Allied Stone Industries Membership Meeting October 1, 2012

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

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

Financial Report:

Gary Ballerini provides the treasury report. The membership began the year since last reported with a net worth of $39,773.01 on September 20, 2011. The total revenues were $63,164.58. The total expenses were $41,891.51 leaving the Allied Stone Industries with a net worth of $61,046.08.

Kevin Alves makes a motion to accept the treasurer's report. Kent Barnow seconds. Motion passed.

Time is given for the membership to review the minutes. Gerald Seyler makes a motion to accept the minutes. Mark Sawyer seconds. Motion passed.

Bill Halquist gives the NSC update.

Dave Dunn asks if we are setting ourselves up to make it more difficult to compete globally when overseas competition will not have the same standards.

Brian Porto gives an example regarding an alternative for black slate using and Indian black limestone. He suggests that we may go through all of this and still run into a supply problem and lose the job anyways. He states that there are benefits but what he is trying to say is that there are too many questions to be answered before we should just pass this bill.
Gary Weller has so many questions that he doesn’t know where to begin. He believes this is just another overlay to an already very regulated market. He questions if this is really what the industry has come to in order to sell product.

Sharad Muralidhar makes a comparison to the ISO9000 standards. He reminds the group that millions of dollars were spent on audits. He is not sure what the certification process will buy you.

Bill Halquist is opposed to this standard helping competitors to know what he is doing.

Brenda Edwards says that the questions that have been raised are the ones that need to be addressed so that changes can be made to the standard draft. She reminds that this has been going on for 7 – 8 years and that it has been open to everyone. She has had things taken out that she did not like and agrees that the standard is not perfect at this time.

Brian Porto asks to make a comment and reminds the membership that if there is anything in this that they do not like, then we are encouraging your comments. He believes that Brenda is saying that the comments will be incorporated and that he believe these people are level-headed. He says that if you love it, then write that, but use the opportunity that you have in the next 45 days.

A question is asked if the association carries more weight.

Brian Porto says that if everyone agrees with the letter, it will have the weight of more people. It also gives the opportunity for those who want to comment to reference the letter. He says that the board of the NSC is made up of capable people coming at this with a business perspective but that the stakeholders have the eyes of environmentalists.

Bill Carter asks what is the position of the board and if they are in favor of a sustainability standard of some kind.
Bill Halquist answers that the board is not in favor of a sustainability standard.

Pam Pine asks if this idea will have to be sold to architects to convince them to include this as a standard.

Brian Porto responds that there has already been a marketing effort through the NSC and other groups to claim that their stone is green. Not many industries have gone this far. The cement industry has a standard but there are no requirements because of competitive reasons. They leave it up to the company to determine.

Brenda Edwards says they are not highly regulated in the state of Texas. She has found that Pennsylvania, New York, and Wisconsin are the most highly regulated in state laws, EPA, and even regulatory agencies that she has never heard of. She believes that most people are probably already doing these and they just need to come up with points.

Brian Porto says that in order to achieve platinum status you need to have an A+++ , but you also have to have an A+ just to earn silver status. He also says that the standard does not do anything to take into consideration the size and scope of the quarry, the actual business entity, or geology. He has heard many people saying they are trying to level the playing field with Pennsylvania and Wisconsin to be equally as regulated. Doing this will creates other inequalities for small business and geology.

Bill Halquist questions Brenda Edwards on why she believes this is a good idea in a general sense.

Brenda Edwards states the she is not a green quarry but has been getting calls asking if she is. She believes everyone should have a certain amount of the same regulations to level the playing field and that she would rather the stone industry set the standards than the government.
Butch Coleman believes we are putting ourselves in a position to govern ourselves and that we may all be sorry five years from now.

Joe Dellacroce believes in the standard, although he has not read the draft because he has not had the time. He says that the current standard needs a lot of work and that it will be a while before the standard is correct. He agrees that what is being pointed out is all very true and that there are concerns. He believes this is a starting point and that it may even take another five years without getting it right. The only thing that will probably happen in 45 days is that they will rip the whole thing up and start over again. He assures that there is no agenda here to shove a standard through. Joe encourages the group to be behind the standard while picking it apart to make it better.

