

President's Column

As we greet another year I am pleased to again report that thanks to our customers, employees and vendors, the "State of Brock White" remains good. Sales were up nicely in 2003 and we accomplished most of our key goals led by the installation of a new computer system. The economy improved in 2003 with commercial construction finally bottoming out and turning upward along with continued strong residential and highway activity. The 2004 economic outlook is positive with low interest rates likely to keep residential construction strong and election year politics likely to spur the business investment and employment gains that increase commercial construction. Predicting the economy is a risky business, but something you can always count on is Brock White's dedication to being your **FIRST CHOICE** of supply for quality construction specialty products.

We will be celebrating our **50th year of service** to the construction industry in 2004. In 1954 two young Navy veterans and chemical engineering graduates from the University of Minnesota, Wayne Brock and George White Sr., started a business with a basic philosophy to inform and give service to builders, architects, and engineers to help specify the right construction products for a given situation. Wayne is still with us today as our Chairman of the Board and our founding philosophy continues to serve us well today across our many locations and product lines. I want to take this opportunity to thank you for your support over the years and to let you know that we look forward to being your **FIRST CHOICE** of supply for many more years to come. There will be special 50th Anniversary events at all of our branch locations. Look for details from your local Brock White representative or from our website at www.brockwhite.com.

As always, tell us how we're doing—we need your feedback to do the best possible job. Call or write me anytime or e-mail me at rgarland@brockwhite.com.

Sincerely,



Richard D. Garland
President

featured project

MARKET PLACE (RETAIL SHOPPING STRIP MALL) PINE CONE ROAD, SARTELL, MN

Products Used: Lite-Form ICF wall system

General Contractor: K Johnson Construction, Sauk Rapids, MN

Brock White Sales Rep: Darrick Nystrom, Brock White Company, St. Cloud, MN

K Johnson Construction uses the Lite-Form ICF Concrete Forming system more and more often for the forming of below grade foundation or frost walls. They use this system for a number of reasons: the ease of installation, stripping of

forms is not necessary, sheltering the jobsite is not necessary, and the ability to form various configurations including pilasters.



featured project & product

GRAND MARKET PLACE BURNSVILLE, MN

Products Used: Halfen Concealed Lintel System

General Contractor: Weis Builders, Minneapolis, MN

Site Superintendent: Richard Kennedy

Mason Contractor: Northland Concrete & Masonry, Burnsville, MN

Architect: Elness, Swenson Graham Architects, Minneapolis, MN

Brock White Mike McCabe,
Sales Rep: Brock White-St. Paul

Project Dates: Summer & Fall of 2003

The Grand Market Place is a large retail, office and housing complex built in Burnsville, Minnesota. The main focus of the design is the first floor corridor that runs throughout the building and wraps around the exterior courtyard area. The architect designed a masonry exterior with a row of segmental arches to accent the effect of the corridor. The typical method utilized by the mason contractor for this type of arch would be a combination of rebar and concrete to reinforce the arch. Instead of using this time consuming method, the architect designed the arches with the Halfen Concealed Lintel system.

The Halfen Concealed Lintel System is an engineered system that provides internal supports for brickwork above masonry openings. The system consists of a central spine, horseshoe plates and stitching rods that are designed to match the architect's conceptual design. Unlimited combinations utilizing different brick size, coursing, span, soffit width and arch geometry can be designed and manufactured to meet the project specifications. The new bolted system is field adjustable to accommodate brick size variations and construction tolerances.

This fast track project managed by Weis Builders required a quick turnaround on design and fabrication. Even though the architectural drawings show the exact size and shape of the arches, Halfen must create working drawings of the internal support structure and installation drawings for the mason contractor. This task required a great deal of coordination between Halfen, Brock White and the contractors involved with this project. Their efforts resulted in shipping the lintel system within six weeks. After receiving the material at the jobsite, Northland quickly learned the proper installation methods and reduced their manhours with the new concealed lintel system.

