

GRIP-FLEX NEWS

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In This Issue

Happy 2023! We invite you to read the second issue of GRIP-FLEX News. In this issue you will find industry information, airport projects and a list of upcoming aviation conferences. We hope you find our newsletter a beneficial tool and we look forward to staying connected on Facebook, Instagram and LinkedIn. Best Wishes for a healthy and successful 2023!

- Tara & Kristen, GRIP-FLEX Marketing Team

SUCCESSFUL BUSINESS PARTNERSHIP BEGAN ON THE SOCCER FIELD



The lifelong friendship of Jonathan Moore and Byron Barlow began on the middle school soccer field in Kidron, Ohio. In, 2005, while attending Eastern Mennonite University in 2005, Jonathan started working at Ameriseal of Ohio, Inc. on the GRIP-FLEX installation crew.

In 2007, Byron graduated from The College of Wooster in 2007 and also began working on the GRIP-FLEX crew. Through the years, they took on many different roles, from project management to marketing. During their career's early years, they focused on building and strengthening relationships with airport managers

and aviation engineers. They continued to learn and grow while building the foundation for a strong business partnership.

In October of 2022, the opportunity presented itself to acquire Ameriseal of Ohio, Inc. from the owner, Jim Peters. Jim had also served as their mentor. He knew that with their sharp business sense, experience in aviation pavement maintenance, and strong customer relationships, Jonathan and Byron would be the natural choice to become the new owners of Ameriseal of Ohio Inc., manufacturers of GRIP-FLEX.

Congratulations to the New Business Owners, Jonathan and Byron!

Jonathan and his wife, Katie, live in Norton, Ohio, with their three beautiful children and keep busy with sports and traveling. Byron and his wife, Christina, live in Chippewa Lake with their adorable toddler and enjoy spending time on the lake.

Our Clients Are Our Greatest Asset

PROJECT PROFILE

The Fulton County Regional Airport is located in Wauseon, OH and the airport is owned by the Fulton County Commissioners.

Ameriseal of Ohio Inc., manufacturers of GRIP-FLEX Micro-Surfacing began its relationship with the airport in January of 2021 when Ben Cooley, Project Manager with Crawford, Murphy & Tilly recommended the project and put it out to bid. GRIP-FLEX was awarded the project, and in the summer of 2021, it was scheduled. The 3882' x 75'Square Yard, 10-day construction project began in early August, and Runway 9/27 was resurfaced with GRIP-FLEX Sand Slurry. The runway was completed with permanent markings which were installed in one day at the end of September after a 30-day cure period.

Matt Gilroy, Airport Manager and Fulton County's Economic Development Corporation's Executive Director and the airport team were incredibly impressed with the performance of GRIP-FLEX. When we asked Matt for his thoughts on the entire process, he gladly shared his experience as well he explained what others thought too.

"The Fulton County Airport (KUSE) decided to try GRIP-FLEX on our runway rehabilitation project. Upon opening the runway, the first arriving pilot noted he nearly missed the airport. Why? The runway was so different he didn't recognize it! The GRIP-

FLEX material makes the pavement look brand new. Since our sealing and marking project was completed nearly every pilot has noted the difference in the condition of the runway. During the project, the service provided by Ameriseal was terrific. They communicated well and completed the task with as little disruption to the daily activities to the airport as possible. If your desire is to make your runway or apron look new with a long-lasting product; I encourage you to consider GRIP-FLEX."

Our client base goes beyond the Engineer Firms and Airport Managers we work with, they are just the start of it. Our clients are everyone who is using GRIP-FLEX in one way or another including the Pilots who take-off and land on it. When our clients are satisfied that makes us Happy, and when a Pilot is pleasantly satisfied... that's an even greater success.



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DEVELOPING AN INCLUSIVE & SUSTAINABLE AVIATION INDUSTRY

Women in Aviation International (WAI) is a nonprofit organization dedicated to encouraging and advancing women in all aviation and aerospace career fields and interests. On November 17th, 2022, over 30 women met both virtually and in person at Yeager Airport for the first West Virginia Women in Aviation Luncheon. The diverse group of professionals included pilots, maintenance technicians, engineers, marketing directors, airport managers, and the Marshall University Bill Noe Flight School. The meeting opened with introductions and discussions on economic development and professional growth. Planning and supporting the Annual Girls in Aviation Day, held on September 23rd, was a top

priority. A special thank you to CRW Airport Director and CEO, Dominique Ranieri, Esq., C.M., Chief Marketing Officer at CRW Paige Withrow, for hosting and inviting the GRIP-FLEX marketing team.



