

Jason Peel

**Business
Development
Manager**



CORMAC



CORMAC Presentation

Highways & Street Lighting Advisory Group

Thursday February 17th 2022

Cormac Four Year Strategic Plan for external growth

Jason Peel

Business
Development
Manager

External Income Generation through :

- Utilisation of new software systems to aid external growth
- Strategic Client Alignment in Cornwall & Devon
- Collaborative 'Local Authority Delivery model'
- Social Value in Cornwall

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Corserv Structure and Group of Companies



CORSERV

**CORSERV
FACILITIES**

**CORSERV
CARE**

CORMAC

**CORNWALL
HOUSING**



CORMAC

CORMAC Contracting Overview

CORMAC at a
glance

- Wholly owned by Cornwall County Council
- Ten year fixed term council contract (TBC) for H&E provision
- Manages 7500km of Cornwall Highways, as well as landscaping, road safety & crossings and environmental services
- Minor and large Civils, groundworks, drainage
- Surfacing, surface dressing, quarry (aggregate supply)
- Geo-tech surveys, drone surveys, laboratory testing
- 1200 employees, regional depots including Exeter Devon.

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G7 Summit – Carbis Bay June 2021

**CORMAC at a
glance**

CORMAC



G7 Summit – Carbis Bay June 2021

**CORMAC at a
Newquay
Airport**

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New Technology



- Our Sales Force – Customer Relationship Manager software has been designed and implemented, and has been live since April 2021.
- The system is utilised everyday to manage sales process through new opportunity creation, Bid / No-Bid governance, tender compilation and submittal, and negotiation stages.
- The dashboard is 'live' and can be accessed 24hrs.
- Dashboard dials are synchronised with top row representing target performance and bottom row representing live pipeline.
- Reports can be run on opportunity stages, conversion etc.

Measurable

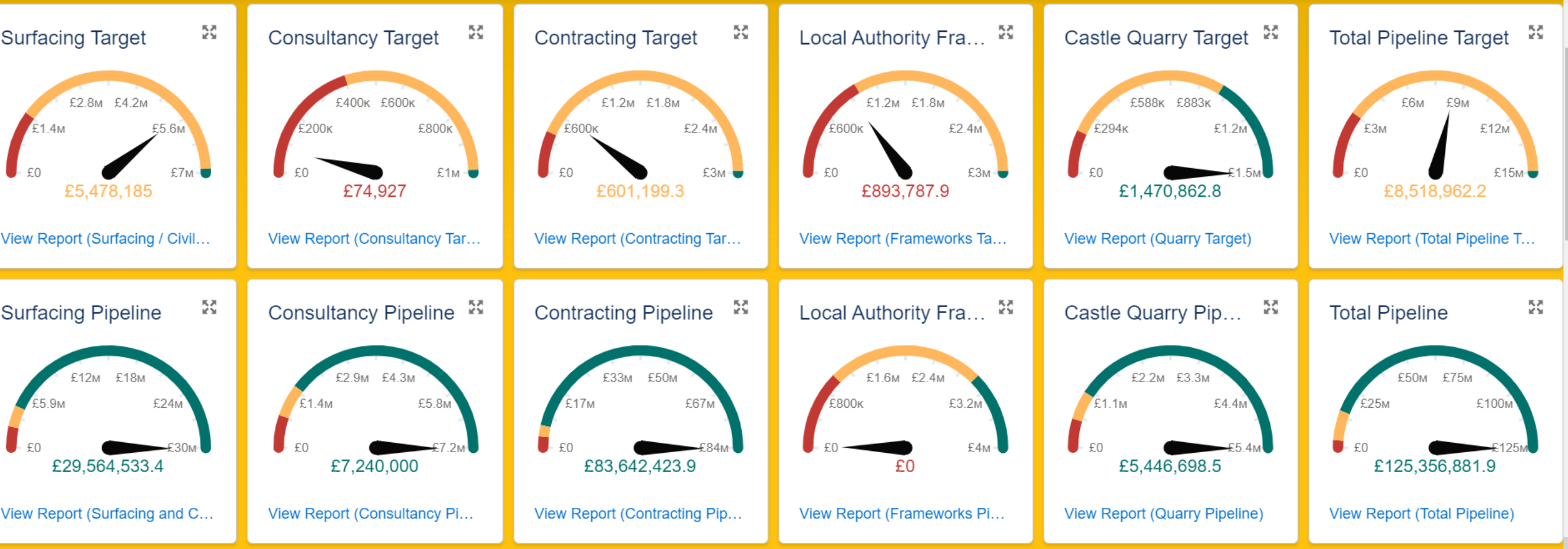
Accountable

'Live' - Data

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COUNCIL COMPANY





Generating quality lead information

- Dominant lead generator in the construction market
- Bespoke categories
- Civils specific
- Devon & Cornwall specific
- Pre-planning stage – Design Build elements
- Automated daily updates
- Automated integration into Sales Force Dashboard
- Maintains a robust pipeline for key business streams
- Annual subscription can be reviewed

Measurable

Accountable

'Live' - Data

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CORMAC
Lead
generation

CORMAC



Glenigan Home

my.glenigan.com/#/project-search

AppsCORMAC - Cornwall...Corserv - Group int...Home | SalesforceSign InCardholder Self-Re...Glenigan Home

Reading list

Glenigan

ProjectsCompaniesContactsOpportunitiesNotificationsInsightMy GleniganUsage StatsSupport HubLog outPrivacy Statement

FILTERS

PROJECTS

All time [change](#)

40,853

New

Updated ([edit](#))

GBP

GridListMap

Show: [Live Projects](#)

Sort By: [Last Updated...](#)

Tag Sorting: [My Tags \(0/1\)](#)

Customise: [My View](#)

Filter projects

Search notes

View related:

Companies | Contacts

Save Search

View Saved (8)

0

Select All

Clear

Export

	Projects 1 - 25	Value	Location	Client	Planning Stage	Contract Stage	Last Updated	Media
	<div><div>U</div><div>School (Extension)</div><div>New Classroom Block / Brannel School</div></div>	£1,000,000	St. Austell, PL26 7RN	Brannel School	Pre-Planning	Tenders Returned	14/02/2022	
	<div><div>U</div><div>2 Employment Units</div><div>Plot J / Matford Way, Exeter</div></div>	£2,300,000	Exeter, EX2 8FN	Prego Investments	Reserved Matters Granted	Contract Awarded	14/02/2022	
	<div><div>U</div><div>84 Cluster Units & Business Unit</div><div>Plot 3 Dalby Avenue & Whitehouse Lane / ...</div></div>	£56,000,000	Bristol, BS3 4DJ	Sydney Freed Holdings	Detail Plans Granted	Start On Site	14/02/2022	
	<div><div>U</div><div>Demolition</div><div>Berkeley Blower House Remediation / Site ...</div></div>	£15,000,000	Berkeley, GL13	Magnox Electric	Planning Not Required	Applications to Tender	14/02/2022	
	<div><div>U</div><div>Supermarket (Conversion/Alteration...</div><div>Lidl - Avonmeads Retail Park, Bristol / St. P...</div></div>	£1,000,000	Bristol, BS2 OSP	Trustees of Avonmeads Retail Par...	Detail Plans Granted	Imminent Completion	14/02/2022	
	<div><div>U</div><div>Supermarket (Conversion)</div><div>Aldi-Roundswell Business Park, Barnstaple...</div></div>	£1,000,000	Barnstaple, EX31 3RY	Aldi Stores Ltd	Detail Plans Granted	Imminent Completion	14/02/2022	
	<div><div>U</div><div>Bridge (Replacement)</div><div>The Grange School</div></div>	£2,000,000	Bristol, BS30	South Gloucestershire Council	Pre-Planning	Applications to Tender	14/02/2022	

