



C/O Brundene Van Ness, Secretary
 Van Ness Stone, Inc.
 10500 Kinsman Road, P.O. Box 1000
 Newbury, OH 44065
 440-338-4444 (fax) 440-564-5172
 bvanness@vannessstone.com

Board Members Absent:
 Quintin Hardtner – Director

Allied Stone Industries Membership Meeting September 19, 2011

Meeting called to order by President Sawyer at 8:00 AM

- Roll Call was taken
- Roster correction sheet was passed around

Financial Report:

Gary Ballerini reports that for period we have a balance in our account of \$42,832.03. Total revenues for the period were \$43,261.10. Total expenses for the period were \$31,378.54. President Sawyer calls for a motion to accept treasurer’s report. Beth Dewbre moved to accept the report. Sharad Muralidhar seconded the motion. Motion passed.

Mark Sawyer made the membership aware that we have some past due balances. He stated that bills were going out shortly and if everyone could please pay in a timely manner.

Michelle Hoferer makes a motion to accept Treasurer’s Report. Brundene Van Ness seconded. Motion passed.

Mark Sawyer addressed convention fees varying for different venues. For example the cost associated with the meetings in Washington, DC and here in Chicago are more than some other conventions. He explained the need for latitude in the convention fees when warranted. Membership present unanimously agreed.

Nominating Committee: Current Past President Gary Weller presented the slate of candidates. The nominating committee consisted of Gary Weller and Ed Walsh.

Proposed New Officer & Board Positions			
---	--	--	--

Individual	Position	Term	Previous Individual Holding Position
President	Brian Porto	2011 - 2013	Mark Sawyer
Vice President	Butch Coleman	2011 - 2013	Michelle Hofferer
Secretary	Brundene Van Ness	2011 - 2013	Brian Porto
Treasurer	Gary Ballerini	2011 - 2013	Gary Ballerini
Director	Sharad Maralidhar	2011 - 2014	Sharad Muralidhar
Director	Donna McNulty	2011 - 2014	Frank Raducz
Director	Don Pemberton	2011 - 2012	Complete Previous Term of Butch Coleman
Director	Sarah Jones	2011 - 2012	Complete Previous Term of Brundene Van Ness
Director	Quintin Hardtner	2011-2014	Quintin Hardtner
Past President	Mark Sawyer	2011 - 2013	Gary Weller

Jack Van Etten moved to accept the slate of candidates. Dick Dunlop seconded the motion. Motion passed.

Guest Speakers:

Mark Sawyer introduces John Striednig, Director Special Products Division, Laticrete.

He presented Laticrete’s Enhanced Performance Installation System for Thin Veneer Adhered Masonry Veneers.

There system is a warranted system, provided that their guidelines are adhered to.

Perry Halquist Brought a Picture from the 1975 ASI meeting and he challenged the current membership to identify the members in the photo.

Future Meeting Sites:

President Sawyer asks Beth Dewbre for an update on the Fall 2012 Meeting in White Fish Montana. Beth provided a hand out with information for the meeting scheduled for September 30th through October 3rd at the Lodge at Whitefish Lake. Rooms will need to be booked by July 1, 2012.

Mark thanked Beth for her presentation.

Mark discussed a possible joint ASI / BSI meeting in 2013 in Minnesota to Tour Cold Spring Granite. Mark polled the membership. 38 firms were in favor if we found an ASI Sponsor. The floor was opened up to make any other recommendations for the 2013 meeting. There were no other suggestions. (Since the meeting, Park Industries has graciously agreed to host the ASI meeting in Minnesota)

Natural Stone Council update was presented by Mark Sawyer. NSC is looking for donations.

The draft on the proposed sustainability standard for dimension stone will be forwarded for industry review.

The NSC hopes to address MSHA and OSHA issues as its next initiative.

Scott Koopmeiners moved to approve the 2010 minutes from Scranton PA. Donna McNulty seconded the motion. The membership approved the minutes.

