



**AHEAD OF THE CURVE**

**ACHIEVE GROWTH WHILE EMBRACING INNOVATION**

**MILLER MAINTENANCE PAVEMENT MARKINGS**  
**JUNE 21 – 23, 2022**



1

**MILLER MAINTENANCE PAVEMENT MARKINGS**

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**WELCOME**




**OVERVIEW**



2

## OVERVIEW – HOME BASE ‘THE BARN’



Homebase has been located in the Village of Scone, 10 minutes east of Chesley since 2016



3

## OVERVIEW – COVERAGE AREA

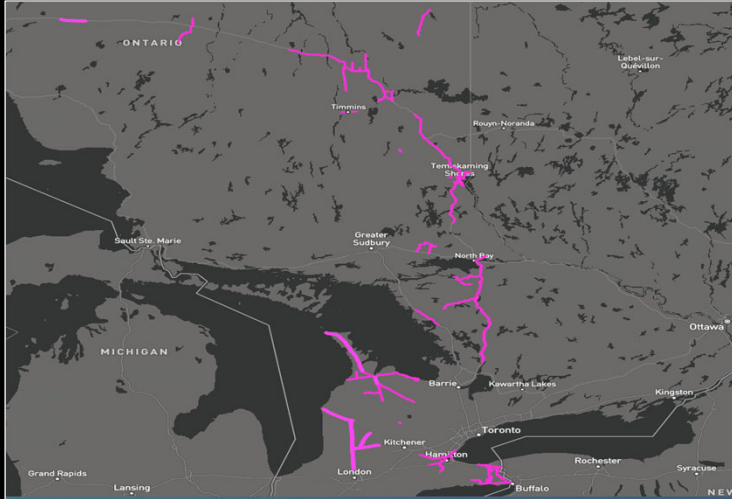


**21,000 kms LINES**  
**945,000 litres PAINT**  
**945,000 kg BEADS**

COVERING MOST OF ONTARIO  
MILLER IS ONE OF THE  
LARGEST APPLICATORS IN  
THE TRAFFIC MARKING  
BUSINESS

4

# OVERVIEW – COVERAGE AREA



Snapshot of **SRO**  
**'Spec Rite Online'** our  
 PMAS provider  
 showing all the areas  
 we have been this  
 season up to June  
 14th 2022



5

# OVERVIEW – EQUIPMENT



ATOMIZED STRIPERS - 6      ATOMIZED MMA DURABLE STRIPER - 1  
 HOT APPLIED THERMO CART - 1      WALK BEHIND PAINT CARTS - 6



6

# OVERVIEW – EQUIPMENT

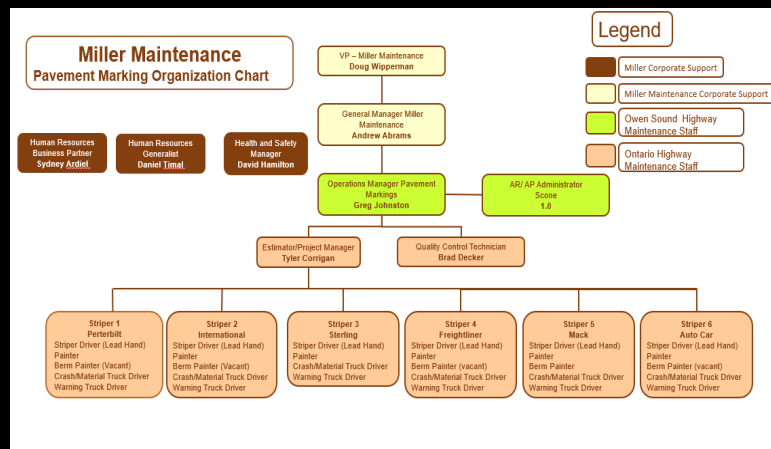
WALK BEHIND / RIDE ON GRINDERS - 5  
 CRASH / MATERIAL TRUCKS - 7  
 SODA BLASTER - 7



7

# OVERVIEW – STAFF LONG LINE

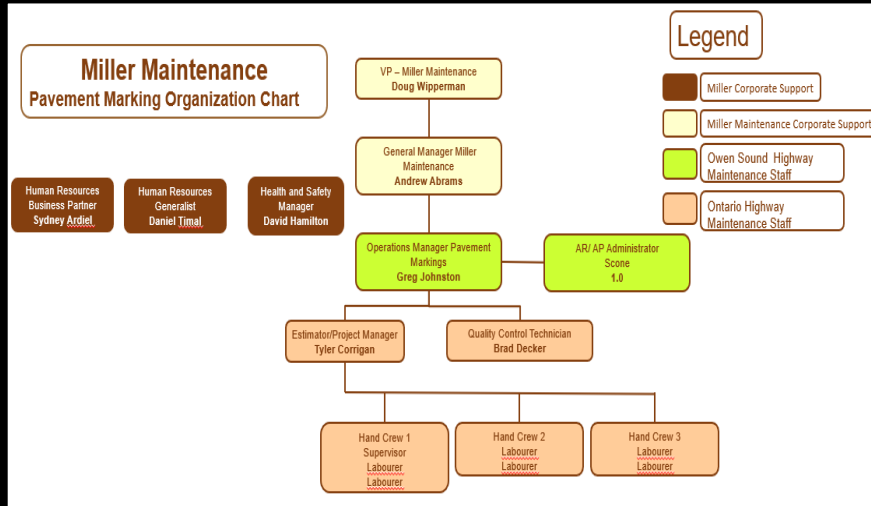
36 staff @ peak season  
 5 staff over the winter season between office / shop  
 Currently running 3 short on staff due to labour shortages across the province



