Notes From The Director

As we close out 2017 and look forward to the year ahead we want to wish everyone a joyous holiday season and a happy, healthy, and prosperous new year. This has been another good year for the precast industry and we hope it continues into 2018 and beyond. I know we are all busy but let’s take a little time out during the holidays to reflect on the things that are most important in our lives.

I also want to thank all of our PCANY members, promotional partners, and valued subscribers to this newsletter for your support. It has been our goal for over 25 years to provide interesting and informative articles about the many uses and innovations in the precast concrete industry. As always, I welcome and encourage any of your questions and feedback as well as suggestions for articles.

Warmest Regards,

Ronald E. Thornton, P.E.

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Railroad Platform Foundations

Submitted by Robert Willis of LHV Precast, Inc.

Construction of massive platform footings at three sites along the Metro-North Railroad were challenged by wet tidal conditions. The contractor was looking for a precast solution but had a limited lifting capacity of about 5 ton to work with. Footings were approximately 10'-6" wide and 2' thick ranging in length from 28' to 79'-2". Each footing has multiple pedestals resulting in regions of significant positive and negative moments, making any kind of traditional precast joint totally impractical. The ultimate solution was to post-tension multiple sections of about 2.5'-3' each together using 18 sets of (4) strands each. Strands are 0.6 diameter 7 wire, 270ksi low-relaxation tensioned to 41,000 lbs.

Project Credits:
Owner: Metro-North Railroad
Contractor: Judlau Contracting, Inc., Flushing, NY
Engineers: URS and AECOMM
Precast Manufacturer: LHV Precast, Inc., Kingston, NY
Specialty Precast Engineering: Delta Engineers, Endwell, NY
(Shop Drawings)

Exposed rebar for cast-in-place pedestal pours

Ends of post-tensioning strand will be cut and the pockets filled with grout. Note the grout tubes sticking out the top of the slab for filling the 3" diameter conduits.
Suppliers and Manufacturer’s Working Together

Contributed by James Valent of ALP Supply

PCANY Member ALP Supply was recently featured in a Concrete Plant International Magazine article that outlines the benefits of a strong working relationship between suppliers and precast manufacturers.

The article cites a study entitled “OEM Profitability and Supplier Relations”, by John W. Henke, Jr., Ph.D., President of Planning Perspectives, Inc. along with co-researcher, Professor Sengun Yeniyurt ar Rutgers University Business School. Some of the conclusions reached by the study include:

- “The better the relations with suppliers, the greater the supplier contribution to the manufacturer’s profit; the more adversarial the relations, the less the contribution to manufacturer’s profit”.

- “[There are] non-price benefits to the manufacturer for such things as supplier sharing new technology, providing “A-team” support to the manufacturer, providing support that goes beyond the supplier’s contractual obligation, and other “soft” benefits”.

- “The economic value of the supplier’s non-price benefits can greatly exceed the economic benefit realized from supplier’s price concessions. On average, this can be up to 4-5 times greater, and often much more”.

The study further states that “While adversarial tactics, such as beating up suppliers for lower prices, work in the short term, they don’t offer nearly the benefit in the long-term that improving supplier relations does”.

Editor’s note: While the scope of this study concentrated on relationship of suppliers and manufacturers, it seems logical that this approach would benefit most any business/customer relation.

ALP Supply is an Associate member of PCANY. Check out all of our members in the PCANY Buyer’s Guide located on our website.
Specialty Precast Engineering Firm Adds to Staff
Kim Kvassay, EIT, has joined Concrete Engineering Solutions, LLC as a Project Manager. Kim will be responsible for projects related to the design of precast concrete products. Kim may be contacted at kkvassay@concreteengsolutions.com

Capital District Engineer’s Week Event
Will be held February 15-16 at the Albany Marriott on Wolf Road. PCANY will be exhibiting at this event and Director Ronald Thornton, PE will be presenting “Precast Utility Structures Design and Installation” (Information & Registration)

The Precast Show 2018
Early bird registration ends Jan 12 for TPS 2018 occurring February 22-24, 2018 at the Denver, CO. Convention Center. The Precast Show is the largest precast-specific trade show in North America. (Information)