

Treasurer's Report:

Treasurer Tim Buechel reviewed the treasurer's report.

Tim reported that we currently have \$42,625 in our account and that the convention would be billed out to the members as soon as practical after he receives the final costs from Jim Lardner.

*Motion to accept the Treasurer's Report by Gary Ballerini, 2nd by Perry Halquist.
Motion passed.*

Future meeting locations:

Winter 2006, San Antonio host by Waller Brothers: Frank Waller reported that the dates are set for February 19th through the 22nd. We will be at the Westin River Walk in San Antonio, Texas. 45 Rooms have been reserved based on bookings from last year. Reservations must be made by January 20, 2006, by each individual. After this date the remaining rooms will be released. The rates are \$209.00 plus tax for single or double. Frank provided a handout with more detailed information to follow by the beginning of December including a registration packet. President Stroing will be working with Frank to line up an area firm for a study tour in the area.

Fall 2006, Philadelphia hosted by Rolling Rock Building Stone: Gary Weller reported that the dates have been set for September 24th through the 28th. The venue location will be at the Double Tree Hotel (Hilton) located on Broad Street (Avenue of the Arts) in center-city Philadelphia. Cost for the rooms will be \$169.00. A binder was distributed including information on Philly culture, local shopping, entertainment & historical sites along with an area map. We plan to provide buses to Rolling Rock facilities as well as project sites throughout main line Philadelphia and the Brandywine Valley. We are also planning a tentative visit to Longwood Gardens. A more comprehensive packet will be available including a tentative agenda at the Winter Meeting.

Winter 2007, Caribbean Cruise hosted by Fieldstone Center: Brad Poynter was not present to offer a firsthand presentation, however he provided a comprehensive packet of literature & information. The cruise departs Miami on February 11th and returns on Sunday the 18th. The cruise is aboard the Carnival Valor with stops in Nassau, St. Thomas & St. Maarten. The rates start at \$1150.00 per person (double occupancy) for balcony stateroom.

*Fall 2007: Frank Raducz & Ranier Devido Stone & Marble offered to host the fall 2007 tour in Western, PA. No other offers were received from the table. Linus Koopmeiners made a motion to close nominations for Fall 2007, 2nd by Mark Sawyer.
Motion passed.*

Albuquerque Meeting & Hosting Report:

Jim Lardner reported on the financial status of the Albuquerque meeting and reported that the meeting would be very economical and well within budget.

Jim also explained that he has developed a format in the form of an excel spreadsheet to help future firms organize the registration process. The intent of this format was to create a user-friendly tool for future host firms to prepare and track the registration process rather than having to re-invent the wheel each time. This will also create a more standardized approach to keep costs within budget and track the activities that need to be charged to each member based on their individual selections.

Jim Lardner, David Fell and Fred Becker will be serving on a committee to help guide host firms.

President Stroeing reminded members of the 30-day cancellation policy when signing up for activities. Please notify the host as soon as you need to cancel. If the cancellation notice is less than 30 days there is no guarantee that the host can fill the slot and therefore the canceling company will be billed.

ASI/BSI Joint Meeting Discussion:

President Stroing asked the membership on there thoughts regarding a joint meeting with the BSI and mentioned that Brenda Edwards, President of the BSI was interested in a joint meeting similar to the meeting in Wisconsin.

Perry Halquist reported that their event in Wisconsin with the help of Buechel and Fond du Lac Stone was a great success. Perry suggested a meeting like this every 3-5 years would be great.

Ranier Devido expressed that it would be a good idea to stay in contact and keep a close relationship with BSI Firms.

Diane Sante said that the BSI spoke very highly about having joint meetings in the future.

Sharad Muralidhar asked how many members of ASI also belonged to BSI. President Stroing said about 50% belong to both organizations.

President Stroing said it seems that the general consensus is in favor of a joint meeting and that Frank Raducz would look into this as a possibility for fall 2007.

Website Report:

Ranier Devido reminded members that they could include descriptions on their firms products and services (25 words or less) on the website. Currently only half of the firms have and description included on the website. Ranier also mentioned that we are looking into how to make our website more visible.

Gary Weller said that he would include a reminder in the next mailing regarding company information for website posting.

Gary Ballerini said we should have a closer look at how to give our site more exposure on the web. Currently when you type key words on a search engine it doesn't come up. Gary said he has a nephew that could provide some assistance on this matter.

Stone Expo Report:

Ranier Devido reported that we received another agreement in the form of a letter from Hanley Wood regarding their offer of endorsement of the ASI for the Stone Expo. The offer included free booth space at the Stone Expo, which we could share or turn over to the NSC (Natural Stone Council). Stone Expo would also give ASI exposure on their website. The letter is less restrictive than the initial contract however; there are still restrictions regarding our endorsement of competing shows as well as educational forums.