For more information on upcoming meetings and programs to support women and encourage students to pursue aviation careers, please email Tracy Miller, President of Mid Atlantic Aerospace Complex, at tracymiller@maacinc.com



2022 Women in Aviation Luncheon

PROUD NEW MEMBERS OF



Making new connections and supporting aviation in Ameriseal of Ohio Inc., GRIP-FLEX's home state was a top priority in 2022. The Ohio Aviation Association's mission to promote aviation by providing a medium for exchanging ideas, methods, information, and experience was perfectly aligned with company goals, and the decision was made to become an official member of OAA. The annual conference held in the spring was the perfect opportunity to meet many of the 800 members by being an exhibitor and featured speaker. Our team looks forward to participating in upcoming OAA events and conferences. For more information on becoming an OAA member, visit ohioaviation.org

A Durable Surface Treatment; A Platform for Building Strong Relationships

PROJECT PROFILE

In the summer of 2016, Byron Barlow, our Aviation Project Manager recalls his conversation with airport board member, Tip Ruffner of Indiana County/Jimmy Stewart Airport in Pennsylvania. Mr. Ruffner stated that the taxiway had been milled and overlaid two years prior, and it was already beginning to ravel severely. Large rocks in the hot mix asphalt were becoming dislodged causing concern and serious FOD issues. Mr. Ruffner's main question was: Could GRIP-FLEX hold the raveling pavement together? In July, Byron conducted a site visit and test patch demo. This test patch was put over the worst-looking area on the taxiway to demonstrate how GRIP-FLEX would fill in the voids and provide a uniform appearance and new wearing surface. In August the contract was awarded and construction to begin in September 2016.

We recently spoke with Airport Manager, Rick Fuellner, who stated how satisfied he is. "In 2014, we received a new runway. Shortly after the asphalt started to fail at an alarming rate, we found GRIP-FLEX and asked them to come out and assess our issues. Our current runway was breaking apart and crumbling and we needed a giant band-aid. In 2016, GRIP-FLEX saved the integrity of our runway and taxiway. It is super strong, and it doesn't wear off. Because of its strength and durability, it does wear down our snowplow's cutting edge and reduces the life of aircraft tires. After six years the traction is still outstanding, and its color is still very black. Overall, we could

not be happier with GRIP-FLEX, and I would highly recommend it as a sealer to increase the longevity of your pavement."

The completed rehabilitation project at Indiana County proved to be a success and attracted the attention of the PennDOT officials, who were impressed with the results and in 2017, recommended that GRIP-FLEX be used on Runway 11/29 to mitigate the raveling issues. PennDOT official, David Parker (retired) was onsite for the duration of the runway project and recommended GRIP-FLEX to Nemaocolin Woodlands Resort as well as Port Meadville Airport. Thanks to PennDOT those respective runway projects were completed over the next few years with a taxiway project at Port Meadville on the radar for 2023. Additionally, the consulting engineer for the Indiana County project has since recommended GRIP-FLEX for other airport projects to commence in both 2023 and 2024.



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GLOBAL SUPPLY CHAIN DISRUPTIONS & LESSONS LEARNED

2022 was a difficult year for supply chains across almost all industries. Significant disruption and delays, particularly in the construction industry, were experienced throughout the entire country. On top of an already unpredictable supply chain, the Russia/Ukraine war caused several worldwide shortages that severely impacted the pavement maintenance industry. For nearly three months of the construction season in 2022, we were unable to produce any GRIP-FLEX products, and we were unable to produce above 50% capability for an additional four months. Once the supply resumed, raw material costs increased nearly 200% on the raw tar materials.

While this caused quite a few headaches and logistical issues throughout the year, it also provided an opportunity to re-evaluate all of our supply chains, production methodologies; and begin to streamline our entire process. We are cautiously

optimistic that the pricing and material supply will remain stable throughout 2023 and beyond. We look forward to being able to consistently supply our customers with the necessary materials to complete their projects for the foreseeable future.

One key lesson that we learned is how globalized the supply chain is today. While we do not purchase any raw materials from either Ukraine or Russia, they are still large exporters of coal tar materials throughout the world. When the war began, it impacted everyone who purchases these types of materials and severely limited the total worldwide supply of coal tar products.