Type here to search

8°C Mostly cloudy

13:10

14/02/2022

Business Development Strategy 2021 - 2024

1. Clearly defined internal governance, protocol and process
2. Design, implement + training on Sales Force CRM software for transparency, accountability and measurement.
3. Utilise our niche surfacing capability for regional growth including the establishment of the Exeter Depot
4. Targeted Cormac 'profile enhancement' via industry specific arenas
5. Define and professionalise our marketing message for new internal and external identity
6. Utilise 'strategic alignment' strategy with targeted accounts through account mapping and key account management
7. Developing our Design & Build offering through consultancy and contracting

A four year
plan for
growth

CORMAC

Strategic
Alignment

with
targeted
customers

CORMAC



trusted to deliver



TREVETH



Raising our industry Profile - “Cormac - Open for Business”



Managing Risk to Growth

**Risk to
commercial
growth**

- Resource Capacity – Labour: competing priorities CC vs External (eg impact of G7 on resources for 2 month period)
- £60m major projects programme via Cornwall Council
- Material price fluctuation
- Unprecedented levels of infrastructure investment in the South West is increasing competition but equally increasing opportunity
- CCL commercial infancy – Builder's Profile and PQQ
- Transport cost inflation
- Public Sector internal governance
- Framework evaluation criteria

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Social Value

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Volunteering

2019/20 data (pre-Covid figures)



1,000
volunteers



70,073

volunteering hours
across Cornwall



worth £1.126m
social value



Volunteer tool trailer

One of the great successes Cormac have implemented to assist local communities in realising volunteer working parties is the commissioning of a volunteer tool trailer. The tool trailer comprises a towed trailer stocked full of PPE, shovels, wheelbarrows and related items which can be delivered on request to formally constituted volunteer groups. The trailer enables volunteer working groups to commence works of their choosing with all the necessary tools to improve their local neighbourhoods. The service also includes removal from site of any green waste generated from the work.

Celebrating our volunteers

Volunteer efforts culminate in an annual celebration event where all volunteers are invited and treated to an evening of entertainment and rewards for all who have taken part in improving their localities for the benefit of their communities.

CASE STUDY



Henfordh Grange

Before, an overgrown, unmaintained mess of dead shrubs. Now a colourful cared for site as you approach the estate.

A small group of residents have been looking after the flower beds at the entrance to their estate in Liskeard for 3 to 4 years with the support of our Community Partnership Officer. To celebrate they have hosted 'Big Lunch' events for the community.



Cleerway at Darite

We were approached by the trustees of the Darite village hall to refurbish a phone box and area around in order for it to house community defibrillator.

Three van loads of brambles and weeds later the area around was cleared by volunteers. The phone box was repainted. Now maintained on a regular basis, currently sporting summer flowering bedding, with neatly strimmed grass.

Community engagement saved the village hall £600 without any ongoing regular maintenance of box or surrounding area.

CASE STUDY



Dementia Friends planting project

LOCATION

Gylindune Gardens, Falmouth

BACKGROUND

Set up in partnership with Cornwall Fire and Rescue Service, Falmouth Town Council and Cormac, the project has been running for three years now. The project aims to bring all ages together to raise awareness of dementia and create a safe, friendly environment for those living with the conditions and their carers to visit.

DESCRIPTION

Children from Marlborough School, Constantine School and Penryn College have all been involved alongside members of Falmouth and Penryn Memory Cafes, Potager Dementia Group and carers. Under guidance of our gardeners, hundreds of flowering plants have been taken out of the flower borders fringing the historic Edwardian bandstand at the end of the summer or winter season and replaced in readiness for the next display.

The flower beds are designed to be brightly coloured and scented, which is known to trigger memories in dementia sufferers.

The children assist the friends groups and carers in implementing the designs and often enjoy light refreshments together after all the hard work is done.

Funding has been obtained from the Royal Horticultural Society's initiative 'Greening Grey Britain' which aims to promote health and wellbeing of older people through gardening, supported the project through a £500 grant.

OUTCOMES

- This intergenerational project helps to build better relationships between the young and the old through improved social interactions
- Community cohesion
- Promotes health and wellbeing as well as an opportunity to learn new skills
- Enhances the natural environment
- Children learn about dementia and the challenges that accompany the disease



Trewirgie Infant School, Redruth

LOCATION

Victoria Park, Redruth

BACKGROUND

In natural habitats there are endless nooks and crannies where mini beasts can shelter. So often schools can feel pressured to keep their plots and grounds tidy and many sites consist of hard surfaces where the amount of natural cover can be limited. With this in mind, our gardening teams decided to involve a local school to create a wildlife friendly haven in a local park to overcome such challenges.

DESCRIPTION

Ninety children from Trewirgie Infant School participated in the bug hotel building initiative. The children were each given a pot to fill with sticks, leaves and any other vegetation they could find on walking from the school to the park.

On arrival at the park the pupils were split into groups. The first group began constructing the bug hotel by placing their pots into stacked pallets, creating small places for bugs to settle. The second group took off with their clip boards and began to fill in questionnaires which staff developed as part of the project and which were set up around the park for the children to answer.

Once they had re-grouped they were supported in finding the correct answers and given the time to talk about the habitat they had been exploring that day.

OUTCOMES

- Children learnt about the different types of creatures that lived in the park and how important they were to the local area
- Working together the children were engaged in completing tasks, encouraging teamwork and positive communication
- Use of various construction materials to build and balance
- Children learnt to care for their environment
- The bug hotel enhanced the biodiversity of the site
- Encouraged children to go back and observe their creation
- Stimulated an interest in wildlife

CASE STUDY

Mentoring young people – Martin and Jack's story

Martin first began working with us when he was employed and involved with learners at Boscawen Farm in Redruth, where they offer a farm-based day service which offers work experience and training for people with learning disabilities. To date we have worked with between fifteen and twenty learners that Martin has put forward.

Commenting on our volunteering programme, Martin recently told us: "The volunteer project that we run has had a really high impact on their learners. The combination of outdoor physical work, interactions with different people and dealing with different situations has increased their self-esteem and self-confidence, not only in the workplace, but also in their everyday lives."

Although Martin has moved on now our links with Boscawen Farm continue. Here, he tells us about one of his learners' in his own words:

Having been working with Cormac at different sites for nearly six months, including Fox Rosehill and Gyllydune gardens in Falmouth, Jack has thrived in so many ways. Already, he is:

- Now freely Engaging with staff and visiting public
- Voluntarily offering help to others
- Communicating with people and saying how much he really looks forward to his Monday enrichment at the gardens
- Mixing with different groups
- Taking a pride in his work
- Respecting others
- Learning to use different types of equipment / machinery
- Having a sense of belonging and working in a team

On top of all this, his Mum and Dad said at a recent annual review that they couldn't believe the difference with him at home since being with Cormac one day a week, as he now has a proper purpose in life and can't wait to go there each week and with this his behaviour has dramatically improved, which was proving hard to handle when he had nothing else to look forward to or focus on".

