

The AVS logo is rendered in a stylized, serif font. The letters 'A' and 'V' are joined together, and the 'S' is a simple, elegant curve. The entire logo is in a light beige or gold color.

AVS

— 2026 —

ASSET VALUATION SUMMIT



CONCRETE & ASPHALT PLANTS

The background of the slide is a dark, monochromatic illustration of a city skyline. It features several prominent skyscrapers, including the Chrysler Building and the Empire State Building, and a large bridge with multiple arches on the right side. The entire scene is rendered in shades of dark grey and black, with the text and logo in a contrasting light beige/gold color.

Brett Hoffman IRONTRAX LLC

THE QUESTIONS YOU NEED TO ASK

- Before you can start the VALUATION
- You need to ask the right QUESTIONS.

Information + Preparation = Accurate Valuation.

Making A Cake

Concrete and Asphalt Plants are Similar

Both take ingredients and Mix them to produce a product

Main Difference is

- Concrete cures
- Asphalt cools



What you need to ask – The minimums

Concrete Plants

- Location
A consideration for determining value
- Material being used
Can help determine wear and tear and useful life
- Size of the Batch
Usually measured in cubic yds or meters
- Usage – Average yards produced per year
Measure in cubic yards per year
- Storage Capacity
Cement, Additives & Aggregate of the internal plant

Asphalt Plants

- Location
A consideration for determining value
- Material being used
Can help determine wear and tear and useful life
- Size of the Plant
Usually measured in tons per hour
- Usage – Average tons of hot mix produced per year
Measured in tons per year
- Storage Capacity
Tons of storage of hot mix asphalt material

THE HURDLES — Issues to face with appraising plants

Answering the “Why do we have to do this?” question

Inspected or Desktop Report

Making the case to inspect and the Catch 22 of doing a desktop appraisal

It is very difficult to appraisal and asphalt plant without doing an inspection

I have rarely done a plant appraisal where the both the client and their customer didn't benefit from the inspection

I have rarely done a desktop appraisal of a plant without the customer telling me values were too low

DETERMINING THE SCOPE OF WORK

Avoiding issues when appraising plants

Decisions to make prior to starting the appraisal

#1 What value to apply

Fair Market Value Installed

Orderly Liquidation Value

#2 What does the value include

Entire plant or components?

Foundations and Utilities?

Permits and Legal issues

Beware - Costs Net Book Values and Improvements can be very misleading!

THE HURDLES – Issues to face with appraising plants

Decisions to make prior to starting the appraisal

Inspected or Desktop Report

Making the case to inspect and the Catch 22 of doing a desktop appraisal

It is very difficult to appraisal and asphalt plant without doing an inspection

I have rarely done a plant appraisal where the both the client and their customer didn't benefit from the inspection

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THE HURDLES – Issues to face with appraising plants

