



CONCRETE PRODUCTS NEWSLETTER

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Volume 4, Issue 2
June, 2003

Summer Open House, 2003

We are pleased to announce our 4th Annual Plant Tour, and Summer Meeting. This year our hosts will be the United Concrete Products Company, Wallingford, Ct.

Join us on **June 20** to take a tour of one of the finest Precast Plants on the east coast.

At over 73,000 sq. ft., this family owned and run business, has its' own in- house steel fabrication shop, and produces products as varied as septic tanks, pump stations, oil-water separators, retaining wall systems, and cable concrete(an articulated erosion control system).

Escorted plant tours will be continuous from 8:30 AM till 2PM.

Join us for registration starting at 8AM, coffee and.., available, with a buffet lunch being served from 11AM until 2 PM.

In addition to the tour, many of our Associate Members will be displaying their product offering, this year under cover - continuous- from 8AM until clos-

ing. There will be continuous demonstrations during the day, as well.

Last year, we hosted over 200 architects , specifiers and Precaster members from all over New England.

Please join us for a fun day!



UNITED CONCRETE PRODUCTS, INC.

Directions

From I-91, Exit 15 (Rte.68 West)
Church Street, Wallingford, CT

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Please welcome our newest Producer Members:

**Syracuse Castings
Cicero, NY**

**S.T. Griswold, Inc
Montpelier, VT**

Please RSVP by June 10

Company Name: _____

City _____ State _____

Names of those attending:

Fax to 413-566-0109

Member News

On Tuesday March 11, Chase Precast/ Division of Oldcastle, hosted a plant tour and meeting for more than 50 Worcester County Highway Association members. For many of them, this was the first time they have visited a precast facility. After the tour, conducted by Chase employees, they held their Spring business meeting, viewed a power point presentation, and had a nice lunch.

Trivia Challenge

(Answers On page 4')

1. At 120 miles per hour, a Formula One car generates so much downforce that it can drive upside down on the roof of a tunnel. True/False
2. In the 13th century, quality standards for paste were assigned by _____.
3. The Pacific Ocean covers ___% of the Earth's surface.
4. The only lizard that has a voice is the _____.
5. The only fruit that has seeds on the outside is _____.

Meet the Members of the Ncpa

(Each quarter we will feature profiles of our Producer and Associate Members)



Capco Crane and Hoist, Inc., in business since 1994, located in Woburn, MA, is a full service 24/7 organization

specializing in the sales, installation, service and inspection of overhead bridge cranes and hoists for industrial companies throughout New England.

Currently with 26 highly skilled personnel trained in evaluating and resolving critical problem areas, Capco has the talent and expertise to work on older "DC" cranes and the newer "radio Controlled" and "VFD" cranes found at most modern-day facilities.

Looking forward, Capco, as the only will assist your engineering dept. in writing specifications and installing variable-frequency drive and radio controls, to move your crane needs into the 20th Century.

CMAA member company in New England,

Recent sales of note:

- 30- Bridge Cranes plus runways installed in Juarez, Mexico
- 4- 80/25 ton Bridge Cranes for Raython Engineers
- 2- 50 Ton Bridge Cranes for Ranor, Inc.

Key Staff- Don Nett Kelly Reha Jim Kidney Michelle Hedquist

Principals- Anthony Caputo III

James Couturier David Caputo

MANAGING A SUCCESSFUL COMPANY

Manage Accounts Receivable up front Before there a problem

A credit manager's most important skill is knowing how to track down a deadbeat and collect overdue payments. Right?

Not necessarily so. Managing accounts receivable is the back end of the transaction. A credit executive helps a company expand business by knowing what to do on the front end.

One needs to figure out in advance which customers- especially new ones- are most likely to pay on time.

There are five key indicators of a customer's reliability

Character-business owned by same family for a long time- always pay on time, always will

Capacity- will they be able to handle the job they just received, or are they in over their head



Capital-
Are they funded properly?
Look at credit reports,

talk to other suppliers

Collateral- Will they put any in front money into the deal, or are you going to be the bank.

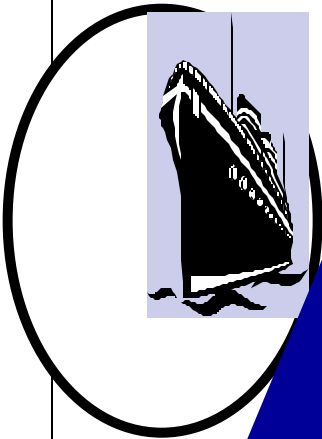
Conditions- What's happening in the overall economy? Are the companies in its sector enjoying a cyclical expansion or contraction?

Most private companies do not have hard data to share, so the successful credit managers do their digging up front.

Northeast Concrete Products Association, Inc

Presents

Cruising the Caribbean



Highlights

- All expenses paid— A \$2000.00 Value!
- Luxury interior cabin!
- Cabin upgrades available!
- Free Air fare to and from Puerto Rico!
- Sailing dates can be determined based on **your** schedule
- Arrangements through AAA travel

What are you doing next Fall? You could be cruising the Caribbean !!

As your Association is registered as a Non-Profit Organization in Massachusetts, we are authorized by law to conduct fund raising raffles. For our first raffle in 2003, we would like to send the two of you on an all expenses paid (including airfare), 7 day cruise aboard the **Royal Caribbean Super Ship, The Navigator of the Seas***, or receive

\$ 2000.00 cash. Enjoy exotic ports of call, fantastic dining, meet new friends, view the greatest sunsets on the planet-all available for the lucky winners. See highlights below.

