

MACAPA UPDATES

Monday, February 13th, 2012

❖ Serious Parking Lot Discussions Are Taking Place Around Our Region

- * Our members have recently bid a MacDonald's parking lot and are waiting for results.
- * Michael Kane along with Peter Zoni of Cape Cod R/M has met twice with the Town of Barnstable Highway Dept. engineers to discuss the concrete parking lots. They tell us that town's beach parking areas are rapidly deteriorating and need replacing.
- * Michael has presented a cost analyses to a MaCAPA member in Rhode Island that's attempting to flip a large commercial lot to concrete.
- * Michael is also working with a MaCAPA Producer to flip the parking lot for an apartment building on Cape Cod and a CVS in Rhode Island.
- * Ready mix sales staffs have stimulated interest at several firms and in each instance asked Michael to talk with them about the details and costs specific to their projects, among them, CVS, Burger King, Cumberland Farms, Auto Dealerships, and other solid prospects. How did they find these potential projects? They asked this "ice breaking" question:
"If I can show you that you can have all the benefits of a concrete parking lot for about the same price as asphalt will you consider using it on your upcoming projects?"
Then call MaCAPA and we'll assist with a presentation specifically for your prospect.

❖ New Members: We would like to announce four new members to the MaCAPA family.

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| * Rykor Concrete & Civil | Mr. Peter Rogers |
| * S & F Concrete Floors | Mr. Tony Frias Jr. |
| * Penetron | Mr. John de Mars |
| * Capital Motor Carrier Compliance | Mr. Joe Mokrisky |

❖ MaCAPA Barbecue: Volunteers needed to help plan a late spring, member's barbeque to be held at Kimball Farm in Westford, Ma. Visit the site: <http://www.kimballfarm.com/>

❖ This Month's meeting Schedule

- * RI-SE Promo Committee, 11:30AM, Tuesday, 2-21-12, Whites of Westport
 - * West Promo Committee, 5:00PM, Thursday, 2-23-12, Tony & Penny's
 - * Metro-North Promo Committee, 12:00 noon, 2-28-12, The Chateau
 - * Central Mass Promo Committee, 4:30, 3-1-12, O'Connor's Pub (Note start time)
 - * Tech & Spec Committee, 3:00PM, 2-21-12, Ken's Steak House
- ❖ *Auto Zone recently placed a 500± yd³ parking lot at their new Clinton retail facility.*
- * Sterling Concrete was the supplier to a GC that insisted the concrete be placed this winter.

The times are changing!