■ Things to do prior doing the appraisal

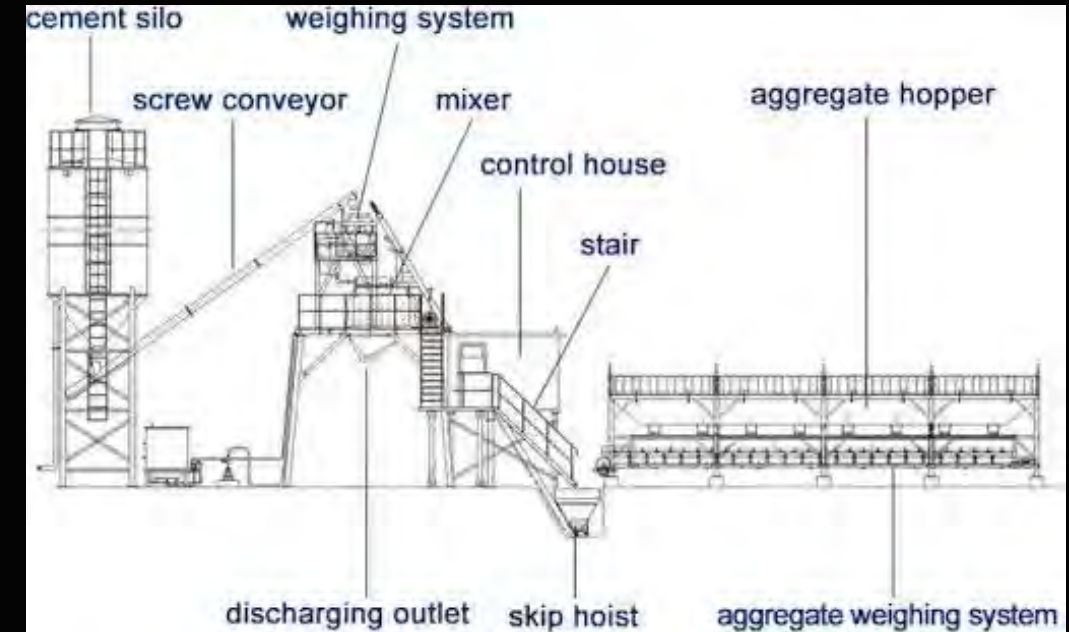
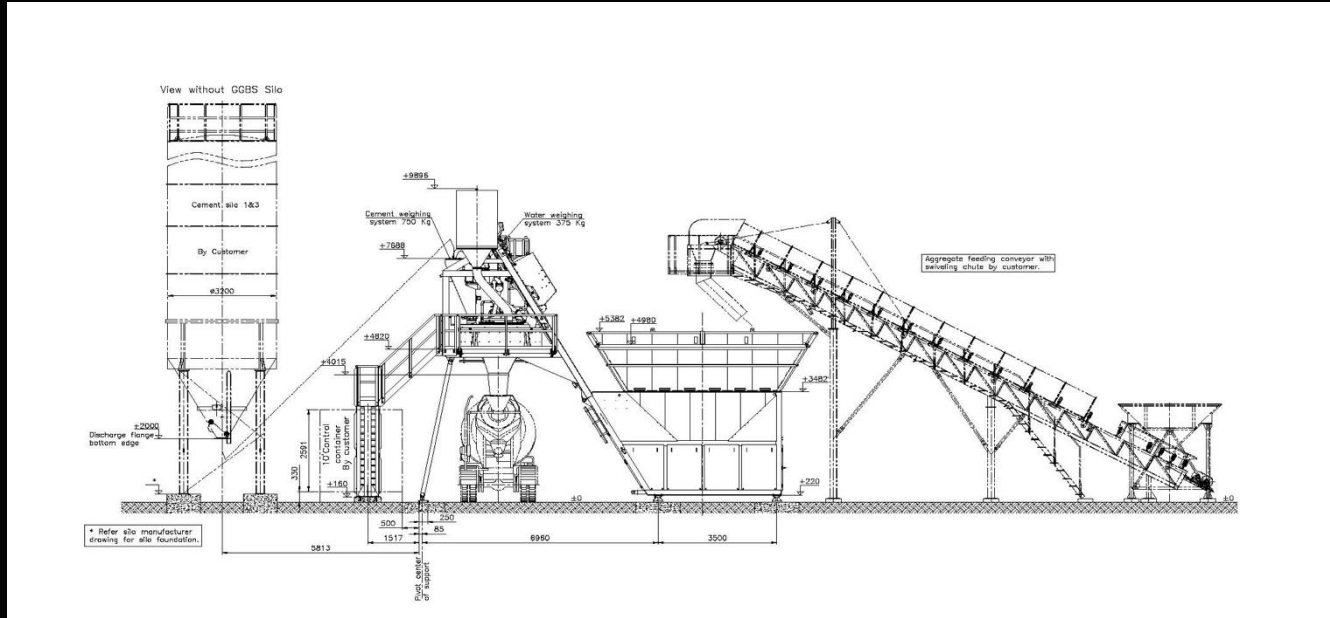
Supply the customer with an information form to fill out prior to engaging the appraisal.

Ask him to have the plant manager or someone in the company who is knowledgeable of the plants features – This is often now the initial contact provided -

For an inspected report the completed form will save the appraiser a lot of time during the inspection – which helps the customer out with the cost of doing the inspected appraisal

For a desktop report the completed form will be allow the appraiser to be more accurate with their valuation

Concrete Plants



Concrete Plant (other common terms - Ready-Mix, Transit Mix, Batch Plant, Mix Plant, RMC etc.)

Concrete Plants – Types

Portable

Modular

Stationary



Concrete Plants – Types

Portable

Modular

Stationary



Concrete Plants – Types

Portable

Modular

Stationary



Concrete Plants – Basic Components

Aggregate Feed Bins

Aggregate Feed Conveyors

Aggregate Bin

Aggregate Weigh Batcher

Cement and Dry Additive Silos

Cement Weigh Batcher

Main Conveyor

Mixer (Central Mix Plant only)

Dust Control System (Baghouse, Air Compressor)

Control System, Electrical Switchgear & Control House

Additive System, Boiler and Chiller

Concrete Plant – (2) Operation Differences

Batch Plant (Transit Mix)

Central Mix Plant



Concrete Plant – (2) Operation Differences

Batch Plant (Transit Mix)