Brian Porto wondered if ASI and BSI could co-exist with Stone Expo.

Sharad Muralidhar said that in his opinion he thought our inability to endorse other shows that promote natural stone seems too restrictive.

President Stroing told the members that Ranier and he would write a letter to invite a representative of Hanley Wood to attend the San Antonio meeting at their expense to give them the opportunity to explain their offer of endorsement and answer any questions we might have.

Attendance and 3-Strikes Update:

Gary Ballerini reported that after the San Diego meeting we lost a total of (7) members. Currently Gary reported that an additional (2) firms would be expelled for 3-strikes. The (2) firms that will be dropped are Christie Cut Stone, Inc. and Imex International, Inc. Also at this time we have an additional (10) firms that are at the 2-strike count.

Gary indicated that reminder letters will go out to the 2-strike members and a follow up phone call will be made to each firm to encourage them to attend the next meeting. The 2-strike firms will also be reminded that in the event of an unforeseen hardship they will need to contact a board member prior to the meeting and explain the nature of their hardship for special consideration of their anticipated absence.

Bylaw Change Vote:

President Stroing announced that a notice of the proposed Bylaw change was mailed to all the members at least 30 days prior to the meeting.

President Stroing explained the change to Article III, Section 5 regarding the addition of the words "Failure to Attend Meetings".

Brian Porto made a motion to approve the change, 2nd by Jack Van Etten
Motion Approved

Round Table Discussion:

Raducz Stone: Frank Raducz said that he got started in the business at an early age because of his father. Frank Raducz reported that business has been good and their main products are Harvest Gold & Eagle Ridge Sandstone. Rising diesel fuel prices and trucking problems are a concern. Within the past year they also experienced some health hardships with his wife Amy.

Guthrie Diamond Tool: Jim Peterson reported that their current focus is on gang saws in the Indiana area, electroplating tools and expanding their product line. Last year was a good year and they primarily want to remain a small business.

Champlain Stone, Ltd: Christian Morey stated that as a youngster he grew up around the quarry business with his father. At age 19 he got into the granite countertop business. Christian said he returned to his father's business two years ago and is very interested in learning and growing the business. Christian's current focus involves the fabrication shop.

Stone Center of Indiana: Mark Sawyer stated that he ventured into the stone business in 1994 after coming from the plastic manufacturing business. Mark attributes much of his past business growth through his interaction and relationships with members of our association. Recently sold the business to Johnson Ventures and currently has a great working relationship with Rick Johnson. The business is destined to new levels of opportunity & growth through the resources of Johnson Ventures.

Lang Stone Company: Joan Coffman First stated that her family founded their business in 1856 and they would be celebrating their 150th year anniversary next year. Joan said that her grandfather helped her get started in her stone career. Joan reported a good year with strong growth projected and having new equipment on line running on all cylinders.

Bayer Stone: Alan Harshbarger said that he got into the business 5 years ago through his father-in-law Max Bayer. Alan stated that 2005 has been a very good year and the best year ever in sales. They currently are running a 2nd shift with a possible 3rd shift to follow.

Brock White: Scott Koopmeiners said that he got started in the business cleaning up in the shop to performing many other jobs including truck driving. Currently he is a branch manager for Brock White. Scott reported that 2005 has been an extremely good year in spite of a slow start. Trucking prices as a result of fuel costs have been difficult to pass on to the customer.

J.T. Lardner Cut Stone: Michelle stated that her great grandfather started the business in 1903 and when she was growing up they didn't think that girls belonged in the stone yard. Michelle Hoferer reported that business started out slow in 2005 but turned into a busy year from summer through fall.

Lurvey Landscape Supply: Ken Chmielinski reported that sales have been up in 2005 through their dedicated marketing efforts. Ken said that their goal continues to be a one-stop shop for landscape products with the emphasis on expanding their Natural Stone Products. Ken also stated that the A.S.I. association has been extremely helpful towards the growth of their business.

Champlain Stone: Diane Sante stated that she ventured into the stone business three years ago from the fashion industry. Diane said that the fashion industry is very similar to the stone industry, especially related to colors and textures. Diane said that it was a wonderful pleasure to be a part of the stone business. Diane is currently head of Sales & Marketing.

Champlain Stone: Steve Ferrotti stated that he started to work for Champlain Stone in April 2005 after a 17-year previous career in the masonry trades with Imperia Brothers. Steve said that he has a strong architectural sales background. Steve said that their greatest asset is our people to produce quality products to serve our customers.

