



NAPA
NATIONAL ASPHALT
PAVEMENT ASSOCIATION

Jay Lemon

2026 Chair



- Intro
- A little Haskell Lemon
- A little NAPA & TexAPA
- Who Is Your Customer
- Our Challenge
 - Be Involved

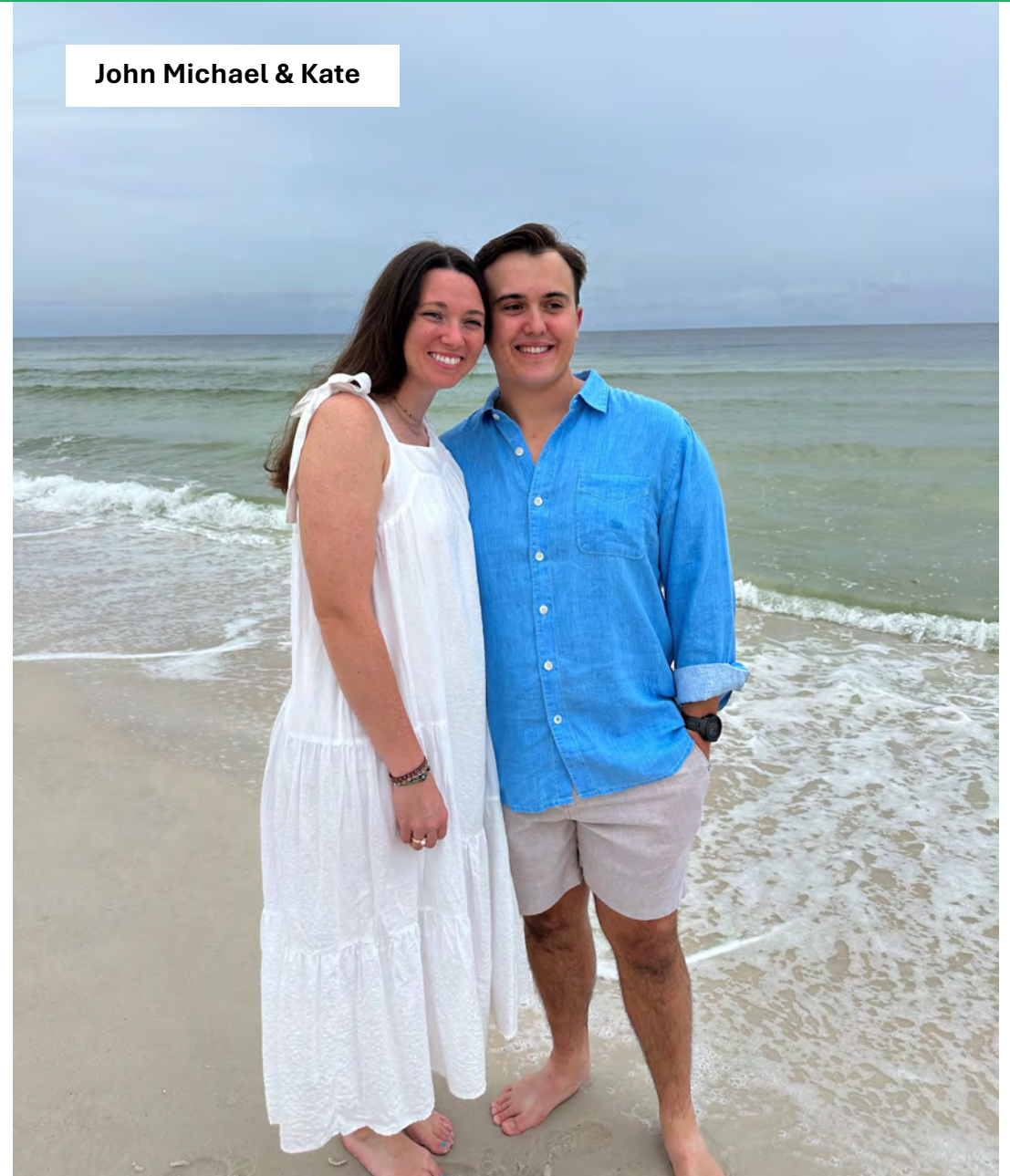




Jack, Mandi & George



John Michael & Kate

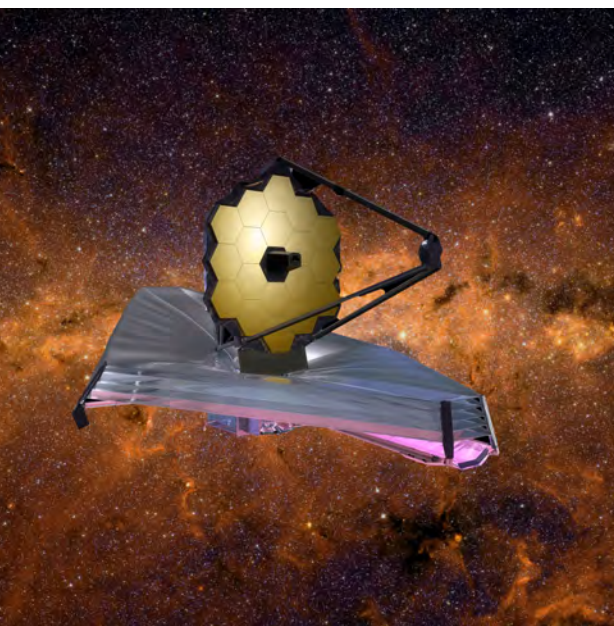




Founded in 1948 by Haskell & Irene Lemon, Haskell Lemon is a family-owned, vertically integrated highway contractor, materials producer and trucking company.

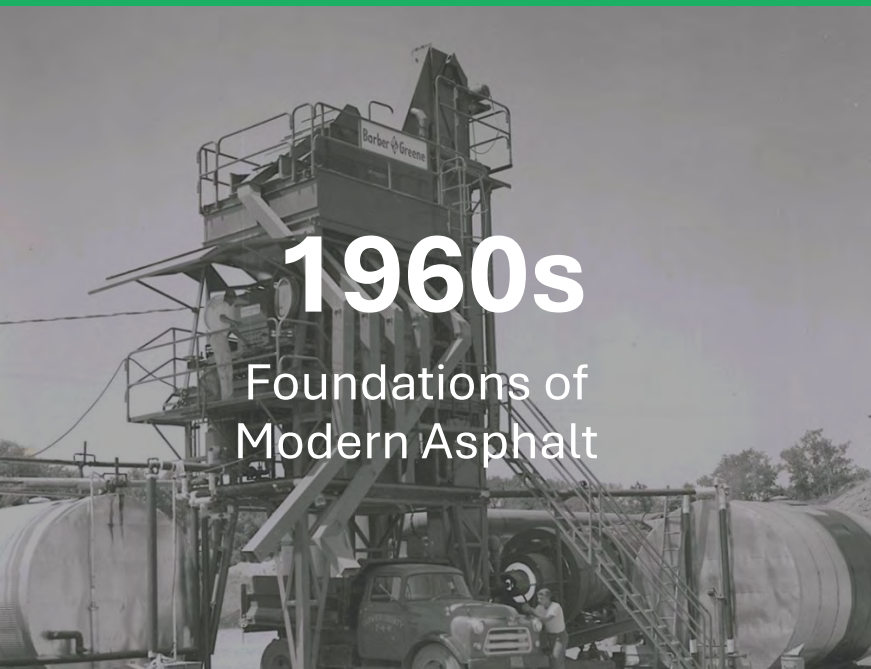






1950s: The Birth of an Industry





1960s

Foundations of
Modern Asphalt



1970s

Quality &
Environmental
Leadership



1980s

Research &
Recycling



1990s

Innovation &
Validation



2000s

Expansion &
Collaboration



2010+

Sustainability &
Advocacy

Our Purpose

NAPA advances the asphalt pavement industry through leadership, stewardship, and member engagement to support sustainable transportation infrastructure that paves the way for thriving communities and commerce.

