

**San Antonio Minutes Reviewed:**

President Stroeing calls for a motion to accept minutes from last meeting. Scott Koopmeiners makes a motion to accept minutes, Dick Dunlap second. Motion passed.

**Financial Report:**

Tim Buechel reports that for period 2/1/06 to 8/31/06 we received \$30,250.00 in dues paid, \$13,659.69 convention fees, \$1525.00 membership insurance payments, \$500.00 membership overpayment & \$461.29 in interest income for a total revenue of \$46,395.98. Current net worth in account on 8/31/06 is \$57,783.96. President Stroeing calls for a motion to accept treasurer's report. Mark Sawyer makes motion to accept minutes, Gary Ballerini second. Motion passed.

**Guests Attending Meeting:**

President Stroeing asks group if anyone has brought any guests. Gary Weller announces guests of Rolling Rock Building Stone including Chan Rhee, Nick Balducci & Phil Gosnell representing Vinci Stone and Ray Knight of Peninsula Materials. Gary also introduces John Milner of John Milner Architects. Fort Wayne Rocks was also present as a guest introduced by Indiana Limestone Company.

**Future Meeting Sites:**

President Stroeing asks Brad Poynter for an update on the winter cruise. Brad reports that we currently have about 44 people signed up for the Caribbean cruise representing about 18 firms. Brad passed out additional sign up sheets and recommended that folks sign up as soon as possible if they are interested in going because the cabins are being sold out fast.

President Stroeing asks for Frank Raducz to report on the fall 2007 meeting. Frank reports that the meeting is scheduled to be held at the Marriott Pittsburg North in Cranberry Township, PA from Sunday 9/16/07 to Wednesday 9/19/07. Frank said the meeting should include tours of Ranier Devido Stone & Raducz Stone facilities and will also include sculpting and dry stone wall activities. Frank said that he will be using some folks that are affiliated with the Stone Foundation for the sculpting & dry stone walls. Frank spoke highly of the Stone Foundation organization & the magazine they publish called Stone Nexus. Frank handed out brochures for the Marriott Hotel.

President Stroeing reported that the winter 2008 meeting would be hosted by Wayne Evans of Apache Stone in Cabo San Lucas, Mexico. Wayne was not present to report on the meeting.

**Membership Update:**

President Stroeing asks Gary Ballerini to report on the membership status. Gary reports that we currently have all members in good standing for a total of 66 member firms. Gary reports that we will have a few members that will be at a 2-strike count on the close of this meeting. Gary also reminds members that it is important for them to contact a board member if they have a hardship that precludes them from attending a meeting, especially if they are at a 2-strike count.

**Natural Stone Council Report:**

*Ed Walsh reports that the ASI connection to the Stone Expo is by representation through the Natural Stone Council, NSC. Both he and Mark Fernandes serve on the NSC. The plans of the NSC are to be able to go to more shows but with a smaller booth. The AIA show last year was in LA and this year it will be held in San Antonio. The NSC has various committees including a funding, marketing & green committee. The green committee is created to help better promote & position natural stone within the green movement.*

**Fall 2008 Convention Site Location:**

*President Stroeing asks the membership for suggestions for the fall 2008 meeting location. Craig Kisser suggests the possibility of St. Louis and perhaps SEMCO would be willing to host it. Ed Robinson agreed to host the fall 2008 meeting and it would most likely be in St Louis. No other nomination was offered from the floor and St Louis was the selected location.*

**Winter 2009 Convention Site Options:**

*Frank Waller suggested Florida as a possibility & Tom Farrell suggested San Diego. There were no volunteers that offered to host the convention in either location and it was still open. President Stroeing said that Tim Buechel was also looking at the possibility of a joint meeting with BSI. The site selection was tabled at this time.*

**Nominations for new Officers & Board Members:**

*President Stroeing asked Jim Lardner as head of the nominating committee to provide a list of nominations for new officers and board members to fill upcoming terms of service.*

*Jim presented the following slate of nominations: Gary Weller, President; Mark Sawyer, Vice President; Fred Becker, Secretary & Tim Buechel, Treasurer for a 2 year term 2007 -2009. Brad Poynter, Director (for an additional 3 year term) & Michelle Hofferer, Director for a 3 year term 2007 -2010.*

*President Stroeing asked the membership for any additional nominations. No additional nominations came from the floor. President Stroeing said that the nominations would be voted on at the winter meeting.*

### **Roundtable Discussion:**

**Luck Stone:** David Hisey said that he gave out over 300 copies of the Stone Nexus magazine to customers. The Baltimore to Charlotte market area is experiencing a slowdown. Fabrication shop slowed down tremendously. Landscape & building stone is still doing well. Broke ground on the new design center in Richmond, which is the first of six new design centers.

