

Five-Star Sponsor Profile

Finley Asphalt & Concrete

Finley Asphalt & Concrete CEO Erick Finley recognizes that bigger is not always better, but there are times when size does create competitive advantages and value. “We have more than 200 employees and millions of dollars invested in equipment that enables us to perform our services faster and more efficiently and cost-effectively than most of our competitors,” claimed Erick. “Our milling machines weigh 75,000 pounds and have large cutting drums and powerful engines designed for major highway and roadway projects. These machines are extremely productive and can chew up a lot of asphalt in a short amount of time. Most of our competitors operate much smaller machines. Better equipment translates into fewer hours of work, fewer displaced cars and overall less disruption for a building’s occupants. We continue to invest in our equipment and technology to help property managers avoid headaches.”

When these large machines are used to resurface an apartment community, shopping center or office building parking lot, property managers, residents, tenants and customers relish the fact that repair and rehabilitation work can be accomplished in a few days as opposed to several



ASPHALT & CONCRETE

weeks. More importantly, speed does not compromise quality.

The Virginia-based company that serves the DC metropolitan area and other mid-Atlantic markets not only understands the need for speed, but it also recognizes the challenges that property managers face daily. Recently, Finley opened an office in Richmond, VA that is serving

clients in Virginia’s capitol, Hampton Roads, Virginia Beach and Yorktown among other mid-Atlantic locations.

For more than 50 years, family-owned Finley Asphalt & Concrete has been providing cost-effective solutions for the national capital property management industry. The company has rehabilitated and reconstructed thousands of commercial office and multifamily residential projects in the metropolitan DC area and knows how to address property management concerns, needs and budgets.

The Finley Advantage

In addition to leveraging its size and equipment resources, Finley Asphalt & Concrete also keeps its finger on the pulse of technological advancements



to create even more value for its property management clients. One new technology is mastic repairs of parking lots that combines hot rubber with stone to fill surface cracks less than four inches wide without seeping into soil. Traditional fill materials do not have the heft to avoid sinking into the earth.

Finley Asphalt & Concrete also employs new technology to repair potholes in less time, at less cost, with fewer disruptions and better results. Infrared repairs have been around for some time, but Finley Asphalt & Concrete employs new techniques that use infrared waves to heat material on-site and then recycles that material to repair asphalt pavement. Erick related that, "Compared to traditional cut and replace methods, infrared requires fewer employees per job, fewer labor hours and lower fuel costs. The method is also more effective whereas a cut-and-replace patch will eventually deteriorate from the edges inwards. Infrared edges out cold patching techniques, and it will outlast the cold patch materials and requires little to no additional effort."

A third technology is the use of porous asphalt, which helps property managers comply with increasingly stringent stormwater regulations. Porous asphalt allows water to drain through the pavement surface into a stone recharge bed and infiltrate into the soils below the pavement. The result is improved water quality and lower costs because in many cases, porous asphalt eliminates the need for a



detention basin.

New technologies help property managers save time and resources. Because of its long history of service to the industry, Finley Asphalt & Concrete knows what is important to property managers and the challenges they face daily. The company knows property managers are pulled in hundreds of different directions daily. The company's project management systems make it easy for property managers to partner with Finley Asphalt & Concrete. Every project is assigned a project manager who works with the community from an initial estimate to the development and implementation of the work scope through completion.

Finley Asphalt & Concrete also offers a unique methodology to develop work scopes that enable

property managers to make apples-to-apples comparisons of different bids. For each project, Finley will take images of the work that needs to be performed and place those images on a Google map. That way, property managers know exactly the scope of service that Finley is going to provide and can compare its bid to proposals offered by others. It also provides assurances to property managers that they know what they are paying for and why the work is necessary. Additionally, uses mapping technology to help minimize inconveniences to residents and tenants. As a bonus, the maps that Finley prepares may be distributed to residents or placed on a property's website to identify designated for repair areas on any given day.

Erick Finley advises property managers to share maintenance and repair budgets with their asphalt contractors because it enables contractors to prepare proposals based on available budgets. Erick understands that many asphalt and pavement capital improvement projects have to be phased over several years. By relating available funds, asphalt and paving contractors can develop scopes that are realistic and provide the highest return on investment.

One other competency that positively distinguishes Finley Asphalt from many competitors is its commitment to environmentally practices and materials even if they are not required or are more expensive. "It's more expensive, but it's the right thing to do," says Erick.

Finley Asphalt & Concrete's customer-centric approach, use of technologically innovative solutions and unbridled commitment to quality has earned the company a stellar reputation in the paving industry. For the eighth consecutive year, *Pavement Maintenance and Reconstruction Magazine* has awarded Finley Asphalt & Concrete the Top Contractor Award in all four categories: sealcoating, striping, paving and pavement repair.

If you need a pothole repaired, cracks filled or an entire parking lot repaved, Finley Asphalt & Concrete is a valued property management resource committed to providing the best value for your community and its budget. The company is excited to be part of PMA and looks forward to helping PMA members with their pavement needs.

For more information about Finley Asphalt & Concrete, contact Katie Gibson at 804-510-8384 or katie@finleyasphalt.com. Visit the company's website, www.finleyasphalt.com.

Photos courtesy of Finley Asphalt & Concrete.

PMA Calendar

Disinfection Service: Powerful Virus Extermination Webinar

Wednesday, September 9
11 a.m.

Navigating the Tightrope: Guidance for Being Productive and a Great Parent (Elementary and/or Middle School)

Tuesday, September 15
4 p.m.

Happy Hour at the Virtual Improv Comedy Club

Wednesday, September 16
4 - 6 p.m.

PMA Toastmasters Club Virtual Open House

Tuesday, September 22
12:30 - 1:30 p.m.

Navigating the Tightrope: Guidance for Being Productive and a Great Parent (High School)

Tuesday, September 22
4 p.m.

PMEXPO and Job Fair Virtual Exhibitor Training

Wednesday, September 23
10 a.m.

Coffee, Conversations, and a Little Inspiration

Thursday, October 15
10 - 11 a.m.

Virtual PMEXPO and Job Fair

Tuesday, October 20 and Wednesday, October 21
9 a.m. - 4 p.m.

Past Presidents' Awards Virtual Ceremony

Thursday, November 19
6 p.m. (tentative)

Visit www.pma-dc.org/event-calendar for the most current calendar of events.