

The Bay of Plenty Asphalt Times

Inside: No Hidden Cost • 4 Common Questions • Project Gallery • Meet the team • Our commitment to you.



The Original Crew circa 1978.

WHERE IT ALL BEGAN...

From humble beginnings to where we are today!

Arthur Pratt established Bay of Plenty Asphalt in 1973. A few years later in 1978, after returning home from building roads in Papua New Guinea and working in the drawing room as an assistant engineer for the Harbour Board, he decided he wanted to do it full time and dedicate himself to the business.

Back in these early days, he started out with only three other employees, a tractor, roller, a truck and a small emulsion sprayer. From these humble roots, Arthur built the company to where it stands today; almost a household name in the Bay of Plenty. 47 years on, Bay of Plenty Asphalt are still completing work that ranges from a pothole repair to multimillion-dollar car parks in the community. There are now 25 staff, a large fleet of heavy vehicles, rollers, excavators and all the other tools required for a successful and efficient asphalt company.

Laying jobs by hand – hard work and determination sets the company up for success.

Arthur knew that there was no comparable offering in the community and that no-one else had the skills to deliver high-quality, robust driveways for residents or the local business community.

In the early days the crew would lay up to 10 tonne asphalt jobs by hand, then Arthur would do the pricing and administration after hours. In the early 1980's it became apparent they needed more staff. Arthur hired a 'pricer' for jobs and Sherrill Pratt went to night school to learn how to be a typist. At this time, Arthur's brother Steve also joined the team to 'try out' asphalt and has never left! He is now well known around the Bay of Plenty as one of the best Project Managers for civil construction!

Around this time Arthur also purchased his first paver. With this new machine Bay of Plenty Asphalt was able to take on its first significant job - which was the original Bayfair Shopping Centre carpark.



An early subdivision job.



Steep driveway in Otumoetai.



Pavement layer in action.

Recently – 40 years later – the team were involved in upgrading the Bayfair carpark which was a wonderful experience for the company. After purchasing the paver, the team also laid the original subdivision at Jonathon Street and a lot of the carparks and surfacing down Birch Avenue, where their first depot was based.

As the company grew and went from strength to strength, Arthurs son, Andrew Pratt, joined the team in 1990 and began by working 'on the tools' before beginning to price jobs in the early 1990's. By 2000 he had become the company Operations Manager and led the team to complete the original hockey turf at Mount Maunganui.

Mission-driven business with family at its heart.

Bay of Asphalt are still a family-owned, mission-driven business who care deeply about the service they provide across the community.

I am so proud of where we started and where we are now," says Arthur Pratt. "I could never have imagined all those years ago how our community and our business would transform or how much growth there would be across the Bay of Plenty region. It's been an honour to service and support so many businesses and individuals. I am extremely proud that we are still very much a family-owned business and that my sons and daughter are at the heart of that."

Both of Arthurs sons Andrew and Jared, are heavily involved in the business working respectively in operations and sales. Andrew focuses on the commercial side of the business including tendering and working with partners and subcontractors in the commercial civil construction sector. He also

runs the day to day operations of the business. His experience in the industry is second to none and when he's not working hard, he's often found enjoying 18 holes on the golf course!

Jared is the Quotation and QA Manger for the business and has been involved with BOP Asphalt since leaving school. He developed the skills to operate all the equipment required, organize, and complete projects and run teams as a foreman and has never looked back recently stating, "it's a pleasure to continue dad's legacy and to have the opportunity to work both with and for my family."



Our first grader purchased mid 80's.

Finally, Arthur's daughter, Joy Bevins (nee Pratt), is the company's full time Business Manager. She started at Bay of Plenty Asphalt Ltd in 2005. Previously, she worked for 14 years as receptionist/accounts administrator and then office manager and was recently promoted to Business Manager in June 2019. She has a strong background in administration and knows the business and its clients inside out. Together, Andrew, Jared and Joy are committed to continuing their family legacy.

From the iconic to the humble, no job is too big or too small.

The team have been involved in major jobs across Tauranga, some of which are iconic and easily recognisable like the Tauriko Crossing car park. However, they also conduct smaller pothole repairs and driveway upgrades and recognise that the range of jobs they can service is an important of what they bring to the community.

We are committed to doing an excellent job that meets the needs of the project and will always deliver on time and do our best. From the management team to the surface crews, everyone is doing their bit and proud to do it. Bay of Plenty Asphalt sees so much opportunity in the region and we are excited about what's ahead.

Everything has changed since the early days, concludes Arthur. "The tools, the fleet, the technology, and the scale of the work. However, one thing has remained the same – and that's our commitment and our passion for what we do. I know that Joy, Andrew and Jared have the companies mission and values at heart and I know that, no matter what, they will always do their utmost to deliver excellent outcomes for the Bay of Plenty community."

