



GRIP-FLEX NEWS

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Welcome

Hot of the Press! The Ameriseal of Ohio, Inc. team is excited to officially launch Grip-Flex News! Our team is working behind the scenes to provide a newsletter twice a year featuring industry news, educational articles and highlights of recent projects. The newsletter will be mailed directly to you and the digital version can be found on our new website, GRIP-FLEX.com. We also invite you to connect with us on LinkedIn at Ameriseal of Ohio Inc. and follow us on Instagram at gripflexmicrosurfacing. We hope you enjoy the FIRST issue of Grip-Flex News and we look forward to connecting with you!

- The Ameriseal of Ohio Inc. Team -

HOW DID THE 1960'S PLAY A PART IN TODAY'S AIRFIELD STANDARDS & SPECIFICATIONS?



The 1960's were a time of change in aviation. During this era, new fighter jets were being developed with increased speed and demand for jet fuel. West Germany was on the front line of the Cold War and needed to have an efficient, quick and viable air defense to deter any aggression from the east. This

need for powerful aircraft also led to a search for an alternative option to the short, grass landing strip. Fighter jets needed to land on asphalt or concrete to provide a durable surface ready for take-off and landing in all weather conditions. During this time, FOD (foreign object debris) was a constant issue due to the jet engine fuel (petrol residue) which broke down the asphalt binder and was highly dangerous to the mechanical operation of the engine jets.

A new type of surface was needed that was fuel resistant, skid resistant, and highly durable to allow the high powered jet aircraft to operate in any weather condition. The answer to this need became known as a "thermoplastic coal tar slurry seal."

WHAT IS A SLURRY SEAL?

A slurry seal is a binder material mixed with a defined quantity of crushed fine aggregates that is spread on hot mix asphalt. (HMA). Slurry seals can be made

from asphalt tars or coal tars. Asphalt tar based slurry seals, along with anything made of asphalt (crude oil) lacks long-term durability as well as fuel resistance.

WHAT ARE THE BENEFITS OF A COAL TAR BASED SLURRY SEAL?

Coal tar based slurry seals provide oxidation resistance, UV resistance and fuel/chemical resistance. Therefore, a coal tar based slurry seal will last much longer than any asphalt based product. When the coal tar is mixed with a natural rubber the binder that is created has incredible durability to hold the crushed stone in place and it is not uncommon to see 20 year old installations of "thermoplastic coal tar" based slurry seals (known today as "Micro-Surfaces") that are still providing fuel/chemical resistance, skid resistance and remain highly visible with black color, making the runway markings visible to pilots in all weather conditions. In the 1980's The Department of Transportation embraced the proven "Micro-Surface" technology. The FAA's evaluation of Micro-Surfacing took place over a 25-year span and the product evolved to what is now known as *Grip-Flex Micro Surfacing*.

With the encouragement of engineers and the increased demand for a high performance airfield surface, Grip-Flex Microsurfacing received FAA Specification

Standards, Specifications and more information cont. on page 2

CONGRATULATIONS TO JONATHAN!

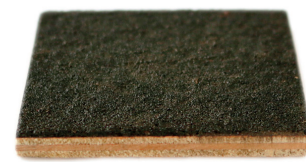


Jonathan Moore, Aviation Business Manager, celebrates his 15 year anniversary with Ameriseal of Ohio, Inc.! Jonathan began his career with Ameriseal of Ohio, Inc. on the Grip-Flex installation crew, while in college at Mount Vernon University. "My interest in the company led me to a sales and marketing position in early 2006. In the summer of 2006, I took over as the Southeast US Regional Sales Representative in Orlando, Florida where I managed a 6-state territory." In December 2008, Jonathan was promoted to Aviation Business Manager to oversee sales, marketing and business development on a national level. Jonathan and his wife Katie reside in Norton, Ohio with their three beautiful children. Jonathan enjoys traveling with his family and helping to coach his son's baseball team.

Grip-Flex Micro-Surfacing



Grip-Flex Sand Slurry



Grip-Flex Spray Seal



Q & A CORNER

Airport Rescue Grants are a popular topic of conversation. Approximately \$8 billion in grants are available for airports under the American Rescue Plan Act of 2021 (ARPA). The Federal Aviation Administration (FAA) has additional information for airport sponsors concerning COVID-19 at www.faa.gov/airports. (Source: Airport Rescue Grants June, 2021)

Q1: HOW DOES THE AMERICAN RESCUE PLAN ACT BENEFIT AIRPORTS AND AIRPORT CONCESSIONS?