Since 2015 Cormac have facilitated 16 volunteers to transition into permanent employment, including 2 apprentices with a combined forecast social value of £334k within a 12-month period. In addition to our case study, we will continue to build our partnership with Learning to Live and support the ongoing transition of vulnerable young people into employment.



“ Jack is a happy hard-working young man and a credit to himself. He is given information at the beginning of the day and can work the whole day through to complete the task. He thinks things through and completes the task to a very high standard always keeping his work area clean and tidy and very safe. It's a pleasure to have him with us ”

- Our garden team about Jack



Since 2015 Cormac have facilitated **16 volunteers to transition into permanent employment**, including 2 apprentices with a combined forecast social value of £334k within a 12-month period. In addition to our case study, we will continue to build our partnership with Learning to Live and support the ongoing transition of vulnerable young people into employment.

Green Infrastructure for Growth

DESCRIPTION

Cormac worked with Cornwall Council, Exeter University and the European Regional Development Fund to deliver nature and community associated improvements to 32 green spaces, across seven Cornish towns. The work involved creating nature-rich habitats on public open spaces, woodlands, roadside verges and churches across 35 hectares of land. The project led the way in environmental net gain, investing in areas so that they are of greater benefit to both people and wildlife.

Improvements included the planting of trees in areas which had struggled previously, selection of the right species and planting methodology to ensure the best chance for the trees to thrive; planting bulbs to provide colour and nectar for insects, installing bird and bat boxes, creating wildflower meadows and small wetlands to add interest to mown grass spaces.

As well as increasing biodiversity, we have improved access in many areas, with new nature trail paths and timber and granite seating.

Through delivery of the schemes we have worked with project partners to develop a continuation of the project entitled 'Making Space for Nature' as well as a range of best-practice maintenance techniques.

We are also leading on a project to revive native wildflowers and turn roadside verges into wildlife havens, reducing long term maintenance costs.

The landscaping team have worked with various local schools as part of organised events which has included the creation of bug hotels.

A number of community/volunteer events have taken place throughout the course of the project including general maintenance through to bulb planting on a number of schemes.

SCOPE

Prior to the works, the Green Infrastructure assets were dominated by areas of heavily mown grass of low biodiversity value. The green spaces were of low public interest with 24% of Cornish residents not being satisfied with their local green space. The project worked to improve urban open spaces, so they became more sociable community hubs and encourage existing uses, such as responsible dog walking and sports to support healthy living.

- Benefits
- Improved biodiversity
- New nature trails
- Enhanced natural environment
- Promotes health and wellbeing
- Facilitates ownership among local communities
- Enables everyone to become more actively involved in their outdoor surroundings
- Stimulates an interest in wildlife
- The overall target for the programme was enhancement of 35Ha of public urban space. We not only exceeded this by an additional 5Ha; we have also embedded this knowledge in planning for other projects, resulting in similar enhancements on other unrelated schemes

AWARDS

National acclaim at this years' CIRIA's Big Biodiversity Challenge Awards, with not one, but two awards - 'Project of the Year' and 'Overall Winner' in recognition of the project and its delivery.

The work at Treveglos Meadow was given an 'It's Your Neighbourhood Award' of Level 5 - Outstanding BRITAIN IN BLOOM award by The Royal Horticultural Society and South West in Bloom.



Before



After

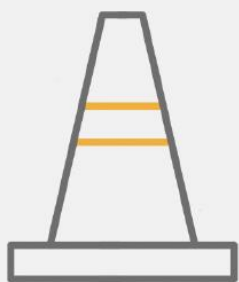
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Social Value

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COMMUNITY

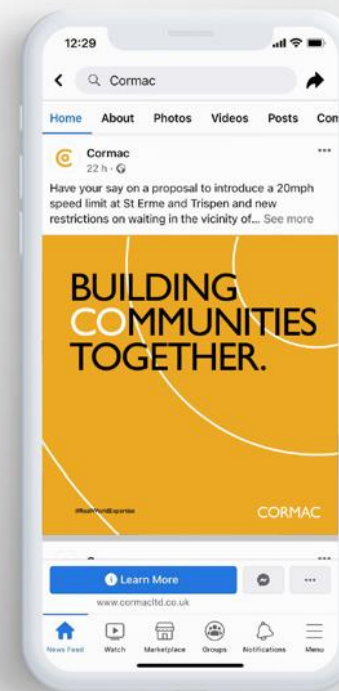
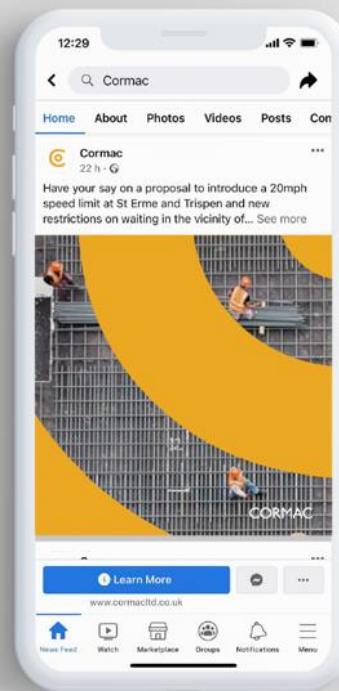
COLLABORATION

CONNECTION

CORNWALL

CONSERVATION

COOPERATION



Final thoughts...

**Exciting new
initiatives**

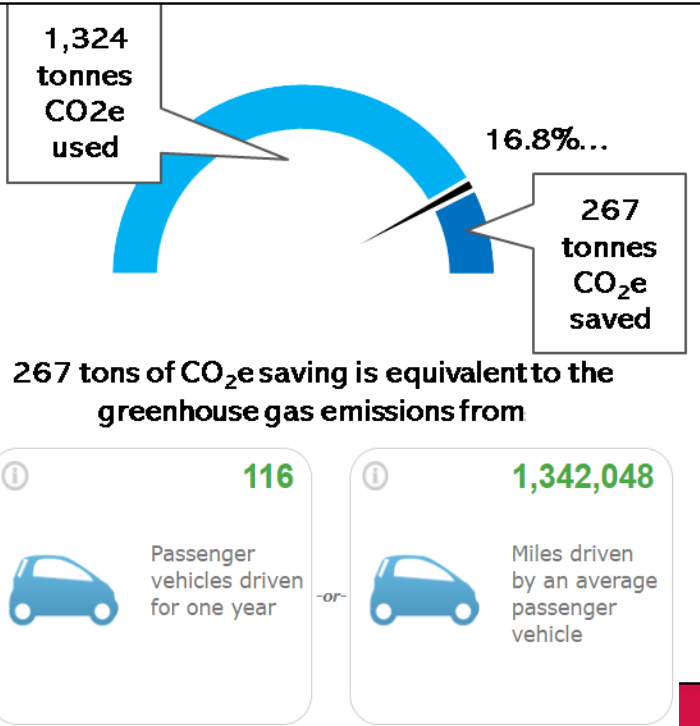


CORMAC



CO₂e assessment and reduction in carriageway resurfacing

Stuart Bradshaw & Paul Binks
(Lancashire CC)
February'22



CO₂e assessment and reduction in carriageway resurfacing

- Working in collaboration through the highways sector to establish best practice in carbon modelling.
- Agreeing consistency and consensus across the sector on how to measure and model carbon usage for highway works.
- Informing the decision-making process when it comes to choice of materials, treatments and intervention timing.

