



**On the Road™**

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**Solutions™**

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## Mexican Contractor visits FiberMat® Jobs

Colas Solutions, Inc. and Midland Asphalt recently hosted a contingent of road professionals from Mexico to observe the FiberMat® machine in action in Western New York State. Three individuals attended from Precova, a major Mexican contractor headquartered in Mexico City. In addition there were 2 people from SEM Materials Mexico, the company that furnishes emulsions to Precova, along with the sales person in Mexico for Secmair, the manufacturer of the FiberMat® machine. Language was not really a problem thanks to Ramon Martinez, a bilingual employee from Midland, who handled translations like a pro.

The tour started with some presentations at the group's hotel before departing on a bus tour to see an actual job. Bob Friedline gave a quick overview of Colas, followed by a talk by Tom Litterer about Midland, discussing the history of both of the Company itself and the FiberMat machine in particular. Martin Thompson gave information about the technical aspects of FiberMat® and Nelson Wesenberg spoke on how the FiberMat® process has been marketed in the United States.



The group then traveled to a FiberMat® job in Orleans County where the Midland crew stopped and discussed the machine and its operation with the Mexican delegation. The day was capped off by a visit to Midland's Tonawanda location where they saw a demonstration of how the fiber is loaded into the FiberMat® machine, as well as getting a tour of the Midland shop and emulsion mill. The next day the group visited a few FiberMat® jobs that were completed some years ago and met the local highway superintendent who praised the product profusely.

They then went to Midland's Lyons, NY location and received a guided tour of the asphalt terminal, the lab, and the PMA plant. The Midland folks cooked a delicious barbeque lunch right at the plant yard for their international guests. The group then returned to Buffalo for a visit to Niagara Falls. Although it lasted only 2 days, it was a very interesting and informative visit.