



## STREET AND ROAD SURFACING

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Collin County  
Att: Mr. Matt Dobecka  
2300 Bloomdale Rd.  
McKinney, Texas 75071

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PURCHASING AGENT  
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Mr. Dobecka

As of 01/01/2011 Ballou Construction Co. Inc, was acquired by Terry Asphalt Materials Inc. out of Cincinnati, Ohio. They are part of the Colas Group, headquartered in Paris. The name of our company is now Ballou Pavement Solutions Inc.. Colas is looking to become more involved the pavement preservation industry and looked to Ballou Construction Company as a great fit into their growth. We are pleased that they wanted to keep the "Ballou" name.

All our staff remains the same, our address is the same, and our telephone number is the same, just the name has changed. Our address is P.O. Box 2300, Salina, Kansas 67402-2300.

I continue on as President of Ballou Pavement Solutions Inc. and as such I confirm our commitment to honor our contract with you.

We look forward to the future and our continued business relationship. Please feel free to Contact us with any questions or information you may need at 1-785-825-5303.

Truly

A handwritten signature in black ink that reads "Donald J. Kaiden".

Donald J. Kaiden  
President Ballou Construction Co. Inc.  
President Ballou Pavement Solutions Inc.



## About Us

**Terry Asphalt Materials, Inc.** was formed in 2006 by Barrett Industries, stemming from the asset acquisition of the Terry family of companies that originally date back to 1955. Today's company is part of a world-wide team of 1,200 autonomous businesses that provide products and services to build and maintain the transportation infrastructure. Safety, quality, ethics, environment awareness, innovation, and financial strength are the keys that allow us to lead in our industry and serve the needs of our customers and employees.

**Manufacturing** is one of our core strengths; asphalt terminals and emulsion manufacturing operations are strategically located in Ohio and Michigan and position us to effectively serve the Midwest region. Our product mix includes a full range of conventional, modified and performance graded asphalt binders, cationic and anionic asphalt emulsions, polymer modified sealants and specialty products for every pavement need. Each product is manufactured from carefully selected base asphalts, polymers, and additive systems with stringent quality control standards maintained by our accredited laboratories. Through close attention to detail, these modern facilities provide consistent quality and efficient distribution to our customers and our job sites.

**Construction Services** are a significant part of Terry's history. Performance and innovation are the backbone of our ability to provide complete solutions for our customers. Our fully integrated organization includes a broad range of construction products and systems to effectively meet the needs of minor rehabilitation and preservation of streets and highways. All of our products and systems are carefully engineered and go through an extensive laboratory design procedure and quality control process to ensure that our customers receive the greatest value on all of their pavement projects.

We at Terry are committed to **Quality, Performance and Innovation** to help our customers meet their needs and goals. These commitments, coupled with our Research and Development process and the efforts of our many talented employees, are what allow us to help our customers keep *Moving Pavement Preservation Forward™*.

[Affiliated Companies](#) »



## SIMPLIFIED BALANCE SHEETS AS OF THE END OF 2009

## Consolidated balance sheet

<i>In millions of euros</i>	Year 2009	Year 2008
Property, plant and equipment	2,294	2,327
Intangible assets and Goodwill	545	553
Investments in associates	388	357
Other investments	173	202
Deferred and long-term tax assets	102	90
<b>Non-current assets</b>	<b>3,502</b>	<b>3,529</b>
Inventories	435	441
Accounts receivables from clients	2,688	3,024
Other account receivables	518	565
Cash and cash equivalents	536	425
Financial Instruments	9	11
<b>Current assets</b>	<b>4,186</b>	<b>4,466</b>
<b>TOTAL assets</b>	<b>7,688</b>	<b>7,995</b>
<b>Shareholders' equity</b>	<b>2,276</b>	<b>2,140</b>
Minority interests	34	37
<b>Equity</b>	<b>2,310</b>	<b>2,177</b>
Long term borrowings (part over one year)	212	186
Non-current provisions	663	648
Deferred and long-term tax liabilities	82	79
<b>Non-current liabilities</b>	<b>957</b>	<b>913</b>
Advance payments	244	218
Accounts payable	2,006	2,431
Provisions	285	203
Income tax and other debts	1,670	1,797
Long term borrowings (part under one year)	45	53
Bank overdraft	153	183
Financial instruments	18	20
<b>Current liabilities</b>	<b>4,421</b>	<b>4,905</b>
<b>TOTAL equity and liabilities</b>	<b>7,688</b>	<b>7,995</b>

## Simplified consolidated income statement

<i>In millions of euros</i>	Year 2009	Year 2008
Consolidated revenue	11,581	12,789
Profit from operations	541	682
Other costs and expenses	-	-
<b>Net profit from ordinary activities</b>	<b>541</b>	<b>682</b>
Interest	(34)	(22)
Other finance income (costs)	1	6
Income tax	(172)	(217)
Income from associates	55	46
<b>Profit before minority interests</b>	<b>391</b>	<b>495</b>

Minority interests  
 Net profit for the period

387

490

### Consolidated cash flow statement for the financial year

<i>In millions of euros</i>	Year 2009	Year 2008
Net profit for the period	391	495
Adjustments (provisions...)	675	689
<b>Cash generated from operations</b>	<b>1,066</b>	<b>1,184</b>
Income tax paid	(202)	(217)
Change in working capital needs	(51)	(254)
<b>Cash flows from operating activities (a)</b>	<b>813</b>	<b>713</b>
Net investment	(383)	(731)
Other cash flows from investing activities	(1)	(15)
<b>Cash flows from investing activities (b)</b>	<b>(384)</b>	<b>(746)</b>
Change in equity	8	8
Dividends paid	(287)	(280)
Change in financial debt	20	27
Interests	(34)	(22)
Other cash flows from financing activities	(1)	1
<b>Cash flows from financing activities (c)</b>	<b>(294)</b>	<b>(266)</b>
<b>Currency exchange rate and other non monetary changes (d)</b>	<b>6</b>	<b>(3)</b>
<b>Net increase in cash and cash equivalents (a+b+c+d)</b>	<b>141</b>	<b>(302)</b>
Cash and cash equivalents at beginning of year	242	544
<b>Cash and cash equivalents at end of year</b>	<b>383</b>	<b>242</b>