DfT Self Assessment Q23: Carbon (January 2021)

23. Sustainability (additional questions)

Q.4 If you were scoring your authority in relation to reducing carbon generation as a result of your maintenance operations, what score would you award on the basis of the below?

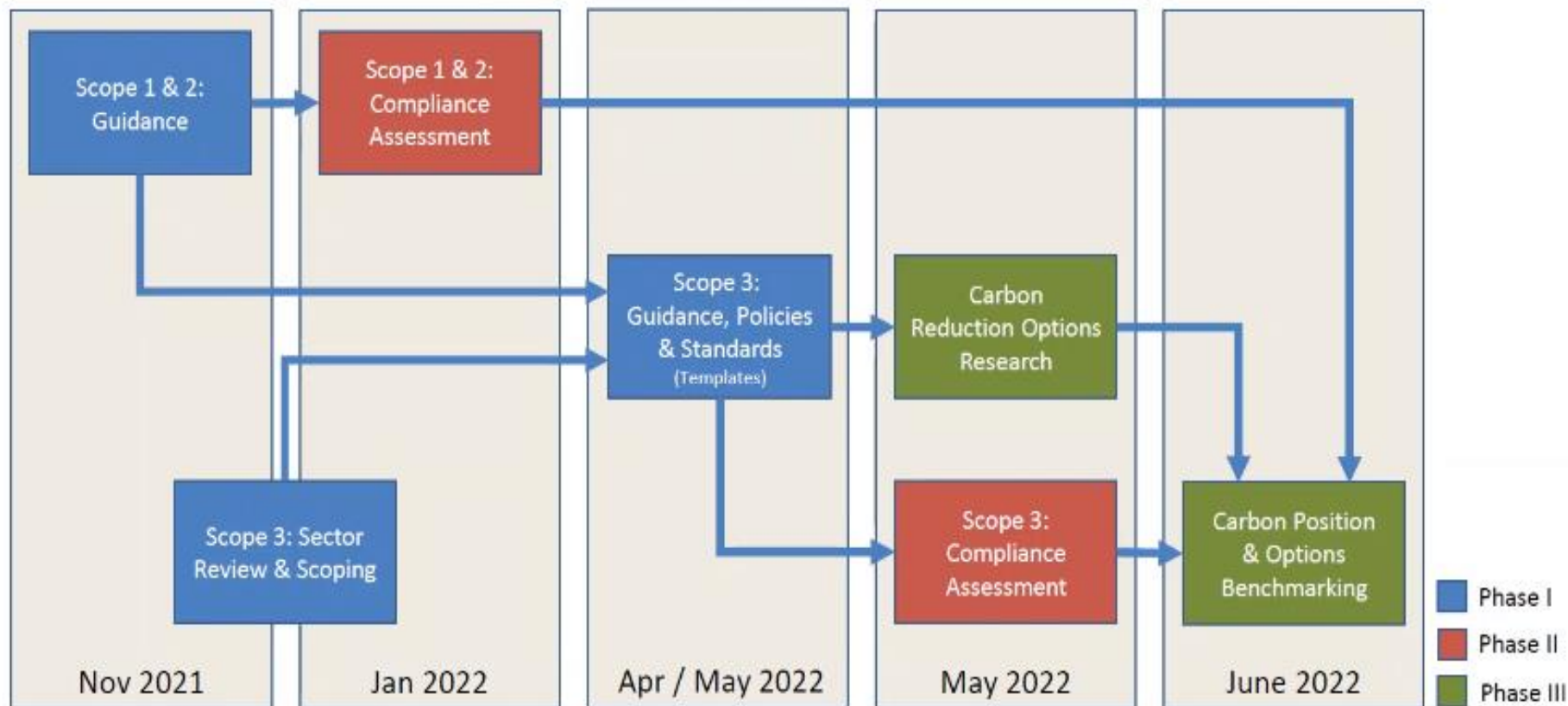
- **1** - We have an awareness of the carbon reduction challenge.
- **2** - We are developing plans and processes that will enable us to compare whole life carbon generation when selecting suitable materials/processes.
- **3** – Our plans and processes are fully embedded to ensure least whole life carbon generation when selecting suitable materials/processes.

Future Highways Research Group

Zero Carbon Highways: Route Map

Measurement, Options Development & Reduction

Future Highways
Research Group

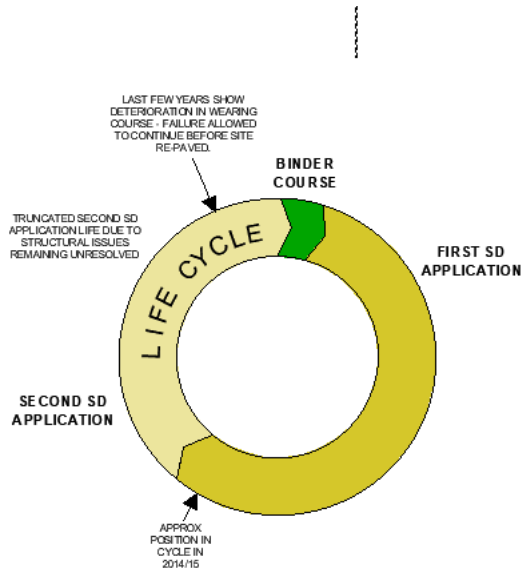


Carbon:

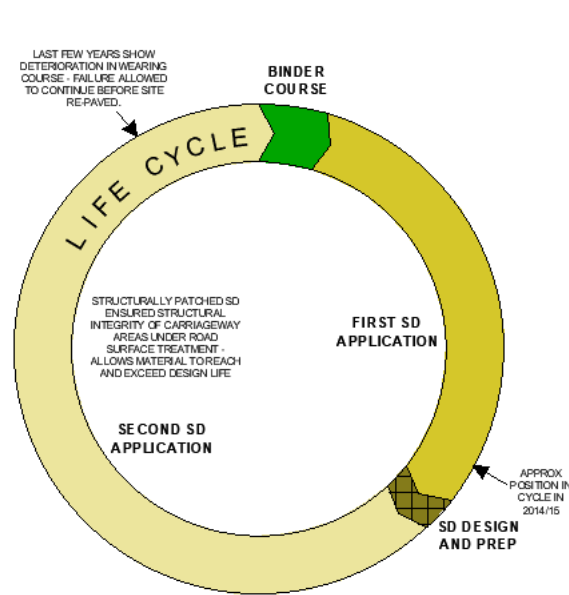
Project Objectives (?)

- Quantify the CO₂e usage of the carriageway surfacing & other programmes
- Identify opportunities to reduce CO₂e usage
- Implement CO₂e reduction measures
- Measure CO₂e savings
- Develop and implement a CO₂e lifecycle planning model: ability to inform decisions.

