

SPREAD SHEET *****

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El Nino - Over At Last

Reed & Graham has weathered the storm!! As with the rest of the industry, we have survived *El Nino* and are ready to provide the service to our customers that has been and is expected. All divisions are up and running and prepared to assist with whatever our customers need.

The **San Jose facility**, at 690 Sunol Street, operates our 10,000 pound asphalt batch plant and is capable of producing asphalt for jobs from one ton driveway repair to 10,000 ton freeway expansion projects. Also located at the Sunol site is our 650,000 gallon emulsion storage facility with a state of the art emulsion mill. The emulsion plant is capable of producing all grades of emulsion for chip seal, slurry seal, and other emulsions for seal coating. The fleet of Reed & Graham spreader trucks, housed in San Jose, is available for spreading emulsions throughout Northern California.

The **Sacramento plant**, which occupies 6 acres at 8280 14th Avenue, is producing all grades of asphaltic emulsions and binders for sealing and major highway maintenance. The plant also manufactures the complete line of Over Kote specialty products at our on-location customized batch plant. A recently completed expansion for processing specialized blended products has made the Sacramento plant the newest facility on the West Coast that is able to



Asphalt storage bunkers, San Jose facility

blend, package, and ship roofing and related products. Since the newly renovated Sacramento plant is located near rail, air, the Sacramento River deep water channel, and all major West Coast freeway systems, the blended products can easily be shipped to anywhere in the world from the state-of-the-art facility.

The **Geosynthetic Division** has locations in San Jose, Sacramento, and Moro Bay and is capable of serving customers throughout Northern California and the West Coast. As the largest stocking distributor of geosynthetic products, erosion and sediment control products, drainage composites, and all types of pipe, the Geosynthetic Division is able to deliver or ship to any location. The technical and support staff of the division is the finest in the geosynthetic industry and is nationally recognized for their expertise.

Reed & Graham Laboratory Services, a fully independent division of Reed & Graham, has the top of the

line testing equipment in the industry and is able to offer the highest quality testing and accurate results performed by a fully certified and accredited staff. Complete testing services for hot mix asphalt, soils, emulsions, and Portland Cement Concrete are available.

HP Inspections, a division of Reed & Graham Laboratory Services, provides inspections and testing on a wide range of construction projects. HP Inspections works closely with project engineers, architects, general contractors and agency officials to assist in project continuity. The HP Inspection division provides inspections for Structural Steel and Welding, Reinforced Concrete, Structural Masonry, Pre-stressed and Post-tensioned Concrete and Spray Applied Fireproofing. In addition, HP Inspections also provides full consulting services for all welding inspection needs.

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Reed & Graham Laboratory Services

In little over two years since Reed & Graham Laboratory Services has been in existence, there have been many positive trends in the industry that have brought the laboratory to the forefront. With renowned personnel and top of the line / one of a kind equipment available for testing, the laboratory has worked for CalTrans, various counties within Northern California and cities state-wide.

John Moehring, Laboratory General Manager, **Steve Gates** Laboratory Business/Sales Manager, Laboratory Managers **Carol Goldman**, **David Truong**, **Frank Rancadore**, and Supervising Technician **Eric Richard** have coordinated their efforts in creating the efficient and highly respected laboratory environment that exists today.

John Moehring states, "The Laboratory is well positioned to service current and future testing needs of our clients. We are constantly looking for avenues leading to the steady growth of our capabilities." The AMRL certified laboratory is equipped with instrumentation and NICET qualified staff capable of performing many of the standardized tests in Hot Mix Asphalt, Binder, Emulsified Asphalts and Slurry Seal materials, as well as the non-standard, performance based testing utilized in the Superpave testing protocols.

Steve Gates, Laboratory Business Manager, analyzing the position of Reed & Graham Laboratory Services in the commercial testing arena stated, "Whether we speak of conventional HMA testing, SHRP testing or analysis of materials for asphalt emulsion applications like chip seals, cape seals, slurry seal and micro-surfacing, RGLS is known throughout the industry as a leader in the field of commercial testing. Although our primary market focus is within the boundaries of the State of California, we receive

Pg. 2 requests for services from public agencies, suppliers and

contractors throughout the United States, as well as many International concerns."

