

President's Column

Overall economic news continues reasonably upbeat with increases in GNP, jobs, personal income, consumer spending, and corporate profits, but sluggish stock markets, wars, and touches of inflation (especially energy related) are restraining construction activity. Higher interest rates are slowing residential activity from the record heights of the last couple years and commercial work, though growing, could be stronger. We will see continued price volatility in steel and other construction materials, especially oil based products. On the plus side we think that last year's Cultured Stone availability problems are mostly behind us. It's still hard to predict the economy, but I do predict our continued dedication to be your **FIRST CHOICE** of supply for quality construction specialty products.

We are moving a number of people within our organization and hiring others to remain your **FIRST CHOICE** supplier in 2005. We have created new Product Manager positions for both "Masonry Products" and "Core Products." Product Managers are responsible for growing their respective product lines across all branches by better coordinating sales, marketing, inventory control, training, and vendor efforts. This concept has proved quite successful with a number of our product lines. We are also making a number of staffing changes in our Twin Cities Branch operations to better serve you including hiring an overall Twin Cities Branch Manager to better coordinate the day-to-day operations of our three Twin Cities locations in St. Paul, Eagan, and Elk River. We are also starting a new branch from scratch in Sioux Falls, South Dakota. We have had two sales reps living and working out of Sioux Falls for many years and these individuals along with a new inside sales rep will expand our presence with a branch location and a much larger product offering.

We are beginning our 51st year of service to the construction industry with our goal to be your **FIRST CHOICE** of supply. Thank you for your past business and we look forward to serving you in 2005 and beyond. As always, tell us how we're doing—we need your feedback to do the best possible job. Call, write or email me at rgarland@brockwhite.com

Sincerely,



Richard D. Garland
President

featured products

SONNEBORN-SONOLASTIC® TX 1 **IMPROVED FORMULATION**

INTRODUCING THE NEW AND IMPROVED FORMULATION OF SONOLASTIC TX 1.

TX 1 was formulated to meet the new California Air Resources Board (CARB) regulations. These regulations were recently adopted by six northeastern states and are expected to be adopted nationwide in the next few years.

The new formulation delivers on what it promises—a high performance, durable, non-sag polyurethane sealant, with texture that blends in with the surface of your structure.

TX 1 is designed to be easy to gun and tool, even in cooler weather, and to adhere without primer to both porous and nonporous substrates, including difficult architectural coatings on metal and window components.



TX 1 is ideal for brick, block, stone, precast concrete and wood siding substrates. It gives you the look of mortar without the age hardening associated with older textured polyurethanes. And TX 1's texture enables even novice caulkers to

install a good-looking joint that performs with less fuss.

Try new Sonolastic® TX 1 in the new silver tube.

- Easy to gun and tool—faster installation, even in cool conditions
- 11 standard colors—matches common substrates
- Flexible—keeps moving joints weather tight
- Primerless on most substrates—quick installation, lower cost
- Meets new 2005 VOC rules—eliminates compliance issues
- USDA compliant—can be used in meat and poultry plants
- Textured appearance—easy to finish, blends in with substrates



featured project

WESTERN BANK, ST. PAUL, MN

Products Used: 48,000 Sioux City Redstone Antique Modulares
General Contractor: Franna & Sons, Hopkins, MN
Mason Contractor: Northland Concrete, Burnsville, MN
Architect: HTG Architects, Eden Prairie, MN
Mike Kraft & Rob Brandwick
Brock White Sales Rep: Darrin Nystrom, Brock White Co., St. Paul, MN
Date of Project: Fall of 2004



new products

SONNEBORN SONOSKIM™

SonoSkim™ is the newest member of the Degussa Building System family of underlayments. Sonneborn® SonoSkim™ is used to finish and smooth fully cured concrete, wood underlayments, linoleum (residential), ceramic tile and adhesives including cutback.