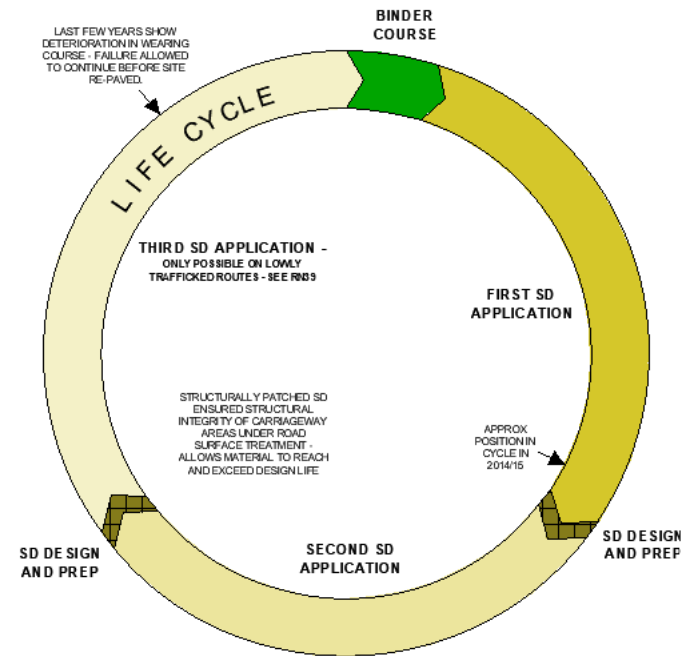
Carbon in the Lifecycle: Sustainability through durability



14 YEAR LIFE CYCLE.
TOTAL CYCLE COST (MATERIALS ONLY) -
APPROX £18
X SIMPLE COST PER YEAR - £1.29



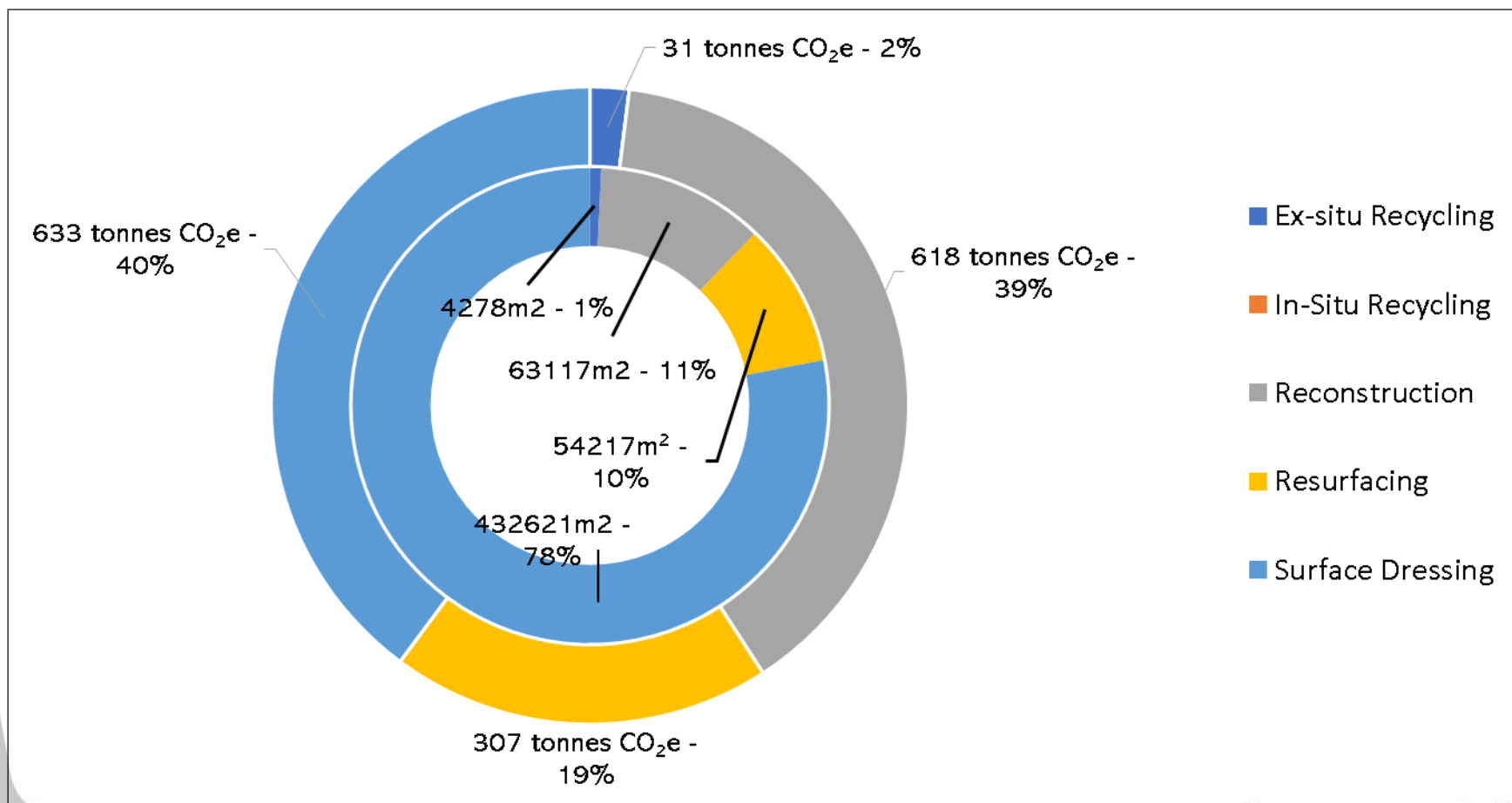
26 YEAR LIFE CYCLE.
TOTAL CYCLE COST (MATERIALS ONLY) -
APPROX £20
SIMPLE COST PER YEAR - £0.77



34 YEAR LIFE CYCLE.
TOTAL CYCLE COST (MATERIALS ONLY) -
APPROX £25
SIMPLE COST PER YEAR - £0.74

Manage our network in this way and we reduce
CO₂e over the 'life' of the asset

Carbon Dashboard Area Treated and Carbon consumption by Treatment Type



Surface Dressing



In-situ recycling



Opportunities for CO₂ reduction

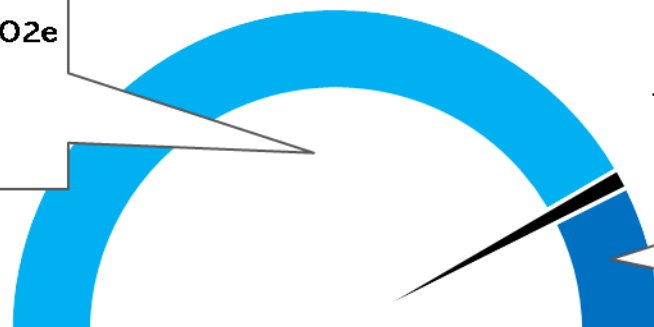
Warm Mix



Ex-situ recycling



1,324 tonnes CO₂e used



16.8% carbon saving

267 tonnes CO₂e saved

267 tons of CO₂e saving is equivalent to the greenhouse gas emissions from



116



Passenger vehicles driven for one year

-or-



1,342,048



Miles driven by an average passenger vehicle

Where are you at?