Greg Osterhout asks the membership to think of all the non-stone products that we compete with. Carpet and wood both have a standard. He believes that until he can give a certificate he loses business to wood and carpet every day. He would rather be a part of a standard and that the membership should make it a standard that works for them or else hope you get all small residential jobs that don’t care about a standard.

Sam Sinha has read the standard and finds that it is not very clear and believes it will be hard to impose without clarity. He agrees that a standard is the call of the day. He believes the membership should put in comments so that it becomes something we can comply with and that we have to do something for those who are not able to comply.

Rob Broekhuizen is in favor the initiative and process. He believes that society wants to put in a process that ensures that goods that are used are produced in an environmentally friendly way. He states it is popular in Canada to have certain architects not include you if your product is not green.
Kent Barnow asks Brian Porto if he is aware of another standard organization aside from making an ANSI standard. Brian Porto answers that he does and that he had brought it to the attention of the NSC over a year ago. The cement industry has a standard that is not ANSI. He states that they say the reason for making an ANSI standard is for competition concerns, while Butch and others have shown that an individual company is more capable of determining how they are going to reach the broad general goals of a standard. He also states that his opinion is only his opinion.

Brian Porto explains that he is honored to be the current president and on the Board of Directors for the Allied Stone Industries. He may normally have waited but he feels an obligation to everyone in the room, to the industry, and to those who do not know what is going on. He feels the mission of the ASI is to educate and speak for not only the biggest of the big, but also the smallest of the small, and he would rather not lose any of them.

Bill Carter reminds that the buses are leaving at 11:30.

Brian Porto encourages the membership to read the letter** before the vote and says that we will do whatever the membership decides so we can start the roundtable.

Bill Halquist would like to see if the membership is for or against moving forward with an ANSI standard, keeping in mind that we are voting on a draft.

Kent Barnow asks if the idea would work if the membership decided to self-certify to a standard that the industry comes up with. He believes this will show that we are willing to do something to be a proactive industry.

Brian Porto reminds that the match has been lit on the ANSI standard and that the ASI needs to decide if this is a salvageable draft. He says that we can vote on the ANSI standard first and then vote if the membership is open to looking at a non-ANSI standard.
Brent Bayer says that we need to decide as a group if we are interested in any standard.

Brian Porto says that the membership will vote on the two separate issues.

Brenda Edwards asks how the membership can vote for or against if only 50% or the people have read it.

Brian Porto reminds that the NSC has encouraged people to self-educate and that the membership has heard the pros and cons. The question is if the membership is committed to moving forward with an ANSI standard, not if they have read the standard draft.

Bill Halquist asks why we are unable to vote now when Brenda Edwards demanded that the membership be polled months ago.

Brenda Edwards says that she did not demand that.

Bill Halquist calls for a vote on who is in favor of pursuing and ANSI standard.

Brundene Van Ness reports the results of the vote with five members in favor and 23 against.

Kent Barnow motions to approve as a group and submit to the NSC our organizations approval in a different form that is more self-regulated. He asks for a vote on the position that the ASI supports the concept of developing a sustainability standard for the natural stone industry.

Gerald Seyler seconds that motion.

Brundene Van Ness reports that the membership as voted with 13 members in favor and 11 against.

Brian Porto asks that same two questions of just those who own or operate a quarry.
Brundene Van Ness reports that zero are for and 10 are against the ANSI standard. There are four in favor and 8 against the concept of developing a non-ANSI standard.

The membership is reminded that there are 15 minutes remaining before the buses arrive.

Bill Halquist brings up the question of possible hosts for the 2014 meeting. He suggests Joe Dellacroce and Fred Becker.

Brian Porto says that we will send a fax vote regarding this issue.

