

- Roster correction sheet was passed around
- Caribbean Cruise Winter 2007 minutes reviewed:**
President Weller calls for a motion to accept minutes from last meeting.

Financial Report:

Tim Buechel reports that for period ending 8/13/07 we have a balance in our account of \$61,198.35 There was a refund from cruise line. Interest income of \$595.01. Tim explained the Cabo trip and Allied Stone Industries will bill members. Total revenue is \$37,343.73. President Weller calls for a motion to accept treasurer's report. Scott Minnick makes a motion to accept treasurer's report. Dick Dunlop second. Motion passed.

Attendance Report:

President Weller discussed a two-strike count for Bayer Stone Inc., Custom Stone Supply, Guthrie Diamond Tool, Inc., Mezger Enterprises Ltd. and State Stone Co., Inc. who was excused due to illness. Ranier Devido reported that Keith MacKay was ill, but is now okay and doing well. Western Ohio Cut Stone will resign. Attendance requirements were waived at Winter Cruise 2007. Gary Weller reported that the membership is 67 and will be 66 after Western Ohio Cut Stone is terminated.

Future Meeting Sites:

President Weller asks Wayne Evans for an update on the Winter 2008 Meeting. Wayne passed out a folder with information for the meeting scheduled for February 10th - 13th at the Hilton Los Cabos Beach & Golf Resort. Wayne gave a dvd presentation about Cabo trip. He spoke about golf, fishing and water sport activities available. Whale watching time is January-March. Will need passports to visit Mexico. Apply early. Wayne will have the meetings on the beach. Child care is available through the hotel. Gary thanked Wayne for his presentation.

Gary Weller spoke briefly about September meeting hosted by SEMCO in St. Louis, MO.

Natural Stone Council presentation by Ed Walsh/John Matke. Talked about branding "Genuine Stone", "Natural Stone in Green Bldg.", Industry pledges to support and promote industry. The National Stone Council founded in 2003 to promote the use of natural stone.

Initiatives *Stone Brand

Logo Now available for use by Allied Stone Industry Members Currently in (5) national publications and will run thru 2008. All of the industry groups are included on the website. John spoke about the green movement. Described the AIA, definition of Green and the factors that are driving this movement. The Natural Stone Council has currently partnered with the U.S. Green Building Council. John also spoke about LEED Program and value of the program as to the stone industry and what the Natural

Stone Council is doing to establish stone in this program. Industrial pledges for fundraising needed for the next 3 years until a check-off program is established, which will ultimately fund the Natural Stone Council.

Ed Walsh explained how a check-off system is being established. Currently looking at a tax rate of ½ of 1% of the sale. This tax should raise \$15 million/year for promotion. Ed will provide information to Allied Stone Industry for logo usage and how to obtain the logo and necessary licensing.

There was discussions and questions to John and Ed about how the funds would be used and who or how the promotions would take place. A guest (Farmer) cautioned about the need to be careful setting this program up and be mindful of a duplication of tax.

John said the real goal is to move forward as an industry and unify our industry.

Gary Weller thanked the Natural Stone Council members and John and Ed for their presentation. Gary spoke about how man-made materials are promoting their products and natural stone needs to do the same. Gary asked for a show of hands and asked for a pledge of \$10,000.00 for 3 years. Gary moved for a 3 year pledge of \$30,000.00 for 3 years at \$10,000.00 a year to fund the Natural Stone Council. Marc Lonesk second. Voted and passed by Membership.

9:20 Break

Ed Robinson Spoke on Fall 2008 meeting in St. Louis. Ed said the date is September 21st-24th. Ed distributed a packet describing the agenda. Will have same itinerary as usual. Will have tour of distribution facility, quarry and plant. Pricing for Hotel Lumiere will be forthcoming. Golf, Baseball Games, Brewery tour are all things to do. Dinner on Tuesday night at Ed's cabin with entertainment. Ed asked for input from floor. Butch Coleman asked about casino. Ed responded yes at resort. Gary thanked Ed.

