

Brooks Construction Company

A photograph of a construction site. In the background, there is a large industrial silo with a conveyor belt system. Several trucks are parked in the middle ground. The foreground shows a paved road with yellow and white lane markings. The sky is clear and blue.

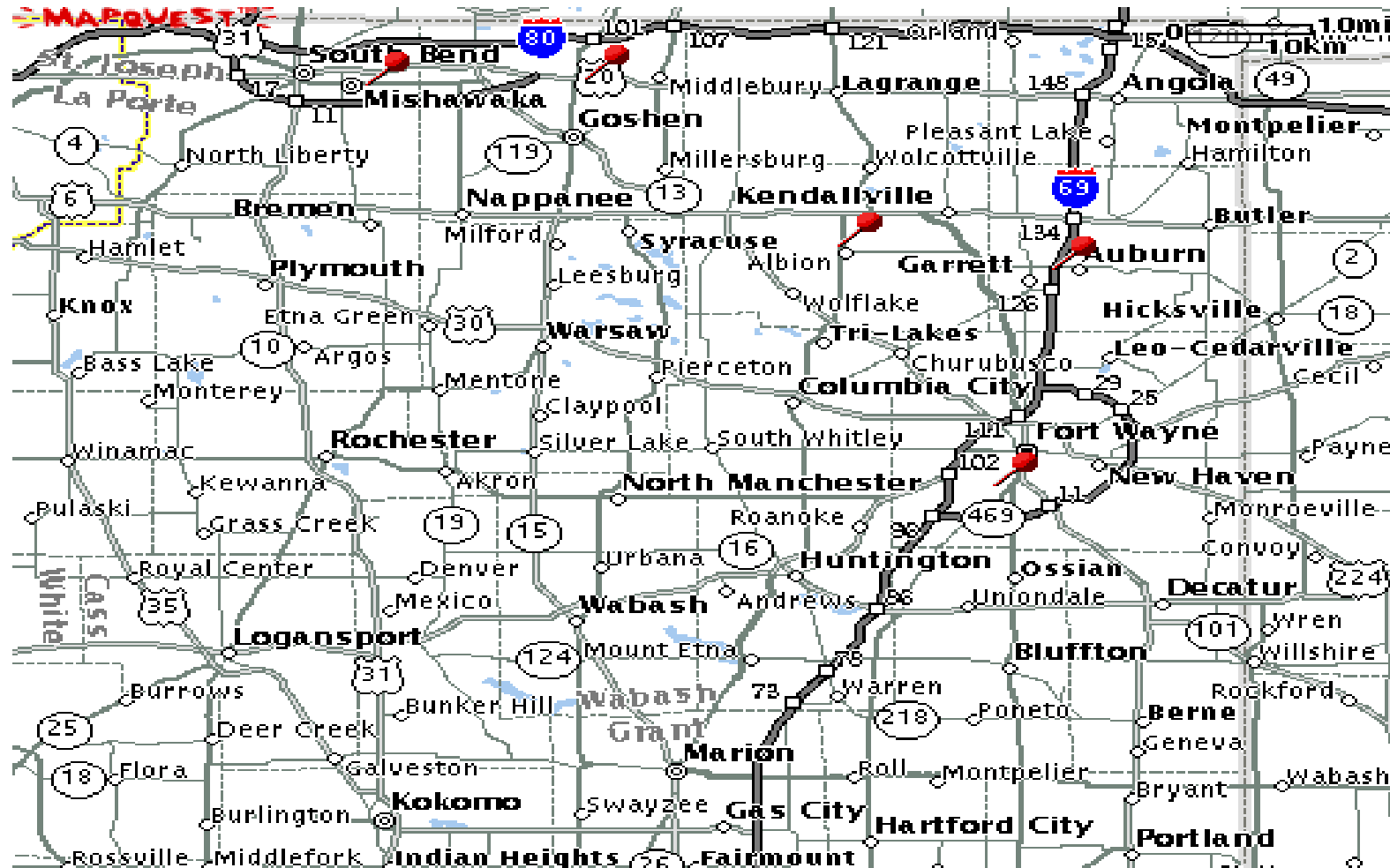
Dave Fogg
Materials Manager

Dreams of an Asphalt Producer

- Low Cost Heating
- Using a Clean Product for Heating
- Ease of Using a Heating Product
- Flexible Usage for Changing Situations
- The Ability of Fixing Costs for a Season
- Being Able to Deliver a Consistent Quality Mix
- Do All of The Above While Making a Profit



Brooks Construction Plant Locations





What Do Asphalt Producers Need From You?

- How can we buy gas for several locations and split it up amongst the plants as we need it?
- How can we buy gas during the summer months and store it for use in October, November & December?
- How can we cover our delivery cost to our locations from where ever we buy our gas?

What we can do now?