Ed Greene of Pennsvannia Wholesale Stone begins the roundtable. He thanks Montana and the ASI for the warm welcome and Endless Mountain Stone for inviting him as a guest. He is thankful for the business they have had throughout the economic downturn and feels that their biggest restriction is the lack of labor. His company prides itself on customer service and feels this is the reason for their success.

Brian Porto says that before we go any further, Park Industries would like to talk about the 2013 meeting.

Jeff Walerius of Park Industries provides details of the plans for the 2013 convention.

Andre Hagadorn of Adirondack Natural Stone says they have had a busy season, although the brakes came on a little in August. They are beginning to get busy again now. Their stone splitters and conveyors have been successful and are holding up well. He believes some people are still holding back until after the election.

Wayne Kruschke of Stone Equipment Service thanks Montana and reports they are busier than they had hoped and more educational than they had planned. They are trying to service different companies in different ways and are doing more machine upgrades than in the past. He looks forward to working with everyone and encourages members to call him with questions.
Daniel Murphy of Oakville Natural Stone reports they have some exciting new products for next year and appreciates the support of the people they work with. He says that some of their territories are great and some are slow and thanks Montana.

Kevin Alves of Oakville Natural Stone thanks Montana and says that he and Daniel cannot be thankful enough of those who support them.

Tom Malloy of Alamo Stone Company is a new member. He says that their company is very passionate in what they do and sees that every firm in the ASI has a strong passion for stone and customers. He believes that the membership would not be there otherwise. He reports that they are outside of Houston and that they have one of the stronger markets in the country. High end residential is good, while commercial business is not as strong. He believes there is always room for growth and thanks Montana.

Kevin Busick of Delaware Quarries has seen a passionate last two hours of discussion, however he does not know if we got anywhere. He believes that sustainability could consist of the current regulations and that this would be fine.

Richard Carbino of Traditional Cut Stone is a guest if Kevin and Daniel from Oakville Natural Stone. He is looking forward to becoming a member. His company does carvings out of Toronto and would love to work with anyone looking for a carving.

Brian Porto calls for a moment of silence to remember those we have lost from a list provided by Michelle Hoferer. Those people are Corky Lardner, Dean Coffman, Harry Triebe, and Peter Wyatt.

Bill Ruark of Meshoppen Stone thanks Montana and reports that they produce bluestone. They have had a good year but sees it starting to get tougher. He jokes Brenda Edwards is making a mistake to try to be like Pennsylvania and does not wish that one her.
Dave Dunn of Cleveland Quarries reports that they produce one of the best sandstones in the country, which is Berea Sandstone. He is a guest of Van Ness Stone and is looking forward to establishing new relationships.

Fred Van Ness of Van Ness Stone thanks Montana for their effort and hospitality. He has seen some growth this year and this thankful for what is coming in. He reports that small scale commercial is a little up and that upscale residential is up while retail is dead. He thanks Cleveland Quarries for coming and says they have made vast improvements in the last 3 – 5 years.

Henry Grilli of Northeast Masonry Distributors is primarily a distributor and has a small fabrication shop. They have had a strong beginning of the year and then it flattened off before picking up again. They are overall having a pretty good year with the same concerns as a lot of people.

The membership is informed that it is time to go. Bill Halquist makes a motion to adjourn. Bill Carter seconds.

The meeting is adjourned at 11:30 am.

** The aforementioned letter follows this copy of the minutes.
Meeting called to order at 8:00 am by President Brian Porto.

Jeff Walerius from Park Industries presents the itinerary for the 2013 tour.

Brian Porto thanks Jeff for his presentation.

The slate of officers is presented to the membership. Brian gives an update

Sharad Muralidhar proposes the slate of officers for the fall 2014 term.

Pam Pine to take the place of Sarah Jones as director.
Craig Kissner to take the place of Sharad Muralidhar as director.
Gary Ballerini to take the place of Brian Porto as president.
Brundene Van Ness to take the place of Gary Ballerini as treasurer.
Don Pemberton's term to be extended.
Brian Porto to take the place of Mark Sawyer as past president.
Butch Coleman to take the place of Brundene Van Ness as secretary.
Sharad Muralidhar to take the place of Butch Coleman as Vice President.