Carol Goldman, Emulsion Division Manager, expressed her opinion that "the technical support that is provided by the RGLS's management staff continues to be our strongest skill available to agency representatives. In July, the emulsion and QC/QA divisions teamed up to train eight city inspectors from the City of Fremont in the fine details of project inspection for their upcoming summer overlay and cape seal jobs. Many key points were addressed, from mix design to field placement equipment to final product analysis. Every inspector left with the tools with which to better scrutinize product placement and all were reassured that they could tap into RGLS's management staff's expertise at any time with just a quick phone call."

David Truong, HMA and Binder Division Manager, commented that "the Hot Mix Asphalt and Binder division of Reed & Graham Laboratory Services is one of the leading providers of Asphalt Cement Concrete testing services on the West Coast. Services range from traditional Marshall / Hveem mix designs to the cutting edge Superpave Volumetric mix design."

Frank Rancadore has assumed, temporarily, the position of asphalt plant coordinator for the laboratory. In addition to his support for Superpave testing and mix designs with laboratory personnel, Frank works with the hot plant to achieve mix design quality control and quality assurance relating to asphalt production for agency related jobs and the general public. Frank is a renowned expert in asphalt QC/QA and his ability to determine and implement proper mix designs will be a benefit for all Reed & Graham customers.

Scott Pinkham, lead engineer of **HP Inspections**, a division of Reed &

Graham Laboratory Services, says, "HP Inspections is recognized as a special inspection agency by the International Conference of Building Officials (ICBO) and our qualified staff of registered engineers and certified inspectors is able to provide testing and special inspections on a wide range of projects and related materials. HP Inspections has special testing services available and we are always willing to work closely with project engineers, architects, general contractors, and city officials to assist in project continuity, management, and scheduling."

HP Inspections also has a registered civil engineer in the State of California who has experience in geotechnical engineering, construction and special inspections, and soils testing.

Pres Sez

I am going to disclose the best kept secret in town: **Gene Guido has semi-retired**. Those of you who know him and respect him as much as I do, probably have not noticed the change in his work status because he appears to be still coordinating efforts with Fred for our daily business.

Now that Gene is "stepping down," **Fred Smith** has been appointed Asphalt Sales Manager after years of working with Gene. **Fred** has the background and experience necessary to service the responsibility of this position. We all congratulate **Fred** on his promotion and wish **Gene** the very best in his semi-retirement.

Gene taught me early on the value of our customers and the responsibility we, as a company, have in earning their respect and business. . . a lesson learned early in my career and one I will carry forever.

OK

Customer Corner... El Camino Paving

Steve Alva and **Vern Grafton** became partners with **Don** and **Dale Patton** of Patton Bros. in 1977. Both Alva and Grafton worked for Freeman-Sondgroth prior to joining the Pattons. **El Camino Paving** was the Grafton and Alva side of the partnership which was formed between the four men for the purpose of doing all the paving projects for Patton Bros.. **Steve** was famous for his ability to operate the Layton box paver and was widely sought after for his expertise and paving ability. According to reliable sources in the paving industry, **Alva** was considered the best Layton box paver in the United States and traveled throughout the country for Layton demonstrating his ability using Layton equipment. **Steve's** crews became very efficient with the Layton and, since they had to keep the crews working, El Camino began doing patching and sealing work to compensate for their downtime.

In 1978, **George Gioia** joined El Camino Paving. He moved from Reed & Graham where he served as dispatcher and operations manager. **George** was hired to take over **Vern's** job as dispatcher for all of the El Camino crews that did Patton Bros.. paving work.

After five years in the Patton Bros.. office, El Camino decided to go on their own. They purchased the site once owned by Cuevas Paving and moved to the Rengstorff Avenue location in Mtn. View. The company grew rapidly over the next few years and had to move from the Rengstorff site to a location on Bayshore. The Bayshore site quickly became too small and they moved to the present location on San Rafael Avenue in Mtn. View.