Gary Weller asked Tim Buechel and Brad Poynter to speak about ASI/BSI joint meeting on February 9th. Rooms are \$249.00 a night plus tax. Will have an ASI meeting and a joint ASI/BSI meeting. Brad Poynter passed around a brochure describing the resort. You do not need passport.

Gary Weller asked for potential meeting sites for Fall 2009 meeting. Pines Stone in Colorado was suggested. Martin Pearson said he would consider and get back to us if there were facility.

A Meeting in Chicago, IL was suggested. Jack Van Etten (Galloy & Van Etten, Inc.), Lansing Stone and Robert Schwake Stone Co Inc.

A meeting in Indianapolis IN was suggested.

Bill Halquist suggested Bluestone, Dubuque IA and Ohio

Gary Weller asked Frank Raducz/Ranier Devido to explain the meeting itinerary for the next three days.

Gary Weller asked for new business. Frank Raducz asked who were for joint ASI/BSI member. Hand show was about ½ of the members. Frank asked for a handshow if anyone was interested in forming (1) group, about a 50% interest. Brent Bayer spoke briefly about the pros/cons about having (1) organization. Allied Stone Industry is more focused with a limited membership and more intimate/personal group.

Frank Raducz spoke about strength in numbers and ability to negotiate insurance, as well as deal with MSHA and OSHA regulations. The mission statement for both the ASI and BSI is to promote the use of stone. Tim Buechel commented that maybe B.I.G. is quite accurate. Bob Coleman commented that ASI and BSI are two separate organizations and ASI is a closely knit group where BSI is less personal. Gary Weller spoke that both groups are fine organizations.

Roundtable Discussion:

Heartland Stone: Jason Speer spoke weather problem early. Quarrying now. 2 saws running 5-6 days a week. Employees are hard to get. But business is good.

B & B Cut Stone Co.: Quintin Hardtner reported business has grown in 2006, but off in 2007. Have moved twice in the past years. Focuses on countertop business. 60-70 kitchen/week.

Endless Mountain Stone: Butch Coleman said business up, lot of competition, but has commercial work. Trying to expand quarries and better productivity. Bonds rates could go up to 5-10,000.00/acre from \$1000.00/acre. 1900 quarries in a 3 county area. Asked if Natural Stone Council can help protect against MSHA irregularities and fines. New rules and fines are expensive.

Stone Center of Indiana LLC: Mark Sawyer thanked Frank Raducz and Ranier Devido for Stone Center meeting. Mark has sold his company. 2006 was a challenge. But 2007 has been a pleasure. 2007 business is good.. But try to drive consumer demand. Thanked Ed Walsh for outdoor living products. Looking forward to future.

Victor Thompson: Guest of Endless Mountain Stone said Allied Stone Industry good organization. Good Year. Had an OSHA visit. They cited them for broken pallets. A.S.I. working with green movement is a good idea.

Frederick Block, Brick & Stone: Residential down. Commercial up.

George Schofield Co Inc: 2007 tighter than 2006. Getting creative with products and new product. 2007 has been steady. Spoke about labor and immigrant issues.

Galloy & Van Etten, Inc.: Jack Van Etten said 2006-2007 was tough year. Union decertified after a 7 month strike. Installed an Infinity. Happy with it. Spoke about pension fund liabilities due to government rules. 2007, lot of work.

Cee-lay Tool Co., Inc.: 2007 a good year. Hitting goals now, have a sole owner.

SEMCO Distributing Inc.: Ed Robinson said 2007 good year. Mostly a landscape supplier. Big home sales are good. 2007 has been flat sale wise. But learned to tighten their belt which is good.

Bonstone Materials Corp.: Paul Klees said 2007 has been flat. Commercial up 25%, mostly restoration products. Spoke about a restoration organization with some stone member. Business okay.

U.S. Stone Industries LLC.: Brent Bayer will purchase Bayer Stone next month. B.I.G. Looking for good 2008.

W.F. Meyer Co., Inc.: Dick Dunlap thanked Frank Raducz and Ranier Devido. 2006 good year. Same for 2007. New metallurgist and engineer.