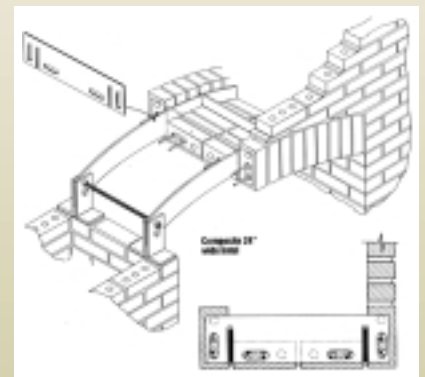


HALFEN ANCHORING SYSTEM Halfen Concealed Lintel System

Virtually any flat or arched masonry lintel can be accomplished without any exposed steel, using Halfen Anchoing Systems' Concealed Lintel System. High-end residential, commercial, and institutional projects can now have all-brick soffit masonry openings that are aesthetically pleasing and maintenance-free. Halfen's technical department uses the architect's conceptual design to engineer a lintel support system for each specific opening. Unlimited combinations utilizing different brick size, coursing, span, soffit width, and arch geometry can be designed and manufactured to meet the project specifications. New bolted system is field-adjustable to accommodate brick size variations and construction tolerances. Concealed lintel systems are manufactured from hot dip galvanized carbon steel or stainless steel.

New, bolted system offers additional advantages such as:

- Field-adjustable to match actual brick size variations
- Accommodate construction tolerances
- Ships flat, arrives in good condition
- No on-site drilling or welding
- Short lead times



Introducing New Products

ATTENTION GOLFERS! Introducing SANDMAT™-Geosynthetic Bunker Liner—The Next Generation in Bunker Performance—An Engineered Approach to Success

SANDMAT is an engineered blend of high tenacity polyester fibers bonded to form a thick blanket like nonwoven matrix called a geosynthetic bunker liner. This state of the art product exhibits the ideal physical properties for entraining and retaining sand on slopes. It will facilitate drainage, minimize washouts as well as help to prevent crusting due to subsoil contamination.

Today's golf industry professionals demand the most from the construction products they use to create the best course conditions possible and to maximize the player's experience. Sand bunkers represent one of the more visually striking playing surfaces—shouldn't they demand the same attention and care as other areas of the course? When used below the bunker sand layer SANDMAT 200 and 400 are designed to have the right balance of loft (thickness) and engineered compressibility to vastly improve sand drainage performance while minimizing contamination from underlying soils and rock.

SANDMAT is the ideal component of an engineered bunker system that addresses drainage, soil separation, bunker maintenance and course aesthetics. SANDMAT will help minimize bunker maintenance when combined with the proper drainage system and maintenance program.

An economic analysis of resulting savings in labor and equipment cost associated with bunker repair due to moderate rain events over the course of a typical golf

season vs. the installed cost of the materials, can often demonstrate the ability of SANDMAT to pay for itself in a single season (particularly for "problem" bunkers). Also consider the added benefits of reduced sand replacement costs and improved course playability.

If you are interested in doing a Bunker Economic Savings Analysis or learn more about SANDMAT, contact Dan Larsen at Brock White Company, or your local Brock White office

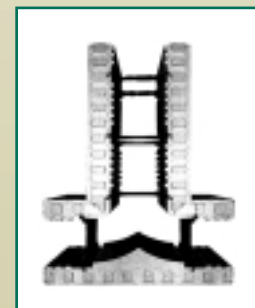
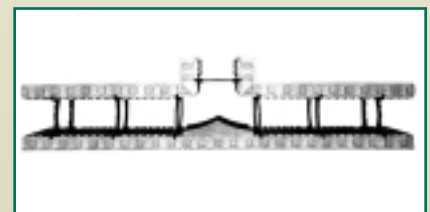


DUE TO INDUSTRY DEMAND!



Introducing Nudura T-Wall

In response to overwhelming industry demand, NUDURA has designed a unique, patented T-Wall Unit that is now being introduced. These molded, polystyrene forms take all the labor out of creating a T-wall connection at the same price per square foot as standard from units. The forms are designed in two different configurations to allow stability and will be available in all six standard NUDURA core thicknesses. The new T-Wall Form Unit is now available through Brock White Company.



New Products

NOW AVAILABLE!

Introducing The Silt Fence Plow!

The Silt Fence Plow is designed to install silt fence fast, easy and effective. **The Plow** has more frame clearance for better trash flow and a spring loaded coulter that flexes over obstructions instead of bending or breaking off. The unique positive feed design has no moving or plastic parts and installs silt fence in a tight consistent manner with no waste of silt fence material from start to finish. This design allows silt fence to be sliced into the ground with



very little soil disturbance. The chute on **The Silt Fence Plow** does not have to be wide enough to allow the fabric through, thus less soil disturbance.

Why use **The Silt Fence Plow**?

- Rugged Construction—Does not bend or break like other plows
- No wheel to bunch or clog fabric
- Optimum cutting knife slope to pull easy
- Plow has the ability to install material 18” deep with clearance to spare
- Capable to turn 90 degrees in 10’ or can be locked for straight pulls
- DOES NOT require re-feeding material through chute after each run
- Can be ordered with optional Spring Loaded Rolling Cutting Coulter
- Fast-greatly reduces labor costs
- **Works Great!**

The Silt Fence Plow will be available for viewing
At the Minnesota Erosion Control Association
(MECA) 15th Annual Erosion Control & Storm Water
Management Conference March 4 & 5, 2004
Double Tree Oak Place Hotel, Minneapolis, MN
For more information contact www.mnerosion.org

Brock White Events

Date	Events	Location	
Feb 16 - 21, 2004	World of Concrete	Orlando, FL	
Feb 20-22, 2004	Greater Green Bay Landscape & Gardening Show	KI Convention Center	Green Bay WI
Feb 27, 2004	NPDESII Seminar - Cook & Lake County	Fire Hall	Schroeder, MN
Feb 27-29, 2004	Red River Valley - Home & Garden Show	Fargodome	Fargo, ND
March 2-3, 2004	Nudura ICF Contractor Training	The Greenwood Inn	Winnipeg, MB
March 4, 2004	AGC Safety Day	Mpls Convention Center	Minneapolis, MN
March 4-5, 2004	MECA - Erosion Control & Stormwater Management Conference	Doubletree Park Place	Minneapolis, MN
March 4, 2004	Asphalt Pavers Workshop - MAPA	Sheraton Four Points	Minneapolis, MN
March 5-6, 2004	Door County HBA Home Show	Stone Harbor Conference Center	Sturgeon Bay, WI
March 5-7, 2004	Central Minnesota Builders Association Home Show	St Cloud Civic Center	St Cloud, MN
March 7-9, 2004	Upper Midwest Aviation Symposium	Ramada Plaza Suites	Fargo, ND
March 9-10, 2004	Energy Design Conference & Expo	DECC	Duluth, MN
March 9-10, 2004	Nudura ICF Contractor Training	Radisson Roseville	Roseville, MN
March 11-12, 2004	Nudura ICF Contractor Training	Best Western Edgewater	Duluth, MN
March 17, 2004	ARM of MN ICF Presentation	Holiday Inn	St. Paul, MN
March 18-21	WBAY TV Home & Garden Show	Brown County Arena	Green Bay, WI
March 22-23, 2004	Nudura ICF Contractor Training	Best Western Doublewood Inn	Fargo, ND
March 26-28, 2004	WCBA Home Show	Willmar Civic Center	Willmar, MN
March 26-28, 2004	Manitowoc County HBA Home Show	Manitowoc County Ice Center	Manitowoc, WI
March 31- April 4, 2004	Arrowhead Builders Association Home Show	DECC	Duluth, MN
April 13, 2004	NPDESII Stormwater & Erosion Control Seminar	Radisson Roseville	Roseville, MN
April 15, 2004	BATC Builders Product & Service Show	Mpls Convention Center	Minneapolis, MN
April 15, 2004	Rochester - Brock White Company 50th Anniversary Party	Rochester Elks Club	Rochester, MN
April 20, 2004	Winnipeg - Brock White Company 50th Anniversary Party	To be Determined	Winnipeg, MB
April 21, 2004	Regina - Brock White Company 50th Anniversary Party	To be Determined	Regina, SK
April 22, 2004	Saskatoon - Brock White Company 50th Anniversary Party	To be Determined	Saskatoon, SK
April 26, 2004	St Cloud - Brock White Company 50th Anniversary Party	Holiday Inn	St Cloud, MN
April 29, 2004	Twin City Metro Area - Brock White Company 50th Anniversary Party	Milwaukee Depot	Minneapolis, MN
May 5, 2004	Bismarck - Brock White Company 50th Anniversary Party	AMVET Hall	Bismarck, ND
May 6, 2004	Fargo - Brock White Company 50th Anniversary Party	Old Kelly Inn	Fargo, ND
May 11, 2004	Green Bay - Zoll Stone and Brick Breakfast Open House	Zoll Stone and Brick	Green Bay, WI
May 12, 2004	Duluth - Brock White Company 50th Anniversary Party	Greysolon Plaza	Duluth, MN
May 13, 2004	Thunder Bay - Brock White Company 50th Anniversary Party	Val Halla Inn	Thunder Bay, ON

Introducing the Brock White Elk River and Eagan Inside Sales Teams



Elk River

Peter Trippe, Jason Schwartz,
Lisa Kleis & Paul Boorsma



Eagan

Todd Worthington, Sarah Watkins, Jim Turner,
Gail Avery-Trenholm, Keith Hansen

Featured Project: Riverview Bank, Otsego, MN

Products Used: 22,000 Prairie Dusk Utility Brick by IXL Brick Co. & 1900 Italian tan Rock Face Modular Brick by Lakewood Brick Co.

Architect: Brian Johnson, Reprise Design Inc. Burnsville, MN

Mason Contractor: Peck Construction, Ramsey, MN

Mason Foreman: Kevin Rohlf

Brock White Sales Rep.: Brian Pedersen, Brock White Company - Elk River



Featured Project: Embers Restaurant, Otsego, MN

Products Used: 11,500 Confetti Tumbled Modular Brick by Robinson Brick

Architect: Brian Johnson, Reprise Design Inc. Burnsville, MN

Mason Contractor: Maverick Brick, Zimmerman, MN

Mason Foreman: Bill Pouliot

Brock White Sales Rep.: Brian Pedersen, Brock White Company - Elk River

<u>ST. CLOUD</u>	<u>DULUTH</u>	<u>EAGAN</u>	<u>ELK RIVER</u>	<u>ROCHESTER</u>	<u>GREEN BAY</u>
580 41st Avenue N. St. Cloud, MN 56303 Phone: 320-251-5060 1-800-892-8589 Fax: 320-251-2763	4231 West 1st Street Duluth, MN 55807 Phone: 218-628-2231 1-800-232-1344 Fax: 218-628-2917	1243 Eagan Industrial Road, Eagan, MN 55121 Phone: 651-686-5036 1-800-241-2550 Fax: 651-686-5162	12785 Elk Lake Road Elk River, MN 55330 763-441-2004 1-800-859-7077 Fax 763-441-1622	108 Woodlake Dr. SE Rochester, MN 55904 507-282-2421 1-800-279-9034 Fax 507-282-3174	Zoll Stone & Brick 1425 S. Ashland Ave. Green Bay, WI 54304 920-432-6438 1-800-236-5454 Fax 920-432-7386

Featured Project: Residence, St. Cloud, MN

Products Used:

Victor Colonial veneer stone, Hebron Harbourtown modular brick and Indiana Limestone cut stone.

Contractor:

Jerry Crever Construction, St. Stephen, MN

Designer:

Steve Rudnicki Designer LLC,
St. Cloud, MN

Mason Contractor:

Ken Mohs & Rick Skaja,
St. Cloud, MN

Artistic Stone,
St. Cloud, MN

Brock White Sales Rep.:

Jay Theisen, Brock White
Company - St. Cloud



Featured Project: Residence, St. Cloud, MN

Products Used:

Sioux City Charleston Wellington modular brick and special shaped brick, and Indiana Limestone cut stone keystones and cap stone

Contractor:

Kornovich Development,
Clearwater, MN

Architect:

Cole Group Architects,
St. Cloud, MN

Mason Contractor:

Art Janssen Masonry,
Richmond, MN

Brock White Sales Rep.:

Dan Koopmeiners,
Brock White Company-
St. Cloud



New Products

Brock White is proud to introduce **TRUNCATED DOMES** Cast-In-Tact Detectable Warning Panels.



CAST IN TACT Warning Panels are the latest innovation in detectable warning systems. These durable high impact and high strength concrete panels provide an immediate solution meeting both state and federal guidelines for detectable warning devices. Designed to be used in freshly placed concrete or thin set in existing concrete. **CAST IN TACT** warning panels are designed for exterior use in Transit Stations, Multi-Modal Transit, Curb-Ramp Hazardous Vehicular Ways, Pedestrian Crossings, Stairwells and Reflection Pools. **CAST IN TACT** warning panels can be architecturally integrated into any project through color specifications.

CAST IN TACT warning panels are 3/4" thick made with high strength concrete and reinforced with high tensile stainless steel pre stressed tendons. This results in a high impact resistant panel. Wear resistant truncated domes are achieved with a concrete mix design that reaches 10,000 psi (69Mpa). The **CAST IN TACT** warning panels include a waterproofing admixture and surface treated with a penetrating silane sealer for resistance to de-icing chemicals, increased freeze thaw durability, scaling resistance and decreased water absorption. **CAST IN TACT** warning panels are slip resistant in wet or dry environments. Concrete surfaces are easily maintained and cleaned with hot water pressure washing.



Benefits

- High strength, high impact and wear resistant, UV stable, durable with low maintenance.
- Integral part of the walking surface, visually contrasting color is integrally made with high quality pigments, lightfast, alkali-resistant, weather resistant durable and long lasting.
- Wet and dry, slip resistant.
- Dimensionally stable, same thermal co-efficient of expansion as concrete.
- Freeze thaw durable, de-icing chemical and water resistant.
- Includes waterproofing admixture and surface treated with penetrating silane sealer for additional protection.
- Standard Warning Panel thickness is 3/4". 24"x24" and 24"x30" sizes readily available. Special sizes upon request.
- Available in safety yellow, brick red, and black. Custom colors available upon request.
- Complies with Americans with Disabilities Act 4.29 2 Standards.

Go to www.brockwhite.com and click on the truncated dome icon for more information.





St. Paul, MN
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Bismarck, ND
(701) 222-3010

Duluth, MN
(218) 628-2231

St. Cloud, MN
(320) 251-5060

Elk River, MN
(763) 441-2004

Rochester, MN
(507) 282-2421

Eagan, MN
(651) 686-5036

Fargo, ND
(701) 282-9255

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(920) 432-6438



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**See Page 4 For Upcoming
Brock White Events**



EROSIONWORKS® ONLINE
Introducing Another Innovation of
American Excelsior Company

American Excelsior Company (AEC) is proud to announce the latest part of its arsenal equipped to help you combat NPDES fines - ErosionWorks Online. Historically, AEC has been labeled as THE leader in the erosion control industry, and the production of ErosionWorks Online is another reason why our customers like you continue to “follow the leader.” ErosionWorks Online is a very powerful and useful analysis and design tool, which is capable of analyzing hillslope erosion based on single rainfall events or average annual conditions and channel erosion for various geometries and hydraulic conditions. ErosionWorks Online is complimented by an extensive Technical Support Library and thorough Reference Manual. Check out this exciting program at www.erosionworks.com