SonoSkim™ is an advanced, polymer-modified, Portland cement-based finishing underlayment with the smoothest aggregate-free formulation in the industry, for a creamy consistency and superior mixing most preferred by contractors.

There's no need to add latex or additives. SonoSkim™ simply mixes with water—that's it! And with an open time of up to 20 minutes, remixing is not needed to extend pot life. SonoSkim™ trowels on easily and smoothly to create a true feather edge, or up to 1/2-inch per lift to ensure a level surface ready for flooring.

Sonneborn



There is no priming with SonoSkim™, patching and skim-coating subflooring is fast, and most floor coverings can be installed while it is still damp, often in just 15 minutes. SonoSkim™ is designed specifically for rapid-setting with high strength and durability built in, along with excellent adhesive compatibility. It meets the most demanding specifications for the installation of virtually any type of flooring surface.

- Mix with water 2:1—Easiest mixing in the industry
- Smooth aggregate-free consistency—improved trowelability
- Extended pot life—less waste and increased productivity
- Rapid setting—allows for floor installation in 15 minutes
- True feather finish—results in a smooth appearance
- High strength, commercial grade—long term high performance

INTRODUCING BROCK WHITE'S PRODUCT MANAGER TEAM!

We would like to introduce you to our Product Manager Team. Brock White's Product Managers are responsible for growing their respective product lines across all branches by better coordinating sales, marketing, inventory control, training, product selection and vendor efforts. This concept has proved quite successful within Brock White, as we continue to be recognized as leaders in these respective markets.

GEOTEXTILES AND EROSION CONTROL



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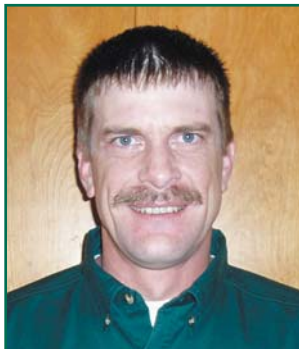
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C U L T U R E D S T O N E ®

MANUFACTURED STONE VENEER

Cultured Stone® Availability Improves Greatly!

We are very happy to announce that the availability and in-stock status of Cultured Stone® products has greatly improved. Most products are in-stock and ready for immediate shipment. Don't compromise on quality and selection, see Brock White for genuine Cultured Stone®

UPCOMING EVENTS

We hope to see you at one of these upcoming events in your area that are happening in May.

MAY 2ND

**Concrete Staining and Stamping Seminar,
Brock White Bismarck**

MAY 6TH & 7TH

Huge YARD SALE at Brock White Eagan

MAY 11TH

Open House at Brock White Duluth (11 a.m.-2 p.m.)

MAY 12TH

Grand Opening & Open House at Brock White Rochester (11 a.m.-2 p.m.)

May 17th

**Sonneborn Demonstration Event during BBQ Lunch at Brock White
St. Cloud (11:30 a.m.-1:30 p.m.)**



Visit our website for the latest information on Events at Brock White. • www.brockwhite.com

GEO TALK

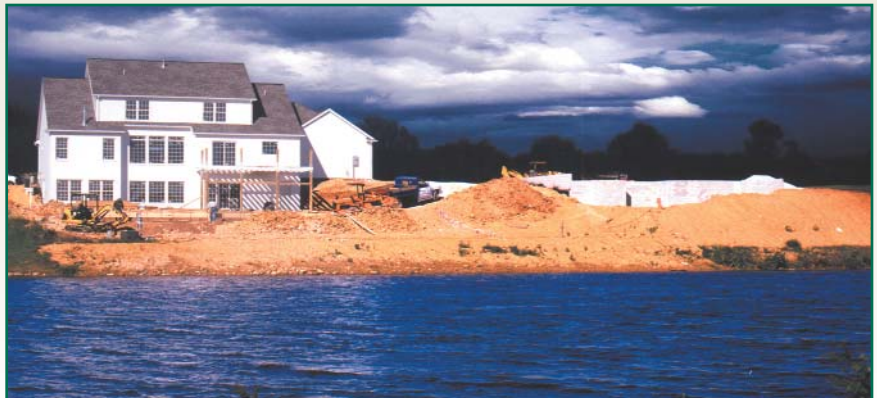
Do you have the BMP's (Best Management Practices) in place for your SWPPD (Storm Water Pollution Prevention Plan)?

