

COMMON BOND

A Publication For Glen-Gery
Brick Distributors


Glen-Gery Brick

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Thin Brick from Bigler Plant

Among residential and commercial builders, not to mention the growing market of do-it-yourselfers, *Thin Brick* is enjoying an outright success. In response to demand Bigler Plant has introduced *Thin Brick* versions of four popular products: *Arbor Rose*, *St. Augustine* and *St. Windsor* from the *Garden Series* line of tumbled-look brick, plus the softly sculpted and shimmery *Silverbrook*. All are fired brick made with the same raw materials and to the same exacting standards, including color and texture, as their full-sized counterparts and all impart the same unrivaled classic look and richness of genuine brick—but at 1/6 the weight!



The tumbled-look texture of the Garden Series is now available in Thin Brick from Bigler Plant.

Thin Brick's versatility makes it attractive in new construction as well as renovation applications. Its lightweight advantage, slim profile and relative ease of installation are ideal in areas where full thickness masonry is too bulky or heavy; for example, window dormers, gables, chimneys and foundations lacking brick ledges. *Thin Brick* lends itself well to interior design in fireplaces, kitchen walls and counters and living spaces where aesthetic warmth and unique styling are desired. In restaurants, it simulates an airy, open pit look around cooking areas. When it comes to updating the look on older buildings, *Thin Brick* makes remodeling a viable alternative on exteriors and interiors.

Also adding to its appeal is the cost savings on shipping and installation. With a typical thin unit weighing .65 lb. versus approximately 3.8 lb. for a standard modular unit, much more square footage can be shipped at the same cost. In terms of installation, several proprietary systems make installing *Thin*

Brick quick, reliable and relatively easy, resulting in an attractive, professional brick finish that can be achieved by moderately skilled craftsmen and even those do-it-yourselfers.

In selling *Thin Brick*, Regional Sales Manager **Kelly Zeager** urges our distributors to look beyond their typical new construction customers. He said a growing market for re-siding and remodeling opens many doors of opportunity to offer *Thin Brick* as a cladding option—remember both interior and exterior—where full-bodied brick may not be a consideration. Our customers can also increase sales by promoting *Thin Brick* as an upgrade or aesthetic detail to enhance a project's finished look.

Thin Brick delivers the warmth, beauty and prestige of traditional brick masonry, including many of its architectural and maintenance-free benefits. It doesn't rot, dent, burn or need to be repainted. Walls faced with *Thin Brick* look like conventional brick, yet weigh considerably less, cost less to install and are faster and easier to complete.

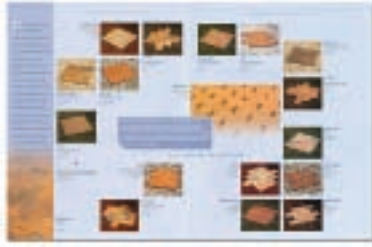
Bigler Plant makes *Thin Brick* in modular (1/2 x 2-1/4 x 7-5/8) and engineer (1/2 x 2-3/4 x 7-5/8) sizes. The plant has inventory on all four products. Type "S" samples are now in production.



Thin Brick versions of St. Windsor and Nob Hill on a commercial car wash show all the warmth, beauty and richness of full-size brick, yet deliver savings on installation time and costs.

Get Ready for Landscaping Season!

Patterns of Distinction is a 4-page, full color brochure promoting the value and benefits of using Glen-Gery's genuine clay pavers. For general consumer distribution, the piece illustrates several bond patterns laid out in representative outdoor applications. Shown are 27 pavers (22 illustrated) from six plants. We also have two single sheet companion pieces geared toward commercial and residential paving, each showing 10 project application photos. Contact your Sales Service Representative to order copies.



4-page general paving brochure (inside)



Single sheet Residential (front)

Single sheet Commercial (front)

Freight Charges for Shipping Samples

Customers are reminded of Glen-Gery's policy to charge freight on *field panel* shipments. Freight charges are also placed on samples requested for overnight or 2nd day delivery. As much as practical, please arrange for samples to be included on trucks delivering product to your yard.

New Product Images Online

New Type "S" product images have been posted on the Glen-Gery website: *Medalia Collection* of papercut brick; *Authentic Handmade oversize*; *Chatham*, *Clover Hill*, *Danish 1776*, *Provincetown*, *Silverbrook*, *St. Windsor*, *Valdosta*, *Westbrook*, *Winchester*. From the homepage at www.glengerybrick.com, click on the "Brick Products" link and use the basic search fields for view products by color, type or style. Or, use the advance search feature to expand options. Additionally, images of 22 pavers are also online!

Tip: The website has a link to a complete listing of all *Price List* products. To view this feature, go to the "Brick Products" section and look for the "List of All Products" link on the lower left side. Clicking on this link will bring up an interactive list of products, sorted alphabetically. Clicking on a brick name will take you to a digital image of the product.

Welcome Bob Meyer, District Sales Manager

We are pleased to introduce **Bob Meyer** as the new District Sales Manager to the Ohio region. Bob has extensive experience in sales in the construction and building materials industry, including 15 years working directly with dealers. Most recently he was DSM for a commercial roofing products manufacturer. Bob has a BS in Architecture from the University of Illinois and lives in the Columbus, OH, area.



Temporarily Follically Challenged

Bad outbreak of receding hairlines? No, make that a disappearing shipping deficit that caused this group to lose their hair. VP of Sales **Ray Matullo** challenged that if Hanley Plant could meet a shipping goal, he would lop of his locks. As if seeing Ray's clearburned crown buffed to a velour shine weren't incentive enough, several others offered to trim their tresses for the cause.



