



December 2009

RE: Introduction one of my clients of The Barnhardt Group: "Hot in Place Recycling" by Gallagher Asphalt Corp.

To all Friends, Colleagues, HOAs, Engineers, Elected Officials, Facility Mangers and Consulting Engineers:

You know about my passion for saving customers like yourself hundreds of thousands of dollars with proven asphalt recycling techniques. I will continue to speak of the great savings that can be realized by using these processes while representing one of my clients, **Gallagher Asphalt** and their **Hot in Place Recycling** process in Georgia. When combined with thin lift overlays or microsurfacing, the end result can provide years of smooth driving for as little as half of the cost of a conventional mill and overlay.

With the entire world going green and liquid asphalt prices soaring, wouldn't you like to walk into the office of your Mayor or County Chairman and let them know that you are saving half of the annual resurfacing budget by using a process that will take less time, cause less user delay, and provide safer, smoother roads for several years to follow? Did I mention that you are not having to mill up what you have already paid for? Asphalt is the number one recycled product in America and each year the asphalt recycling industry saves Americans over 1.8 billion dollars. Yet, we are only merely scratching the surface. I know that the Southeast will quickly adopt **Hot in Place Recycling** as another tool in their toolbox as many other states across America have done. I have included a few comments that some of our **Hot in Place Recycling** customers have said for your perusal below:

"The HIR process is a proven cost-effective method of rehabilitating existing pavement without the need of removing and replacing with new plant mix asphalt." David Montanye, Director, Cobb County DOT, GA (pop. 700,000)

"The HIR process has proved to be very cost effective and we were able to stretch the dollar farther than what was expected." Craig Lyon, City Engineer, City of Taylor, MI (pop. @ 75,000)

"We do roughly 30-35% more streets per year than we did with the mill and fill method. We get a lot more for our annual paving dollars with HIR." Ed Zabrocki, Mayor, Tinley Park, IL (pop. @ 59,000)

"Gallagher has been utilizing 'energy efficient paving' long before it became glamorous – HIR has been the method of choice for savings for many of our clients – savings are now pushing 50%!" Chris King, PE, President, Robinson Engineering, Ltd., South Holland, IL (various agencies)

"Excellent program – good way to spend taxpayers money – City Manager, Mayor, City Council all agree, we love it!" Jack Garber, Public Works Director, City of Manistee, MI (pop. 7,500)

"Our finished street product has been a smoother pavement with less reflective cracking." Christopher Barnes, PE, City Engineer, City of Portage, MI (pop. 50,000)

"A process that is more environmentally friendly than traditional maintenance and rehabilitation techniques while substantially quicker!" Bill Hoppe, PE, City Engineer, City of Mequon, WI (pop. 25,000)

"The Gallagher crew was conscientious in their work ethics, they were accommodating also – please rest assured that the City will be ready to do business with your firm in the future!" Rick Crum, Superintendent, City of Marquette Heights, WI (pop. 3,000)



While we have a lot of information and video on our website at www.hotinplacerecycling.com, here is a brief list of some of the benefits your municipality will get from using Hot in Place recycling on your roads:

Reduced engineering costs – lower traffic control costs – roads back in service quicker – elevations and overhead clearance tolerances maintained – interruption of and filling of cracks – re-establishment of surface crown and drainage – leveling of shoves and bumps – restoration of surface flexibility – chemical rejuvenation of aged hot mixed asphalt – remixing and recoating of uncoated aggregate – using asphalt materials you already bought and paid for - enhancement of highway safety through improved ride and increased skid resistance – incredible dollar savings compared to conventional techniques to name a few.....

I will be calling to set up an appointment to visit you in person in the New Year, but wanted to get you some information in advance so you and your staff could start thinking about which roads will make good candidates. Once we get together in person, we can visit the roads you have in mind to evaluate their distress levels and suitability for **Hot in Place Recycling**. We would be happy to provide budget numbers and help with setting up your bid documents and specifications. The Barnhardt Group was formed to be your “one call” solution to your decaying infrastructure problems. I am always available to talk distressed roads and recycling.

In closing, I would like to personally thank each and every one of you for taking the time to read this short announcement and thank you for your past business. I am enclosing also enclosing a PDF copy of an article of interest out of the November edition of Asphalt Contractor. Perhaps your municipality can qualify for STP funding from the Small Urban Program too? Please visit our websites for more detailed information, testimonials, videos and specifications www.gallagherasphalt.com, www.hotinplacerecycling.com, www.thebarnhardtgroup.com .

If you would like me to visit your office right away, or would like to discuss matters in detail, please feel free to call anytime me at 404-316-9792 or email at blair@thebarnhardtgroup.com .

Sincerely,

Blair Barnhardt



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