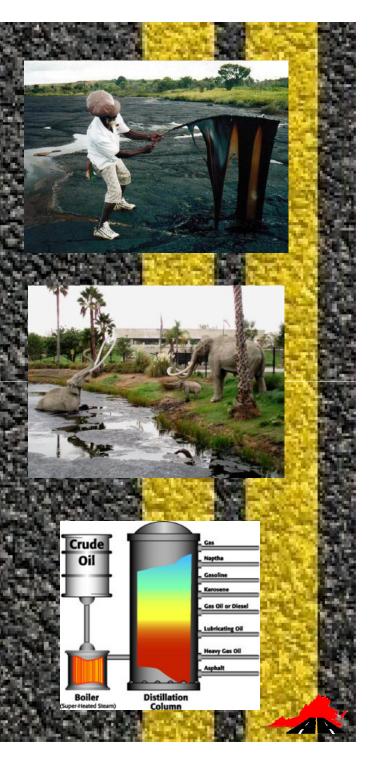




Amazing Asphalt

- Asphalt (known in other parts of the world as "bitumen") is a natural substance that has some amazing physical properties.
- It's sticky (adhesive) and elastic, able to stretch, bend and flex without breaking (cohesive).
- It is not soluble in water so it does an excellent job of waterproofing.
- At air temperatures, asphalt cement is a solid or semi solid cement (highly viscous).
- When heated, it becomes thinner, acts as a lubricant and is easier to use.

- It exists naturally in a few places in the world such as a lake on the island of Trinidad.
- And the LaBrea "tar pits" in downtown Los Angeles where it has seeped from the ground for more than 10,000 years.
- Most of the asphalt used today for paving is a byproduct of refining petroleum crude oil.



A Little Asphalt History



- One of the world's oldest engineering materials.
- Sumerian shipbuilding industry used asphalt to caulk and waterproofing ship hulls in 6000 B.C.
- Egyptians used asphalt as a waterproofing material in 2600 B.C. (Moses' basket)
- Also used as a preservative in mummies wrappings.

What you know as "Asphalt"

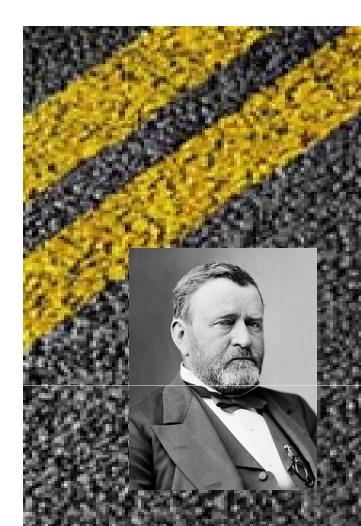
- Known by many names: "Asphalt concrete", "bituminous concrete", "blacktop" or just plain "asphalt".
- A composite material commonly used in the construction of road, airport and parking lot pavements.
- Consists of graded mineral aggregate coated and bound together with asphalt cement/binder.
- Placed/laid (not "poured") in layers as thin as ½" and compacted to a smooth, dense, waterproof layer.