There were no more nominations from the floor.
All were in favor, with no oppositions.

The membership directory is passed around for any updates.
Next on the agenda is to begin the round table.

It was requested that anyone who may need to catch a plane begin the discussion.

Tony Parenza from The Indiana Limestone Company informs that he was originally with Victor Oolitic and the two companies have merged. It has been challenging and taken some time to merge the two companies. The website has been enhanced and this has helped them to sell all they quarry. There will also be a lot more activity architecturally with AIA lunch and learns at the IU campus. Their company is cautiously optimistic for 2013.

Bryce Bennet from Diamond Stone Technologies thanks Montana Rockworks. They have been in business for five years and has moved to a new facility. They have a much better set up and bigger manufacturing facility. He has really enjoyed getting to know the stone community. He is cautiously optimistic for 2013.

Joe Dellacroce from Connecticut Stone reports that high end is doing much better than wholesale or walk-in trade. He believes a lot will depend on the election and is not too optimistic about that. He states the chance that there will be more of the same for four more years.

Henry Grilli from Northeast Masonry states that he shares some of the same sentiments as Joe. They are looking forward to a good 2013 and sees residential picking up with the addition of new homes and apartments in their area and is looking to capitalize on that.

Pam Pine from Pine Stone Company does both a large business in the mountains and in the Oklahoma area. There has been big change in that she was called to business out of semi-retirement. She is surprised at the amount of people who have come back to answer the phones at their businesses. She spoke to Eric Tribble the other day who says hello to everyone. She is managing the quarry and spends half her time there and the staff in Glenwood keeps things going. They are going to market the quarry materials much harder and will use contacts
to see everyone. They have opened a new location called "The Front Yard" which is a retail yard. She is very proud of their Quality and service and informs that she was away yesterday due to an MSHA inspection and that the inspector said they have improved 300%. She is looking forward to being on the board.

Tom Molloy from Alamo Stone wants to thank Team Montana. It has been very special to meet new faces and see old friends. Their business is good on the high end residential but is down in commercial. He is hoping that his area will pass a billion dollar school bond and that as oil goes up so will their business.

John Strietnig from Laticrete International is a new member this year and appreciates being a part of the group. Laticrete is a global manufacturer of installation materials from tile and stone. They chose to counter the downturn in the economy with diversification and expansion. Three years ago they formed a "specialty products" division to broaden their offerings. They look forward to bringing expanded offerings. Since 2009, they have grown year over year and their future looks bright.

Fred Van Ness from Van Ness Stone has had a pretty good season. Upscale residential is doing pretty well while commercial is pretty dead as is the walk-in trade. He jokes that he is thinking about becoming an MSHA inspector and thanks Montana Rockworks and Cleveland Quarries, who was the companies guest.

Greg Osterhout from Northern Stone Supply is a guest this year and really appreciates the invitation to be here. He knows many people in the group already. His company is just about 100% wholesale. Their low came at the end of 2008 / 2009 and has been building back each year much because of their thin veneer line. Last year they set an all time record for profit in their company due to the push at becoming more efficient. They have a 100% commitment to quality and that is evident in the feedback from their customers.
Gill Torres from Thompson Building Materials thanks the board and the ASI for having them as guests. He has had a nice time reaching out to new faces and seeing those that he knows already. Their company has a great owner and a great staff. They are also in the trucking industry and are planning on putting in a membership application to the ASI.

Mike Lewis from Creative Mines has had a great time meeting many of the people in the group and has learned much from those he has spoken to.

Tina Burkaw of Thompson Building Materials agrees with what Gill said and thanks the group. She has had a lot of fun getting to know everyone. She is looking forward to the next time.

Jodi from Silverado Building Materials has had a nice time meeting everyone and seeing familiar faces. She is excited to become a member of the ASI.