NO HIDDEN COSTS OR SURPRISES...

Tauranga Local Still Enjoying her Asphalt Driveway Investment Three Years Later.

A few years ago, Parkvale resident Sue, knew that she needed to seal her driveway. It was gravel and dust, and she wasn't sure what to do with it. In her indecision she was torn between asphalt and concrete. The truth was that she was not confident she would make the best decision for the longevity of her driveway and needed some advice. She shared,

"I was a single woman on a budget and felt quite overwhelmed by the process."

After contacting Bay of Plenty Asphalt, they promptly sent someone over to do a quote. Sue was so relieved and reassured by the conversation and advice she had with James, their rep, commenting, *"It was so simple and non-threatening. James was so friendly. It was like having a family member come over. He offered genuine advice and it did not feel like a business transaction. Making the decision to work with them was not difficult at all. It felt like the only choice. I couldn't help but feel like I was dealing with professionals who are a "good sort" Kiwi business."*



When it came to the completion of the work Sue was delighted with the outcome as well as the process. They worked quickly and efficiently, and the team were polite and courteous. *"What was really cool to observe was how they worked together. They had great camaraderie and were respectful towards me but also towards each other. In addition, they left my place tidier than they found it. The work they did was so dirty – moving all the dirt and digging up my drive. And yet – you would not have known it when they left. Everything was pristine."* All of Sue's family were impressed with the outcome observing that her house looked more like a mansion and that the asphalt driveway had transformed her property.

A family business who deliver on their promise of quality, efficiency and safety.

Importantly, for a woman on a budget, there were also no hidden costs or surprises. The quote was thorough and accurate, and the job was delivered exactly as was agreed. It is a low maintenance option that adds value to any investment. Sue was given advice on how to look after the drive but even so, a short while after having it laid, a family member leaked oil on the drive. Unsure of how to remove the stain, Sue called the team and was delighted to chat with Joy who advised her simply to use soap and water to bring up the stain, and sure enough, it worked!

"I've recommended the team so many times since they worked on my drive. I would not hesitate. People still comment on my driveway now!" When asked to comment on why she would recommend them, she shared that there were a number of important elements



to their work that left an impression on her which include; the quality of the work, the value the end result has added to her property, that they are good genuine people who care and that they are fairly priced.

The whole experience was wonderful. If you are looking for the right company to look after your driveway or other area, look no further.

4 COMMONLY ASKED QUESTIONS ABOUT CONCRETE KERBING

Concrete kerbing is considered a must have for most commercial and industrial carparks and surfaces but is also becoming more popular for residential driveways and surfaces. The primary purpose of this process is to form a border on different areas of your home such as the kerbing, the driveway, and more, in an attempt to prevent these areas from succumbing to chips and cracks.

- 1. Why would I concrete kerb?** Concrete kerbing serves several purposes. Aesthetically it lifts the look and feel of driveways and services giving a professional clean finish that is pleasing to the eye. In addition to the design benefits it also performs a functional purpose which is to strengthen and define spaces and to clearly delineate between the driveway or pavement and other spaces. We offer concrete kerbing as part of our package for driveways and surfaces.
- 2. Will it last?** Not only will concrete kerbing transform the environment it will also add value to any residential property or carpark. Why? It is strong and durable and will future-proof your investment. It will last for years to come and will help protect the integrity of the pavement surface. Many commercial properties choose concrete kerbing because of its strength. With proper design, installation and maintenance, concrete kerbing will last for a long time without showing signs of structural damage. It'll take a few years before you need new concrete material or to undertake a restoration of the old kerbing.

- 3. How is it aesthetically pleasing?** Having a concrete kerb done the right way improves the beauty of your pavement and parking lots. Choosing concrete kerbs will help get rid of tattered edges on your roadways. It'll also make your parking lots and walkways more appealing and uniform. Using concrete kerbs will increase the aesthetic appeal of your business or home.
- 4. Is the installation complex or lengthy?** Not at all. Bay of Plenty Asphalt will provide a hassle-free one-stop-shop service and are 100% responsible for all concreting work from start to finish. This means our customers don't have to worry about sourcing other contractors. It also only takes a short time to install. This translates into affordable costs. Additionally, the concrete edging does not require extensive site preparation for it to be installed. This means that you can rest assured that your landscape will not become adversely affected during the installation process.

QUALITY | EFFICIENCY | SAFETY

PROJECT GALLERY

Over the years the Bay of Plenty Asphalt team has been involved in some fantastic and unique projects. We've been lucky enough to work on projects at the heart of Tauranga's development and transformation but also on bespoke projects that are significant for smaller businesses and also for Bay of Plenty locals. Below is a selection of some of our favourites!