B.G. Hoadley Quarries Inc.: David Fell said they have all automatic saws in quarry. Big turnaround. New drills, no hammers. A lot of stone for sale, mostly gray. Stone looks like stone, not concrete. Thanked hosts.

Pine's Stone Co.: Thanked A.S.I. Employee turnover is problem. Landscape business is good. Martin Pearson discussed that permit problems have been resolved. Quarry business off, but hi-end residential is up. Labor is a problem.

Stone A.V. USA Inc.: 2006-2007 is good year. Also working on large veneer job. Drop in dollar value is a challenge.

Tri-State Stone & Building Supply Co.: Brian Porto said hi-end residential has fallen off. But commercial is up. Renovations are picking up which helps. Thanked the hosts.

New Mexico Travertine, Inc.: Jim Lardner discussed rising prices. Finished large job in Florida. Spoke about a large stone church in new city in Florida. Thanked the hosts.

Vinci Stone Products Inc.: Joe Vinci said 2007 okay. 2008 promising. Thanked hosts.

Fond du Lac Stone: Craig Kisser said that 2007 is okay. Lot of work, hi-end residential good. New saw running good. MSHA has been a problem, got fined for not putting parking brake in car in his yard. Happy with year.

Midwest Stone Supply: Jack McDonough said his wife is doing better. Business is okay. Busy enough.

Brock White Company: Scott Koopmeiners said residential is down. Hi-end is up. Commercial products are good. 2007 okay. Looking forward to 2008. Company is expanding. Doing well.

Bandera Stone Inc.: Don Pemberton said that weather has been a problem. Thanks for patience. 20-30% add ons hurt the schedule.

Buechel Stone Corp.: Tim Buechel said it was a different year. 1st quarter poor. Trimmed fat. In 2nd quarter changed organization. Beating budget, but wanting to do better. Thanked the hosts.

Mark Sawyer mentioned that Joel Forker's wife passed away.

Tim Buechel motion to adjourn. Marc Lonesk second. All in favor, motion passed.

Meeting ends at 11:15 A.M.

Allied Stone Industry Membership Meeting September 19, 2007

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

Roundtable Discussion:

Gary read card from Marion Schwake thanking us for his memorial gift.

Ed Walsh introduced Joe Delacroce. Joe spoke about Connecticut Stone Supply, his business, and the capabilities concerning stone fabrication. Joe complimented our organization and intends to join the A.S.I.

Victor Oolitic Stone Co: Now under new management. John and Harry are on board of directors. Day to day management has a new team. Business okay. Focusing on having supply on hand. 3 quarries presently. Regulations becoming more of a problem.

Architectural Stone Fabricators: Curt Adams has a good customer base, but different areas are up and down. Some cast-stone customers are coming back to cut stone. Been very busy. Hopes that 2008 is even more.

Lansing Cut Stone Co Inc: Services a 3 state area. New water filtration system. Business down 15% from 2006. But still busy and profitable.

Impex Granite & Marble Ltd.: Import stone sales are up 1st half. New warehouse in Charleston, S.C..

N-E-D Corp.: Brad Wyatt spoke. Peter okay. Shutting down Massachusetts factory. Merged with a foreign country (Korea). Welcome to stop in.

Halquist Stone Co., Inc.: Bill Halquist said that year is okay. Economy is down. Gravel down, but building stone is okay. Focus on upgrading staff. Being more selective recruiting employees. Hired a new marketing director. "Dozer Days" was a huge success. He has another 70 acres in Chilton WI.

Stone Belt Freight Lines, Inc.: Now hauling West of Rockies and into Canada. (4) drivers, 8-9 day trips. Updated with new equipment and have lowered turnover.

The Stone Zone: Thanked hosts. The Michigan business has been slow. Concentating on custom work. Impressed with Ranier's shop.

J.T. Lardner Cut Stone: Michelle Hoferer said they are busy. They're looking for more help, but labor market is tight. Doing remodels and using other stone as well as cottonwood. Corky says hi.