What do you need to do?



Approved
Partner

APSE Southern Region Advisory Group Meeting

February 17th 2022

Welcome and Introduction



- Velocity UK Ltd Background
- Pothole Repair Solution
- Preservation Solution
- Carbon Footprint – Considerations of Operational Impact
- Velocity Trial/Demo
- Questions



What is Velocity?



Road Repair Service
Core Business
Delivering Velocity
Patching to clients
throughout the UK



Recruitment
Temp & perm
recruitment
Provides drivers to RRS
Transport Solutions
Truck + Driver Hire



Preservation
Working in
collaboration with ASI
to project manage and
deliver asphalt
preservation treatments



New Machine Build
Velocity machine
manufacture and
development in
Sunderland
Maintains UK fleet,
aftersales support



Overseas JVs
Contracting
partnerships overseas
Velocity provides
machines & expertise.
Manufacturing JV in
India

Southern Region Strategy



- Southern Region Approach?

Why do you think there is very little follow up?

Why would LA turn down opportunity for free demo?

- Asset Management Strategy Inclusion

- Shared resource opportunities.

- Southern Initiative/ Case Study Opportunity

- Resident and political satisfaction

Are traditional methods working effectively?



Velocity – Effective method of working – Fact.



- How many defects are you fixing per day/month/year?
- Public satisfaction and Council credibility all rolled into one package 😊.
- Link to Council sustainability policy/ Carbon reduction strategy.

Urban solution – “Isn’t it messy?”



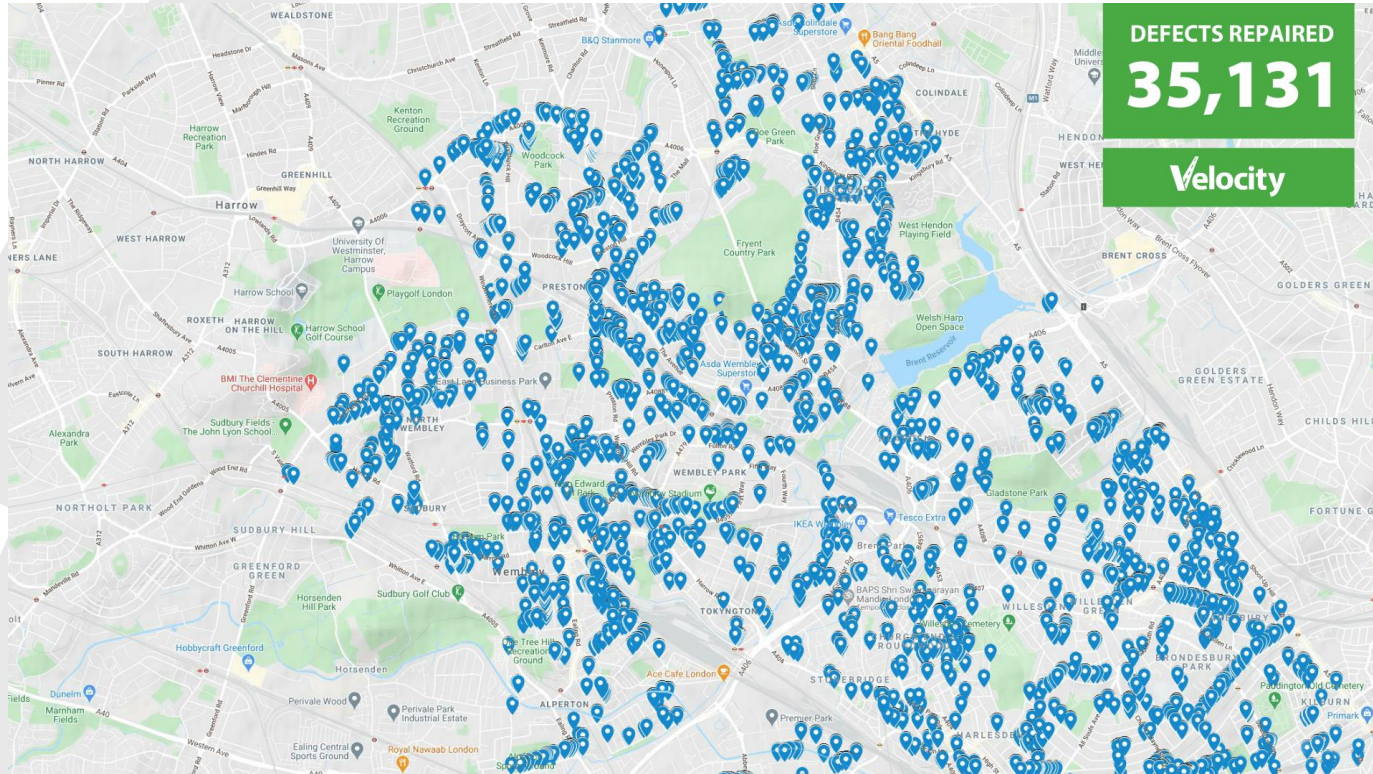
Well actually.....



It's not 😊



Urban solution- Speaks for itself.



Capacity – Range of Machines to suit different networks



Types of Repairs



Repairing the defects other techniques can't reach



- Operators safely work in an unrestricted, wide area.
- Ability to carry out repairs on any area of the carriageway, as well as working around obstructions such as parked vehicles.
- Designated operator and driver roles / responsibilities protocol, ensuring safe working environment for operation and that of other road users.



3m reach
310° range

velocitypatching.com

Longevity of repairs

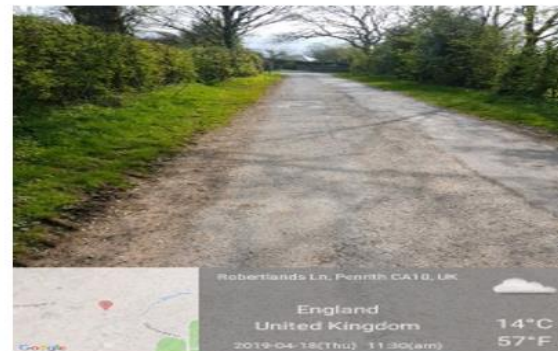
CUMBRIA – 24 MONTH OLD REPAIRS - Robertlands Ln Penrith CA10 – Repair Date 10/04/2016

Robertlands Ln Penrith CA10

First Audit 28/07/2017

Robertlands Ln Penrith CA10

18/04/2019



NORFOLK – 36 MONTH OLD REPAIRS - Outwell Road – Kings Lynn – Repair Date 23/03/2016

Outwell Road – Kings Lynn

First Audit 18/05/2016

Outwell Road – Kings Lynn

01/05/2019



Low Carbon Footprint

Velocity Patching is exceptionally low on carbon emissions

- Zero Waste
- Cold Materials
- Single self-contained vehicle
- Minimal Congestion



The Calculator (Developed by RSTA and Nottingham University)

- 1.904 kgCO₂_e/m²
- 47.6 kgCO₂_e/m²

25 times less carbon than traditional repair methods



BS 10947 – Spray Injection Patching

Spray Injection Patching – The Journey



National Highways Sector Schemes
for Quality Management in Highway
Works

13
For the supply and application of surface treatments
to road surfaces

Published by the Sector Scheme Advisory Committee for
Surface Treatments (SSACST)

