



The Pavement Network

September 2017

Summer Newsletter



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Presidential Address

Greetings from Drycoland! We are in the heat of the season here as I'm sure we all are. I understand rain has been an issue in the east as it was here in January and February. We are doing well and meeting all of our goals through July. Looking forward to our Owners and Administration meetings in January and our Sales and Operations meetings in March.

Now onto Pavement Network business. Your board has been working diligently to accomplish several goals.

- 1) The "CODE OF CONDUCT" is done. This is designed to keep us all safe from predators who would try recruit our employees away. I can't imagine this is an issue but apparently, it has been. To summarize the CODE it is simply to "Do No Harm" to another PN company. It's a "No Brainer" and we all should have signed it by now.
- 2) The "ASSOCIATE MEMBERSHIP" position. We need to figure out the WHO, HOW MANY, WHY and HOW MUCH of this new category of membership. Much more on this to come.
- 3) The "NEW ADMINISTRATIONS" best practice group looks to be a go. Toni Livingston from Georgia Paving and Daniel Kilman from Pavecon have agreed to champion this new group. Let's give them our full support.
- 4) Logistics for the OWNER AND ADMINISTRATIONS meetings in Florida this January and the SALES AND OPERATIONS meetings in Houston at the World of Asphalt show. More to come on these meetings from Celeste.
- 5) OLD BUSINESS
 - a. Newsletter
 - b. Website
 - c. Group Purchasing
 - d. New Members

As you can see we are busy doing the work of the Pavement Network as well as doing our day jobs. Which seem more like day and night jobs these days. But that's a good thing. I'll take it any day, because the alternative sucks. Here's to keeping this economy hot for as long as we can.

See you all soon!

-Daren Young

Dryco Construction, President

Operations

From an operations position, our Wright Construction team is highly focused on quality, team morale and safety this time of year. Our team is working extremely hard to finish projects before our season begins to slow down while still remaining strong with sales that will carry us through winter.

The Friday before Labor Day, we had an employee appreciation day where we took off a half day, ordered in a catered lunch, played games, recognized some achievements and just hung out with our guys. This seemed to go over really well with our guys and the timing was good. We do plan to do this again next year about the same time.

We are having daily conversations about quality and safety to reduce call backs and to achieve our goal for the year of zero lost work time accidents. So far so good.

As for equipment needs, we are looking to purchase an additional paver this year, maybe another finish roller and a few more pick up trucks. As for labor needs we are continuing to focus on recruiting almost as much as we are focused on sales. The referral incentives among st our team seem to be producing the best results by far.

Tony Milliken

Wright Construction

Sales

Hello Everyone, I hope you all had a great summer. For us it was a little wetter than we like, yet still very busy.

In the Northeast, where the Turkey going into the oven signifies the end of the Paving Season, we are scrambling to create urgency with our clients, who we know have those last minute projects to be completed. Like the great "Red Sox Killer," Reggie Jackson, our Mr Octobers are the clients who wait until the very last minute to sign a contract. It's hard to say "No" but too many "Yes's" inevitably screw up the schedule.

A few things our sales team is doing to create urgency that helps us control the flow of work this Fall:

1. Having honest conversations with customers who have larger projects in the pipelines. We just landed a \$2.4m deal in Boston that changed our scheduling dynamic drastically. Actually sitting with a client and showing them the available slots we have left this year paints a very real picture for them.
2. Focusing on the products where we have more availability. We can take on unlimited amounts of crack seal for example. Also, focusing on building our Snow business is another great opportunity.
3. We have made 2018 backlog a big focus. As we are getting close to selling out, the idea is to not say "No" to the customer and lose the business, just push it to the spring. We use the weather as a tool, "November can be a hit or miss month, can we push this project to April?". Commercial Real Estate Managers might be a tough target for this, as they tend to have to spend in Quarters or Fiscal Years or risk losing the funds, but Condos and HOA's are more flexible with pushing projects out.

I will have more details in the coming months but we are expecting to have strong attendance at the 2018 PNSO Annual Meeting. We plan to use the time a little different at this meeting with a focus on networking and sharing ideas directly, along with having some fun! I encourage every company to please send at least one member of your team to the meeting in 2018.

I wish you all the best of luck in finishing the season strong, see you all very soon!