**Waller Brothers:** Frank Waller apologizes to the membership about the 50<sup>th</sup> anniversary date for ASI as a result of new information. Frank found documentation of our first meeting on May 12<sup>th</sup> at the Palmer House in St Louis. Frank said he experienced a slowdown in residential but commercial is holding it's own. Their backlogs have shortened & they expect a slowdown before the end of the year. Generally speaking business is good & he doesn't expect slowdown to be too bad.

**Galloy & Van Etten:** Jack Van Etten said they are cut stone contractors. They had a slowdown last year but things looking much better this year. They had a strike on June 22<sup>nd</sup> & still on strike. Half the employees returned and the other half of the workforce consists of replacement workers.

**Endless Mountain Stone:** Butch Coleman said 2006 was an interesting year having to contend with July 4<sup>th</sup> weekend devastating flood conditions. In some cases had to drive 120 miles detour to access quarries due to flooded roads. Business in general good with high end residential very good. Purchased new quarry equipment including bulldozers & trucks. Started the company in 1976 & currently has 22 quarries. Currently a good backlog of material & increased tumbling capacity. Regulatory issues are a big concern including higher bonding fees for quarry reclamation.

**Fond du Lac Stone:** Craig Kisser said this was a great year and the best year in seven years. Business continues to look good. Craig reported that they had no lost workdays this year. This year they have expanded the shop & added a new Cee-Jay splitter. Currently they have 8 splitters & doing very well.

**Hobart Stone:** Jim Hobart said they had a very tough year. Jim reported that they had a fire on April 22<sup>nd</sup> that wiped out the fabrication shop and in late June they had bad floods on their property. Jim commended Butch Coleman for offering his help.

**Hegarty & Sons:** Vic Lecause said that he had a backlog coming into the year. Currently specializing in granite work especially Philadelphia area & New Jersey Turnpike work. Anticipating the remainder of the year strong although noticing some slowdown.

**Lang Stone:** Bryan Bragg said Lang Stone has been in business for 150 years. They bought a new Park Destiny & increased their efficiency this year. Business is still strong going into winter although landscape is a bit slow.

Sturgis Materials: Chris Straight indicated that business was good and attributes to new marketing campaign. They are also promoting outdoor living environments. Currently this is their 30th year anniversary under the current owners of Marc Lonesk & Ed Walsh.

Sturgis Materials: Ed Walsh said he deserves an award for being with Marc for 30 years.

Indiana Limestone Company: Tom Farrell said they are experiencing a very good year & they are doing some very high-end condo work currently.

W. F. Myers Company: Dick Dunlap introduced Susan Morrison as their sales manger. Dick said their sales are up & they are very busy.

Tri-State Stone & Building Supply: Brian Porto said business was good this year but new construction was slowing down a bit. Their Commercial business is still strong. Currently they are screening overburden & producing new aggregates product to go along with their Carderock. Purchased a new tumbler for their Carderock from a company in Utah.

Raducz Stone: Frank Raducz said it was a strange year in that they were selling off all types of inventory that was sitting around this year. Frank mentioned that it looks like the DEP is raising the bonding fee to \$3000 per acre.

Buechel Stone: Tim Buechel reports that it has been a very successful year and that they have constructed a 67,000 Sq. Ft. building for more space & to help employees work more efficiently. All their stones sales are still strong but they sense a little bit of a downturn.

Stone Center of Indiana: Mark Sawyer said they put down 100,00 Sq. Ft. of Asphalt & concrete area and doubled the size of their limestone shop. Mark said they also updated their software system from Peachtree to Great Plains, which was a real challenge. They had a blockbuster 1<sup>st</sup> quarter & up & down since.

Bonstone Materials Corp: Paul Klees said that they are a manufacturer of resins for the natural stone market. They had an excellent year & their sales are up 35%. This year they have developed 3 types of stone repair kits for customer ease of use & they are also developing some new training programs.

