

Newsletter



Welcome to issue three!

It's been a busy few months here at Nu-Phalt, with new customers and major successes abroad. Clients are seeking cheaper and more sustainable solutions to road repairs, and Nu-Phalt offers the perfect alternative, particularly in the current economic climate. As always, if you have any feedback or need info, please drop us a line at marketing@nuphalt.com.

Hungary

Significant changes have been made to the Hungarian road infrastructure since its economy underwent a major transition in the 1990s, with road funding attracting investment or cuts as the government changed. The investments already made required a cost-effective maintenance solution to get maximum value for money. Hungarian company HYDROCLEAN had been tracking Nu-Phalt's success for a year before making contact.

After a successful first meeting in our Rugby office, the HYDROCLEAN team wasted no time in ordering an exact UK specified vehicle fitted to a left-hand drive Renault Master van. They were very impressed with the one-vehicle solution and technological advancements made by Nu-Phalt in infrared repairs compared to other reported infrared processes.



The HYDROCLEAN team underwent a two-week extensive training programme which was delivered through our Contracting

Spotlight on...Overseas

We receive a lot of enquiries from overseas, and exporting the Nu-Phalt system is a growing sector for us. We've been contacted by over 25 countries this year alone, but we've chosen two for this issue's focus.

India

In March 2009, Nu-Phalt visited Delhi to demonstrate the Infrared Road Repair System to the Municipal Corporation of Delhi along with our new agent for India, Trans Metalite International.



In Delhi, the normal practice is to repair potholes using the cold fill method. The problem, according to experts, is that in a city like Delhi, it is not practically possible to keep busy roads cordoned off for traffic for the 24 hours or longer needed for cold emulsion. Traffic is allowed to run over the repaired patches after a few hours which affects the binding quality and results in the mix coming out.

department overseen by our Health and Safety Manager to guarantee all operatives complied with UK legislation. This ensured they had the support and training required to return to Hungary.



Nu-Phalt's system takes an average of just 20 minutes, and the benefits were clear to the General Secretary of the Indian Roads Congress, who said at the demo, "this way of repairing potholes is very effective in urban situations as it ensures timely action. Moreover, it has a short reaction time so the affected road doesn't need to be closed for too long."

Nu-Phalt also carried out a demo to the National Highways Agency of India whose response was extremely positive. Trials on the Indian roads network are underway. A total of four Indian operatives were trained on the system, and with contracts now signed with our agent, we'll report back as they progress. We'll also be carrying out a state tour of India to demonstrate the process to each state government and municipal corporation.



HYDROCLEAN set up a week of demonstrations in all major Hungarian cities for national media, and Nu-Phalt's Stuart Mance attended to support the company during this busy week. The demos went extremely well and were covered by major Hungarian TV networks.

BREAKING NEWS

Equipment is currently being delivered to South Africa and also the USA. We'll update you on progress in future issues.

We've Done it Again! Green Awards Success.

In March, hot on the heels of our two other environmental awards, we were the proud recipients of a **Green Business Fife Award** for Environmental Innovation, presented by environmental writer Jonathon Porritt and Councillor Tony Martin.



The award came after a shortlisting process in which Nu-Phalt detailed the environmental, social and economic benefits of the Infrared Road Repair System.

Councillor Martin said, "the Green Business Fife Awards represent the very significant commitment made by companies to put Fife on the map as a place to do business in a sustainable and competitive way. In recognising and rewarding companies that have introduced new initiatives and projects for better sustainable business practice, the Green Business Fife Awards aim to promote greater awareness and environmental innovation throughout Fife."

Pictured here is our Chairman Russell Jordan (centre) receiving the award.



Contracting Reaches New Heights

The Nu-Phalt brand is powering ahead thanks to the unique benefits of the system, in the public sector and amongst private companies looking for contracting solutions. In particular, we've had a huge take-up from the retail sector thanks in part to the unique cost savings of the system – essential in the current economic climate. Retailers are known to be 'early adopters' of new technology, so we're delighted the all-round benefits of the Infrared Road Repair System are recognised.

Below are 'before' and 'after' pictures of one of our recent projects.



BEFORE

AFTER

Your Questions Answered #2

Last issue we told you about our new Frequently Asked Questions section on our website at http://www.nuphalt.com/frequently_asked_questions.php.

The sort of questions we're regularly asked are things like:

How long does it take to repair a pothole?

From beginning to end, around 20 minutes for a typical one square metre repair. Less than half of this is the Nu-Phalt infrared heater cycle, which is pre-set at eight minutes for all applications. The productivity of the Nu-Phalt Infrared Road Repair System is industry-leading.

If you have any questions you'd like to see answered here or on the website, please don't hesitate to send suggestions to marketing@nuphalt.com.

www.nuphalt.com

Call Nu-Phalt today on 08442 571570 (UK South) or 01383 411210 (UK North) for a free, no-obligation quote, or email enquiries@nuphalt.com for more information.