Distributor Spotlight

BATCHELDER & COLLINS, INC ... ESTABLISHED 1868...

atchelder & Collins was founded in 1868 in Norfolk, VA by WC Collins. W.C. Collins was a Union Captain in the Civil War and like many northerners decided to move south after the war and started the company. Today we are owned by his great granddaughter, Helen Wozniak. Her husband, Frank Wozniak, is the President of the company. Frank Wozniak, Jr. is currently with us as Operations Manager.

Today we are a full service masonry distributor still headquartered in Norfolk, VA. The last fifteen years have seen us grow from a single yard operation to a company with four locations and 42 employees. Our four locations are in Norfolk, Suffolk, Newport News, and Williamsburg. In 2006 we completed a major renovation of our Norfolk office and showroom. We service all of Hampton Roads from north of Williamsburg, VA to northeastern North Carolina. We currently have fourteen outside salesman. The majority of our sales force has been with us for close to ten years with many having over twenty years

experience in the masonry business. We feel our service and knowledgeable staff are unsurpassed in the Hampton Roads market.

Batchelder & Collins sells a variety of masonry products. We sell veneer stone, both manufactured and real, as well as thin brick products. We also stock a variety of concrete pavers and retaining walls. We recently started a concrete/foundation products division. And of course we represent a variety of brick manufacturers, including our good friends at Belden.

2305 Granby Street :: Norfolk, VA 23517 Telephone: (757) 625-2506 Fax: (757) 533-5507



I.T. Update

Stock and Standard Shapes Quotes Available on BeldenOnline.com!

We've recently added a new feature to our dealer extranet at BeldenOnline.com. After several months of preparation, dealers are now able to retrieve custom auotes for stock and standard shapes at any time 24 hours per day, 7 days per week. The purpose of this feature is to give our dealers the ability to get shape pricing for quoting purposes without having to wait for a response from the Shapes Department. When placing an order, provide a copy of the customized quote.

Initially, we have approximately 100 styles of standard and stock shapes available for online pricing. Over time we will be adding custom pricing for additional shapes.

This new feature is available from the main menu under the **Current Pricing** option. This option is only available for users who have access to pricing. I you don't have access to the Current Pricing option, contact your system administrator.

Once you select this option, in addition to the plant pricing, you'll see a new link called "Look up prices for standard and stock shapes." Click this link and you are presented with two options:

- 1) If you already know the product line, size, and texture you're looking for, then select the appropriate options and click **find products**.
- 2) If you'd like to browse the Online Shapes Catalog, then get pricing click the link that says "Browse the catalog."

Once you've found the product you're looking for, click the Quote link. You'll be asked how many units you want. Enter the quantity desired and click Get Quote. You'll be presented with a customized quote for your quantity which includes a drawing. Please pay special attention to the notes on the quote. Many things can affect the availability and pricing of shapes and those items are highlighted under the notes.

Print your quote for reference when placing your order!

Here's a Brief Summary of the Steps and the Screens:

On the main menu select Current Price List



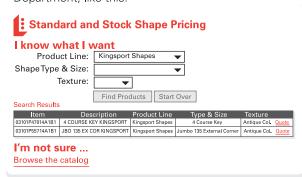
Below the price lists, you will see a new option:



Click on the "Look up prices for standard and stock shapes" link. You'll see the options below.



Select the item you want and click Find Products you'll receive a list of products if online pricing is available. If not, then you'll be given an option to contact the Shapes Department, like this:



Click the Quote link to get your customized quote!

2009 Employee Anniversaries

Dale Reidenbach

Robert Rothacher

Danny Rothacher

Bruce Belden

Richard Shull

Michael Farley

Franklin Yosick

Scott Troyer

Sam Yoakam

David Jones

25 YEARS

MarkTrover

Marlin Miller

Roy Miller

20 YEARS

Duane Green

Enos Miller

Robert Diehl

Carrie Ritchev

Ricky Whitman

Darrl Maurer

Tim Mullet

Michael Maloy

Peter Calai, Jr.

Brett Hostetler

Jonas J.L. Yoder

Jeffrey Graham

Leroy Stutzman, Jr.

