic, will be on site as well with Kenworth Motor Home Project. Stick around for lunch which will be served from 11:30 AM-1:30PM.

For questions concerning the Open House, please contact Matt Brody, New Truck Manager at the Mableton location. He can be reached at 404/691-9999 or [matt.brody@mhctruck.com](mailto:matt.brody@mhctruck.com)

## TRUCK MEMBER BENEFITS

GCAA continues to make available several valuable services to its members in the form of the **Drug Free Workplace (DFW) Program** and the **Fuel Rebate Program**. Both of these are free to enroll in and the process is quick and easy.

Members who enroll in DFW are eligible to receive a 7.5% credit to their workers' compensation premiums. All education and

training materials are provided free of charge and distributed from the GCAA office. The application process takes about 15 minutes and is done instantly over the internet.

The Fuel Rebate Program is administered by Fleet One and it is a no frills, no fee service. Members enrolled in the program enjoy a monthly rebate check based on how much fuel they are pumping.

Whether you are pumping diesel into a tandem axle dump or unleaded into your company-owned pickup truck, the rebate program will return a little change to your pocket.

For more information on either one of these programs, contact Jimmy Cotty @ 678/473-0012 or by email at [jcotty@gcaa.org](mailto:jcotty@gcaa.org).

## New Members

We would like to take this time to welcome the newest members who have joined GCAA since 3rd Quarter 2007.

### Truck Division

Roberts Timber Co.  
T&K Trucking  
Circle S Enterprises  
JMJ Trucking Company  
John D. Stephens, Inc.  
Peavy Trucking  
Derrick Pugh, Inc.  
Lewis Trucking & Grading  
Houston County Bd of Commissioners

### Associate Members

American Eagle Mfg.  
Auto-Lube Services, Inc.  
Rowe Professional Service Co. of  
Carolina  
Wiley Brothers  
Quarry Services, LLC  
Perimeter Bobcat  
Linatex  
Leggette, Brashears & Graham, Inc.

The following members have rejoined the Association within the last 6 months.

Nichols Fleet Equipment  
Jeffrey Specialty Equipment  
Tramac

Information on all of these new member companies can be found on the website at [www.gcaa.org](http://www.gcaa.org)

## 2008 Truck and Equipment Show Recap

The GCAA Truck Show Committee hosted its 2008 Truck & Equipment Show at the Georgia International Convention Center on March 8<sup>th</sup>. Forty vendors exhibited the latest in truck technology and met with potential new customers from around the state. Copying the successful model of the Management Workshop, the show committee organized several educational seminars. Thanks to Nick Reynolds of W.S. Parr & Co. for his participation by educating truckers on the value of implementing an effective safety program and managing their loss/risk. Also, thanks to Nicole Scarborough and Christina Pringham from the law firm of Busch & Reed in Marietta. Nicole and Christina specialize in construction law and discussed lien rights with our truck

members.

Chief Mark McLeod of the Department of Public Safety – Motor Carrier Compliance Division was represented by several of his compliance officers. In the exhibit hall, the officers led some attendees through a mock truck inspection and made themselves available throughout the day to answer questions on compliance issues.

An engine panel discussion was held to give owners a glimpse both at what manufacturers are currently doing and what they can expect to see in the future. The panel was manned by Bubba Gray with Caterpillar, Craig Weerts with Cummins South, David McKenna with Mack, and Thom Pitchford with W.W. Williams.

Finally, our show would not be

possible without our sponsors. Both old and new sponsors alike, they remain committed to providing the trucking community with the best possible products and service in order to enhance the truckers' business.

### Gold Sponsors

Peach State Truck Centers  
Nextran Truck Centers  
Nalley Motor Trucks  
Gainesville Truck Center  
Taylor Truck & Equipment  
Watson & Chalin Manufacturing

### Silver Sponsors

Fleet One, LLC  
TBEI, Inc  
Smyrna Truck Equipment  
Mountain Tarp  
East Manufacturing

## LATE BREAKING NEWS

The Georgia House of Representatives passed Senate Resolution 845 on March 27th. The resolution is a constitutional amendment that would be placed on the November ballot.

If passed by voters, it will provide funding relief specifically for transportation. It would allow RDC's throughout the state to develop transportation project lists for their

regions and use a SPLOST type vote to incur a 1% sales tax in that region alone to fund construction of these projects.

However, there is still work to be done. Because the House of Representatives made changes to the Senate version, both chambers will appoint a conference committee in order to reach an agreement. At that time, both chambers will have to agree to the conference committee report.

Please continue to urge your legislators to agree to the committee report so that Georgia's citizens may have the opportunity to vote on transportation funding in November.

You may continue to communicate with your legislators through the use of the Get Georgia Moving website, [www.getgeorgiamoving.com](http://www.getgeorgiamoving.com).