Roundtable Discussion:

Van Ness Stone: Brundene Van Ness reported that this year has not been too bad. It is much better than the last two years.

She reported that they have been doing granite counter tops for the last 4-5 years. They recently put out a small sign advertising their counter top business. It has done a lot. People did not know. She mentioned that others might find this helpful.

Endless Mountain Stone: Butch Coleman reported that business is better. They have a longer backlog. He stated that they have had to deal with major flooding in the area.

He informed the group that there have been major changes in the bluestone industry. In 2004-2005 there were 1900 active mine sites in 2010 the number is down to 900 sites. They have lost 300 plus independent quarries to the gas industry or increase Department of Environmental Protection. The bond has gone from \$1000.00 to \$4500.00 per acre. There are fewer new

quarries. There are 1400 gas wells, 220 of which are in Susquehanna County this year. In 2012 there are 3000 new wells projected.

He informed the group that on August 6, 2011 they had an overstock sale. He auctioned off 600 pallets of material. There were 250 lots with 60 bidders. 40 people purchased the lots.

Sonny and Sons Stone Co.: Sonny Triebe echoed Butch regarding the Bluestone Industry.

He urged the membership to support the NSC if they could, even if the support is just writing a letter to their congressman about MSHA and OSHA. The Bluestone Associations are looking at a standard for Bluestone. They have been working on it for 6 months with an engineer and geologist that is working for both PA and NY Bluestone Associations. They hope to have something in 12 months or so.

Oakville Natural Stone: Kevin Alves stated that they have two warehouses, one in New Jersey and one in Canada. They import square cut paving and treads.

He Thanked the Association for accepting their membership application.

Daniel Murphy from Oakville thanked the association as well.

Northeast Masonry Distributors, LLC.: Jim Palatine stated that we was happy to be a member. He thanked Sharad from Stone A.V. for sponsoring his firm. Understanding trends from other members is important. He informed the membership that his company purchases and inventories material for redistribution to other areas.

Adirondack Natural Stone: Andre Hagadorn reported that it has been a good year for building stone. Landscape stone and thin veneer is growing. He is concerned about what is going on with H2B Visa Workers. He needs the labor. Andre mentioned that his distribution of Apex Equipment stone splitters from Italy is going well.

Galloy & Van Etten: Jack Van Etten reported that they have had a rough three years. Never thought it would drag on this long. Upside, the marble and granite business has kept them alive.

Connecticut StoneSupplies Inc.: Joe Dellacroce reported that it has been a difficult three years. The North East has had it a little better but still tough.

They have made the necessary adjustments. They have diversified. They are doing more marble, granite, limestone, etc. He thinks the next couple of years will be more of the same. He recommended looking at opportunities as they come up.

Texas Stone Quarries LLC: Brenda Edwards stated that it was wonderful she is a member of the organization. She has really enjoyed getting to know the ASI folks.

They have had to adjust to the economy as well. Foreign material is a trend, they are putting American Flags on her products. It has had good success. People like it.

They have been adjusting to make their operation more green. They have had a successful sale of scrap material where all proceeds go to the Cancer Society. They are also moving into the production of thin veneer from recycle scrap.

Brock White Co.: Scott Koopmeiners reported that they have 13 offices spread across Wisconsin, the Dakotas, Minnesota, and Canada. As a whole they are doing well. They are diversified. They are seeing cheap products come into the market and being installed at cheap prices. They are looking at training customers to improve their workmanship.

Robert Schwake Stone Co., Inc.: Donna Schwake stated that they have had a tough year. They were in a growth mode. They built a new building and opened a display yard. They needed to branch out but were forced 18 miles from their original location Servicing Lake and Cook County. They started a fireplace division which includes installation and stonework. They have become a WBE enterprise both nationally and in Illinois. They are now eligible for schools and public works projects.

3 D Stone Inc.: Tevin Norman Thanked Ed Walsh and Sturgis Materials for inviting his company as a guest. He thanked the membership for the warm welcome.