A: On March 11, 2021, the President signed the American Rescue Plan Act of 2021 (Public Law 117-2) (ARPA). Section 7102 of ARPA provides approximately \$8 billion in economic relief to airports to prevent, prepare for, and respond to the COVID-19 pandemic, including relief from rent and minimum annual guarantees (MAG) for eligible airport concessions at primary airports.

Q2: WHERE IS THIS FUNDING COMING FROM?

A: The funds are coming directly from the U.S. Treasury's General Fund to prevent, prepare for, and respond to the impacts of the COVID-19 pandemic. FAA's Office of Airports will administer these grant funds to airport sponsors.

Q3: WHO IS ELIGIBLE TO RECEIVE FUNDING UNDER ARPA?

A: ARPA funds are available to most sponsors as defined in section 47102 of title 49, United States Code (U.S.C.); that is, airport sponsors meeting statutory and policy requirements under this section and identified in the FAA's current National Plan of Integrated Airport Systems (NPIAS).

STANDARDS & SPECIFICATIONS ARTICLE CONTINUED FROM PAGE 1

P-629 in 2018. The Federal Aviation Administration (FAA) recommends guidelines and specifications for materials and methods used in airfield development for construction and rehabilitation projects on airports. Not only did Grip Flex receive the P-629 Specification but Grip-Flex was also declared eligible for FAA AIP Funding.

Please see page 1. for pictures and more details listed below regarding P-629 Specification or visit FAA.gov.

The P-629 Specification for thermoplastic coal tar emulsion (Grip-Flex) includes three options. (FAA.gov)

- 1. MICRO-SURFACE:** For use on all pavements on airports serving airplanes less than 60,000 lbs. (27216 kg); any pavements on which aircraft do not operate including shoulders, overruns, roads, and parking areas. Micro-surface can be used at airports that server aircraft 60,000 lbs. (27216 kg) or greater with FAA Approval.
- 2. SAND SLURRY SEAL:** For use on all pavements on general aviation airports serving airplanes 12,500 lbs. (5670 kg) or less; all pavements, except runways, on airports serving airplanes less than 60,000 lbs. (27216 kg); any pavements on which aircraft do not operate including shoulders, overruns, roads, and parking Areas.
- 3. SPRAY SEAL COAT:** For use on all pavements, except runways, on general aviation airports serving airplanes 12,500 lbs. (5670 kg) or less and any pavements on which aircraft do not operate including shoulders, overruns, roads, and parking areas.

COMMUNITY PARTNERSHIP



THE COLLEGE OF
WOOSTER

L to R: Dr. Paul Edmiston & Jason Stewart



The College of Wooster (COW) is located in beautiful Wooster, OH and is eight miles from the Ameriseal of Ohio headquarters. It is known as one of America's premier colleges for mentored undergraduate research. Ameriseal of Ohio, Inc. is proud to have three College of Wooster alumni as part of the Grip-Flex team. Ameriseal of Ohio, Inc. Aviation Project Manager, Byron Barlow (COW Alumni, 2007) reached out to (COW) college professor, Dr. Paul Edmiston, to discuss working with a student intern. Dr. Edmiston recommended Jason Stewart, a sophomore majoring in biology and business economics. Dr. Edmiston and Jason are currently working closely with the Grip-Flex team to uncover more information about how temperature, acidity of water, sodium and iron affect the stability of the ingredients found in thermoplastic coal tar. The research will allow the Grip-Flex team to be more efficient in the application of the product in a myriad of weather conditions across the country. Ameriseal of Ohio, Inc. looks forward to continuing the community partnership and working on future projects together.

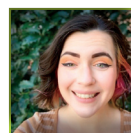


PROUD TO BE A NEW MEMBER OF ACC



1420 King Street, Suite 401, Alexandria, VA 22314, Phone: 703-683-5900

The Airport Consultants Council (ACC) is celebrating 43 years of delivering excellence in airport development. The Airport Consultants Council (ACC) is the global trade association that represents private businesses involved in the development and operations of airports and related facilities. Ameriseal of Ohio, Inc. is proud to be a new member of ACC, joining in March 2021. The Ameriseal of Ohio Inc. team has enjoyed meeting fellow ACC members during virtual networking events and workshops. Tara Haley, Marketing Director and Kristen Coffman, Senior Marketing Specialist, are active in the Airport Consultants Council and look forward to volunteering.



Contact Grace Healey, ACC Marketing & Communications Coordinator- for more information regarding upcoming events and membership opportunities.

NORFOLK REGIONAL AIRPORT PROJECT

The Key to Success is Building Relationships



The Norfolk Regional Airport is located four miles southwest of Norfolk, in Madison County, Nebraska. The airport, once was known as the Karl Stefan Memorial Airport, named after Karl Stefan, a local icon and was established in 1944. Ameriseal of Ohio Inc. began its relationship with the airport in 2010, when runway 14/32 was resurfaced with Grip-Flex. Due to the airport team being impressed with the performance of Grip-Flex, all asphalt pavement was resurfaced with Grip-Flex Type B Micro-Surface in 2019.