Fieldstone Center Inc: Brad Poynter thanked hosts. Business is up in the Southeast. Otherwise somewhat down. Has new building in Conyers, GA. Bought an Infinity. Looking for overhead crane. Brad says that A.S.I. is a great group.

Rolling Rock Building Stone Inc: Sales are flat in some areas. And in other areas okay. Thin veneers, are very strong. Diversification has helped tremendously. New West coast warehouse. Thin stone on T.V. Building cabin. Thanked hosts.

Champlain Stone Ltd: Jane Bennett thanked hosts. Quarry granite and quartzite sandstone. 2007 a good year. Has had problems with shortage of employees. Thin-stone sales are up. B.S.I. member. Likes the joint meeting idea..

Lang Stone Company Inc: Thanked hosts. Their cut stone is good. Landscape sales are off. Quarrying salt creek blue and have been successful with it.

Lurvey Landscape Supply: 80% landscape stone, 20% custom stone. Has 2 locations. Sales down from previous year, weather was a factor earlier. Fall sales will be good. Thin veneer sales are good.

Hegarty & Sons: The year is starting slow. It has picked up. Doing a unique granite job. Has had a carry-over from 2006. 2007 is now going strong.

Indiana Limestone Co., Inc.: Robert Johnson says that 2007 is good. Standard products are good. 2008 will be good. There are many jobs under contract.

Park Industries: Ron talked about the new (Stampede) saw this year, also another new machine the Vector. Call Ron to get details. Thanked hosts.
Gary Stroeing said that architectural side is good.
Countertop side, the sales are down. High end home sales good. 1st half of year good. Gary talked about new machines. Call Gary for input (Saw/Jet)

Ranier Devido Stone & Marble Co: Ranier spoke that 2007 was a good year. His business is in good shape. Thanked everyone for coming. His family really enjoyed and gained a lot from this convention. Sharing of knowledge is good. Pad marks can be solved by styrafoam. Ranier will thank the Marriott Pittsburgh North.

Great Lakes Stone: They thanked Ranier and Frank. Great Lakes is a small fabrication in stone and service industry.

Sturgis Materials, Inc.: Marc Lonesk says thanks. 31 year anniversary in stone business. Thanked all competitions for saving room in Kansas City so he and Ed could eek out a living.

Hedberg Aggregates Inc: Steve Hedberg discussed that the 1st quarter and 2nd quarter, not good. Hoping 3rd quarter better. New showroom with all natural stone. Masonry yard moving and will have anew showroom. Also a new yard in Twin Cities. Thin veneer is good. Sales are generally level and overall a good year. Thanked everyone for the meeting. Steve sends regard.

Apache Stone : Reported that Phoenix market is down 10%. Natural stone is doing well. Opening a 3rd Phoenix location. Vegas sales are down. Wayne will provide a good time in Cabo. Presented by Bill Halquist.

Becker & Becker Stone Co., Inc: Fred Becker said 2006 was up, but the year 2007 flat to down.

Ed Walsh thanked board for John Matke presentation. Also thanked A.S.I. for pledge of \$30,000.00 to Natural Stone Council.

Ranier said budget will be okay for 2007 Fall Convention.

Steve Barnhardt from Victor Oolitic Stone Company spoke about marketing challenges. Supports product branding. Advertising is expensive. Owens Corning Corporation spent more on pink fiberglass advertising than the brick business spent in its entirety on advertising. Excited about the stone industry. We need to work on promotion.

Gary Weller thanked Ed Walsh for John Matke presentation and also thanked all for A.S.I. pledge to the Natural Stone Council. Spoke in regards to the location of the 2009 Fall Convention. List of nominations are:

Galloy and Van Etten - Chicago, IL

Pine's Stone Company - Glenwood Springs, CO

Stone Center of Indiana - Indianapolis, IN

Will have presentation for Fall Convention site in Cabo. Gary asked if we could have a fax vote after Cabo meeting for final decision.

Linus asked for a hand vote.

Indianapolis, IN - None

Chicago, IL - 12

Colorado - 23

Marc Lonesk motion to adjourn. Jim Lardner second the motion. All in favor, motion passed.

Meeting closes at 9:03 A.M.