Fieldstone Center: Brad Poynter said they had an excellent year with sales 25 -28% ahead of last year. They are also building a new yard off the interstate.

Brock White: Linus Koopmeiners said the fishing could be better in Minnesota but he wasn't complaining.

Fort Wayne Rocks: Tim Owens said he started the business in 2000 and that the Ft Wayne market is slow to change. It looks like a good year with a good future.

Rolling Rock Building Stone: Terry Meck said it looks like it will be a nice day at Rolling Rock Tomorrow. Terry said that the company is healthy in all sales & facets. Terry expressed his appreciation to all the customers & vendors that were present & hoped that everyone will enjoy their visit.

George Schofield Company: Paul Schofield said they have a new building at the quarry & are looking forward to a new showroom in North Carolina. Business in general is doing well.

The Stone Zone: Fred Gorton said that things are slow in western Michigan however; his sales are up for the year.

J. T. Lardner Cut Stone: Michelle Hofferer said that the end of last year was a rough year with her uncle and owner passing away. Things currently look good with both commercial & residential business. Corky said hello.

Brock White: Scott Koopmeiners said they had a strong spring but stating to slow in mid-summer. Scott said natural stone products are on the rise compared to other products they sell. Brock White recently acquired 2 Manstar masonry yards in Alberta & British Columbia for a total of 17 locations.

Lurvey Landscape Supply: Ken Chmielinski said sales are good especially landscape goods. Thin stone is doing well especially with outdoor living areas.

Impex Granite & Marble: Mukesh Bansal stated that they import stone from all over the world. They have a new factory on line for slabs & sales are on the increase.

M & G Stone: Marge Curley said they are experiencing good sales with slabs, flagstone & thin veneer stone.

Stone A .V. USA: Sharad Muralidhar said that sales are on par with last year but they have to work harder this year to make the numbers.

Biesanz Stone: Chuck Biesanz said business is going good as usual. Quarry currently has a good backlog of inventory and hoping for a soft landing.

Ranier Devido Stone & Marble: Ranier Devido said that business was steady not good or bad. Currently they are working on a nice contract for a large cathedral in Pittsburg using old style traditional construction.

Gary Ballerini motion to adjourn. Brad Poynter seconds the motion. All in favor. Motion passed.

Meeting closes at 10:35 AM.

**Allied Stone Industry Membership Meeting September 27, 2006**

Meeting called to order by President Stroeing at 8:00 am.

Michelle Hoferer discusses that the convention fee was waived for the previous cruise & asked the members what they thought about waving the fee for this cruise also. After some discussion from the members Michelle Hoferer made a motion to waive the convention fee for the Caribbean cruise. Mark Sawyer seconds the motion. All in favor. Motion passed.

**Roundtable Discussion:**

**Natural Stone Veneers International:** Jesse Buechel talked about boats & fishing tournaments & stated that he currently has a boat in Texas.

**NED Corporation:** Brad Wyatt said that his father Peter retired & that he & his brother Zack hope to run the company for the next 40 years. He has concerns about lawsuits becoming an aggravation. Although it is hard to compete with the Chinese imports. Things look good for the coming year.

**SEMCO:** Ed Robinson said he has been involved in the stone business for 8 years after coming from the restaurant & billboard business. They do mostly landscape stone but the building stone is coming on stronger all the time. He sees the stone business with incredible opportunities. They currently have two quarries; saw shop, & a new retail/wholesale operation in Kansas City. Ed notes that September has slowed up.

**Hedberg Aggregates:** Al Oppegard said that they spent the last 1-1/2 year upgrading company infrastructure in conjunction with a with a new employee program. The program includes training and consulting starting at the top management. Training averages 20 hours of classroom. They recently hosted a Minnesota Rocks event provided for by sponsors representing various Minnesota quarries. The event featured many rock art carvings, which were purchased by various cities. They expect to meet their sales goals this year although the market is softer & it is harder to maintain margins.

**Frederick Block Brick & Stone:** Dick Davies said that they have been in the stone business for four years and they only have one way to go & that is up. They have experienced a bit of softening in the market & just need to fight harder to get the work.