Brenda Huntsinger from Silverado Building Materials has had a nice time getting to know a group with common interests.

Brent Bayer from US Stone has been able to start looking for ways for growth since 2008 / 2009. They have welcomed a new national service manager last month.

Sam Sinha from Impex Stone and Tile is new to the flagstone business but not to the stone industry. He has been in the marble slab business for years. He is looking after the company's marketing in the United States and Canada and needs the support and guidance of the group.

Mukesh Bansal from Impex Stone and Tile has had a good last year. They got into some large commercial projects that has kept them going and the company has moved into a larger facility this year. The company is proud to be celebrating their 20th anniversary.
Gitanjali Muralidhar from Stone AV USA tries to source the best products that they can for their clients and ship them directly or to the warehouse. She thanks Montana Rockworks.

Wayne Evans from Apache Stone reports that the last few years have been challenging although sales have begun to pick up. There is not much going on in the Phoenix or Las Vegas market. Commercial is carrying them as there is not much residential work. He is hoping that things will pick up soon.

Bill Halquist from Halquist Stone reports that their business has two parts. The crushed rock side has always brought in money, however it has had the worst year it has had in 30 years. They have two crushed stone plants and a gravel pit. The gravel pit was only open for one month this year and one of the crushed stone plants has not been open for five years. He believes it will get worse before it gets better. They are at 40% of what they were five years ago. The building stone end of the business is up 20% this year and 10% last year. Cut stone has been strong and landscape has been so-so. Overall they are having a pretty good year. He sends a thank you to Montana Rockworks.

Don Pemberton from Bandera Stone has had a good work year but a horrible year for finding employees. He has done much of the work this year and greatly needed the few days in Montana.

Sharad Muralidhar from Stone AV USA has had a pretty good year in both commercial and residential. They have built back from the difficult years of 2008 and 2009. He states they are in the quarrying and importation of many products with a warehouse in California and they drop ship to various suppliers. He appreciates the support of many customers in the room.

Brian Porto from Tri State Stone has been pretty fortunate, although 2008 was their lowest year, they have been holding their own since. He believes the Washington DC market is somewhat stable compared to what he has heard from other areas of the country. Some of the people
chose to take on natural stone to supplement their business. He is dedicated to the natural stone industry. The company has tried to find a use for everything that is produced down to fill and aggregate. This has helped their business in that it has given them new products and a way to keep their site organized. They are able to cover their cost and make some money at this. This past year, they were fortunate enough to have a large enough stock pile to ship out 18,000 cubic yards of screened fill for a commercial project and was pleased to see that they were well positioned enough to be able to supply that project. He states that they have had a good couple of years in finding more and more uses for their material.

Butch Coleman from Endless Mountain Stone is starting his 38th year coming up. They are seeing improvement over the last couple years. Their back log is very impressive and have more cut stone orders on file than ever. This is due to getting customers to plan ahead to cut down on lead times. Most of all of their work has been high-end residential, institutional, or park work. He has seen the industry changing. Their company went through a DEC inspection yesterday and was pleased that the inspector did not see a need to call him back. In their area there are fewer and fewer new quarries, but they are awaiting the paperwork to go through on two new ones for the company. The vibratory tumblers have been working very well and more orders are coming in. They are able to take in new stone if there is a company that would like to have their stone tumbled. The saws have been improved and sped up for more production. The update on the gas wells for the year is that there are over 7,000 active wells to date. There is also much activity with pipe lines. This is creating much business for local establishments while making it hectic. The people in the bluestone industry are moving forward and working around it. He is intrigued to see the new generations coming up in the ASI. He appreciates the organization.

Gary Ballerini from M & G Stone thanks Montana Rockworks. Their business will see a black bottom line this year for the first time in a few years but is not sure how profitable it will actually be. He was able to have an interesting conversation with Mike and Gill and greatly enjoyed that.
Brundene Van Ness from Van Ness Stone reports that their company has brought on some new products lines and that these have been exciting to learn. The company is doing okay.