Promote asphalt

Promote quality

Promote innovation



1,100

members

68%

of our nation's plants are represented

94%

of our nation's roads are asphalt

80%

of our nation's runways are asphalt





Maximize federal funding

Support NAPA PAC



Get to know your Delegation

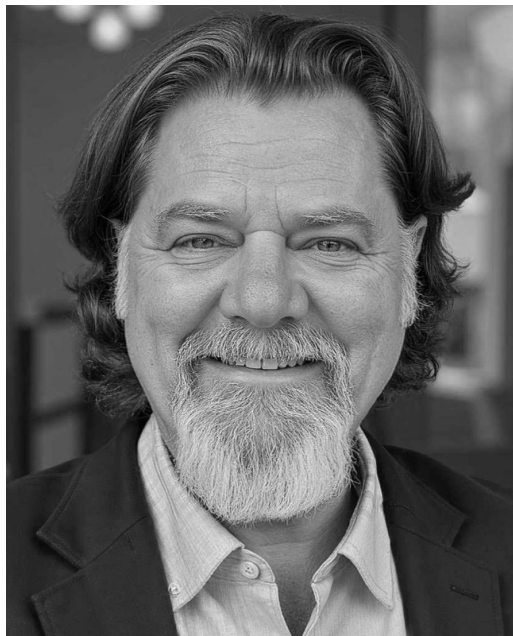


Drive Innovation

Protect 94% market share



Demonstrate NAPA member ROI



Texas Asphalt Pavement Association



2026 TexAPA Annual Meeting

• Tex APA

- Formed in 1944 - 82 Years of success (Congrats!)
- 277 Members
- 67 Contractor members, 120+ plants
- 55+ million tons annually (Public and private)
- Technical, Marketing and Educational service
- Hot Mix Asphalt Center (more than 10,000 trained)
- Mostly multi-generational family business in your history
- Innovative Initiatives
 - Bolt On
 - Big Marketing Effort around the corner

Big Topics

- Work Zone Safety - New Speed Camera Legislation
- Funding, Funding, Funding
State, Local & Federal
- BUILD America 250
- Constant Quality Improvement
- Workforce Issues - Training the next generation quickly !!
- Women of Asphalt
- BMD, WMA Implementation
- Great Partnerships
TX DOT, Asp. Pavement Exchange, MAPS Regional
Conferences

Who is your Customer?

- Insurance/Bonding Business
- Banking
- Equipment Dealers
- Material Suppliers
- Design Engineering Firms
- Subcontractor
- Prime Contractor
- Infrastructure Owner's (Tex DOT, Toll Roads, Tribes, City, County, Private...)
- Legislators

What do Customers Expect From You ?

- Problem solver, solution provider
- A commitment to their success
- Trust
- Quality
- Reliability
- Timely Delivery
- Transparency in Communications
- Easy to do business with
- Responsive Service
- Competitive Pricing
- Fair to deal with
- Sustainability



What do Customers Deserve From You ?

- Honesty, Integrity
- Mutually Beneficial Relationship / Partnership
- Accountability
- Reliable Service
- Quality Product
- Innovation Solution Options
- Safety as a Priority
- Professionalism



How about the **General Public**
road users ?

The Real Customer !!!



They Expect and Deserve

- Smoothness
- Well Maintained Roads
- Quiet
- Safe & Efficient work zones



Our Challenge

- Get Involved
- Create relationships with your leaders
(Congressional, Political, Engineering...)
- Support NAPA PAC
- Do the Right Things
- Make a positive difference in our Industry

**Huge Thanks for what
you do and how well you
do it !!**

A decorative graphic on the right side of the image, featuring several overlapping, curved, semi-circular shapes. The colors are a light green and a greyish-blue, creating a modern, abstract background element.