In the summer of 2010, Byron Barlow was the Project Supervisor of the Grip-Flex crews working on the Norfolk Airport project. Jacobs Engineering was the consultant for the project and Terri Wachter, Manager of the Norfolk Regional Airport. The Grip-Flex portion, nearly 120,000 square yards, included Grip-Flex micro-surfacing on the secondary runway 14/32 and all taxiways. With two crews working for most of the project and great weather Grip-Flex completed the project ahead of schedule.

With the Norfolk Airport project completed, Byron remained in touch with Terri. Per Byron, "Terri was incredibly happy with how the project turned out and performed." Terri also shared that many of the pilots that flew into the airport were interested in the product and commented on how visible the runway was from the air. The pilots also stated they did not have to use as much brake action during landing. In July 2021 we followed up with Terri Wachter, who said "Grip-Flex still proves itself to be an excellent product."

In 2017, Byron was working on a project in Southwest Missouri with Olsson and Associates, when an engineer from Olsson inquired about Norfolk Regional Airport in Nebraska. He commented how impressed he was with the project and that there are plans for a new project for the airport that would include Grip-Flex micro-surface on the entire airfield. Olsson was pleased with how well Grip-Flex

had held up and instead of recommending a mill and overlay, they decided to apply another coat of Grip-Flex.

The Southwest Missouri project went out to bid in 2018 and was won by Grip-Flex as the Prime Contractor. In June of 2019, work officially began. "Being the Prime Contractor on a project this size carries a lot of responsibility," shared Byron Barlow. It requires to have personnel on the jobsite anytime another contractor was working, similar to the Norfolk project. With almost 200,000 sq. yds. of Grip-Flex to be laid, all the pavement preparation work and the electrical work needed to be completed prior to any Grip-Flex. A preconstruction meeting was held to get all the contractors, the airport board, city engineers, FAA officials and the engineering firm on the same page. Once the project was underway, everything ran smoothly and was completed on schedule.

Norfolk Regional Airport was a successful project and additional work came from the strong relationship with Terri Wachter. These projects were successful not only from a physical project site, but from a solid foundation of business relationships being developed and strengthened over time.

LOCATION: NORFOLK, IN MADISON COUNTY, NEBRASKA FAA IDENTIFIER: OFK



VICKSBURG-TALLULAH REGIONAL AIRPORT PROJECT

Team Work Ensures Success

Vicksburg-Tallulah Regional Airport is located in Mound, Louisiana between Vicksburg, Mississippi and Tallulah, Louisiana. The airport opened its doors to the public in 1992, with a mission to serve Madison Parish, Warren County and surrounding areas. Airport traffic averages 20-30 flights per week, for users up to a 75,000-lbs. weight load. Pilots enjoy state of the art amenities including a flight planning area with a pilot's lounge, aircraft storage, aircraft rental and flight instruction.

In 2014, Ameriseal of Ohio, Inc. worked with the engineering firm, KSA to apply Grip-Flex Sand Slurry to Runway 18/36. The planning and teamwork of Ameriseal of Ohio Inc., KSA and Vicksburg/Tallulah Airport Manager, Randy Woods, ensured the project ran smoothly and was completed in a timely manner.

Randy Woods joined the airport in 1998 and has built an amazing team that strives to provide top notch services and ongoing maintenance for the pilots and the community. The airport is also a proud supporter of the Southern Heritage Air Foundation Museum and Warrior Bonfire Project,

which provides opportunities for recovery and healing for combat wounded veterans. Office manager, Beth Federick, linemen Herman Hayward and Terrance

Levi consistently receive 5 Star reviews for their friendly, knowledgeable service. Pilot, Tim S., recently shared his testimony of the customer service he received, "I landed in the evening after hours, and Randy was kind enough to help me with accommodations and use of the courtesy car. I will definitely stop here again."

With Randy's focus on pilot safety, Ameriseal of Ohio, Inc. again teamed up with KSA in 2017, to apply Grip-Flex Sand Slurry to a parallel taxiway. Resurfacing of the apron is scheduled for 2022. "We enjoy working with Randy and his team to provide a safe, environmentally friendly, long lasting surface that meets his expectations. Working with Randy and KSA is a collaborative effort that always ends in success." commented Jonathan Moore, Ameriseal of Ohio, Inc. Aviation Business Manager.