Raymond McIntire

Vernon Miller

50 YEARS

Melvin Troyer

40 YEARS

Crist Troyer John Belden Eric Maust Henry Erb

35 YEARS

Paul Shutt Clyde Wright Raymond M C Yoder Daniel Keim Fred Raber Harold Shull Jr. Daniel Burg William Burg Ronald Lorenz **Jack Landis** Marvin Trover

30 YEARS

Byron Regula Kenneth Regula Marion Regula David Guisinger Andrew Yoder Ellis Immel William Ott. Jr. Neal Miller Jeffery Gold Larry Warnes

Jonas Borntrager

15 YEARS

Bryan Sheneman **Bradley Bierhorst** Paul Raber Joseph Yoder James Syler, Jr. Paul Walker Shawn Bellville Mark Britko Andy Miller

5 YEARS

Michael Bolden

Robert Gilmore

Derrick Regula

Keith Morris

Scott Smith

David Troyer

Gustav Regula

Bradley Belden

Dustin Braun

Marlin Troyer

James Maize

Tyler Nickells

Michael Cadv

Brian Miller

Brent Wilson

Joshua Mathias

Jonathan Carroll

Robert Armstrong

Joshua Shaffer

Jerry Erb

Jeff Lane

Abe Miller

Johnathan Gerber

Timothy Donaldson Penny Ross

10 YEARS

Robert Korns Lonnie Olinaer Brvan Vickers Thomas Smith Dan Frantum Marvin Hershberger Mervin Hershberger **Mark Yoder** Roy Yoder Bryan Shaw Lvdell Miller Chad Smith William Kirkbride II Michael Yoder Kyle Olinger Charles Savage Richard Smith, Jr. Russell Dixon Peter Halsev David Ely

Plant 5 - Saw House, Update

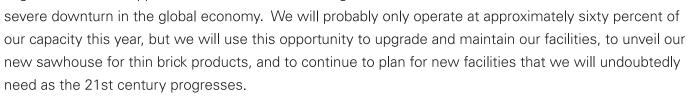
As of February 1, 2009 Belden Brick will be happy to announce the availability of several current smooth and velour brick styles in thin brick units. Our PLANT 5 - SAW HOUSE will offer sizes that will range from up to 16 inches in length, 4 inches in height and various thicknesses down to 1/2" for flat back units and 3/4" thickness for dovetail units. Corner pieces will also be available in these styles.

The plant is located in Sugarcreek between Plant 8 and the bowling alley. Annual production at this facility will currently be set up for 4 million units with the ability to expand the capacity if necessary. Distributors can look for a price sheet to arrive in the near future. If you are planning on attending the Annual Distributor Forum and Dinner in February please make sure to stop by and see the new facility.

From the President's Desk

Sometime during 2009, The Belden Brick Company will reach its 124th anniversary and begin its one hundred twenty-fifth year of operations. From its beginning as the Diebold Fire Brick Company in 1885 to its transition in 1895 to The Canton Pressed Brick Company and then to The Belden Brick Company in 1912, the Company has endured, survived and prospered through the Panic of 1893, the Panic of 1907, the Great Depression, two world wars, and the severe recession of the early 1980's here in Ohio and the Midwest.

By the foresight and hard work of our predecessors, the Company emerged from each of those periods well-positioned to participate in the inevitable resurgence of the construction market and the economy in general. Now, it appears that it is our turn to navigate the current



We are realistic about the situation that exists, but we are optimistic and confident that we, too, will endure and survive and ultimately prosper because we have honored and maintained the traditions, values, and fundamental business practices of our fathers and grandfathers. We are optimistic, too, because we have outstanding and committed colleagues both inside our organization and in our distributor partners. We look forward to meeting the challenges of 2009 and beyond together with you as we continue our guest to provide the market with products and services that define "The Standard of Comparison" in our industry.

Bob Belden

Robert F. Belden President & CEO

Quality/Safety Corner

The Recent Political Rhetoric included Massive use of the Word "Change".