Sturgis Materials: T.J. Jackson reported that they were having a much better year than previous couple of years. He stated that they are exclusively Selling Natural Stone. They have been focusing on Lunch and learns to educate Architects on the uses of natural stone products. They have cooped ads with high end mason contractors to help them survive so in turn Sturgis Materials will survive.

Ed Walsh told a story in remembrance of our dear friend Ranier Devido. He recalled when he and Ranier were traveling together after Barb bought Ranier a new GPS. Ranier showed Ed the GPS and all its bells and whistles. It could be programmed to speak in many different languages. On the return trip Ed turned to Ranier for help navigating but Ranier was asleep. Ed not wanting to wake up Ranier decided to use the GPS. He turned it on and it started speaking in Italian. That was the last time the GPS was used.

Indiana Limestone Company: Tony Parenza stated that they feel it is all about visibility. They are betting on the come. They can see they are making an impact with their sales and marketing efforts.

Marj Shymske stated than even when times are bad they focus on their strategy. They are trying to influence designers. They are putting people on the street.

Rolling Rock Building Stone, Inc.: Terrance Meck Reported that they have a new education tool for their customers. They have created a special order terms and conditions form. It is brief but thorough. They are trying to prevent miscommunication and prevent unnecessary costs for both their business and their customers.

Empire Bluestone / Lilac Quarries LLC – Russell Heath state that he was a BSI guy but he appreciates the opportunity to come as a guest. He thanked Kent and Brent of US Stone Industries for inviting him as a guest.

U.S. Stone Industries, LLC: Kent Barnow reported that they are producing 7 type of Limestone. Institutional work is up. Residential and commercial work is down. In 2007 they purchased a facility in St. Marys Kansas. They operated both facilities but closed the St. Marys Facility in March. The decision proved to be a good one.

They have a line of standard masonry units which are used in many K-12 schools and larger institutional projects. It is a commodity. It takes a lot to produce them for the money but it gives them volume.

Their dealer network around the US is primarily residential focused. They have remained soft.

They feel strongly that rising tides float all boats so promotion of Natural Stone is a good thing. They recommend constantcontact.com.

Brent Bayer thanked the Van Ettens, Schwakes, and Galassis for hosting.

Gary Ballerini made a motion to adjourn. second. All in favor, motion passed.

Meeting ends at 11:30 A.M.

Allied Stone Industry Membership Meeting September 20, 2011

Meeting called to order by President Sawyer at 8:04 am.

Mark Sawyer mentioned that there will be 2 directors positions opening up. Please contact him if you are interested.

Mark further stated that we have 71 member firms with B&B Cut Stone resigning. It looks like there are 2 or 3 firms who will be sending in applications.

Mark made a motion to make a donation to the NSC of \$5000.00. The motion was seconded by Gary Ballerini. The motion passed.

Roundtable Discussion:

Architectural Stone Fabricators: Kurt Adams reported that OSHA was in for an initial inspection. They are coming back. There may be some dust monitoring.

Bandera Stone Inc.: Don Pemberton reported that this past year has been flat. They started producing thin veneer with their products. Which has been going well.

Christie Cut Stone Co.: Michael Christi reported that retail is good. Thin veneer is moving. They have started a Facebook page.

Bond Christi added that this year is better than last two years but not where they would like it to be.

W.F. Meyers Co., Inc.: Dick Dunlap reported that the last two years have been lean. They have gotten rid of old machinery. Their receivables are tough. Dick

thanked the convention hosts and mentioned that he always seems to learn something at the meetings no matter how long he has been in the industry.

Lansing Cut Stone Co. Inc.: John Boersma stated that they are blessed with the business they have. They have gotten into the laser etching business. John mentioned that if members in attendance who did not provide a business card could and he would etch it into a stone business card for them. They have had to cut back. They laid off their foreman so they could keep others.

Apache Stone: Wayne Evans reported That they have locations in what were the top two markets in the country. Now they are the bottom two. They are trying to be more efficient. They are doing things now that they used to pay others to do.

