

## Chandler Goes Green

### Environmentally Friendly Concrete Is Actively Promoted to Customers



Sustainable Building Seminar Captures the Attention of Attendees

As the discussion of global warming continues and the impact of construction on our environment is debated, building environmentally friendly structures is becoming increasingly more important.

In a recent article it was said "Green building and sustainable design will represent a \$45 billion market by 2010 with 10% of all homes built qualifying as green. This is an important new business opportunity for those who serve the residential construction market" says Peter Goldstone, president of Hanley Wood Business Media. Fortunately for our company and our industry, concrete is one of the more environmental-friendly building materials and is ideal for LEED Certified building products.

On February 6, 2008 Erin Ashley, PhD and Lionel Lemay, PE from the National Ready Mixed Concrete Association came to Burlington to present the NRMCA'S Seminar on "Concrete's Role in Sustainable Development". Erin is the Director of Codes and Sustainability for the NRMCA while Lionel is a Senior Vice President with NRMCA and is a LEED (Leadership in Energy and Environmental Design), Accredited Professional.

There were forty-five sales, production, and quality control employees that attended the seminar. The purpose of the seminar was to bring awareness and educate our company on GREEN Building and the role that Concrete plays in this type of Construction. Topics covered in the seminar were: Environmental Attributes of Concrete, LEED Green Building Rating System, and Strategies for Promoting Sustainable Development. This was a very informative seminar and will help us better understand this type of construction. For more information on Green Building go to our website, [www.chandlerconcrete.com](http://www.chandlerconcrete.com). This will also show the Proximity Hotel in Greensboro which is one of the first Green Certified Hotel projects in our area and is constructed with concrete produced in our Greensboro plants.



Custom decal truck announces Green initiative.

## David Dillon

### Named

### 2007 Safe Driver of the Year

Bryan Maynard Named Rookie Driver of the Year

Tommy Apple Named Delivery Drive of the Year

With over 550 of his peers in attendance, **David Dillon, Botetourt Mixer Driver** was named the 2007 Chandler Concrete Co. Safe Driver of the Year at the inaugural company-wide employee meeting held January 26th at the Koury Convention Center in Greensboro.

This very prestigious award is the premier recognition presented by the company each year based on safety, customer service, job performance, professionalism and community service/involvement. All mixer driver with more than 5 years of company service are eligible to be nominated. There were 28 very qualified nominees for this year's top award.



2008 DOY David Dillon poses with Bob Chandler, Cherie Berry, Ted Chandler and Tom Chandler

David is a very well known and highly recognized driver who has established a reputation for providing the highest level of customer service while setting an example for driver professionalism.

With over 25 years of service, David has earned numerous awards including most recently winning the 2006 VA State Mixer Driver Championship and finishing 2nd in the same competition in 2007. He was one of 2 drivers to represent the company at the 2007 NRMCA National Driver Championship in Phoenix, AZ. David has been an active member

Bryan Maynard, Rookie DOY with Cherie Berry and Ted Chandler



of the Corporate Safety Committee and also serves as a Driver Trainer and Driver Mentor.

In addition to our Safe Driver of the Year, **Bryan Maynard, Greensboro Mixer Driver** was named our Safe "Rookie"

Mixer of the Year and **Tommy Apple, West Division Tanker Driver** was named our Safe Delivery Driver of the Year.

The awards were announced during an awards luncheon held during the annual employee meeting event that included brief remarks from NC Department of Labor Commissioner, Cherie Berry.

In addition to these awards, other employees were recognized for achieving milestones and accomplishments in years of service, cumulative

years of working and driving safe and for making the most trips and hauling the most yards during the year.

Congratulations to David, Bryan and Tommy and everyone else who received recognition and reward.



Tommy Apple, Deliver Driver of the Year with Cherie Berry and Ted Chandler

# Safety and Health

## 2008 Safety Performance Starts Stronger Than Ever

With a disappointing 2007 safety performance fresh on everyone's mind, the first quarter of 2008 has been one of the best in recent memory.