Central Mix Plant



CONCRETE PLANTS

AGGREGATE FEED BINS & CONVEYORS



CONCRETE PLANTS

AGGREGATE FEED BINS & CONVEYORS



CONCRETE PLANTS

AGGREGATE STORAGE & AGGREGATE WEIGH BATCHER



CONCRETE PLANTS

CEMENT STORAGE & CEMENT WEIGH BATCHER



CONCRETE PLANTS

MIXERS (CENTRAL MIX PLANT)



CONCRETE PLANTS

PLANT CONTROLS



CONCRETE PLANTS

BOILER AND CHILLER



CONCRETE PLANTS

ADDITIVE SYSTEM AND COMPRESSOR,

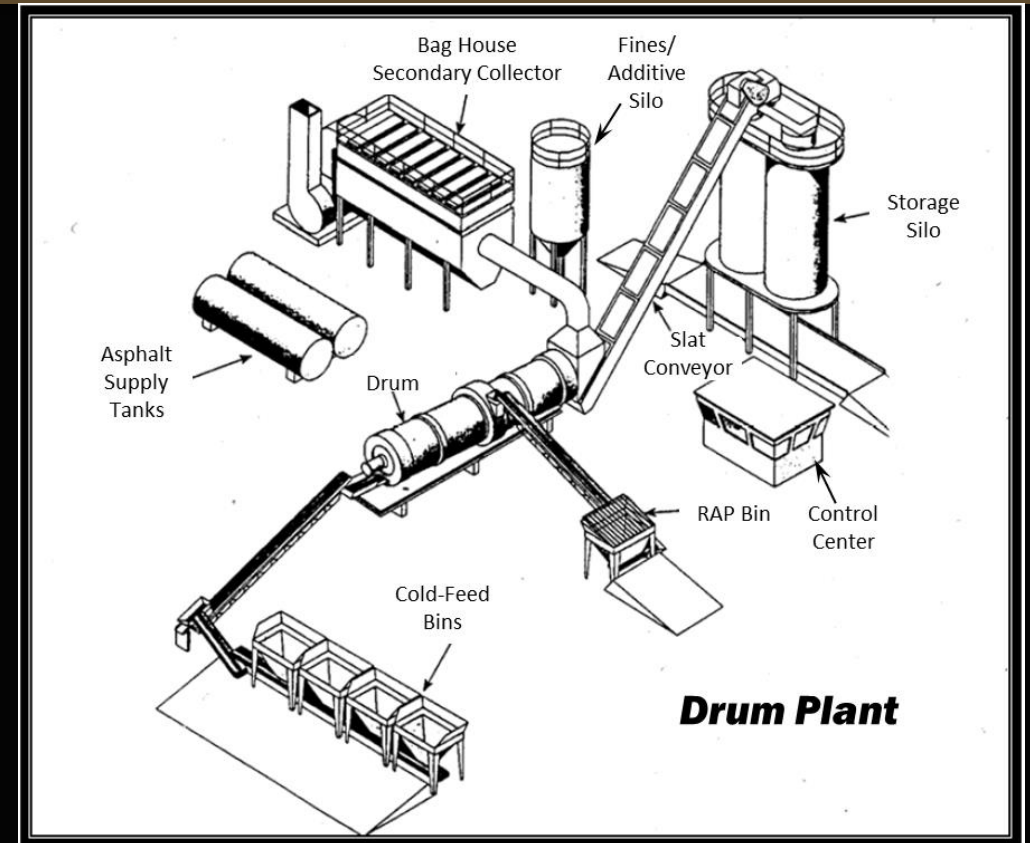
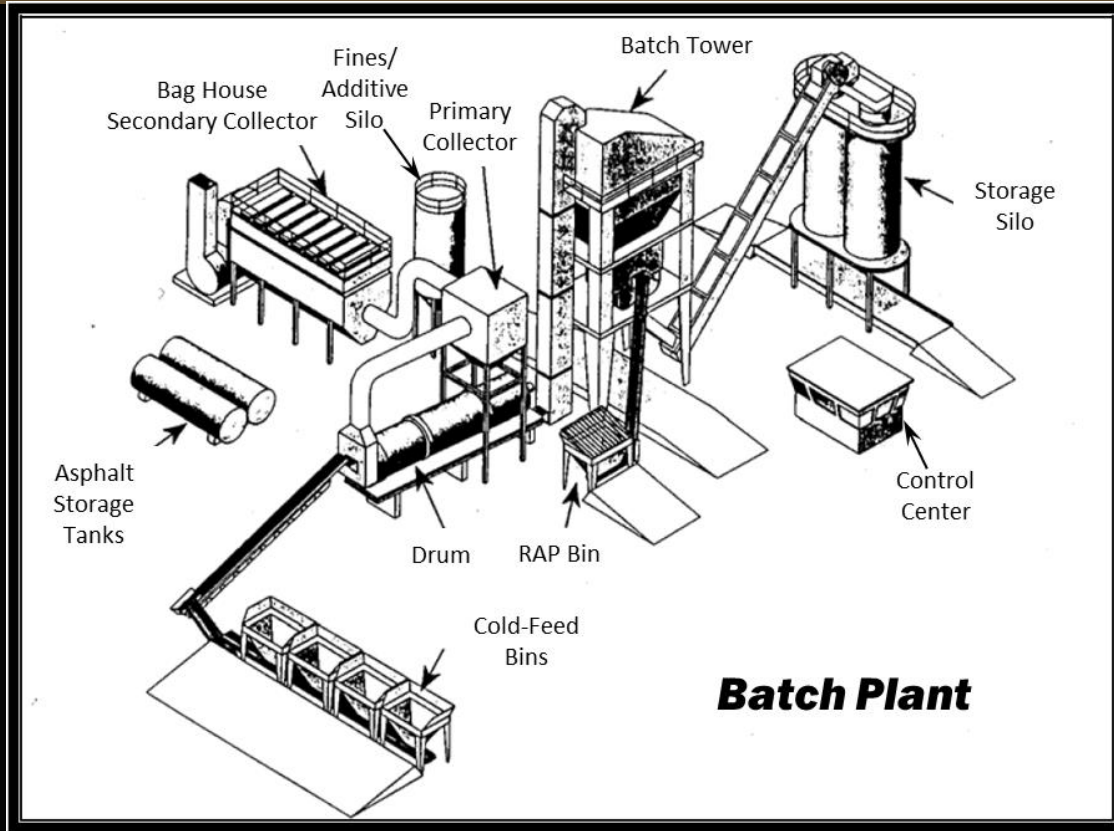