Pine's Stone: Pam Pine stated that her husband Paul passed away in May. Pam said that Paul loved coming to the ASI meetings and had a true sense of commonness and integrity of the group association. Pam said that they always came home with good information from the meetings. On a visit to Australia Pam said that Paul was excited to have the opportunity to spend time with the mason installing the stone on a new Cathedral.

Pam said that she spent 17 years growing the business with Paul and it is her desire to continue the business but does not want to be active in the day-to-day operations. Pam stated that Carol and Duane Pine would be running the quarry operations in Oklahoma. Pam reported that this was their best year ever but they are faced with new growing pains. Pam stated at this time they are seeking a new organizational structure to build a better team to move forward and grow the business. Pam asked for advice on organizational structure and job costing information. Pam was also interesting in sources for reputable mineral appraisers for valuations of reserves. Pam also stated they put in a new thin veneer saw. Pam emphasized that it was great to be here.

Hedberg Aggregates: Alan Opegaard stated that Hedberg started out primarily as a brick company and when stone came along it created new opportunities to combine both products.

Hedberg Aggregates: Joyce Jorgenson stated that she originally worked in the retail fashion business before entering the brick and stone business. Joyce said that the fashion business was very similar to the stone business because you deal with colors and textures in both industries. Joyce enjoys working for Hedberg.

Sturgis Materials: Ed Walsh related that both he and Marc Lonesk were former Navy pilots prior to going into business. They originally started in the dredged sand and concrete business. They purchased the current property about (10) years ago. Currently trying to separate their business from the competition by their marketing campaign including their logo. They recently expanded facilities including a new showroom facility.

Stone A.V. USA: Sharad Murallidhar stated that he worked as an engineer for Rockwell prior to joining the stone business with his wife. Their goal is to provide high quality products.

Stone A.V. USA: Gitanjali Murallidhar stated that her family has been in the mining industry for many years. Her father actually started in the coal mining business. Currently mining slate and importing products from all over the world.

Jones Stone: Morgan Jones stated that he started out in the business selling the man-made Coronado Stone product line. Morgan said that at the time due to the shortage of available brick the line caught on like wildfire. Morgan stated that he went out on his own on a whim to start his business. He just had his best year ever, although having lots of competition.

Natural Stone Council Update:

Ed Walsh reported that the NSC (Natural Stone Council) is alive and well and will be at the AIA (American Institute of Architects) show in LA in spring of 2006. The NSC was previously at the AIA Show in Las Vegas and Chicago in 2005 & 2004. Ed stated that ILI, MIA and BSI would have representation tables available at the NSC booth. Ed also expressed that if the ASI desires to have a table available the offer is open. Ed requested that if any members have thoughts or ideas for a booth they should contact him as soon as possible so he can make the final arrangements in January to accommodate and design the booth space.

Tour Update:

Jim Lardner reported that the buses would depart for the Sandia Resort Casino at 11:30. The Sandia Resort used 2300-ton of Splitface Sandstone with an addition currently under way for a 700-ton expansion. Lunch to be served at the resort followed by a self-guided tour of Rocky Mountain Stone in the afternoon followed by the Sandia Tram Ride for those individuals signed up. The quarry tour for tomorrow has been cancelled due to weather and an alternate project tour is on the schedule.

Meeting adjourned 10:55 AM

ASI Membership Meeting Minutes 10/12/05

President Stroing called the meeting to order at 8:05 AM

- Sign in sheet was circulated*

50th Anniversary of ASI:

President Stroing made an announcement that according to his information next year is the 50th Anniversary of the ASI President Stroing said that he thought it would be a good idea to do something special for the event in fall 2006.

Perry Halquist confirmed that 2006 is in fact our 50th Anniversary and agreed that it would be a good time to celebrate our organization.

Round Table Discussion:

Halquist Stone Co: Perry Halquist stated that his grandfather started the business in 1929 and his father took over in 1936. Perry said he was born into the business and has been active for 59 years. Sons Bill and Tom currently run the business. Perry reported that Halquist and Apache Stone were doing very well. Perry invited members that will be at the Stone Expo to visit the new Apache yard in Las Vegas. Perry said Bill was busy trying to acquire limestone and sandstone quarries in Wisconsin and Minnesota. Perry was excited about new quarry opportunities and especially excited about the production of thin stone veneer. Currently they have a backlog of five weeks on thin stone orders.

SEMCO Distributing: Tom Brown stated that he has been involved in the stone business with his brother-in-law for 3 ½ years and he is very excited about the stone business. Tom said he enjoys the meetings and relationship with other members.