April 2011 ■ Issue 1 Page 1 of 55
UKAS, 31-47 High Street, Farnham, Surrey, TW11 1LH
Tel: 01252 8177 0000 ■ Fax: 01252 8177 0001 ■ Website: www.ukas.com



ADEPT

CODE OF PRACTICE FOR UNDERTAKING
VELOCITY PATCHING



November 2011

1

Figures: Asj

BS 434-2:2006

BRITISH STANDARD

Bitumen road emulsions –

Part 2: Code of practice for the use of
cationic bitumen emulsions on roads
and other paved areas

BS 434-2:2006

BSI
British Standards

NO COPYING WITHOUT BSI PERMISSION EXCEPT AS PERMITTED BY COPYRIGHT LAW

Velocity

BS 10947:2019



BSI Standards Publication

Spray injection patching for highways
and other paved areas – Specification

bsi.

velocitypatching.com

- Initial Performance:
 - Treated Area (up to 1m² and confined on all sides to maximum depth of 60mm) shall be completed such that there is:
 - No depression
 - No crowning
 - No undulation in the surface exceeding +/- 10mm
 - Edge tolerance shall not exceed +/- 6mm
- Temporary Repairs = Meet performance criteria after 3mths
- Permanent Repair = Meet performance criteria after 12mths

Type Approval Installation Test (TAIT)

LOCATION RECORD					
ROAD NAME:	NEW ROAD		PARISH / TOWN:		HINGHAM
LONGITUDE:	N/A		LATITUDE:		N/A
URBAN:	NO		RURAL:		YES
ROAD WIDTH:	SINGLE TRACK		SPEED LIMIT:		60
DEFECT DEPTH	50MM				
SHADED:	Y / N	PART SHADED:	Y / N	UN-SHADED:	Y / N
INLINES:	Y / N	BENDS:	Y / N	JUNCTIONS:	Y / N
ROAD – BINDER RICH:	Y / N	ROAD – NORMAL:	Y / N	ROAD – BINDER LEAN:	Y / N

PLANT RECORD						
VEHICLE REGISTRATION:	V27 VPL	ROAD PRE SWEEP:		Y / N	REPAIR START & FINISH TIME:	11.00AM 11.05AM
TYPE OF COMPACTION:	NONE:	Y / N	ROLLER:	Y / N	VIBRATION PLATE:	Y / N TRAFFIC: Y / N

WEATHER CONDITIONS					
WEATHER CONDITIONS:	DRY AND SUNNY	ROAD TEMPERATURES:	12 DEGREES	AIR TEMPERATURES:	14 DEGREES

MATERIAL RECORD					
AGGREGATE SUPPLIER:	BARDON	APPROVAL NUMBER:	43	AGGREGATE SIZE:	6MM SPLIT MIX
BULK DENSITY:	1.41	PSV:	160	REACTIVITY GRADING:	INTERMEDIATE
EMULSION SUPPLIER:	COLAS	EMULSION BATCH NUMBER:	W3421	EMULSION TYPE:	100 - 200 - 300
ACTUAL APPLICATION RATE:	233	RECOMENDID APPLICATION RATE:	201	RAR - 5% BELOW 10% ABOVE	191 - 221

Asphalt Preservation

15 million
m²
treated and
counting

Velocity



Velocity Preservation



DfT Approved process

Large allocation for Capital schemes in recent budget

LA's can bid for additional funding for Preservation schemes

98% less carbon produced

There has never been a better time to get involved

- The road network is a council's most valuable asset. Extending its service life and maintaining it in good condition helps deliver many of the council's key objectives.
- Asphalt ages over time leading to cracking, aggregate loss and potholes. Conventional repair techniques can be noisy and disruptive to the road user, particularly if more than one site visit is required.
- Asphalt Preservative is applied before defects become evident. It penetrates the road surface through micro-cracks to form a hard seal, keeping water out and slowing the ageing process – **keeping roads in reasonable condition for longer.**
- Incorporating Asphalt Preservation into your asset planning will extend the life of your road network and reduce the need for disruptive reactive maintenance. It can also enhance the benefits gained from increased public perception, fewer requests for service enabling capitalization and reduced insurance claims.

RHiNOPHALT® application process

Seasonal April to October - the road surface must be clean and dry.

The application rate is 0,4 – 0,6 l/m² determined prior to treatment.

Applied by combi-sprayer at 6 - 9 km/h (**3 man operation**).

Fast, single pass application treating up to 30,000m²/shift.

Application during day and night at ambient temperature +5°C and rising

Rapid drying time between 30 minutes and 2 hours, allows re-lining and crack repairs within the same closure (dependent on weather).

No aftercare

We can help authorities with site selection – SCRIM is important

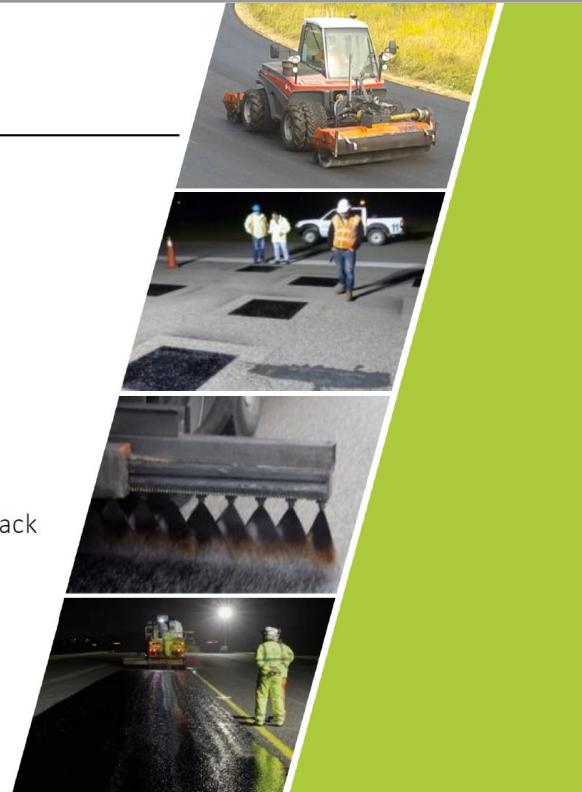


Better roads today. Stronger networks tomorrow.