Todd Gorell T&K Asphalt Services

Administration HR/Accounting

Toni Livingston of Georgia Paving and Daniel Kilman from Pavecon will be leading a task force for the administrative and accounting personnel from each of the Pavement Network companies. Our goal is to examine the different roles that these groups play in each company, what impact they have on the bottom line, what successes/struggles each has etc and provide a forum to share and learn from each other. Much like the round table discussions that the owners have, the different perspectives based on each person's own company proves invaluable. In the coming weeks, a questionnaire will be sent to a representative of your choosing to help establish an agenda. Suggested topics include Human Resources Management, Accounting, Company Morale, Communication between Departments, and Managing SOPs. Please forward the contact information of whom you would like to participate in this meeting. Thanks in advance for your participation.

Treasurer's Report

Good Afternoon, it's Thursday, August 3, 2017 and it's time to provide our Pavement Network members with an update on current financial conditions for the Network. Through June 30, our checkbook balance was exactly \$9,118.00 and we had one current outstanding payable that's due and owing to Celeste Hamilton in the amount of \$960.00.

I am pleased to report that in the money market account at Revere Bank, our current balance is \$84,656.00 as of June 30 and the best news of all is that there are currently no outstanding dues to be paid. Everyone has paid in full their 2017 dues. Thank you.

I do not expect any significant expenditures for the reminders of the season until the onset of the annual meetings that will take place in January of 2018 for both owners and administrative members, and March of 2018 for both sales and operations members. We see a continued prosperous Summer and Fall and look forward to hearing great things from all parties.

Cheers - Harold

Member Showcase

Dryco -

TEC Equipment

Project Cost: \$1.1 Million

Project Description

Challenges

Scope of Work

Grading & Underground

- 425,000 square feet
- 13 working days
- Install five catch basins and 1,500 feet of 30" diameter pipe
- Establish elevations, grade and compact for drainage, balance of soil on-site

- Fourth quarter work with weather issues lurking
- Tight window—only two weeks to complete 425,000 square feet of underground, rock, and paving (normally this scope would take four weeks or longer to complete)
- We bailed them out on the underground and grading because they were going to self-perform and could not meet their own schedule
- Job was bid competitively with incredibly tight profit margins. We could not have afforded a single mistake—and we made none.

Rock & Pave

- 425,000 square feet
- Seven working days
- 7,340 tons of recycled Class II Aggregate Base, graded and compacted at three inches
- 15 double bottom dumps per day
- 7,340 tons of ¾" Hot Mix Asphalt compacted to an average thickness of three inches
- Striping for truck parking

Project Details

Services

- Grading
- Storm Drainage
- Baserock
- Paving

- Striping

Customer

TEC Equipment • Portland, Oregon

Equipment Used

- Two excavators
- Two motor graders
- Two roller compactors
- Two water trucks
- 18 super dumps per day
- Three compactor rollers

Jobsite

2050 E. Louise • Lathrop, California



Ardagh Group

Project Description

Scope of Work

- Remove and replace 67,930 square feet of failed concrete in 13 locations over eight phases
- Sawcut concrete to five-foot squares
- Load and off-haul concrete
- Cement-treat existing baser material and compact
- Set #4 rebar at 18" on center
- Set ¾" dowels at 12" on center into existing concrete
- Install dowel baskets with ¾" smooth dowels at 12" on center at all joints
- Pour 8" thick concrete slab with 5,000 PSI, 7 sack concrete.
- Total concrete poured was around 1,900 cubic yards
- Sawcut approximately 30,000 linear feet to cut up existing concrete
- Schedule/duration from start to finish: Eight weeks

Challenges

- Restrictions to work hours
- Facility operations had to continue at this large trucking / distribution center without interruption, with 150 to 200 trucks in and out per day. We phased the job out as to not disturb the operations of the customer. We kept areas neat and secure and equipment out of the way.
- Work was completed in the fourth quarter, and weather was a factor. We met the original deadlines despite days of rain. For example, if we had rain on Monday we accelerated and extended our work on Tuesday when there was no rain.

- Match preexisting hardscape.
- Physical obstacles—lots of large semi-trucks moving in and out daily. Especially tough when pouring the drive isles. They were 30' wide and we were doing 15' of it at a time. Large semi trucks traveling right beside the work area. Then on pour days you were adding 22-27 concrete trucks to the traffic.