Robert Broekhuizen from K2 Stone has a slate quarry and a sandstone quarry along with a processing facility and retail stores. They will be 10 years old in 2013. Business has continued to grow even through the economy downturn. They began looking at stone from Montana a few years ago to expand the colors they offer. He wants to recognize that Montana Rockworks has been very honorable and gracious in inviting them to attend, even though they are very close competitors.

Jeff Walerus from Park Industries thanks Montana Rockworks and sends hello from Gary Stroeing. Their year has been good. They are continuing to develop equipment for the countertop and architectural sides of the market. Automation is the word. They are trying to make equipment more automated and self sufficient to take out some of the handling of materials. Countertop machines are their largest focus at Park Industries. They are looking forward to 2013 and introducing new products as well as hosting next year.

Scott Koopmeiners from the Brock White Company is having a pretty good year in both Canada and the US. Their company is very diversified and that has helped them through the issues with the economy. The majority of their business is commercial. Their residential business is picking up. Stone veneer has been enjoyable. They are working on choosing materials that are profitable instead of selling everything they can and are hoping to hire back some employees that had to be released in previous years.

Michelle Hoferer from J.T. Lardner Cut Stone has had a fairly good yet trying year while adjusting with the changes from the third to fourth generation. Kansas has been lucky to have quite a bit of building going on. She is hoping to stay on the same pace being even to a little ahead year after year and may even go up after the transition.
John Slate from Diamond Stone Technologies has seen growth in business in both Texas and Kansas and would like to continue that trend. He has greatly enjoyed his time in Montana and meeting new people and would like to come back.

Marsha Gibson from Hedberg Aggregates has four locations. She has been with Hedberg for about a year but in and stone business for a number of years and says hello from Steve Hedberg. Steve is still very active in the company but has taken on a different position and has asked some employees to get more involved in the industry. She sends a thank you to Montana and looks forward to meeting all the new people.

Bob Devido from Ranier Devido Stone Company has had a few rough years, similar to what others have mentioned, but have had an increase in the last few years. This has come primarily from high-end residential. He has had a great time in Montana. Bob shared a story about his father, Ranier Devido, and the last few days of his life. He told the story of his older brother asking his father if he had anything else to tell them. After some personal talk about their family, and talking briefly about their business, he turned his focus to the ASI. He said that the ASI is good and has a lot of good people. Bob tells the group that his dad loved the stone business and the ASI and thinks that this is a feel good story because we should all be proud to be part of this organization.

There was a well-deserved round of applause in honor of our friend, Mr. Ranier Devido.

Gary Weller from Rolling Rock Building Stone says thank you to Montana Rockworks and has had a wonderful time in Montana. Their company has seen about 10% growth this year and thinks they are headed in the right direction. They have put some internal changes into place and feel good about going forward. The downturn has made them able to fine-tune some of their practices. He believes that down the road in Pennsylvania and New York it will be difficult to open new quarries and that environmental issues are always a challenge. Their company has
a strong foundation to build upon and is looking for a better year next year.

Eric Weller from Rolling Rock Building Stone has been coming to meetings for a few years and has met many people. He has greatly enjoyed his time in Montana. His experience is that with retail business you need to work twice as hard for half as much and that people are getting more and more picky. He has seen people starting to spend money a little more freely. They have focused a little more locally since transportation is so expensive.

Terrence Meck of Rolling Rock Building Stone recommends for Brundene to use the abbreviation TMR for everyone thanking Montana Rockworks. Their company is not trying to change direction in this economy. They are trying to stay true to their core principles which is to stay committed to their customers and keep an inventory on the materials they publish in their price list from building stone to thin veneer to landscaping materials. He believes this may be part of the reason why some companies are doing better than others. They are also looking to expand in their cut stone materials.

