

News Along the **HEI-WAY**[®]

Superior Asphalt Materials for Patching and Paving

Spring/Summer 2016

Established 1956

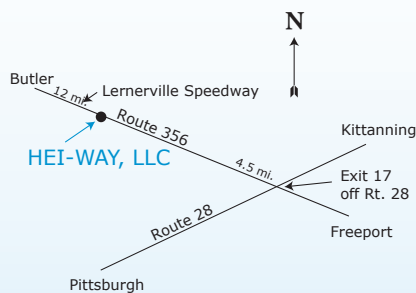


HEI-WAY, LLC

Western PA Location

290 North Pike Road
Sarver, PA 16055

(724) 353-2700

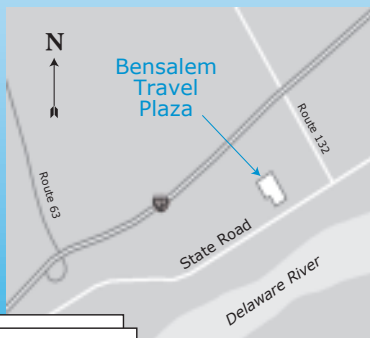


200 yds. south of Lernerville
Speedway on PA Route 356

Eastern PA Location

Bensalem Travel Plaza
2950 State Road
Bensalem, PA 19120

(724) 353-2700



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We're more than just a pretty patching material!

As we publish this issue of News Along the HEI-WAY, a relatively mild winter (for most of our readers) is now behind us and we're heading full speed into spring and (dare we dream) summer! This not only means that flowers will bloom, and baseball games and summer picnics are on the horizon, but also that road departments and construction crews will switch gears and focus on all those projects that they've been waiting for warmer weather to attack. It also means that HEI-WAY has begun the transition from our highly-regarded Winter Mix material to the Spring/Fall Mix and finally, our Summer Mix.

With this in mind, we thought it appropriate to look at some of the ways our seasonally-adjusted blends are applied in the warmer months. ... *Continued on Page 2*



Potholes are everywhere!



Ken Austin

Meet the HEI-WAY Team

In July of 2015, HEI-WAY was excited to hire a new full-time sales specialist to cover eastern Pennsylvania and neighboring communities. Ken Austin comes to HEI-WAY with more than 25 years of sales and marketing experience and has sold a variety of products including business-to-business marketing services, and industrial, laboratory and medical equipment.

When he's not busy spreading the word about HEI-WAY's wonderful cold mix asphalt materials, Ken's main hobby is music. He plays the guitar and piano and has been involved with various bands and musical adventures since high school. His wife is a singer, so it is no surprise that their kids share in the musical fun. Their oldest son formed the band Grits and Grouper Soup (gritsandgrouper.com) and his daughter is pursuing her musical/singing career in Portland (blakeaustinmusic.com). Ken also loves baseball, and with the exception of the 2008 Phillies season, is a long-suffering Philadelphia sports fan (his colleagues in the Sarver, PA plant location try not to hold this against him).

When asked how he's enjoying his new role with HEI-WAY, Ken said "All of the customers I have met love the HEI-WAY material. You can feel good about yourself at the end of the day when you know that your product is the best and that it will help customers save time and money."

We should also note - and we do this with a great deal of pride and gratitude - that Ken's son has recently returned to the United States after serving more than five years as an elite Army Ranger. Sounds like that explains the smile on Ken's face and the flag in his picture!



Seems like we just got done celebrating the holidays and here we are, making plans to exhibit at the Pennsylvania State Association of Township Supervisors (PSATS) Annual Conference again. If you're going to be there, please be sure to stop by and say hello – both Mike Joos and Ken Austin will be at our booth and in keeping with HEI-WAY tradition will have lots of Andes Candy on hand to satisfy your sweet tooth. And, oh yea – they'll be available to answer any questions you might have about our high-performance cold mix asphalt materials too!

More than pretty patching material ... (continued from page 1)



Road edge repairs with Moon Paver

Patching

Patching roads is typically a year-round project. Road department crews are often out in the middle of winter addressing those holes that threaten to swallow entire cars, but the opportunity to really catch up occurs when the weather breaks. While the big push for patching is usually in early spring, we see customers out late into the fall and early winter – getting the last of their holes repaired before the freezing temperatures return. One of the great things about HEI-WAY is that no matter what time of year you're patching, we have the right material to help.

Road Edges & Shoulder Repair

Roads often deteriorate from the outside in. Signs of this kind of stress can be observed as the pavement cracking, sinking or actually breaking away from the road edges. Causes can include any number of factors including poor drainage, a

weak base or subsurface, frost heave, and wheel load near the outside edge of the road. Whatever the underlying cause, road departments realize that repairs need to be made before a bad situation gets worse. Generally, working to strengthen and stabilize the road edge and shoulder will greatly extend road life.