The Stone Zone : Tim Gorton reported that business was a little better than last year. They have work line up for the fall. They are spending more time on finishing the product.

Park Industries: Ron Eikmeier read a letter from Gary Stroeing thanking the membership for his retirement plaque (A copy of the letter is at the end of the minutes). Ron reported that Park has felt the down turn. They have increased automation to reduce labor to bring money to the bottom line.

Dave Titus thanked the group. He stated that he had been with Park for 16 years. He is in new product development. He is looking forward to improve products with input from the members in the future.

Halquist Stone: Bill Halquist reported that crushed stone sales are down 50%. Building Stone is doing well about 2/3 of 2007 peak. Seeing more veneer being used. Bill stated that this is a time to challenge one's self. He feels things will be better once the recession is over.

Gary Galassi Stone & Steel: Gary Galassi thanked the Van Ettens for the hospitality. He stated that the Chicago market is bad. They are doing jobs outside of the city to stay busy.

Bonstone Materials Corp.: Paul Klees reported that they have redeveloped and redesigned how they do things. A lot of their business is in countertops and building stone. Restoration work has increased. They are working on a training program with the IMI. They have made a big push with their website to help architects and installers find information on their products.

Stonebelt Freight Lines, Inc.: Danny Jones reported that business is good for them but many local carriers have gone out of business. They are having problems finding drivers. Many can't qualify.

Montana Rockworks Inc.: Beth Dewbre reported that they are doing well. They have made cuts and are mean and lean. Thin veneer is up 75%. They have not been allowed to bring in their 5 visa workers. It is hard to find people who want to work in the quarries. They are investigating shipping by rail. The mighty C can now be purchased in a 15 ton version. They are on Facebook. It helps them get closer to the top of Google Searches.

N-E-D Corporation / General Tool: Brad Wyatt Mentioned that Ranier Devido always had a smile on his face. He will miss him.

NED has franchised its service centers. The franchisees are experienced and will be able to provide quality service.

Brad mentioned that there needs to be something done about politicians making it harder on business.

M & G Stone Inc. / John J. Curley Stone Co.: Gary Ballerini reported that the last 2 to 2 ½ years has been flat. Property taxes are going up. They are looking at liquidating some land. Thin veneer is moving. Builder's finally seeing thin veneer is better than fake stone. Hopefully the trend will continue.

Stone Center of Indiana, LLC: Mark Sawyer trending to a strong year. Business split between Architectural and Landscaping. They have been selling more natural brick pavers. On the architectural side they have moved into brick. It has yielded some success. They are not spending time on commercial. Margins are too low and payment is slow. They have had success with constant contact. They are creating videos of contractors. The contractors seem to like it.

Stone A.V. USA Inc.: Sharad Muralidhar that they are an importer for commercial and high end residential. They are focusing on new products. Customs and boarder control has become an issue. If inspected the container can be delayed and drayage costs can accrue.

Sharad shared that Ranier warmed you every time you saw him. He will be missed.

Rolling Rock Building Stone, Inc.: Gary Weller stated that he has been on the Board for many years. It has been fun.

There organization has created a culture of safety. They take pride in what they do.

Gary informed the membership of proposed changes in the Federal Motor Carrier Regulations. There are rating scores for motor carriers. Drivers will be held accountable. They will be individually rated on their training record.

Gary stated that Ranier was an inspiration to this organization.

Mark Sawyer motion to adjourn. Gary Ballerini seconded the motion. All in favor, motion passed.

Meeting closes at 10:30 A.M.

Post Meeting Director Change: Quintin Hardtner of B&B Cut Stone resigned as director. B&B Cut Stone was sold. Per Article VI Section 4 of the Constitution and Bylaws, President Brian Porto recommended Bill Halquist for appointment. The board of directors unanimously voted to confirm the appointment. Bill Halquist will serve out the 2011-2014 term vacated by Quintin Hardtner.