Heating Needs Per Ton Of Mix Is About 3 Therms Per Ton

- Natural Gas = 1 Therm
- #2 Oil = 1.32 Therms
- #4 Oil = 1.40 Therms
- Waste Oil = 1.35 – 1.40 Therms

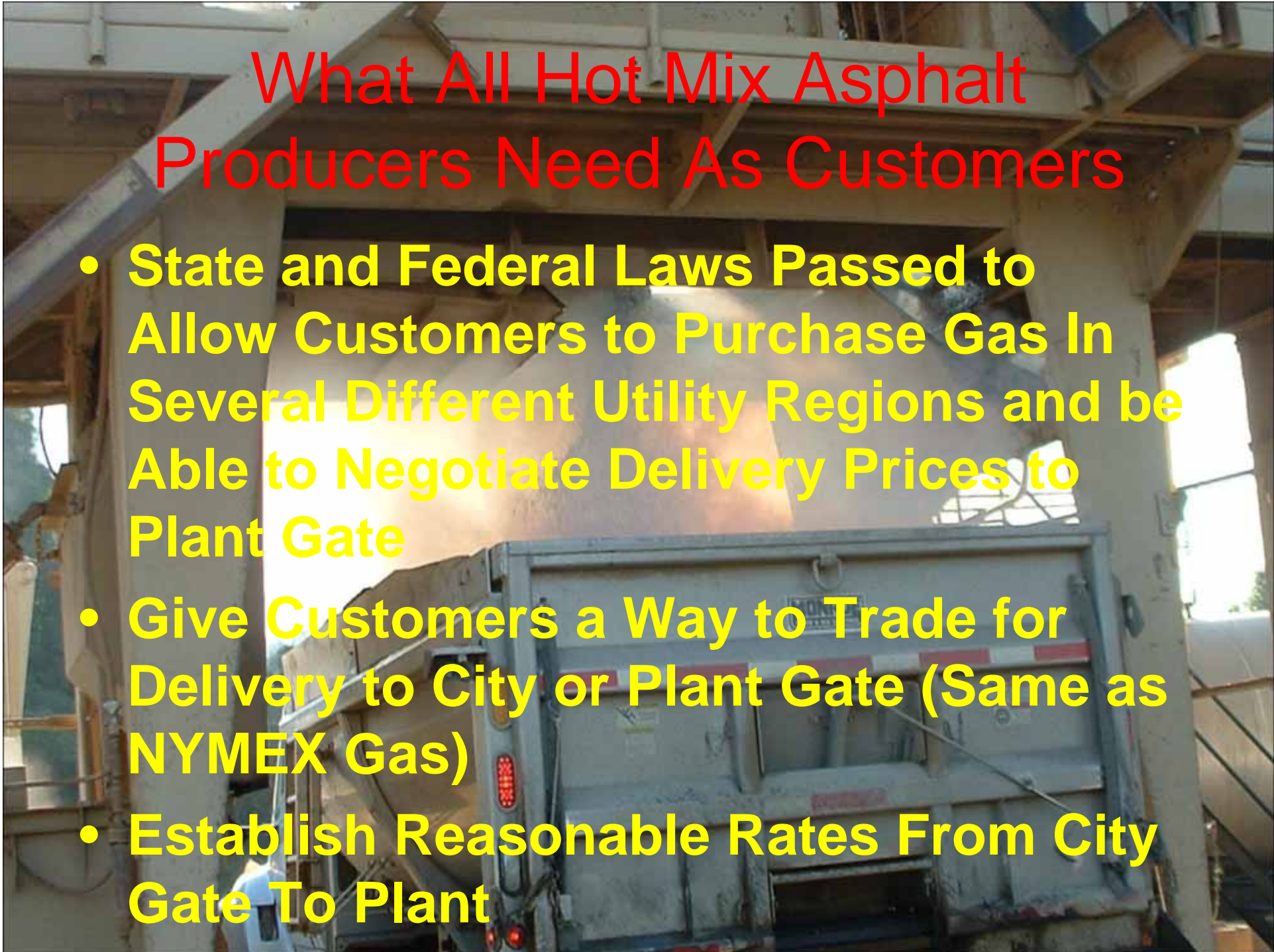
Cost Per Therm For Fuels

- \$ 0.950 Per Therm
- \$ 1.598 Per Therm
- \$ 1.107 Per Therm
- \$ 0.821 Per Therm

- **Between \$ 2.46 & \$ 4.79 per ton of Asphalt**

What All Hot Mix Asphalt Producers Need As Customers

- State and Federal Laws Passed to Allow Customers to Purchase Gas In Several Different Utility Regions and be Able to Negotiate Delivery Prices to Plant Gate
- Give Customers a Way to Trade for Delivery to City or Plant Gate (Same as NYMEX Gas)
- Establish Reasonable Rates From City Gate To Plant



The View From a Happy Customer