A popular and effective means of making these repairs is the application of HEI-WAY's high-performance cold mix asphalt material through a Moon Paver. Using either our HEI-WAY Premium or General Purpose material, a two foot overlay is applied at the road edge. Our Spring/Fall and Summer mixes are ideally designed to flow easily through the paver, and the fact that the material remains workable means that smaller road crews can work at a comfortable pace without the worry of wasting material that sets up too quickly.

Seal Coat Surface Treatment

Numerous local government agencies and Departments of Transportation have embraced the practice of seal coating to extend the life of their roads. And given that a recent Pittsburgh Post Gazette article quoted PennDOT as saying that the cost of applying hot mix was about \$350,000 per mile for a two lane road, versus just \$25,000 for seal coat, it's little wonder that we see more of this practice every year.

To prepare roads for the seal coat application, customers look to HEI-WAY material as the perfect solution to bring up low spots, repair potholes, re-profile the road and make road-edge repairs before the oil trucks and chip spreaders arrive. Whether applied by hand, with front-end loaders and back-dragged, moon pavers, drag boxes or mechanical pavers, the workability and durability of our high-performance cold mix asphalt material has come through time and again for those looking to stretch their budgets and extend the life of their road.

Washouts

Springtime brings rain – sometimes, lots of it. And although the flowers and crops need the rain to thrive, water is the enemy when it comes to roads. Too much rain saturates the soil and reduces stability, often times resulting in roadways that are simply washed away by the sheer volume of water. In extreme cases, DOTs have had to apply for emergency state funding to repair roadways damaged by rain.

Washouts can create road conditions that range from inconvenient to down-right dangerous. In either case, road departments respond quickly to make the necessary repairs. Often, this involves building up and stabilizing the subsurface and base with large aggregate, millings or other suitable material. To open the road to traffic again, HEI-WAY's high-performance cold mix asphalt is then applied and can be left as a permanent road surface or replaced with hot mix asphalt as appropriate.

“Quality means doing it right when no one is looking.” Henry Ford

HEI-WAY® Helps You Get the Job Done!

Culvert Replacement

As we mentioned earlier in this article, water is the enemy, and if it's not properly managed, it will create problems! To that end, road and public works departments are busy in the warmer months cleaning ditches, re-profiling roads and replacing culverts.

In the case of culverts, the need for replacement is usually driven by metal pipe failure. One of our very good customers told us that their approach to these repairs involves making a trench-cut across the roadway to remove and replace the damaged pipe, back-filling the trench with aggregate (2A stone) and finishing with HEI-WAY high-performance cold mix asphalt material. The HEI-WAY material is applied by hand and rolled in by truck. Two-to three days later, they will return to the job site to check for settling, and if necessary, add more HEI-WAY cold mix asphalt material to bring the repaired area level with the surrounding roadway. *Best of all, they told us that the HEI-WAY material creates a permanent road surface!*



Culvert Repairs

Infrastructure Repair and Construction

It's impossible to watch the news these days and not hear about our nation's crumbling infrastructure. Bridges that are structurally deficient and aging utility pipelines are only a couple of the challenges that need to be addressed.

As it relates to HEI-WAY's high-performance cold mix asphalt material, the repair, replacement and construction of underground pipelines is another area where our material is utilized with great success. More specifically, we have water, gas, electric and cable companies and their contractors who count on HEI-WAY material to be available and workable, when and where they need it.

Similar to the work we described with culvert replacements, our utility customers are often working in the roadway, creating trench or box cuts to perform their work – always with the responsibility of getting the roadway back open to traffic as soon as possible.

What makes our material work so well in these applications? Our utility customers have told us it's a combination of performance and service – knowing that we'll get the material to them when they need it, knowing that it can be stockpiled for long periods of time, and knowing it's going to be easy to work with and stay where they put it. Simple as that!

So we've examined some of the ways that HEI-WAY's high-performance cold mix asphalt material can help you get the job done during the warmer months of spring, summer, and early fall. We know there are others, and if you would like to share your ideas, we'd love to hear from you!

In the meantime, if there's anything we can do to help, please don't hesitate to let us know. And keep in mind, our high-performance material is now available in our new Bensalem, PA location and, as always, at our Sarver PA plant site.

Special thanks to our friends at Buffalo Township for their help on this article!