Countdown Bureta

This project was completed by the team in 2014. It was a complex job that required a high level of interaction and consultation with other contractors. We worked successfully with these many other contractors as a collective to finish this project for a happy client.



Tennis Court

This tennis court was completed in the Westridge area back in the late 90's/early 2000's. Many clients are not aware that Bay of Plenty Asphalt can undertake adhoc or bespoke projects such as tennis courts!



Tauranga Crossing

It was a very large project for us but we are more than capable and worked to hard to ensure everything was done to a high standard. We did the asphalt outside. We love that our Lakes and surrounding communities get to use this beautiful new surface that we have laid.



Rural Chip Seal 2020

This job was completed in 2020 up Betty May Drive, in Pyes Pa. As a team we do quite a lot of rural chip seal because it's more cost effective for a really long driveway. Some people then opt to put asphalt around their house so they don't track the chips inside on their shoes. It's such a good solution for rural driveways, roads and tracks because it looks great, it's cost effective and it gets better with age because as you drive over it, it hardens/compacts.



Abundant Life Church Carpark Sutherland Road

We are so privileged to work alongside our community to accomplish large projects for community-based organizations. We love being a part of these projects, working with churches, schools and charities and producing good quality aesthetically pleasing asphalt for them.



Top Kids

This project was significant for our team as it was a requirement to ensure that all staff have been vetted and approved by police to ensure safety working around children. Pre-schools and schools can engage with our team knowing that the children, staff and the asset are our biggest priority and that their safety is our priority.

MEET THE BAY OF PLENTY ASPHALT TEAM

Bay of Plenty Asphalt is a family-owned and operated business, that has been servicing Tauranga and the wider Bay of Plenty for more than 40 years.

Their friendly team has a wide range of skills that enables them to be able to complete all aspects of construction from excavation to finishing with asphalt or chip seal. The management and day to day operations of the company are overseen by the Pratt family, as well as a handful of other experienced and

respected trade professionals. We've taken the time to introduce them to you below. The wider Bay of Plenty Asphalt team are made up of a diverse group of people specialized in their fields which means the team are able to deliver above and beyond on every job.



Our Management Team
Andrew Pratt
Owner/Operations Manager

Andrew has been a part of Bay of Plenty Asphalt for almost 30 years, starting out on the tools and then moving into the Operations Manager role. More recently he has partnered with Arthur in owning and running the business.



Jared Pratt
Quotations Manager

Jared is our Quotation and QA Manger. He is a dynamic highly skilled, highly trained and motivated young man with vision and passion to live his best life. Jared is easy to deal with and has a can-do attitude so that you can feel confident that BOP Asphalt can see your project from inception to the finished product.



Joy Bevins (Nee Pratt)
Business Manager

Joy Bevins, our Business Manager, started at Bay of Plenty Asphalt Ltd in 2005. As the sister of Andrew Pratt, our Operations Manager and Jared Pratt, our QA/Quotations Manager, and the daughter of Owner/Director Arthur Pratt, Joy working in this role solidifies this strong family run business.



Arthur Pratt
Owner and Founder

Arthur started Bay of Plenty Asphalt LTD in 1973 and it has been his life's work. Arthur's passion for construction has spanned 40+ years and prides himself in all he does. The day to day business and operations of the company is managed by Andrew, Jared and Joy with Arthur having stepped back in recent years.



James Lauchlan

And a farewell to James Laughlan... It is with joy and sadness that we farewell our excellent senior quotations person James Lauchlan. After 20 years working for Bay of Plenty Asphalt Limited it is time for James to retire and enjoy the good life!

The Wider Team

Our team now totals over twenty dedicated staff. Our eclectic team are passionate about what they do and committed to doing it well.

We are so proud of the feedback we receive about the work they deliver for our customers!

DELIVERING ON OUR PROMISE: QUALITY, EFFICIENCY, SAFETY

Recently we undertook a process of reflection on what our customers and ourselves valued about our business and the product and service we provide. Our goal was simple: to simply and clearly tell our customers what Bay of Plenty Asphalt stands for.

The process was enlightening and the outcome refreshing. However, we wanted to find a way to make these values tangible to both ourselves and our customers. Since the company began, our logo has been unchanged but we quickly realised that adding the words, quality, efficiency, safety to our logo was a clear way to hold ourselves to a high standard and to let our clients know what to expect from us. This new logo now features on all collateral including our website.

What Quality, Efficiency, Safety means for our customers.