Robert Schwake Stone: Donna McNulty recounted her vivid memories of traveling with her father as a youngster throughout the country in search of stone quarries. Donna also related her years of growing up around the office as a small child. Donna said she grew up around the business and learned the business firsthand by operating forklifts, loading and helping customers to everything in between. Donna said that after she grew up she was employed in the Caribbean travel industry until her return to the business full-time in 1989. Donna reported that they are currently in an expansion mode and now have over 200 types of stone available. They currently deal with 40 suppliers in 29 states. Donna stated that she is very happy and excited to continue the stone business. Donna announced that on February 4th of 2006 they will have a "Grand Opening" to celebrate their 60th Anniversary and all the ASI members will be invited.

Park Industries: Pat Mulligan reported that Park Industries has been experiencing double digit growth in the last few years. Pat stated that Park has current and new building plans in the works for future expansion. Pat also stated that Park has been actively hiring new employees over the past year to meet the current and future demand for their products. Park is currently looking to develop the corner machine in the next four months for the thin veneer producers.

Park Industries: Jeff Walerius stated that his previous background is from the technical side. Jeff reported that sales were good in 2005 and they look excellent for 2006. Jeff said Park is working on control upgrades on their large saws to standardize the control package. Park is currently working on a 24,000 Sq. Ft. addition and updating their training facility.

Mezger Enterprises: Ben Goodwin reported that their Lueders and Lampasas facilities have experienced excellent growth in the last two years. Ben reported that the cut stone mill in Lampasas is doing exceptionally well and the Lueders mill is very backed up with orders.

Sawing Systems: Joel Forker related that he came into the stone business three years ago from a mechanical/electrical background in search of a career change. In researching the stone business he found Michael Reis, editor of the Stone World Magazine to be a valuable source of industry information and who spoke very highly of the industry and the opportunities for growth. Since he has been involved in the industry the people and opportunities have exceeded his wildest expectations. Joel stated that Sawing Systems is a specialty equipment supplier with some standardized products. They have increased engineering staff threefold since he has been with the firm. Joel said their current goal is to grow the business with new organizational skills and by taking advantage of new technologies. They currently have good people on staff and are looking to share ideas with other members.

Bonstone Materials: Paul Klees related that he continues to learn the business and is excited about working with stone and the possibilities of what you can do with it. Paul stated that the company specializes in epoxies and resins and they have recently entered the very high-end Luxury Yacht market involving specialty stone applications. New products include their "Touchstone" and "Bonstone" product lines. Paul said he enjoys getting out to other shops whenever the opportunity is available.

Architectural Stone Fabricators: Curt Adams reported that the year started out slow but picked up by July. Currently bidding many nice jobs both commercial and residential. Curt stated that they have more competition with cast stone products and that fuel costs are posing an increased hardship. Curt said that they are keeping a high level of customer satisfaction and things are currently going good and running on all cylinders.

Brock White Company: Wayne Destree said that his father was originally in the sand and gravel business. Wayne stated that he is currently doing consulting work for Brock White as needed. Wayne said that his son Kyle is manager of Zoll Stone, division of Brock White in Green Bay, WI.

Brock White Company: Linus Koopmeiners reported that he originally operated Gran-a-Stone prior to selling to Brock White in 1994. Currently he works for Brock White in a consulting capacity for monthly board meetings and other business as needed. When not working likes to tour the country in his RV.

Ranier Devido Stone & Marble: Ranier Devido reported that they have been very busy for the last two months and it looks very good for the future. Ranier stated that he very much enjoys what he does and especially enjoys the ASI meetings. He is looking forward to help Frank Raducz with the fall 2007 meeting.

Luck Stone: David Hisey stated that Luck Stone was founded in 1923 and is currently in the 3rd generation of the Luck family with the 4th already in training. David said that his past experience and background is as a stonemason running a masonry crew for six years immediately prior to coming to Luck Stone. David reported that Luck Stone is currently planning to rebuild all six of their showrooms and to separate contractor and retail sales. Last year they did some large winter buys to take advantage of product availability. This past year they had trouble securing enough Bluestone Hearths and Treads.

George Schofield: Paul Schofield stated that his grandfather started a trucking business in 1923 and later got into aggregates. Paul said that his father started the stone center in 1970 with exceptional growth ever since. Paul said that the stone business is very exciting especially their new line of thin stone veneer called "Natural Stone Solutions". They have recently added a new bridge saw to their fabrication facility and have opened a tread production shop in upstate PA.

State Stone: Keith McKay stated that he has been in business for 53 years. Keith said that there is currently a lot of restoration work on government buildings and he is very busy.