8

# OVERVIEW – STAFF HAND CREW

Multiple summer staff flip over to the OS AMC to operate winter combos



9

# OVERVIEW – FUN FACTS

## DID YOU KNOW

After initial application of Water Base paint its track free 3-5 min, water resistant after 20-45 min, thoroughly dry 60-120 mins, completely dry 1-14 days

Since April 8th 1915, Ontario has had 41 Transportation Ministers, longest serving member was in seat for 11 years 141 days

In 1916 the department of Public Highways was formed and has since changed names 6 times to what we now know as The Ministry of Transportation



10

## PROJECT HIGHLIGHTS OVER THE LAST 6 MONTHS

Awarded 7 year contract with **Fowler Construction** for pavement markings on their newly awarded North Bay CDMC painting over 2700/kms and in excess of 1250 symbols

Contacted by multiple contractors to provide pavement marking prices for capital construction projects and have been carried by companies such as **Aecon, JP Leveque Brothers** and **Duncor** for the first time. Which is significant based on the amount of work these companies complete each year-we can now build on those relationships

We are in the stages of building a state of the art paint striper to replace one our old units which in the past was done partially inhouse. However, this unit is being completed by the largest pavement marking builder in Canada **CORE Equipment** out of St Catherine's

Over the past few months we have been contacted by Municipalities and Towns to secure our services for special projects like **Rainbow** and **Reconciliation Crosswalks**

11

## PROJECT HIGHLIGHTS OVER THE LAST 6 MONTHS

### NEW TRUCK BUILD



12

# LESSONS LEARNED

## AREAS OF FOCUS OVER THE LAST 6 MONTHS

1  
How hard it is to obtain good dedicated employees-this has not been an issue for us in the past

2  
The importance of having parts and more importantly speciality parts ordered well in advance for the pavement marking equipment

3  
Training in the spring with water in the paint trucks not only benefits and provides confidence to the 'Green' drivers and painter's but also knocks the 'Rust' off our more seasoned experienced drivers and painters



13

## STRATEGIC DESTINATION – PILLAR #1

# 01

ACHIEVE

**PROFITABLE  
GROWTH**

- Core
- New / adjacent

1. Acquisition
2. Portfolio Management
3. Innovation (Technology / "Green")

- Use of PMAS systems in all but one striper has kept our material usage in line from not Under/Over applying
- Offering application of speciality markings with a variety of materials to our customers which continues to produce extra work each season
- This year we have brought on a quality control / assurance technician-former MTO with experience in all aspects of highway maintenance



14

## STRATEGIC DESTINATION – PILLAR #2

# 02

DEVELOP & SUSTAIN  
**GREAT TALENT**

- Critical role retention
- Culture

1. Talent Development
2. Communications & Engagement

- To sustain people we have worked with the OS AMC to keep staff year round, via winter maintenance activities
- We help employees each year obtain a DZ license
- We have been cross training employees into different roles to help develop more skilled and versatile staff for succession planning



15

## STRATEGIC DESTINATION – PILLAR #3

# 03

BUILD & DIFFERENTIATE  
**OUR BRAND**

- Reputation in industry, with clients

1. Community
2. Brand & Marketing

- Community involvement with local schools on joint ventures with the students on speciality markings for crosswalks in their towns
- Word of mouth marketing and potential customers seeing us on projects and highways. We also advertise in a municipal maintenance magazine



16



## AHEAD OF THE CURVE - SAFETY

### GOAL ZERO – EQUIPMENT / PROPERTY DAMAGE

- Continue the use of **spotters** when applicable
- The addition of **rear facing cameras** for both backing up / recording while in striping operation
- Adding **Mobile Eye** to the fleet, which includes **Lane Departure Warning (LDW)** alerts if the vehicle leaves the driving lane without use of the turn signal. **Headway Monitoring & Warning (HMW)** alerts when the distance to the vehicle ahead becomes unsafe
- **Forward Collision Warning (FCW)**, including **Urban Forward Collision** alerts of imminent rear-end collision with a vehicle ahead
- **Pedestrian & Cyclist Collision Warning (PCW)** alerts of imminent collision with a pedestrian or cyclist ahead. **Speed Limit Indication (SLI)** notifies of the new speed limit and if the driver exceeds it



17

## THANK-YOU



18