These are Bay of Plenty Asphalt Limited's core attributes; they are at the core of everything we do and who we strive to be as a company.



QUALITY: We are committed to providing an 'above and beyond' quality service from the first point of contact right through the finished product and beyond. This is important as when we refer to quality we don't simply mean just the quality of your finished project. For us quality means that at every touchpoint or interaction with BOP Asphalt our customers know they are dealing with a quality team and a quality company.



EFFICIENCY: For our customers efficiency means that all our contact with them is done in a timely manner, their job is completed in their required timeframe and at the price specified. Efficiency for us also means that we are responding to our clients needs quickly and that the job we do is done on time and on budget.



SAFETY: We want to make sure that our team is safe, but we also want to make sure you and your whanau are safe around our workers. For us, safety is an area of no compromise.

We have excellent systems in place and we adhere to all New Zealand civil construction health and safety standards.

Quality, Efficient and Safe Surfacing - No questions asked.

All three of these are interlinked and rely on the others to ensure that each is delivered as promised to our customers. By placing these on our logo we know what we are striving for every day. And you, our customer knows exactly what to expect from Bay of Plenty Asphalt.

As a team we endeavor to live out these values in our work every single day. For us they are not just words on a page, they are the guiding principles of our company.

Since undergoing the re-brand the family have been delighted with how it has been received. Joy Bevins, Business Manager, shared,

We are so proud of who we are and what we do - and now we can share the 'why' of how we work with everyone. These three attributes are the reason the team comes to work every day and the reason our customers are loyal to us. 2020 has been a year of change - but despite everything that has happened, despite all the challenges, we have never wavered from our commitment to them.

Whatever it is you are having asphalt/chip seal applied to, from a pothole fix, to a driveway or parking lot, your experience with us, should encompass these three values.



BAY OF PLENTY ASPHALT LTD

ASPHALT & CHIPSEAL SPECIALISTS

QUALITY | EFFICIENCY | SAFETY

EXTEND THE LIFE OF YOUR ASSET TO SAVE MONEY AND PROTECT YOUR INVESTMENT

Is your asphalt surface starting to show cracks and damage?

Don't wait until the damage becomes a costly issue, here at Bay of Plenty Asphalt we have a maintenance solution that will prolong the life of your asphalt surface asset. Asphalt surface management – more commonly known as joint bandaging, is a hassle-free option that many choose to apply when their surface is beginning to age and deteriorate.

There are many situations that require crack repair and filling; cracks can be caused by;

- Poor foundations
- Not having a thick enough layer of asphalt installed
- Weather conditions like rain, frost and hot dry seasons that expand and retract the ground base underneath

- Tree roots
- Water flow underneath and over the top of asphalt surface

Water is one of the worst things for asphalt/concrete cracking. Once the water gets under the surface layer it can erode the base foundation as it weakens it. Cracks accumulate debris, dirt, and start to grow weeds. Fixing cracks before they become pot-holes is the smartest thing to do to extend the life of your asset and save you money. It is important to repair any cracks that appear and maintain an ongoing crack repair programme.

A watertight option that ensures you avoid costly repairs and maintenance.

If you do not repair the cracks, water will get into the asphalt's foundation, which will start the quick process of base failure. This will result in potholes and asphalt sinkage, which will lead to extensive damage and costly repairs.

We use industry leading equipment and materials to ensure water tight, solid, long lasting crack repairs that will save you money in the long-term.



Joint bandaging in action

DRAWING A LINE IN THE ASPHALT



No fuss and no stress line marking option saves customers sourcing multiple contractors for a job.

Your one-stop-shop for pavement and surfaces saving you time and money

We will organise all this for you through one of our preferred and trusted subcontractors. Our service covers everything from carparks to tennis courts, basketball courts or any other line marking needs. Working with us means no fuss and no stress. We make the whole process easy for our customers and arrange everything on their behalf, e.g. for sports line marking we will organise the ground work to the hoops, fencing, nets and other fixtures right through to the line marking.

The devil is in the detail

We will make it easy for you by providing an entirely custom and hassle-free approach to your line marking needs. Carpark services for line marking include car bay lines (including dedicated disabled parking bays compliant with NZ Standards), crossings, wheelstops, bollards and much more.

While we're known for supporting customers with their road and carpark line marking, many of our customers are surprised to learn that we can also manage markings for schools and sports surfaces. If you'd like more information on our line marking service,

NB: Please note, line marking is provided as part of a full surface package, not as a stand-alone job.



BAY OF PLENTY ASPHALT LTD

ASPHALT & CHIPSEAL SPECIALISTS

QUALITY | EFFICIENCY | SAFETY

CONTACT OUR TEAM TODAY!

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