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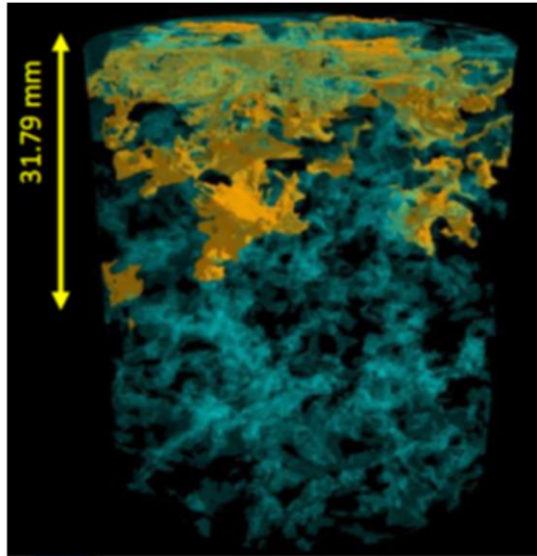


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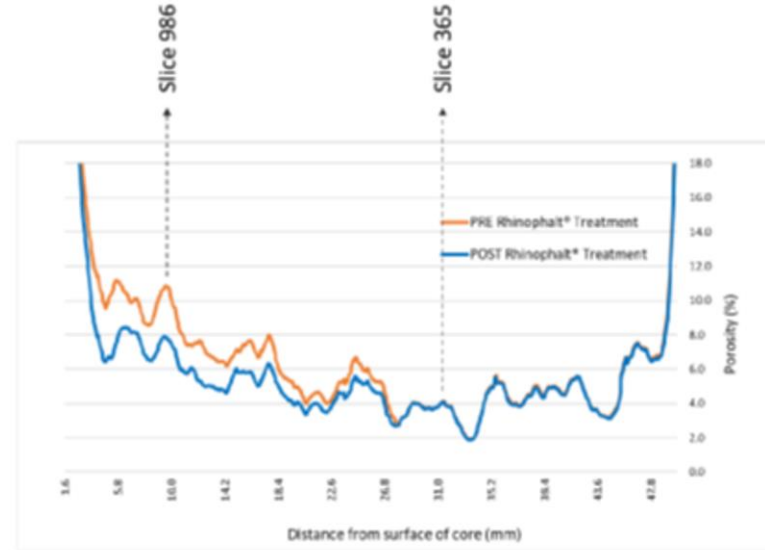


Measuring material penetration

Nottingham University X-Ray Testing



RHINOPHALT



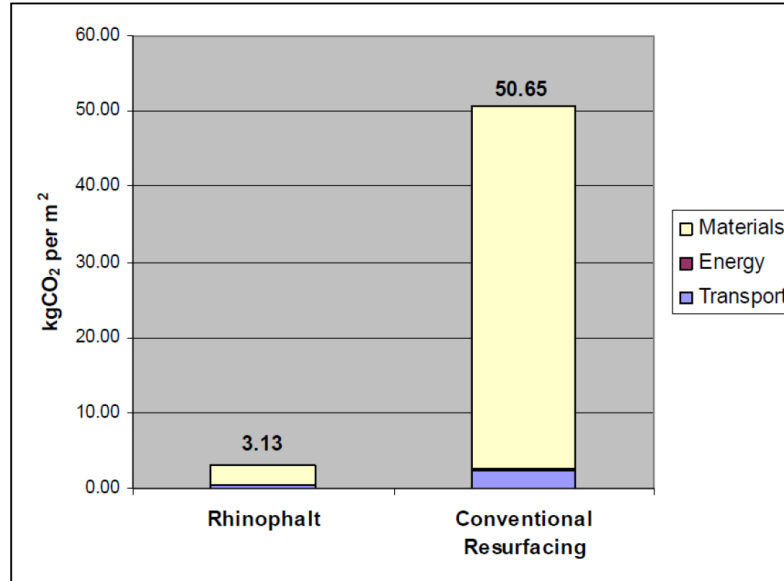
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Figure 4: CO₂ emissions of road surface preservation process Rhinophalt and conventional resurfacing, kgCO₂/m²



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Off set
your
carbon
footprint



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Supporting Asset Management	Operational Benefits
Provides alternative to surface dressing where not the preferred option	No Iron work lifting
Reduces demand for reactive maintenance	Maintains existing kerb heights
Can double the asphalt surface life for half the cost compared to resurfacing	No additional weight (structures)
Helps with Life cycle planning	Existing road surface profile retained
Provides invisible working - treating up to 30,000m2 per shift and quietly at night (1 site visit, no aftercare, no remedials)	Reduced demand for high PSV aggregates
Provides good road availability for road users	Utility friendly (can be resealed following utility work) even if just the patch/trench
Breaks the deterioration cycle – keeping green roads in green condition	Proven technology, easy to apply
Carbon savings	Noise characteristics are retained
Aesthetics are enhanced and visible to voters	Does not prevent other treatments in the life cycle (produces an extension prior).
	What does an extra 10 years mean financially?

■ <https://youtu.be/nyf59Ffzea8>

Spray Injection Patching

- **Permanent** repairs quickly blending into the existing road surface
- **Fast** repairs **immediately** trafficked
- Defects fully sealed to **prevent** water ingress and **further** damage
- **Improved** public satisfaction
- **Upto 90% Carbon savings** as cold applied
- Mobile works = **reduced** costs/congestion
- **No waste** - eliminating costly landfill charges
- **Reduced** insurance claims
- **Carbon Reduction** – 1.904kg/m²
- **Better budget control – More for your money.**

Velocity Preservation

- **Permanent** maintain condition of carriageway
- **Fast** laying times (5mph) and short curing times. Up to 30000 sqm/shift
- Carriageway fully sealed to **prevent** water ingress and **further** damage
- **Improved** public satisfaction, new surface and white lines overnight
- **Up to 94% Carbon savings** as cold applied
- Nighttime road closures – minimizing disruption
- **No waste** - eliminating costly landfill charges
- **Reduced** insurance claims
- **Carbon Reduction** – 3.03kg/m²
- **Better budget control – More for your money.**

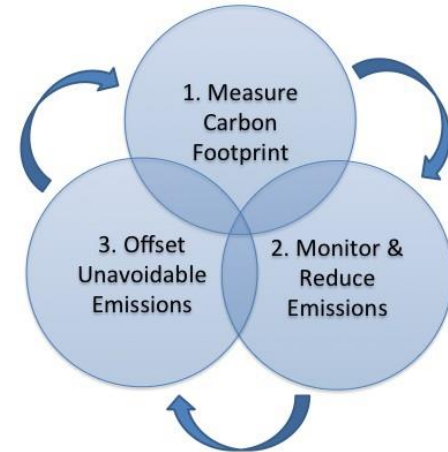
Low Carbon Footprint

Council Sustainability Policy/Strategy –Operational Justification

Protect Tools System – Identifies impact of operations generating carbon footprint on a contract basis.

Info reported to client alongside operational data – Mandatory requirement ISO 14001.

Velocity services found to be lowest contributor of all surface treatment methods





Velocity offer of free trial programme to interested Southern Region Councils

Agree **free trial** sites with first 3 Councils to request demonstration (1 day trial per area).
Road surveys for test sites (FOC) if required by borough.

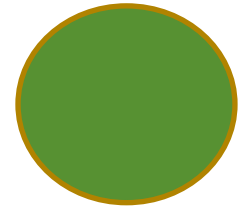
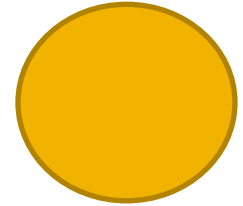
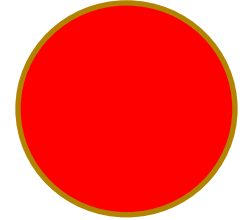
Follow up meeting to discuss demonstration arrangements / timetable etc.

Velocity **free trial** programme launch. Open invitation to all APSE Southern region members and associated colleagues to view process in action.

Arrange follow up meeting to discuss observations, thoughts, suitability and strategy going forward for interested parties.

Develop price proposal to suit individual needs and agree work programme timetable.

Thank You



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