David Fell from B.G. Hoadley Quarries had a tremendous year in both the quarry and the mill. They are looking into a mining machine to remove the over burden without any blasting and improving their block saw by changing it from hydraulic to electric and adding a table to make it more efficient and increase production. They are also going to be making improvements on their overhead crane and adding water recycling. To supply the Canadian market, they are looking into adding a line of window sills. David would like to thank all those in the room who have helped to make it such a great year and encourages the use of the Indiana Limestone Handbook to be familiar with the proper uses of the product. He also informs the membership that his mom will be celebrating her 80th birthday this year and continues to work every day.

Craig Kisser from Michels Stone (formerly Fond du Lac Stone) would like to thank the membership for the opportunity to serve on the board. The company has had a successful year with high end residential and commercial projects. Craig believes the company has been able
to work on many different projects because they have the ability to be the general contractor as well. Their safety record has been very good the last few years with very clean MSHA inspections.

Brad Poynter from The Fieldstone Center has had a few roller coaster years. He reports that the housing market has been hit hard and that new building is down. As a result, many people are focusing on updating their homes which has brought an interest in outdoor kitchens. In 2013, the company will celebrate its 42nd year.

Kurt Adams from Architectural Stone Fabricators has been fortunate to pick up quite a bit of work this year. He believes that business is continually changing and that it is more difficult to be in business than years past. The margins are less for both the supplier and contractors because homeowners are aware that everyone is struggling for work. He believes the masons are their best advocates and marketing salesman. Their company is glad to serve them, as they know they will supply them a good product.

Paul Klees from Bonstone Materials is pleased to celebrate the companies 50th year in business. The last two years have been up. They are going to be going out to customers to help educate consumers on their products. They take a lot of pride in making a durable and invisible product to showcase the stone in restoration projects. He is excited about a new product that is sprayed on and cleans the stone through weathering. They have hired another salesman to help serve their customers.

Dave Dunn from Cleveland Quarries would like to thank Van Ness Stone for bringing them as a guest. The company has grown very substantially in the last several years thanks to their customers, hard work, and dedication to producing a quality product. As a result, they have been able to supply some high profile residential and institutional projects.

Brenda Edwards from TexaStone Quarries business this year has been able 50% residential and
50% commercial. Her area is one of the most productive oil field areas in Texas and this is causing a difficulty in finding employees. She believes this will not last, as they have been through this before, and thinks it will even out soon.

Kevin Busick from Delaware Quarries has been in business for 66 years. His father is 90 years old and still comes to work every day. He believes the stone industry is directly tied to the stock market as it is a luxury item. This will cause some changes in the market before it levels off that will be tied to the election. He encourages the group to stay confident in what they are doing and to stay consistent.

Brian Porto encourages everyone to come back after the break for some new business.

Discussion of new business begins with discussion of new members. Brian Porto reminds there is an application in the back of the book and Gary states he will mail invoices to new members.

The question of raising the cap would be addressed at the time we are over capacity.

Craig Kisser questions over due balances and Gary explains that many are just from this year and that he will get other invoices out with a phone call.

Gary Weller and Brent Bayer question if there has been a new number set and why it was set at 75 members in the first place.

Bill Halquist explains that the thinking was to have a small group of active members.

Brent Bayer states that he is happy with the current criteria.

Brian Porto says that participation is high and that the group is doing a good job of attracting new members. His hope is that after firms are guests, they remain serious and committed.

Discussion continues with pros and cons of the membership cap. Tony Parenza believes it would be a shame to turn people away for this reason. Sharad Muralidhar believes no cap could make the group unwieldy and harder to get to know people. Bill Halquist believes the small
group setting is a plus and if we are close to having too many members we can alter the cap slightly. Brian reminds that for this to happen we would need to amend the bylaws.

The topic of possible hosts for the 2014 meeting is addressed. There is also discussion of the possibility of bringing back a winter meeting.

Brian Porto thanks Montana for all their work and hospitality. Bill Cater makes a motion to adjourn. Bob Devido seconds the motion. All in favor, motion passed.

Meeting closes are at 10:30 am.