With both preventable injuries and vehicle incidents trending far better than the same time last year, it is clear that everyone is stepping up to work and drive safely.

There has been an increased emphasis on plant safety audits and an increasing focus on safety training, both of which have created heightened awareness and a safer environment for everyone

### INJURY PERFORMANCE

While business has been slower this year because of winter weather and a soft economy, we achieved a combined IFR of .73 which is well under our company goal of 2.9. Our Virginia locations have set the pace with a PERFECT RECORD having ZERO PREVENTABLE INJURIES during this period while our North Carolina facilities have an IFR of 1.13.

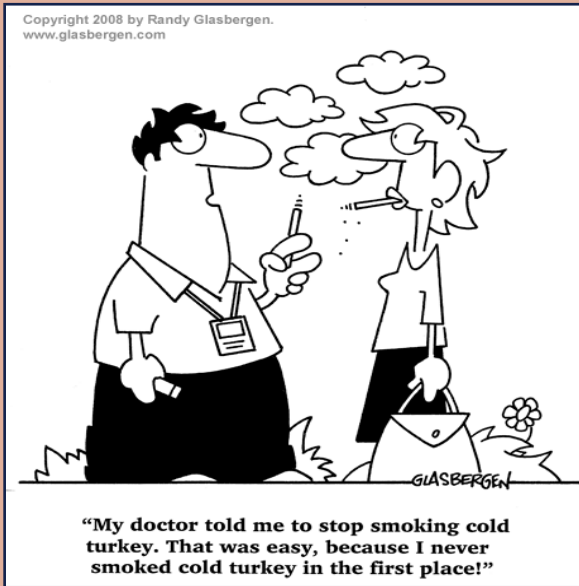
This is truly outstanding performance and we are looking forward to continuing this very positive trend in the coming quarter.

### VEHICLE PERFORMANCE

While our preventable vehicle incidents are down from last year, we saw a spike in incidents in March.

We need to focus on reducing and eliminating backing incidents. Drivers are encouraged to GET OUT AND LOOK before backing...especially on a job site where there is constant movement of people and equipment.

Remember...our Safety Performance depends on YOU...take the extra few seconds to think and act safely...don't



# REMEMBER...

*Safety is the Main Ingredient for the Perfect Mix*

## Advanced Safety Training – Coming to Venue near You!



Ken Waegerle, Corporate Safety Manager, has begun to roll out Advanced Safety Training for each of our operations.

Operations level Lockout / Tagout Training is designed for plant managers / plant operators / maintenance personnel and others that will be responsible for performing lockout.

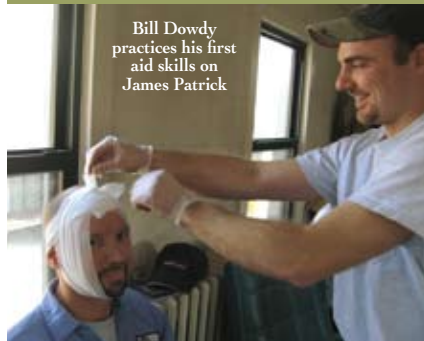
Confined Space Entry is designed for plant managers/plant operators/maintenance personnel and others that will be responsible for performing or supervising a confined space entry.



The first session was conducted in High Country in early March. Participants included:

- |               |                  |                            |
|---------------|------------------|----------------------------|
| <b>Boone</b>  | <b>Jefferson</b> | <b>Maintenance</b>         |
| Randy Carroll | Danny Farmer     | Edd Vestal, Greensboro     |
| Ted Greene    | <b>Sparta</b>    | Matthew Overman, Gboro     |
| Jerry Houck   | Stan Souther     | Tim Ribelin, Burlington    |
| Lloyd Miller  |                  | Roger Aldridge, Burlington |
| Robert Stout  |                  | Alan Merrell, Salisbury    |

First Aid / CPR Certification is designed for plant managers / plant operators and others that may be responsible for performing first aid



assistance in the event of an emergency.

### First Aid Responders Trained

In Danville Virginia on March 26th we completed training our first group of first aid responders. The day long training which was designed by the National Safety Council certifies participants in basic first aid, emergency response procedures and CPR (Cardio Pulmonary Resuscitation).

### Participants Included:

- |                               |                   |                  |
|-------------------------------|-------------------|------------------|
| <b>Danville</b>               | <b>Roxboro</b>    | <b>Altavista</b> |
| Bill Dowdy, Block Plant       | Mike Owen         | Mike Reed        |
| Carl Webster, Block Plant     | <b>Eden</b>       |                  |
| James Patrick, Block Delivery | Ricky Wilson      |                  |
| James Turney, Fleet Maint     | <b>Reidsville</b> |                  |
| Gary Cox, Mixer Driver        | Tommy Walker      |                  |



# The *Diabetes/Heart Disease* Connection

## Diabetes and Heart Disease Go Hand in Hand

Did you know if you have diabetes you have a two to four times greater risk for heart disease and stroke than people without diabetes?

In fact, you're more likely to experience a heart attack, stroke or another cardiovascular problem than any other complication of diabetes.

However, once you know the risk to your heart health, you can start focusing on something positive...taking the right steps to keep your heart pumping soundly and your blood flowing smoothly by getting to know the ABC's of diabetes.

**A** is for A1C levels – a measure of your average blood sugar levels over the past three months.

**B** is for Blood Pressure levels

**C** is for Cholesterol levels

Knowing your ABC's can help lower your heart attack risk and also prevent other possible complications such as amputation, kidney disease or blindness. High blood pressure, high blood sugar and high cholesterol don't necessarily make us feel sick. But they can create major health problems.



Diabetes doesn't cause heart disease and heart disease doesn't cause diabetes although the two conditions are often found together. When the effects of high blood sugar are combined with the damaging effects of high cholesterol and high blood pressure, atherosclerosis tends to develop more quickly.

The best steps you can take to control your diabetes and lower your risk for heart disease include;

- **Keep Blood Sugar Under Control** by closely monitoring your glucose levels and keep them as close to normal through diet, exercise and medication.
- **Have Your Blood Pressure Checked** at every doctor's visit or more often taking steps to reduce it if it's above 130/80.
- **Have Your Blood Cholesterol Checked** at least once a year aiming to keep your LDL level at 100 or below
- **Take Any Medications Prescribed** for controlling your blood sugar, blood pressure or cholesterol as instructed
- **Adopt Healthy Lifestyle Changes** to keep the ABC's under control including:
  - \* Losing weight if you're overweight
  - \* Try to get 30 minutes of activity at least 5 days a week
  - \* If you smoke, quit
  - \* Drink alcohol only in moderation
- **Ask Your Health Care Provider** for advice and support for lowering your risks. Have your eyes examined annually, get a flu shot each year and have a regular foot exam.

By taking these steps and precautions, you can delay or completely eliminate some of the complications of diabetes, including heart disease.

SOURCE: Marcy Bergeron, Vitality Magazine, November 2007



# Extra Weight Can Harm Kids Not Just Adults

## *Study Shows Kids in High End of "Normal" Weight Range Are Susceptible to Becoming Overweight As Young Adults*

Normal isn't usually a word that makes parents nervous. But if your child is at the high end of a normal weight range there may be cause for concern.

Researchers tracked 314 children evaluating their height, weight and blood pressure first when they were between the ages of 8 and 15 and then again roughly 10 years later.

They discovered that those whose weight fell in the upper half of the "normal" weight range as children were more likely that their leaner peers to become overweight – and even obese – as young adults.

Boys with the beginning of a weight problem also had a heightened risk of developing high blood pressure as adults.

"There has been a widespread recognition in the past few years of how important it is to prevent obesity in children," says Dr. Matthew Gillman. "These findings underscore that even children who are in the high "normal" weight range may have adverse outcomes later in life, and their health challenges may be even greater than we thought."

SOURCE: HealthLink, Randolph Hospital, Winter 2008



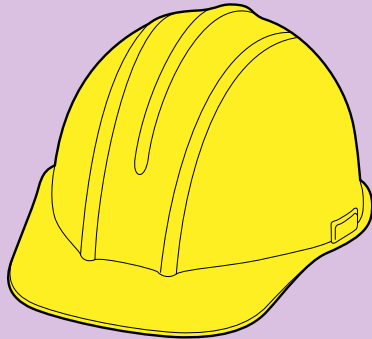
## Plants Recognized for Safety Performance

### State and Industry Recognition Received

We are proud when our employees and plants receive recognition for accomplishments from outside regulatory and industry associations.

The facilities listed below achieved levels of safety performance earning recognition from various groups and agencies. All of these awards have been distributed to the plant locations for display.

NRMCA 2006	CRMCA 2006	NCDOL (consecutive years) 2007
Asheboro	Boone	Biscoe Concrete Plant (6)
Blowing Rock	Biscoe	Blowing Rock (5)
Botetourt (VA)	Blowing Rock	Burlington 605 (8)
Burlington 601	Burlington 601	Corporate Office (13)
Burlington 605	Greensboro 101	Durham 606 (2)
Durham	Haw River	Eden (2)
Durham 606	Jefferson	Greensboro103 (4)
Eden	Madison	Jefferson (5)
Greensboro 101	Pittsboro	Madison (8)
Greensboro 103	Randleman	Pittsboro (5)
Jefferson	Reidsville	Plant Maintenance
Madison	Roxboro	Randleman (4)
Mountain City	Siler City	Roxboro (9)
Randleman	Sparta	Salisbury Building Supply
Roanoke (VA)	West Jefferson	Siler City (5)
Boone	Greensboro 103	Sparta (5)
Salisbury	Eden	West Jefferson (5)



Siler City  
Sparta  
West Jefferson  
Pittsboro  
Reidsville  
Biscoe  
Haw River  
Moneta  
Altavista  
South Boston  
Dublin  
Wytheville

NOTE: NRMCA and CRMCA awards are announced in Sep for prior year

## Benefits

### Health Plan Changes Making A Difference

#### Switch to Blue Cross and Blue Shield Network and Plan Administration Helping Reduce Overall Costs

The transition to the Blue Cross and Blue Shield network and Plan administration has started to show some impact in reducing overall costs to both the healthcare plan and plan participants.

While there were some minor issues in the initial transition especially with dental, vision and prescription drug administration, it appears we have worked out the "kinks" and the plan is running much smoother.

While **no changes have been made in the plan design**, the BCBS network is showing initial results of better discounts on healthcare services resulting in savings. Previously we experienced discounts averaging around 30% for in-network providers and services. The BCBS network is expected to average around 40% for in-network providers and services.

We will continue to monitor the plan and the impact of the change on participants as well as the company.

If you have any questions or run into any issues with your healthcare plan benefits, please call BCBS Customer Care at 1-877-258-3334 or contact Kim Haynes in Human Resources for assistance.



## 401(k) Plan Replaces Two Funds With One New Fund

Effective April 1, 2008, the company's 401(k) retirement savings plan introduced a new balanced fund. This fund replaces the two previous balance funds.

All of the plan's funds are regularly monitored to ensure they are meeting the investment performance criteria outlined by the Investment Committee. After a careful analysis and review, it was decided that having a single fund with returns that have historically exceeded several of the major indices.

All participants can now choose this fund as part of their investment portfolio. The fund will also be included as one of the investments in the

Easy Mix portfolios.

All monies in the two previous balance funds have been transferred into the new fund. You will not see this change until you receive your 2nd quarter statements.

If you want more information about the new fund or just want to check out your account, you can go online at [www.bbandt.com/planlink](http://www.bbandt.com/planlink) using your personal identification number.

You can also access your information by telephone by calling 1-800-228-8076.



