

## American Asphalt Company, Inc.



### AMERICAN ASPHALT'S WORKLOAD INCREASES BY 50% WITH BID2WIN

When it comes to hot-mix asphalt (HMA), American Asphalt has been ahead of the curve from the start. While the industry suddenly rushes to embrace the concept of just-in-time inventory to save on everything from warehouse space to idle machinery, American Asphalt decided 50 years ago to practice right time delivery – reaping benefits just as dramatic. Their estimating department has followed the company's lead, staying ahead of the curve by tossing away their pencils and paper six years ago and turning to BID2WIN's estimating and bidding solution. With six work crews comprised of 50 paving installers, getting standardized and accurate estimates is no longer a challenge.

The company now prides itself on fast and efficient estimating and bidding. According to president Bob Brown, "Our work has increased by 50% and we haven't added any additional estimators. Knowing our estimates down to the penny definitely helps maintain the status of being the HMA leader in our area." American Asphalt especially benefits from the override number of trucks feature and the ability to change estimated times for trucks.

**"WHEN WE WIN A COMPETITIVE BID" SAYS BOB, "WE FEEL VERY COMFORTABLE THAT THE ESTIMATE IS CORRECT. IT'S AS GOOD AS IT GETS WHEN YOU WIN \$100K-\$300K JOBS BY LESS THAN A THOUSAND DOLLARS!"**

#### American Asphalt Company

For 17 years, West Collingswood Heights, New Jersey-based American Asphalt Company, Inc. has served Camden, Burlington, and Gloucester counties in all areas of asphalt paving. The company is also a leading producer of asphalt in the New Jersey area. To learn more about American Asphalt Company, visit [www.americanasphaltcompany.com](http://www.americanasphaltcompany.com).

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