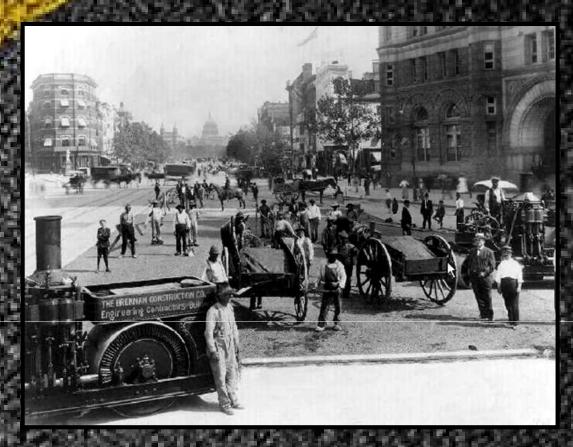




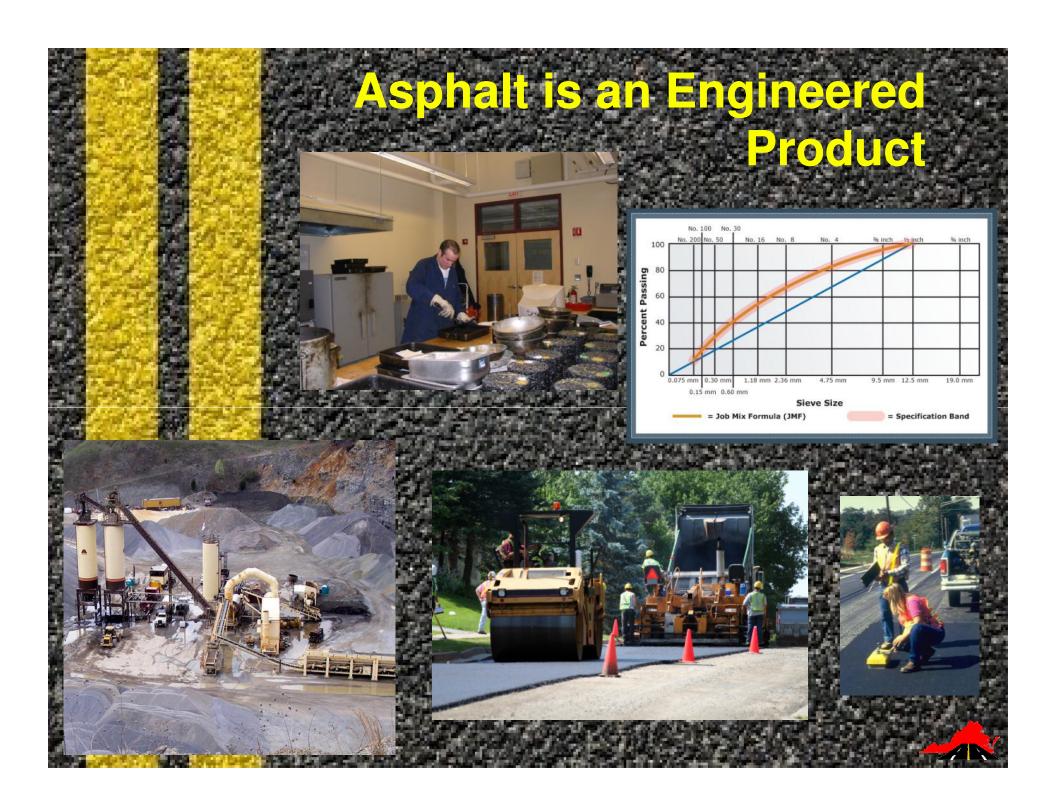








- President Ulysses S. Grant had Pennsylvania Avenue paved with Trinidad asphalt in 1876.
- 31 years later it was resurfaced with asphalt derived from petroleum distillation process.





Asphalt is the World's Most Recycled Product

- Asphalt road surface is the most widely recycled material in the US. in both gross tonnage and by percentage.
- 80% of the asphalt removed each year from road surfaces during widening and resurfacing projects is reused as part of new roads, roadbeds, shoulders and embankments.

* According to the Federal Highway Administration (FHWA) and United States Environmental Protection Agency (EPA)

Pavement Facts

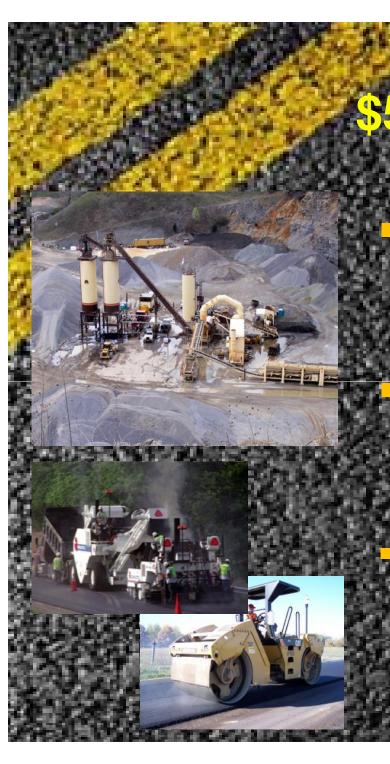
- 94% percentage of the +2 million miles of U.S. roads surfaced with Asphalt.
- 89% percentage of Virginia Primary Roads were surfaced with Asphalt in 1980.
- 97% percentage of Virginia Primary Roads surfaced in 2011. (Only 1.3% system growth in 30 years).
- 71% percentage of Virginia Interstate System surfaced with Asphalt in 1980.
- 85% percentage of Virginia Interstate System surfaced with Asphalt by 2011. (11% system growth in 30 years).
- 90% percentage of asphalt mix laid in 2011 was surface mixes.

- 0 number of concrete paving companies domiciled in Virginia.
- \$379 Million value of VDOT 2011 asphalt Maintenance contracts.
- \$6,930 average maintenance cost per lane mile of asphalt pavement. (50,224 lane miles of asphalt in VDOT system)
- \$69 Million value of VDOT 2011 PCC patching contracts.
- \$26,660 average cost to maintain one lane mile of concrete pavement. (1,096 lane miles of PCC pavements in VDOT system)

We are Virginia's Paving Industry

- 31- number of Asphalt Producer Companies across the Commonwealth
- 122 number of Asphalt
 Manufacturing Plant Facilities
- 10 Million Tons total tons produced by Industry in 2011 (Down from 15 Million 2005)
- 35% percent industry capacity currently utilized





\$537 Million Investment in Virginia

- \$200 Million amount our Industry has in total plant investments.
- \$5 Million average cost per plant for new facilities or plant replacement at existing sites.
 - \$337 Million Industry has capital investment in construction and laboratory equipment.

Employment Opportunities



- 6,500 number of Virginians employed by Virginia's Asphalt Industry.
- \$238 million annual wages earned by Asphalt Industry workforce.
- 2,000 number of contract and independent truckers hired by Industry to haul materials.
- \$150 million amount spent annually for hauling.





Asphalt Industry's #1 Customer is VDOT

- 58% VDOT asphalt market share in 2011 VDOT (historically 40-45%).
- 80% percent of VDOT 2011 asphalt tonnage that was maintenance (historical 50/50 split between maintenance vs. new construction.







Virginia's Other Asphalt Paving Markets



28% - percent of asphalt produced in 2011 that went to commercial/private work (VDOT specifications). Greatest market losses in recent years here due to poor housing market and U.S. economy.



8% - percent of the 2011 asphalt tonnage placed on Virginia's municipal streets and subdivisions. Market has been fairly constant over the years at 8-11% of the overall. (VDOT specifications).

6% - percent 2011 asphalt tonnage placed on parkways and other facilities owned or managed by the Federal government.