Project Details

Services

- Concrete Repair
- Sawcut
- Load and Off-haul Concrete
- Cement Treatment

Crews

- Demolition (4)
- Cement Treatment (4)
- Set Up (7)
- Pour (15)

Customer

Jones Lang Lasalle • Irvine, California

Jobsite



Dryco-

Palo Alto Concrete

Project Description

Testimonial

"We chose DRYCO for this project because of the company's outstanding reputation and quality pumping equipment. We've been really happy with the decision, and Anthony has been awesome to work with. The two concrete pumps have performed flawlessly and have enabled our company the confidence to commit to fast-track scheduling."

Development Specifications

- Four-story mixed-use development (94 housing units, ground-floor restaurant and retail, and underground parking)
- 34,246 sq ft mixed use building between downtown and beachfront Santa Cruz
- Anticipated project completion in early 2018

Scope of Work

- 8,700 cubic yards of concrete for entire building
- 4,000 cubic yards for three large mat pours for underground parking structure

- 150 structural columns
- Concrete for pan decking on each floor

Palo Alto Concrete & Construction (Concrete Contractor)

Challenges

- Power lines surrounding the construction site, which required precise boom placement
- High volume of concrete laid down simultaneously

Jobsite

555 Pacific Avenue, Santa Cruz, CA 95060

Equipment Used

Two Putzmeister 36Z-meter truck-mounted concrete boom pumps

Project Details

One Putzmeister Bridge Maxx concrete transit mixer

Customer

Barry Swenson Builder (General)



Want to be featured in "Member Showcase"...submit links to your Pavement Network Administrator!

A Word from your Administrator

Hotel and accommodations have yet to be finalized but the dates are set! See below

The inclement weather we have been having in these areas has caused a delayed response and I hope to send you all the final details in the next week or so.

Owners/Admin

Delray Beach, FL host company All County Paving

Jan 15 through 18, 2018

Sales/Operations

Houston, TX congruent with World of Asphalt

March 5 through 8, 2018

World of Asphalt 2018

Event Fact Sheet

Get the details on World of Asphalt

Purpose

World of Asphalt Show & Conference focuses exclusively on the asphalt industry as its leading exposition and education resource. World of Asphalt features in-depth industry-focused educational programming and comprehensive exhibits that showcase the latest technologies and innovations in asphalt-related equipment, products and services.

The 2018 World of Asphalt Show & Conference is co-located with the 2018 NSSGA's AGG1 Academy & Expo, providing an enhanced show experience for attendees by offering additional exhibits and education opportunities.

Dates and Location

The next World of Asphalt will be held Tuesday, March 6 through Thursday, March 8, 2018 at the George R. Brown Convention Center in Houston, TX, USA.

(World of Asphalt is held annually except in [CONEXPO-CON/AGG](#) years when that exposition highlights the equipment, products and services featured at World of Asphalt in distinct and major product-concentration areas.

Show Hours:

Tuesday, March 6 11:00 am – 5:00 pm*

Wednesday, March 7 11:00 am – 5:00 pm*

Thursday, March 8 9:00 am – 1:00 pm

*Education sessions start before the show.

Attendees

World of Asphalt is geared toward asphalt, highway/street, pavement maintenance and traffic safety industry professionals from all types of companies such as small to large contractors, materials producers, state and agency specification personnel, maintenance companies, manufacturers and service providers. Over 9,000 visitors come from across the United States as well as worldwide.

Exhibits

World of Asphalt exhibits offer a broad array of the newest products, technologies and services from over 350 leading industry companies in areas including:

- Asphalt production and recycling equipment
- Road building machinery
- Pavement maintenance equipment
- Soil stabilizers
- Information technology
- Chemical and petroleum products
- Pollution control

- Testing equipment
- Work zone safety and traffic management
- Trucks and trailers

World of Asphalt features a New Products & Technology Program as another way for attendees to quickly find new and innovative products and services on the show floor. In addition, product-focused exhibit pavilions make it easier for attendees and exhibitors to connect and discuss specific operational functions. View [Who's Exhibiting](#) to learn more.

Education

World of Asphalt hosts prestigious asphalt industry educational conferences, including the 'People, Plants and Paving' training program. Also offered are certification and specialized training programs. Learn from the experts at the asphalt industry's #1 show & conference.

Show Owners and Producer

World of Asphalt is owned by the [Association of Equipment Manufacturers \(AEM\)](#), [National Asphalt Pavement Association \(NAPA\)](#) and [National Stone, Sand and Gravel Association \(NSSGA\)](#). [AEM](#) is the show producer.