

# MACAPA UPDATES

March 12<sup>th</sup> 2012

## Welcome to New MaCAPA Member

- Liberty International Trucks of New Hampshire LLC. Rick Proulx, 603-534-4744

## Ask the Question & Get the Results, (below are some examples)

- Thanks to the tenacity of **John Gallagher**, he along with **Michael Kane** and **Howie Burns** are meeting with the design team at MacDonald's regional headquarters regarding today's benefits of concrete paving.
- **Peter Rogers** and Michael have met with a developer to discuss a large industrial project and several commercial opportunities currently being designed.
- After meeting with the design team of a new retail complex, **Kenn Hansen** and Michael have made arrangements with NRMCA to design the concrete parking and display areas.
- **George Pesce** and Michael are in the process of designing a parking lot for a major national chain for an outlet in Rhode Island.
- **Peter Zoni** and Michael have teamed up on several concrete parking lot opportunities projects on Cape Cod including a bank, an office building, a hotel entrance rehab and municipal projects. Additionally, they will be giving a "lunch box" presentation to a design firm in the area.
- **Dean Boylan** has provided Michael with key contact information for a project in southeastern Massachusetts interested in learning more about our concrete option.
- **Craig Dauphinais** and Michael are in the process of setting a time for a presentation to a design firm in the Springfield area.

## Have you asked "the question?" We would like to hear from you.

**Peter Joy** observes, "Seems to be more interest out on the street now that 'we the producers' are making people aware that they can have concrete for around the same \$\$ as asphalt."

As you know we are able to take advantage of NRMCA Design Assistance Program. It's proven to be one of the best opportunities for the concrete industry to influence change in the design community. This program provides detailed pavement design and CAD jointing recommendations. To initiate this process for your customer's project you only need to do two things:

1. Get the CAD drawing form the customer
2. Contact MaCAPA [Macapa11@charter.net or 978-433-0011]

**Mark your calendars, MaCAPA BBQ at Kimball Farm in Westford, June 13, 2012**