The recent political rhetoric included massive use of the word change. In the nonpolitical sense change is the answer as we analyze and change our processes both operationally and in the support areas in an attempt toward continual improvement.

For example: Brick with a nominal 8 inch height are deformed during the cutting process at Plant 2. This deformation causes the face of the units to be out-of-square. Shawn Bellville's ideas uses the facer to flip the units upside down to counteract the cutter deformation. Face squareness was improved for a recent run of double monarch units made with this process. Plant 2 plans to eventually use this extra step for all brick with this cut height, including guads and double utilities.

At Belden we continue to change, hopefully for the better. One thing that has not changed is the commitment, loyalty and resourcefulness of our people that supports our continued position as the Standard of Comparison in our industry.

Health & Safety

2008 Safety Incentive Program Complete

The Belden Brick Company has always worked hard to keep its employees safe while they are at work whether through physical guarding or safety training. These traditional safety methods have proved successful, but too many injuries still occur throughout the year. Many of these injuries are preventable, so the Company devised a monetary safety incentive program in an attempt to strengthen the safety culture within

Historical data, such as yearly claim totals and workers comp dollars spent, was the basis for setting 2008 claims goals and payment amounts. Each plant had different goals based on the number of employees at the facility. A three tiered goal system was established for each plant with a better payment for lower claims. The Company paid out about 29% of the amount possible.

When all of the numbers were tabulated, four facilities were able to meet their goals. Congratulations go to Plants 2, 8, 9 and CPG (Central Maintenance, Pit Dept., Gas Dept.). However, all facilities worked very hard even if they weren't able to make their goal this year. The evidence is in a lower than average claim total for 2008 and the fact that there is a growing buzz in the plants related to safety.

Part of our Safety Program included an Annual Safety Slogan Contest. Dean Shutt suggested & won with: "WORK SAFELY TODAY - ENJOY LIFE TOMORROW!"

Calendar of Events

February

February 16

Belden Brick Annual Forum & **Distributor Recognition Dinner** McKinley Grand Hotel – Forum Canton Cultural Center - Dinner

March

March 16-18

Belden Annual Distributor Sales Training Class McKinley Grand Hotel Canton, OH

April 23-25

Brick Show 2009 Marriott Marco Island Beach Resort, Golf Club and Spa Marco Island, FL

September

September 8-10

BIA September Committee & Regional Board and Council Meetings The Westin Charlotte Charlotte, NC

October

October 17-18

BIA Fall Board & Council Meetings The Broadmoor Colorado Springs, CO

BELDENNEWS

Not Just Another Brick in the Wall at The Belden Brick Company

On September 9th The Belden Brick Company hosted a masonry day open house for architects and engineers entitled "Not Just Another Brick in the Wall." The open house included a full plant tour, hands-on demonstration and educational seminars. More than 55 people from all over Northeast Ohio attended the sold out event. It turned out to be a great day for Belden Brick due to the heavy interest from the architectural community.

The event was cosponsored with the International Masonry Institute with help from the Brick Industry Association and the Brick Institute of America - Mid East Region. Brian Trimble from BIA was the educational seminar instructor and Tom Nagy from IMI orchestrated the day's activities along with the hands on demonstration. Jim Tann and Natalie Stan of the Mid East Region were also a great help in organizing the days activities. Thanks to all the Belden Brick employees who assisted with the days events for putting on a successful day of important continuing education credits for the architects and engineers.





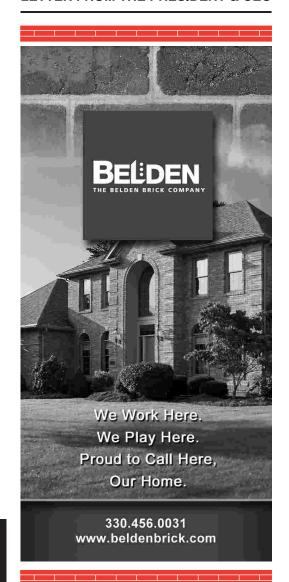




QUALITY/SAFETY CORNER

DISTRIBUTOR SPOTLIGHT

LETTER FROM THE PRESIDENT & CEO



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