LOCATION: MOUND, LOUISIANA FAA IDENTIFIER: TVR



NAVIGATING THROUGH THE PANDEMIC & BEYOND

From the beginning of the COVID-19 global pandemic, Ameriseal of Ohio, Inc. manufacturers of Grip-Flex, continued to do what they do BEST. . . get the job done professionally and in a timely manner.

COVID-19 transformed life as we once knew it. Schools were closed, businesses were forced to close, we were confined to our homes and the future felt very uncertain. Ameriseal of Ohio, Inc. made the decision to take safety measures to remain operational. In mid-March administrative staff and business managers began working remotely from their homes, The crews continued to work on airport runway projects that had already been scheduled before the pandemic. "Several taxiway and runway jobs were temporarily shut down and several projects were delayed, but the staff continued to work through the challenges" commented Ameriseal of Ohio Inc., Aviation Business Manager Jonathan Moore.

Overall business was not lost but continued at a slower pace. What was lost was the in-person connectivity, the building of relationships in-person, an obstacle that could have never been predicted. Traditionally, business managers attended in-person airport and engineering conferences across the country meeting new people face to face, learning about products and upcoming projects. Unfortunately, conferences were cancelled indefinitely. Jonathan Moore shared "The shutdown forced

Ameriseal to get creative in how we communicated internally and with our customers." Pre-pandemic, Ameriseal of Ohio Inc., did not have a designated marketing team to implement a social media and email marketing campaign to grow these business relationships during this unusual time. Suddenly the thought process became...how will we continue to develop our current client base as well as make new connections.

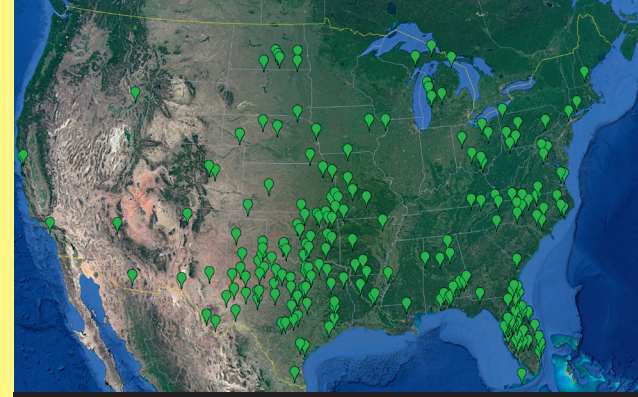


CONNECT WITH **TARA HALEY**
& **KRISTEN COFFMAN**



In January 2021, the decision was made to expand the marketing department of Ameriseal of Ohio Inc., Jonathan Moore and Byron Barlow hired Marketing Director and Business Development Director, **Tara Haley**. The team worked to develop a comprehensive marketing plan to stay connected with the aviation community. In May 2021, **Kristen Coffman**, Senior Marketing Specialist was hired to develop and implement programs for community outreach including social media and email marketing.

Over the past seven months Ameriseal of Ohio Inc., has evolved. The addition of a marketing team has been



HUNDREDS OF SUCCESSFUL GRIP-FLEX INSTALLATIONS ALL ACROSS THE USA

pivotal. The country and airports have resumed to a new normal. Grip-Flex projects are back on track and in person conferences have started to begin again. The pandemic is not "over". The key is learning to live through it and have a plan to continue moving forward and beyond. Grip-Flex remains strong in the aviation community and we are moving past these last 15 months smarter, stronger, and together.

Looking ahead to the remainder of 2021 and into 2022, Ameriseal's goal is to keep building on the new marketing plan and to continue to maintain current partnerships, strengthen them and explore new opportunities. A few final thoughts from Jonathan Moore "We are excited to be back in the office but have adopted a hybrid work model that allows our office employees to work remotely and at the office, as necessary. We would like to increase Grip-Flex name awareness across the country. Through all the difficulties, we have continued to grow our business, and I think we have become a better company because of it"

UPCOMING 2021 EVENTS

- SEPTEMBER 12-15** NASAO - Cheyenne Mt. Resort, Colorado Springs, Colorado
- SEPTEMBER 13-17** Crystal Mt. Resort, Thompsonville, Michigan
- SEPTEMBER 22-24** Biloxi, Mississippi
- SEPTEMBER 26-28** Eagle Ridge Resort, Galena, Illinois
- OCTOBER 12-14** Blue Chip Casino, Michigan City, Indiana
- OCTOBER 17-20** Lodge at Gulf State Park, Gulf Shores, Alabama
- OCTOBER 24-27** Baton Rouge, Louisiana
- OCTOBER 26-27** Lancaster, Pennsylvania
- NOVEMBER 8-10** Napa, California - ACC Annual Conference



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WE INVITE YOU TO
CONNECT WITH US!