(* For Example)

Fabulous 2nd prize-\$ 500.00 L.L. Bean Shopping Spree!

Fabulous 3rd prize- \$ 250.00 L.L. Bean Shopping Spree!

Tickets are \$10.00 each, or
3 for \$25.00.
Additional Tickets on sale at the Open House

P.O. Box 366
Hampden, MA 01036

Phone:413-566-8832

Fax: 413-566-0109

Drawing will be at our June 20 Open House.
You need not be present to win.



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P.O. Box 366
Hamden, MA 01036
Phone: 413-566-8832
Fax: 413-566-0109

President:
Bruce Blackledge, Rotondo/Oldcastle
Vice-President:
Patrick Camp, Camp Precast
Clerk:
Rick Terrill, USF Corp.
Treasurer:
Donald Moberg, Pembroke Concrete

Executive Director:
Frank Kotomski

We're on the Web
Ncpaonline.org

Trivia Answers: 1. True 2. Pope 3. 28%
4. Gecko 5. Strawberries

Association Facts

The Northeast Concrete Products Association, Inc. was founded January 27, 1998.

The purpose of the Association is:

- To provide a forum for mutual concerns and issues confronting the Concrete Products Industry
- To encourage the use of Concrete Products through the continued education of specifiers and engineers
- To promote the welfare of it's member through fraternal cooperation

Regular members are those engaged in the manufacturing and/or distributing concrete products in the 6 New England States

Associate members are those engaged in businesses that service the concrete products industry

Current Roster- Producers 33, Associates 42

Membership List June, 2003

Producer Members

Acme Precast
American Concrete Industries.
Arrow Concrete
Atlas Concrete
Benson Enterprises
Camp Precast
Carroll Concrete
Chase Precast/Div.Oldcastle
Concrete Products
Concrete Systems, Inc.
Durastone
Gagne Precast
George Roberts Co.
J&R Precast
Jolley Precast
L&L Concrete Products
William N. Lamarre Conc. Prod.
MBO Precast, Inc.
Michie Corp.
New England Concrete Prod.
Pembroke Concrete Prod.
Phoenix Precast Prod.
Rinker Materials/Hydro div.

E. Falmouth, MA
Bangor, ME
Granby, CT
Durham, CT
North Eason, MA
Milton, VT
Newport, NH
N.Brookfield, MA
Chepachet, RI
Hudson, NH
Lincoln, RI
Bangor, ME
Alfred, ME
Berkley, MA
Danielson, CT
Oxford, MA
Greenville, NH
Plymouth, MA
Henniker, NH
Amesbury, MA
Pembroke, MA
Concord, NH
Waregan, CT

Rotondo Precast/ Oldcastle
Sani Tank, Inc.
Scituate Ray Precast
Scituate Conc. Pipe
Shea Concrete
Shorey Manufacturing
S.T. Griswold
Superior Concrete Co
United Concrete Products
Utility Precast
Wachusett Precast, Inc.
Wiggin Precast

Associate Members

Advanced Concrete Tech.
A-Lok, Inc.
D.C. Bates Equipment
Bay Oil Co.
The Bilco/Permentry Co.
BOWCO Industries
Cableworks, Inc.
Capco Crane and Hoist
Cleco Mfg., Co.
Connecticut Steel
Connection Specialties

Rehobeth, MA
Leominster, MA
Marshfield, MA
Scituate, MA
Wilmington, MA
Hanwich, MA
Montpelier, VT
Auburn, ME
Wallingford, CT
W. Wareham, MA
Sterling, MA
Pocasset, MA

Portsmouth, NH
Tullytown, PA
Hopedale, MA
Chicopee, MA
West Haven, CT
Portland, OR
Putnam, CT
Woburn, MA
Hudson, NH
Wallingford, CT
Omaha, NE

Dayton- Richmond
Down to Earth Products
Dragon Products
Eastern States Steel
Engineered Wire Products
General Foundries
Glens Falls Cement
Grace Construction Prod.
I & I Sling
Insteel Wire Products
International Precast Supply
The James Company
M. A. Industries
Master Builders
Meadow- Burke
Meyers Associates
Mixer Systems
NACIP, Inc
NECSA
NPC, Inc
NPCA
Pedershaab

Canton, CT
Charlestown, MA
Portland, ME
Upper Sad die River NJ
Upper Sandusky, OH
Perth Amboy, NJ
Glens Fall s, NY
Cambridge, MA
Canton, MA
Blairstown, NJ
Haverhill, MA
Guilford, CT
Peachtree City, GA
Boston, MA
Magnolia, NJ
Scarborough, ME
Pewaukee, WI
Princeton Jct. NJ
Castleton- on Hudson, NY
Milford, NH
Indianapolis, IN
Cleveland, OH

A.L. Patterson
Pennsylvania Insert
Polylok, Inc
Press Seal Gasket Corp.
QMC
RBF Sales
Rissy Plactic, LLC
SI Concrete Systems/
Fibermesh Division
Stateside Industries
Syracuse Castings
TuF- Tite, Inc
U.S.F Fabrication
Whaling City Iron
Williamson Electrical

Professional Members

Delta Engineering
Binghamton, NY

MEMBERS

Producer Members	35
Associate Members	47
Professional Members	1
Total	83