**Architectural Stone Fabricators:** Curt Adams said that most of their work is public buildings, schools, banks & other commercial work. It was very slow last winter but as the year went on the work piled up. Health insurance is becoming a bigger issue. They currently look forward to a busy winter. This recent year was tough with the passing of Eddie Evans. Although he was not active in the business for the last 10 years he will be greatly missed by the family.

**Hedberg Aggregates:** Tom Smaby says it was a great trip & a great bus driver. Landscape sales have been good for the year.

**Hedberg Aggregates:** Joyce Jorgenson said that Tom is the Landscape manger. Computer system has been upgraded to provide live inventory, which is new & exciting. Hedberg has ongoing teaching seminars & also contractor appreciation days with 400 - 650 attendees depending on the event.

**Stone Belt Freight Lines:** Daven Kallio said that they are a flatbed carrier with a real good forecast for future business. Currently placing a big emphasis on driver retention.

**Cee-Jay Tool:** Gary Holesovsky said he is an engineer for Cee-Jay Tool. It has been a good steady year up to this point but it seems to be slowing down. They have experienced a 25 - 30% increase in Health Insurance costs this year. Their building expansion has become very expensive due to subsidizing costs to the local community.

**Pines Stone:** Pam Pine said that they struggled last year to get re-orgnized. Spoke highly of the Stone Foundation & Stone Nexus magazine and recommends joining for the modest cost of \$100.00. This past year they had to go through a special use permit process due to a problem with a neighbor. They had to go through tough legal battles in the courts and also had to meet residential sound limits to satisfy the new requirements. Pam said the process has made them a better company in the end. Pam also stated that "I fired myself & to turned over management to Martin Pearson. I am normally not there but we continue to grow.

**Pines Stone:** Martin Pearson said it is the first year in the stone business full time and his first year at this event. Martin said the people in the group are very helpful & open. Currently experiencing a slight slowdown in business and on pace with last year which was a record year. They currently have a new flagstone quarry in Oklahoma which already has experience a positive cash flow. Currently they have a total of 50 employees.

**Bandera Stone:** Don Pemberton said they are having a good year & saving some work for next year.

**Bergen Brick, Stone & Tile:** Todd Zecher stated that there is a change in the economy & a maturing of the markets especially in the concrete pavers with prices dropping off. Thin Veneer business has picked up & is booming. They experienced a great beginning of the year & 5% ahead of last year but definitely dropping off lately.

**Park Industries:** Pat Mullins said they experienced increased sales over prior year. Commercial work is up although people seem to be cautious lately. Going into next year they are cautiously optimistic & hoping things get better.

**Park Industries:** Jeff Walerius said they have been upgrading saw control systems & an automated table with Jag 3 controls. They have also introduced a new thin veneer corner saw.

**Vinci Stone:** Chan Rhee said it was a great event & he felt a very strong welcome compared to other events that he has attended in the past.

Vinci Stone: Nick Balducci said they recently acquired a building stone quarry operation that goes back 150 years & they are currently looking to get the stone back into the market. They recently purchased a Cee-Jay cutter.

Peninsula Building Materials: Ray Knight said that this event was an eye opener for the company. Peninsula is an 80-year-old family business in the San Francisco to Monterey Bay area with 3 yards & a 4<sup>th</sup> to open. They have an exciting new showroom & would look forward to hosting a similar event in the future.

Park Industries: Dean Casad said it was a great event & a fun meeting.

Park Industries: Gary Stroeing said recent changes at Park include promoting Pat Mullins as President & Dean Casad to Architectural Division Manger.

Champlain Stone: Jane Bennett said that they are currently placing an emphasis on educating customers.

Champlain Stone: Mike Sylvia said he is involved in the marketing efforts at Champlain Stone including a new stone products guide to be coming out soon.

Champlain Stone: Mike Morey states that the market is constantly changing & the markets dictate the direction we need to go. They see a huge market in thin stone. They currently have a large backlog in the Square/Rect. Stone. Mike stated that we are in the people business & events like this help to create strong relationships.

Champlain Stone: Christian Morey said he appreciates the sharing of all the members.

SEMCO: Tom Brown said he is looking forward to hosting the fall 2008 event.

Vinci Stone: Phil Gosnell said he is new to this side of the stone business coming from the aggregates side of the industry. He said he appreciates looking at the finer qualities of stone.

Gary Ballerini motion to adjourn. Brad Poynter seconds the motion. All in favor. Motion passed.

Meeting closes at 9:00 AM.