CONCRETE PLANTS

DUST CONTROL, WATER FILL AND WASHOUT STATION



Asphalt Plants



Asphalt Plant (other common terms – Hot-Mix Plant, HMA Plant, AC Plant, Drum Plant, Asphalt Batch Plant)

Asphalt Plants – Types

Portable

Modular

Stationary



Asphalt Plants – Types

Portable

Modular

Stationary



Asphalt Plants – Types

Portable

Modular

Stationary



Asphalt Plants – Basic Components

Aggregate and RAP (Recycled Asphalt Product) Feed Bins

Aggregate Feed and RAP Conveyors

Aggregate & RAP Screens

Drum Dryer (Batch Plant)

Drum Dryer Mixer (Drum Mix Plant)

Batching Tower (Batch Plant)

Drum Dryer Mixer (Drum Mix Plant)

Storage System (Drag Slat Conveyor, Hot Mix Storage Silos & Loadout Scales)

Asphalt Cement Storage (AC and Additive Tanks, Oil Heater)

Emmission System (Baghouse, Air Compressor, Ducting)

Control System, Electrical Switchgear & Control House

Asphalt Plants – 2 differences in how they function

Batch Mix Plant

Drum Mix Plant



Asphalt Plants – 2 operation differences

Batch Mix Plant

Drum Mix Plant



ASPHALT PLANTS

AGGREGATE BINS



ASPHALT PLANTS

AGGREGATE & RAP SCREENS AND CONVEYORS



ASPHALT PLANTS

AGGREGATE DRUM DRYER / MIXER



AGGREGATE DRUM DRYER



ASPHALT PLANTS

DRUM DRYER MIX PLANT – COUNTERFLOW OR PARALLEL



ASPHALT PLANTS

DRYER BURNERS – GAS, OIL, WASTE OIL, PROPANE



ASPHALT PLANTS

BATCH TOWERS WITH PUGMILL MIXERS



ASPHALT PLANTS

ASPHALT STORAGE SILOS



ASPHALT PLANTS

TRAVERSE CONVEYOR AND TRUCK SCALE



ASPHALT PLANTS

BAGHOUSE



ASPHALT PLANTS

AIR COMPRESSOR AND DUST / MINERAL SILO



ASPHALT PLANTS

ASPHALT CEMENT TANKS



ASPHALT PLANTS

ASPHALT CEMENT SYSTEM



HOT OIL HEATER



CALIBRATION TANK



ADDITIVE TANK

ASPHALT PLANTS

CONTROLS, SWITCHGEAR AND CONTROL HOUSE