El Camino quickly gained the reputation as a reliable and first-quality paving company. Both **Steve** and **Vern** earned the reputation over the years as well respected and know-



Steve Alva on the paving machine at the El Camino office ledgeable contractors.

In 1988, El Camino purchased their first Barber Green paving machine to be able to pave larger jobs. **Steve** learned how to run the machine well and today can still be found on the paving machine on El Camino job throughout the Bay Area. The focus has shifted from the original patching, sealing, and paving for others to new ventures of doing street overlays and raising manholes and water valves. El Camino Paving still does every phase of asphalt paving and maintenance.

Steve believes that one of the major reasons for the success of El Camino is that they have always had good people on the crews, as well as in the

office. As they have grown, the need for quality people to do administrative jobs has also grown. The estimating department now has three full time estimators. Joining **George Gioia**, estimator for commercial buildings, paving, sealing and patching are **Craig Johnson**, public works estimator, and **Ken Buran**, grading and paving estimator. **Lupe Villarreal** is dispatcher and responsible for assigning the crews as well as

ordering necessary equipment for the jobs. The office is run by **Melissa Campos**, one of Steve's daughters, who is Vice president and Office Manager. **Steve Alva Jr.** gained many years of field experience and is now also in the estimating office.

In the early days at the Patton Bros. office, El Camino Paving earned the reputation as one of the top paving contractors in the Bay Area. Today, the reputation still exists and people continue to come to El Camino for quality workmanship and excellent service. **Steve Alva** has built and successfully maintains a strong, family-operated business in the competitive asphalt paving and maintenance industry.

Reed's Recipe Corner Rice and Bean Casserole

- 1 - package Near East Rice Pilaf
- 1 - 16 oz. can S&W White Beans
- 1 - 16 oz. can S&W Salsa with Cilantro - or any Salsa and add fresh cilantro
- 1/2 cup shredded Non-fat cheese -

Prepare the rice in a round 2-quart casserole, eliminating the butter. Cover and cook in a microwave on full power for 7 minutes. Stir and return to the microwave for 12-14 minutes at 50% power. When rice is done, add the white beans, salsa, and 1/4 cup cheese. Stir, cover and return to the microwave for 3 minutes to heat through. Sprinkle the remaining cheese on top and let stand covered for several minutes to melt cheese.

Serve with bread and a mixed green salad

Note: Non-fat cheese does not do well in a "baking" situation. The best results are to just mix in the cheese at the end or "steam" the cheese if you want it to melt on the top of the casserole.

Contributed by Carol Hartley

OK

Reed & Graham Spotlight

San Jose Operations



Cliff Clowers

Cliff began his career at Reed & Graham in June of 1991. His responsibilities included customer service, over-the-counter sales, and scheduling of shipments to customers.

He enthusiastically dealt with every situation and soon became the mainstay of the department. Cliff has earned the position of Operations Supervisor. He also has the responsibilities of dispatching the oil spreader fleet. His organizational skills and hard work are appreciated by the many customers he deals with daily.

Cliff and his wife Anya reside in Sunnyvale. The leisure activities the newly married couple enjoy include snow skiing, golf, and world travel.



Mike Bunnell

Mike joined the Reed & Graham family as a bottom dump driver in July of 1993. After 2 and 1/2 years on the road, he was moved into operations to assist Cliff with the over the counter sales and dispatch of the bottom dump fleet.

In August of 1997, the operations department took on a new look and Mike was assigned the role of dispatcher for the bottom dump fleet and assistant dispatcher for the oil spreader fleet. He also works closely with the suppliers of material for the hot plant.

During his off-duty hours, Mike enjoys working on and driving his newly-purchased 1969 Camaro Z28.



Robin Bing

Robin is the newest member of the Reed & Graham family, joining the staff in May of 1998. She came to operations from the people oriented travel industry where she worked as a travel sales representative.

According to Cliff, she has learned the ins-and-outs of the department very quickly and enthusiastically takes on any task until it is completed. She has great people skills and works well with over-the-counter sales as well as with assisting with all operational functions.

Robin enjoys leisurely walks with her golden lab, jazz, exercising, and antique hunting in her spare time away from work.

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