New Mexico Travertine: Vince Lardner stated that he originally started the business in New Mexico as Lardner Stone Masonry. In 1974 he founded Rocky Mountain Stone and in 1978 New Mexico Travertine was founded. Vince said that he was able to send all five of his boys through college and today all five boys work in the family business. In 1991 Vince said he left the business to build his house and when he didn't return after a number of months he realized they didn't need him and he hasn't returned since.

Brock White: Dale Williamson stated that in 1994 they purchased Gran-a-Stone and they currently have 14 locations throughout the US and Canada. Dale said that the business is doing very well.

Lansing Cut Stone: John Boersma stated that he has an engineering degree background. In 1981 he bought out his dad's cut stone shop. John said he enjoys the business and it has been doing well and growing every year.

The Stone Zone: Fred Gorton stated that he bought a stone yard in 1976 and located to their present location in Grand Rapids, MI in 1980. Fred said the business is family owned and doing very well.

Lurvey Landscape Supply: Tim Robbins stated that the business started 7-8 years ago primarily distributing concrete pavers and has expanded into a diverse selection of natural stone over the years. The original yard was 6 acres and currently expanded to 17 acres. Looking forward to a solid next year.

Tri-State Stone & Building Supply: Brian Porto said that he was born into the business and he worked in the quarry in summer during his school years and started full-time after college. Brian reported that it was a very good year.

Stone Belt Freight Lines: Dave Kallio reported that business has been strong. They are investing in more equipment. Finding drivers has been a growth limitation. Fuel prices are also a problem. Dave says it looks strong for the next 2-3 years.

U.S. Stone Industries: Kent Barnow reported that they are on a fast growth track. They are quarrying 4 types of limestone. They now have 60 employees. They are working on a large job in Kansas City right now, the Federal Reserve Bank. Brent Bayer confirmed that they are on a serious growth path. Brent added that the stone industry shows lots of potential.

Stone A.V. USA: Sharad Muralidhar reported that they are importing products from around the world. Their goal is to provide value and service. They are always looking for new products. One of their new products is mesh-mounted materials.

Hobart Stone: Don stated that Hobart holds several patents on stair treads. They are also working on some new fastening systems. Business has been doing well.

Bandera Stone: Don Pemberton stated that things have been good. One thing he has done this year is trade marked the names of the stone. This will hopefully stop people from using his trade names to get jobs. Don reported that he has work into next year.

Waller Brothers: Frank Waller reported that they are now a drug free work place. In Ohio they get a 20% discount on their workers comp rate because of it. All of the employees are trained annually. Frank stated that business is up in some areas and down in others. Waller Brothers has been regaining business since the strike. They have made some mistakes because they have 50 new people, but they have made them right and are gaining business.

Buechel Stone: Tim Buechel added that they have been doing drug testing at Buechel Stone. In April they gave the employees 60 days to clean up and began random testing after that. Tim also explained the "blue collar" law, which prohibits paying a salary to certain workers. Tim also reported that Buechel Stone has a full-fledged board of directors. The board helps them to look at things in a different way. Tim is a member of TEC. This is a national organization that brings local CEO's together to discuss issues. It's like our round table but with people from other industries and no competitors. The business has been very good. They have seen double-digit growth over the past several years. Mike Buechel stated that fuel costs are a problem and he expects that they will continue to be. In fact he expects it will get worse. New fuels will cost more and be less effective.

B.G. Hoadley Quarries: Dave Fell reported that his brother has decided to move on to a different career at that he and his mother will continue to run the business. They used to quarry buff but now the quarry is producing gray. They decided to make the most of the gray. While block and slab sales are a bit slow, sill, treads, caps and landscape has been good. Caps have been very popular and are readily available. Hoadley is addressing safety issues by doing pre OSHA inspections.

M&G Stone: Gary Ballerini reported that they have hired a manager over the last year. This will give Gary a little more family time. M&G sells a variety of stone products. They are selling a lot of pavers lately.

New Mexico Travertine: Jim Lardner stated that the plant has grown from 7,000 square feet to 40,000. They have experienced double-digit growth over the last year. Next year looks good as well.

Rolling Rock Building Stone: Gary Hallman reported that they are producing a wide variety of stone including sandstone, limestone and granite. They had continued growth over the years and expect that next year will be a growth year as well.

Impex Granite & Marble: Mukesh Bansal, Guest of Rolling Rock: Mukesh reported that they had started with a few products but the line has grown. Mukesh also offered that they have connections all over the world and invited members to consider selling their products outside of the US. If interested contact him.

Meeting adjourned 11:15 AM