

Three **BR** Plants to Serve the Entire Metro Area



★ **Corporate Office:**
1520 Commerce Drive
Mendota Heights, MN 55120

Ph. 651-686-7001
Email: info@bitroads.com
Web: www.bitroads.com



Minneapolis Plant



Shakopee Plant



Inver Grove Heights Plant



No commercial job is too small. Whether you need to patch potholes, employ preventative measures (like sealcoating or cracksealing), resurface, replace, or expand a parking lot or roadway, call BR - the paving experts at 651-686-7001.

Schedule your paving job NOW to SAVE money! You can catch special low pricing from Bituminous Roadways by scheduling your work to start before June 17th, 2011.



Bituminous Roadways, Inc.
1520 Commerce Drive
Mendota Heights, MN 55120

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The Paver

Spring 2011

Providing the Best Value to Our Customers

Kent Peterson, President

Throughout our 65 year history, we have tried many different marketing strategies to generate more work for our company. We have found that the strategy that works best is to work hard to satisfy our customers. This is why it is a top priority of Bituminous Roadways to provide the best value to you. We want to ensure that our customers continue to come back time after time.

Our definition of best value is providing quality products and services at a low price. One method we use to monitor and improve our performance is conducting customer surveys. In this issue we have included the results of last year's surveys as well as some comments from some of our satisfied customers. It is important for us to get feedback from our customers so that we know how we have performed.

See *Customer Survey Results* on page 2

Safety Excellence

Bituminous Roadways continues to be an industry leader in safety. The Foundation Insurance Group recently recognized BR with the **President's Award** for having the lowest losses among construction peer groups. We also received the **MN Construction Health and Safety Excellence Award**. This program is a joint effort with MN OSHA and the Associated General Contractors of Minnesota to reduce injuries and accidents. This is our seventh consecutive year in the program. BR is one of just nineteen contractors in the state of Minnesota to receive this award!



2010 NAPA Quality in Construction Awards



The Quality in Construction Awards are presented by the National Asphalt Pavement Association (NAPA) in recognition of Hot Mix Asphalt (HMA) pavements of excellence. Bituminous Roadways won a **2010 NAPA Quality in Construction Award** for the Bredesen Park walking trail in Edina. This project was a complete reconstruction of a 2.2 mile walking path. The trail was quite a challenge with many obstacles such as flooding, tight quarters and bridges that our equipment could not navigate across. BR also won the award in 2009 for work completed on the first phase of the Bredesen Park Trail Improvements.



In addition, BR was also awarded the 2010 NAPA **Outstanding Website Award** and was a finalist for the **Outstanding Brochure Award** for our 2010 Calendar. These awards recognize designs that promote the use of asphalt. Check out our completely redesigned website at www.bitroads.com, and give us a call if you haven't seen the great calendar the "kids of BR" helped design.



Customer Survey Results

In 2010 our company received 82 customer surveys. Only one customer noted that we did not meet their expectations. After receiving their survey, we rectified the situation. Of the remaining 81 replies, 65% said we exceeded their expectations.



“Excellent work with little interruption of truck traffic. You have always gone above and beyond in the work involved.”

- Facility Manager, CBRE/AMB

“Long history of working together. Your firm and principals are ethical, and we value that.”

- Facility Manager, M.G. Astleford Company

“Bituminous Roadways has served our office exceedingly well for many years.”

- Engineer, Anderson-Johnson Associates, Inc.

“Looked out for our special needs. Worked with our schedule. Sought to keep costs controlled. Clear communication.”

- Director of Production Services, ProAct Inc.

“We are always happy with your wonderful service and the product you provide us! You do a great job of pricing, follow through, work completed and employee relationships!”

- Property Manager, Marketplace Commercial Inc.

Pavement Maintenance & Repair Techniques

Maintenance is necessary to get the most out of your pavement investment. Here is a short description of common maintenance and repair techniques.