“Progress is man's ability to complicate simplicity.” Thor Heyerdahl

PA Outlets for HEI-WAY® Premium in Easy-to-Use Bags:

Allegheny Lumber & Supply, Tarentum
Building Products Inc., Sharpsburg
Cambria Ace Hardware, Johnstown
George L Wilson Supply, Apollo
George L Wilson Supply, Pittsburgh

Hastings Hardware, Pittsburgh
John Bonham Supply, Honesdale
Melwood Stone & Supply, Lower Burrell
Option Supply Co., Pittsburgh
Pechin Enterprises, Connellsville
Rt.40 Aggregate & Feed, W. Brownsville

Sarasnick's Hardware, Bridgeville
Sarver True Value, Sarver
Slippery Rock Hardware, Slippery Rock
South Hills Hardware, Pittsburgh
Wayne Lumber, Waynesburg

HEI-WAY®

Spec Sheet

HEI-WAY, LLC

290 North Pike Road
Sarver, PA 16055-9735

(724) 353-2700

www.hei-way.com

Est. 1956



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Additional PA Outlets for HEI-WAY® Premium in Bulk:

- Cranberry Supply, 8020 Rowan Rd., Cranberry Twp. — (724) 776-1610
- Building Products, Inc., 136 23rd St., Sharpsburg — (412) 784-8202
- Georges Supply, 3101 Brownsville Rd., South Park — (412) 835-6123
- Kiefer Coal & Supply, 5088 W. Library Ave., Bethel Park — (412) 835-7900
- Russell Brothers, 101 West Wylie Ave., Washington — (724) 225-5510
- Route 40 Aggregates & Feed, 800 National Pike, W. Brownsville — (724) 632-3331
- Snyder Excavating, 2824 William Penn Ave., Johnstown — (814) 322-3120
- James W. Gilliland Hauling, 77 Auction Rd., New Wilmington — (724) 946-3145
- Bensalem Travel Plaza, 2950 State Road, Bensalem — (724) 353-2700
- Allied Landscape Supply, 5834 Old Lincoln Hwy., Gap — (717) 442-4390
- Allied Landscape Supply, 1752 Limekiln Pike, Dresher — (215) 643-9861
- D&S Hauling-Stone Supply Yard, 1491 Rt. 739, Dingmans Ferry — (570) 828-8430
- M&W Supply, A Division of Wehrungs, 210 Durham Road, Ottsville — (610) 847-7203
- Stewart & Tate, 950 Smile Way, York — (717) 854-9581

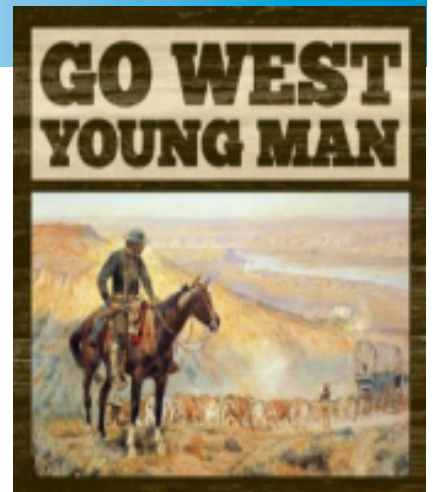
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Go ~~West~~ East, Young Man!

Many years ago, American author Horace Greeley famously wrote; “Go West young man, Go West”. And while those words resonated so strongly that they later became the name of a 1936 Mae West movie, HEI-WAY (we’ve always been different) is going East!

You see, the last few winters – from mid-January to early April, to be exact - HEI-WAY has stockpiled material at the Bensalem Travel Plaza near Philadelphia. This convenient and well-known location has allowed us to better serve our customers in that part of the state, and our friends in New Jersey, as well. As a result, the performance of our high-quality cold mix asphalt and focus on excellent customer service have created a demand for HEI-WAY material that is higher than ever. Municipal customers including Northampton, Falls and Doylestown Townships, and utility customers like the Bucks County Water & Sewer Authority have all discovered first-hand why so many western Pennsylvania customers rave about HEI-WAY cold mix asphalt.

So this year, HEI-WAY has made a larger commitment to eastern Pennsylvania and neighboring communities. Starting back on December 1st 2015, our materials were once again available at the Bensalem Travel Plaza. Garth (everyone seems to like Garth) is back in Bensalem to load material onto your trucks and our new full-time sales specialist, Ken Austin, is available to support our growing customer base (you can read more about Ken in this issues “Meet the HEI-WAY team” article). But even more exciting than all of that, is the commitment to operate our eastern Pennsylvania location on a year-round basis! Now, if you’re in the eastern part of the state or beyond and need the best patching material on the market in January or July, no problem – we’ll have it.



For more information on how to get your load of HEI-WAY high-performance cold-mix asphalt material, please contact Ken Austin or stop by our Bensalem yard.

The Bensalem Travel Plaza - 2950 State Road, Bensalem PA 19120 - Mon-Fri: 7:30am to 4pm - 724-353-2700