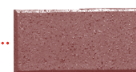
From left, the bald and the beautiful are: George Robinson, VP of Production; Ray Matullo VP of Sales; Hanley Plant Sales Manager Paul Norby; Hanley Plant Distribution Manager Craig Wonderling; Corporate Secretary Craig Oberholtzer; Northeast Regional Production Manager John Vrobel.

Plant Information

Please contact the individual plant if you have questions on the following information or if you need to place sample orders.

- **Redfield Plant** has scheduled a kiln shutdown for three weeks in March for retooling and making modifications to the setting machine. The work will bring improvements to production overall, and especially to EKS and queen size brick. The plant has stocked in inventory some architectural and residential modulares to cover orders that may need brick during this time. Upon restart of the kiln, the plant will make EKS and queen sizes before scheduling production on modular size.

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- **Hanley Plant** has stock on almost all modular size Price List products. They also have inventory on standard, jumbo and utility sizes, and, in some shades, larger quantities in econo and normal sizes. Hanley can meet some of your immediate needs. Contact your plant customer service rep for more details.
- **Paver season ahead!** Square edge pavers from **Bigler Plant** are now available and repressed pavers will be available in mid-March. Now is the time to place orders for spring landscaping. The plant also has compatible *W1-H bullnose* pavers.
- **Caledonia Plant** will be making #200, #210, #400, #410, #600 and #610 products in late April through early May in modular size only. Now is the time to place your orders for this once-a-year manufacture.
- **Iberia Plant** can make the *Heartland Series* colors with the *Heritage Series* texture, and vice versa. This request, however, is considered a *Special Order*. Check with the plant's sales office for price and availability.
- Some *Lightweight Series* products from **Bigler Plant** are showing a slight weight increase. The plant advises that customers call to verify weights.
- **Marseilles Plant** *Wilmette, Evanston* and *Bancroft* in utility size (3-5/8x3-5/8x11-5/8) are now in production. Engineer size (3-5/8x2-3/4x7-5/8) of *Lockport* is scheduled for April. The plant is working to have samples of these new products available.
- Now that **Caledonia Plant** has increased production capacity on *Thin Brick*, availability is expected to improve. Give the plant a call when you have a *Thin Brick* need!
- **Mid-Atlantic** now has Type "S" key panels for its molded products and *Royal Manor Series*. An extruded product key panel is in the works along with full size Type "S" samples for the entire extruded line.
- *Penn Colony Series* products in engineer size (3-5/8x2-3/4x7-5/8) from **York Plant** are in production now through the end of April.
- Place your orders for pavers from **Jersey Shale Plant**. New images of *Red* and *Red Flashed* extruded square edged pavers are online at www.glengerybrick.com.
- Just a reminder that **Capitol Plant** has rail car loading. Few customers take advantage of this alternate shipping service, although trucking availability will continue to be a growing problem for many. When trucking starts to get tight, remember to call the plant for a rail car quote.
- Utility size brick is made at **Caledonia Plant** twice a year. A spring run is scheduled for late April through early May. Place your orders now as the next utility run won't take place until late October-early November.
- **Bigler Plant** is using Type "S" samples to fulfill requests for sampling on the new *Thin Brick* products.

- Even this late in the winter season, brick freeze-down is a possibility at **Marseilles Plant**. In order to prevent delays for your drivers, please fax your releases to **815-795-5180** prior to sending trucks for material pickup.
- **Redfield Plant** favors shipping samples on trucks whenever possible. Tell the plant your sample needs when arranging brick shipments and they will make sure both are conveniently ready for pickup.
- Several terms—engineer, jumbo oversize and 70s—are tossed around when referencing unit sizes. **Iberia Plant** clarifies that its *Frontier Series* products are available in queen (3x2-3/4x7-5/8) and engineer (3-1/2x2-3/4x7-5/8) size. When placing an order for *Frontier Series* products, please clearly state "queen" or "engineer."
- *New Provincetown* and *Westbrook* modular Type "S" samples are now available from **Capitol Plant**. Replace old samples with new ones by calling in or faxing your order.
- **Mid-Atlantic Plant** does not load trucks with "walking floors." The plant has an established safety policy for ensuring all cargo is properly and securely loaded. Walking floors cannot be safely secured and the plant is therefore prohibited from loading them.
- **Jersey Shale Plant** is happy to load your samples onto your truck during pick up. Just ask!
- Need a copy of your current open orders at **Marseilles Plant**? Give the plant a call at **800-441-6911** and they'll gladly fax or e-mail your information.
- Early tickets at **Capitol Plant** must be called in NO LATER than 4:30 pm.

S P R I N G L O A D I N G H O U R S

Bigler:	7:00 AM - 3:30 PM
Caledonia:	7:00 AM - 4:00 PM
Capitol:	7:00 AM - 4:30 PM
Hanley:	7:00 AM - 4:00 PM
Iberia:	7:00 AM - 4:00 PM
Jersey Shale:	7:00 AM - 4:30 PM
Marseilles:	7:00 AM - 4:00 PM
Mid-Atlantic:	7:00 AM - 4:30 PM
Redfield:	7:00 AM - 4:00 PM
York:	7:00 AM - 4:00 PM

If you need a 6:00 AM early ticket from Jersey Shale, please call by 3:00 PM the day before; at Capitol call no later than 4:30 PM the day before. Early tickets at both plants can be picked up at 6:00 AM. Late tickets at Capitol must be picked up by 5:00 PM. Bigler trucks must be at the plant by 3:00 PM. Mid-Atlantic and York Plants start loading at 6:00 AM if ticket is called in by 4:00 PM the day before.