By the end of 2022, we were able to get back to a full production schedule when needed and we are looking forward to a successful 2023 and beyond. We appreciate all the patience throughout 2022 from our customers and clients. We will continue to produce the highest quality pavement maintenance materials on the market today, and we are constantly working on new product innovations to better serve the airfield pavement maintenance industry.

If you have any questions about GRIP-FLEX pavement products and if they are right for your upcoming construction project, please feel free to contact our offices at any time. You may also reach out to me directly at Jonathan Moore, Chief Operating Officer, jmoore@grip-flex.com, 330-317-8329.

Improving Quality of Life

PROJECT PROFILE

The Fairmont Municipal Airport, also known as Frankman Field, is one of 17 GA facilities in West Virginia's aviation system. It is a public-use airport located two nautical miles southwest of the central business district of Fairmont, West Virginia. The many services the airport provides have a positive impact on the community both financially and by improving the quality of life of West Virginians. The airport's location close to major highways provides transportation for visitors interested in hiking, rafting, kayaking, and enjoying the beautiful mountain landscape. Fairmont Municipal Airport also generates an estimated \$3.9 million for the community by providing local jobs, payroll, and business revenue. (transportation.wv.gov)

Fairmont Airport Project Manager, Tom Mainella is passionate about aviation and serving the community. Tom continues to focus on keeping the airport up to date for travelers and pilots, as he plans to improve the runway and taxiway by teaming up with Aviation Engineer, Melissa Defibaugh with Transystems.

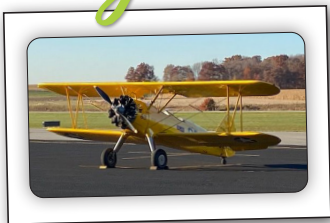
"GRIP-FLEX made a world of difference after it was applied to our runway in 2015. The runway was cracked, weathered, and dull, but the application of the sealant, sealed the cracks and made the runway black as it had just been paved. The blackness is still present today, and this helps melt snow when the snow isn't more than three inches deep. The Fairmont Airport is pleased with the process, and we look forward to having GRIP-FLEX applied to our runway and taxiways in 2023-2024." - Tom Mainella, Airport Project Manager

Fairmont Municipal Airport, WV



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GRIP-FLEX *gives back*



Trick or Treat
Community Event
Wayne County Airport, OH



Marine Toys for Tots
Foundation Toy Drive
Ag-Pro Wayne County, OH



Earn A CEU CREDIT

AT NO COST TO YOU!

Schedule a complimentary 60-minute virtual or in-person educational CEU presentation to learn about GRIP-FLEX Micro-Surfacing, FAA Specification P-629, and AIP Funding.

Call 330-669-3441 or email info@grip-flex.com for more information and to schedule a program for your aviation team.

2023 AVIATION CONFERENCES

Meet us at some of these events!



- MAR 13-15** Tennessee Airports Conference
- MAR 19-21** North Carolina Airports Association Convention
- APR 12-14** Texas Aviation Conference
- APR 29-2** Southeast AAAE Conference
- MAY 2-4** Ohio Aviation Association Conference
- MAY 13-17** South Central AAAE Conference
- JUN 21-23** Colorado Airport Operators Assoc. Conference
- JUL 22-26** Florida Airports Council
- JUL 27-30** Great Lakes AAAE Conference
- JUL 30-1** West Virginia Aviation Conference
- AUG 23-25** 4 States Airport Conference
- SEP 13-15** Kentucky Aviation Association Conference
- SEP 24-26** Illinois Public Airport Association Conference
- SEP 24-27** Aviation Council of Alabama Conference
- OCT 9-11** Pennsylvania Aviation Conference
- OCT 10-12** Aviation Indiana Conference
- NOV 1-3** Georgia Airports Assoc. Conference

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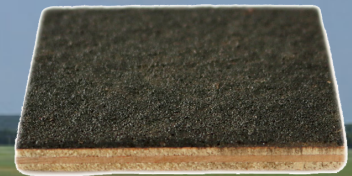
GRIP-FLEX Spray Seal



GRIP-FLEX Micro-Surfacing



GRIP-FLEX Sand Slurry



**Request a FREE Test Patch
to See GRIP-FLEX in Action!**

**GRIP-FLEX Provides High Performance
Surfacing for Airfields That Lasts**

Do You Know We Specialize In Resurfacing/Preserving Runways, Shoulders, Taxiways, Aprons and Ramps?

**For more information call 330-669-3441
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