Patching becomes necessary when the pavement’s surface or base has deteriorated in localized areas. Stress cracking or potholes may develop. The cause of the damage needs to be determined in order to define whether surface or dig-out patching measures should be performed.



Cracksealing helps to keep water on the pavement surface from readily entering the base layer where it begins its damage. Thermal cracks develop because the asphalt expands and contracts from temperature fluctuations as the seasons change.



Asphalt overlay adds a new layer of asphalt, typically 1.5 to 2.5 inches thick over the existing pavement. An overlay will add strength and improve curb appeal as a new, smooth, durable surface that will add many years of service to your parking lot or roadway.

Call for a complete copy of our Pavement Maintenance Guide, or check online at www.bitroads.com/services/maintenance

Our Commitment to Safety

BR employs an experienced professional Safety and Environmental Manager. We also have a volunteer safety committee that promotes zero incident and zero injury programs. All employees are required to stretch daily, attend weekly safety meetings, and complete OSHA 10 hour certification as well as various MSHA training courses. Numerous employees also have OSHA 30 hour certification. Our commitment to safety has been an instrumental part of BR's success in the paving industry.

Did You Know???

City of Eagan’s Best Value Contracting

The City of Eagan is one of the first cities to implement a technical scoring of contractors bidding their projects. Their engineering staff scores contractors, prior to the bidding process, based on the bidder's ability and performance on previous similar projects, within and outside the City of Eagan. Other considerations are the personnel, financial resources and major equipment available for a timely and professional completion of the project. The rating of these items gives them a “technical performance score”. The bid price is then divided by the technical performance score to determine the low bidder. In 2010, Bituminous Roadways received the contract for two of the major Eagan streets projects and received the highest technical score of all bidders resulting in the best value for the City of Eagan.



An Invitation...

If your organization wants to learn more about innovation, conservation, and hot topics within the asphalt industry, give us a call. Did you know

BR can produce a crack resistant pavement? We'll be happy to customize a free presentation for your company, association or civic organization.



Finally...

Much to the relief of commuters, the **Crosstown Interchange** (35W & TH 62) is *finally* complete. Bituminous Roadways was the asphalt subcontractor on

this project which started in the summer of 2007 and was completed in November of 2010. The prime contractor for this massive project was a joint venture between Ames, Lunda & Shafer Construction companies. Over the 4-year period, BR produced and placed 148,000 tons of asphalt on the project which took a total of 16,000 man hours, 1,485 paving hours and approximately 11,000 trucking hours to complete.

If you'd like to receive this newsletter electronically, call 651-686-7001 or email with newsletter request in the subject line to info@bitroads.com



Call BR for your pavement maintenance needs at 651-686-7001. Schedule your paving job to start before June 17th and get low “Early Bird” pricing!

A Few Upcoming Projects

TH 13 & 101 Design-Build

BR will be the paving subcontractor on this project, with Ames Construction being the prime contractor and designer along with their engineering partners. The project consists of a complete redesign and reconstruction of the intersection in Savage. It includes a new bridge, turn lanes, new acceleration lanes, and a new exit ramp. BR will be installing approximately 32,000 tons of asphalt.

Bloomington Streets

BR has been working with the City of Bloomington on their street contract for 10 out of the last 11 years. This year, BR will be the prime contractor for work that is spread out over 13 different areas within Bloomington. In addition to the 17,000 tons of asphalt that we will be paving, the project also consists of removing and replacing curbs, sidewalks, sewer lines and water mains.

Cedar Avenue

Bituminous Roadways was awarded the bituminous paving on the Cedar Avenue Bus Rapid Transit Project by the prime contractor, Shafer Contracting Company. This project extends from Dodd Road to County Road 38 (McAndrews) in the cities of Lakeville and Apple Valley. BR's portion of this project consists of 30,000 tons of bituminous milling and 160,000 tons of bituminous paving. The purpose of this project is to widen Cedar Ave to permit bus traffic on the shoulders. This project will be starting in the spring of 2011 with completion scheduled for July of 2013.

Bituminous Roadways, Inc.

We are proud associates of:

