Distributor Spotlight

COUNTY MATERIALS AND Belden BUILD A PARTNERSHIP

P.O. Box 100, Marathon, WI 54444-0100

To reap the fruits of success, one must first sow the right seeds. That’s why County Materials builds lasting business relationships with the principals that have made it possible to provide quality construction and waterproofing materials for more than 30 years.

What began with one man, a truck and a black mobile 60 years ago has become considerably more complex in the years since County Materials was founded in the rural northern town of Marathon, Wis.

County Materials became a Belden Brick distributor in October 2000 in conjunction with the acquisition of the Trethewege Brick and Building Division in Milwaukee. Today, the company operates 16 branch locations and contractor stores in Wisconsin and Illinois.

Wisconsin is a leading distributor of brick, County Materials sells nearly 7 million units of Belden Brick per year and partners with residential, commercial and industrial applications throughout Southwest Wisconsin each year. This adds a nationally recognized product to the company’s wide array of structural decorative concrete masonry units (CMUs), stone veneers, mortars and mortars, decorative concrete materials and pavers in a wide range of colors.

The company’s quality control department works to develop product quality and customer service that meets and exceeds Belden’s national standards. "Our brick salesperson, Chet Passaretti, has 33 years of experience representing Belden Brick, whileelastic, "Terrill Hall and BuzzSellars have been with us for more than 10 years, and our sales staff is known for the highest level of customer service in the Midwest, " said Ron Dierks, sales manager for County Materials. "Our sales staff is known for the highest level of customer service in the Midwest, and they are dedicated to delivering the highest quality products to our customers."

A Best Friend

2007 Class Preview

Belden Brick Distributor Sales Training

Date: March 12-14, 2007

Location: McGladrey Grand Hotel, Canton, OH

According to Belden, sales force County Materials customers one of the most extensive and highest quality sales force in the industry. This level of service is a result of the sales force’s commitment to product and their resolution. It is a full-time

For more information about County Materials, visit their website at www.countymaterials.com.

2006 Employee Anniversaries

July through December 2006

20 YEARS

Jim Schugel Donald Wanner

25 YEARS

Stephen Brown David Copeland

30 YEARS

Tom Taylor Jr. Joseph Yoder

35 YEARS

Phil Helvick

40 YEARS

Tony James Richard Zlocnik

45 YEARS

Jay Jones Richard Zlocnik

50 YEARS

Richard Oller

60 YEARS

Penny Barthelmie

70 YEARS

Harry Ott

80 YEARS

Eddie Foulke

90 YEARS

Charles Redman

2006 Manny Award Winner

Congratulations, Belden Brick, Insiders Best Business Place to Work

Best Place to Work Award

Manny Award Winner Award

"Flash" with Superintendant Bill Suderman

On a gray day in late October of 2005, one of our workers at Belden Brick noticed an unexpected dog at play and decided to snap a picture of the scene. The dog’s name was "Flash," and his enthusiasm for his favorite pastime captured the imagination of the entire company. Flash’s playful antics became the subject of a company-wide contest, and he won the coveted "Manny Award" for the best employee of the year.

Flash’s popularity continued to grow, and he became a beloved member of the Belden Brick team. His infectious energy and joyful spirit brought joy to everyone he encountered, and his presence became a symbol of the company’s commitment to creating a positive and inclusive workplace for all.

In memory of Flash, Belden Brick established the "Manny Award," which is awarded annually to the employee who best embodies the company’s values of teamwork, innovation, and fun. Flash’s legacy continues to inspire and uplift everyone at Belden Brick, reminding us of the importance of fostering a supportive and welcoming environment for all.

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From the President’s Desk

Dear Belden Colleagues and Friends,

In December I had the opportunity to dine with a small group of bioethanol producers and the President of the American Renewable Energy Coalition, Linda Parrado. The leaders of The Timken Company and Belden were among the guests, and they spoke of their views on the global economy and how the companies’ strategies change in response.

As I listened to their thoughts on why Ohio had been so many manufacturers and how they had thrived in the state in terms of various socioeconomic indicators, including average wages, I reflected on the more modest scale of the Belden Company and Belden Brick’s place in it.

I recalled seeing these trends in both a declining and a rising tide of products that are too heavy to transport economically. Around the United States, much lies the world we all must counteract our effort to continuously improve. The global economy does affect us all, although we are not directly the Timken and Belden companies of the world. Because of our very nature, we have an obligation to aggressively seek and find the right solutions to the complex challenges that we face and capture our markets. The cost of labor is our product continues to increase and the current and supply of materials seems to be declining. The saving of our finished products less available to architects and owners.

We at Belden Brick and in our industry need to continue our efforts to increase our productivity with maintaining the quality of our products. It is important for us to Belden Brick. In concert with our distributor network, your labor to the users of our products not to meet needs better than competing materials can meet them. If we are able to satisfy those needs and users, it will maintain our manufacturing jobs.

We will continue the “relentless cost to change” and that Belden Brick must be ready to adapt with marketing its traditional values. Require that are all committed to doing whatever it takes to remain “The Standard of Choice” in the Belden Brick as we have been throughout our year history.

Can take the opportunity to wish you all of you a happy and prosperous New Year.

Shenandoah
Robert F. Belden
President

Calendar of Events
January 23-24
Brick Forum 2007
The Marton Greenhills Hotel at Four Seasons
Greenhills, OH

February
February 12
Belden Brick Annual Distributor Dinner & Forum
Forum at Carbon McKeeley Club Hotel
Dinwiddie, VA

March
March 9-10
Hardwood North America Offering products, technologies & knowledge for the flooring professional
Greenbrier Opryland Resort & Convention Center
Nashville, TN
March 13-14
Belden Brick Annual Sales School McKeeley Club Hotel
Canton, OH
March 29-31
IBS The Brick Show 2007 Gaylord Palms
Orlando, FL

Congratulations...

Shauna Ross Graduates with Bachelor of Science in Environmental, Safety and Health Management.

The Belden Brick Company would like to congratulate Shauna Ross on her recent accomplishments. Shauna graduated from the University of Findlay with a Bachelor of Science in Environmental, Safety and Health Management. Shauna has been with the Belden Brick Company for over ten years and was recently promoted from ETHS Technician to Manager of Health & Safety. She will be replacing Bob Sibert who is retiring after 30 years of service. We would like to thank Bob for his dedication to The Belden Brick Company and wish him an enjoyable retirement. Thank you Bob!

http://www.beldenbrick.com

Belden News
Winter 2006/2007

Quality Corner

New Environmental & Safety Technician is Glad to be on Board.

Quality Corner

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Letter from the President

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webnews

Catalog on line... the whole new section Brick... www.beldenbrick.com

On our website, this is the place to view all of our newest information. If you are looking for new products, styles and sizes, this is the place to check out. Also here available is our newest price listing book and start creating your new masterpiece today!