Brock White has these BMP Tools for your constructions site.

- NAG and AEC Erosion Control Blankets
- NAG and AEC Turf Reinforcement Blankets
- Mat Inc-Hydro Mulch
- Wimco Inlet Protection
- Dandy Product Inlet Protection
- The BMP Store-Storm Water Solution Products
- Nilex GeoRidge
- Silt Fence Supplies
- McCormick Silt Fence Plow

- Geotextiles for Rock Construction Entrances
- Dewatering Products
- BioStar Flocculants
- GeoLink Articulated Block

A complete package of BMP's to keep your project in compliance.



featured project-correction

In the First Quarter Brock White US Update, we featured the St. Anthony Catholic Church Addition project. We incorrectly listed the Masonry Contractor and Construction Manager.

It should read:

CONSTRUCTION MANAGER: KUE Contractors, Inc., Watkins, MN

MASONRY CONTRACTOR: Mike Maxwell, Maxwell Masonry, Cottonwood, MN

Mike and his crew did a great job matching the architectural details from the original church structure to the new addition.

We are sorry for any confusion our error might have caused. The corrected version of the newsletter is available on our website.

new product

METAL FORMS CORPORATION-POLY META FORMS-CONCRETE FORMING SYSTEM



AN ENGINEERED SYSTEM COMBINING THE LIGHTWEIGHT ADVANTAGE OF PLASTIC WITH THE STRENGTH OF STEEL.

Brock White is now stocking the 4" and 6" flexible lightweight Plastic Forms in 12' lengths and the "Twist" and "Slide" Meta Stake Pockets. Poly Meta Forms-An Engineered System combining the lightweight advantage of plastic with the strength of steel.

- FEATHERWEIGHT-Easy to set, strip and transport
- MOISTURE RESISTANT-Forms will not rot, splinter or rust
- LOW MAINTENANCE-Easy to clean/outstanding weatherability
- DURABLE & REUSABLE-Withstands harsh construction conditions
- VERSATILE-Straight and radius forming systems designed for both flatwork and curb & gutter construction

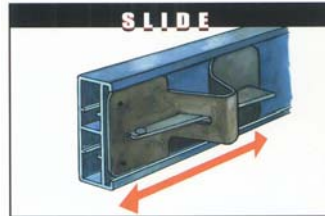


DURABLE STEEL POCKETS META STAKE POCKETS



TWIST

The "Twist" pocket provides multiple options since it can be easily inserted at any location along the length of the form. This unique pocket can be attached either before or after forms are set to grade.



SLIDE

The "Slide" pocket is inserted at the end of either the 4" or 6" poly form. The design of this stake pocket provides:

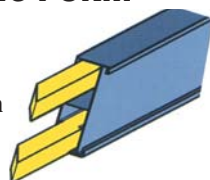
- A) Longitudinal adjustment to any desired staking position
- B) Extra reinforcement at the joint
- C) Convenient connection to wood with predrilled nail holes

LIGHTWEIGHT PLASTIC FORM POLY FORM

FLEXIBLE

Poly forms without reinforcement tubes can be bent to achieve any curve down to a 3" radius.

End connection: Short polyethylene inserts provide a flexible alignment between forms.



Now Stocking Galvanized Anchor Bolts!

Due to popular demand to meet new building code changes, Brock White is now stocking Hot Dipped Galvanized Anchor Bolts in the following sizes:

- 1/2" x 6"
- 1/2" x 8"
- 1/2" x 10"
- 1/2" x 12"
- 1/2" x 18"