## Credit or Debit? Which is Right for You?

You're standing in line at the grocery store. You swipe your bank check card through the card reader and the cashier asks, "Debit or credit?" What's the best answer? Is one more beneficial than the other?

### AVOID USING YOUR PIN WHENEVER POSSIBLE

When you choose the credit option, you are not required to enter your PIN and the cashier will give you a receipt to sign. Utilizing credit instead of debit gives you added security against fraudulent activity.

### PROTECT YOURSELF

By choosing the credit option for a small purchase – say \$10 of gas – it might not matter. But for a major purchase or when dealing with an unfamiliar merchant, you should choose the credit option (there's no PIN required). This will give you additional consumer safeguards.

If you purchase a large item and have a problem, the merchant will "charge back" any returned item if you used the credit feature.

### BE COST CONSCIOUS

For the most part, credit transactions are more efficient and less costly than debit transactions...this is true for check card purchases, not revolving credit cards.

### WHEN SHOULD YOU CHOOSE DEBIT?

When you are making a purchase and want to get cash back you can save yourself a trip to the ATM and possibly avoid an ATM fee.

Remember that a check card that can be used as either a debit or credit card will still result in an almost immediate deduction of funds from your account when a purchase is made. Using the credit option can simply provide some additional protection and possibly save you on costly fees.

Check with the financial institution that issued your card for specific details about your card.

SOURCE: Truliant Federal Credit Union

## Annual Meeting Focuses On Safety, Customer Service & Health

### First Ever Company-Wide Meeting a Success

For the first time in the history of the company, all employees came together in the same place at the same time to get information about the company's performance and to hear the importance of working safely, servicing our customers and taking care of our health. The Koury Center in Greensboro was filled with Chandler Concrete employees from NC, VA and TN who met each other and interacted throughout the day.

Special guests and speakers helped reinforce the themes of the day.

**Joan Fox** emphasized that our customers are the reason for our being...we need to make sure our customers "feel" served and don't simply "get" served.

**Cherie Berry, North Carolina Department of Labor Commissioner** gave brief remarks during the awards luncheon and challenged everyone to think each and every day when you get out of bed and go to work..."Am I here?" She stressed the importance of making sure we focus on what we are doing so we don't take chances and get hurt or hurt anyone else.

One of the biggest hits of the day long event was closing professional motivational speaker **Steve Gilliland** who challenged everyone to focus on

## Blue Cross Blue Shield Web Site...

### Rewards and Lots of Information

In addition to the potential savings anticipated with the BCBS network, they also offer a number of resources to help you manage your health through their website which is [www.bcbsnc.com](http://www.bcbsnc.com)

#### Logging on you can get information about the following services;

- Your Account where you can order new cards or change your personal information
- Benefits and Claims where you can view your claims, check your benefits or get any claim form you might need
- Doctors, Prescriptions and Hospitals where you can find network providers, information about drugs and network pharmacies and research hospitals
- Health Programs where you can learn about programs to manage diseases such as asthma, diabetes and heart disease, get information on weight, fitness and stress programs or take a personal health survey
- Health Resources lets you get advice from healthcare professionals, estimate healthcare costs or research and compare prescription drugs
- Rewards and Discounts lets you earn points and prizes for staying active and also gives you discounts for special services such as lasik surgery, cosmetic surgery, or purchasing vitamins and supplements

To take advantage of these resources and services you simply have to register as a member. When you open the website click on the "Register Now" section of the "Already a Member" area on the right of the screen.

From there you will be asked for information including your account information that can be found on your subscriber card. You will also be asked to create your own User ID and Password.

Once you have registered you will be directed to the website and are ready to start exploring.



An independent licensee of the Blue Cross and Blue Shield Association

what's important and have passion for what you do. He said that we all have a choice each and every day to influence those around us in a positive way. Using a number of funny personal stories and examples, he kept the crowd laughing and made sure everyone ended the day on a high note.

Closing Speaker Steve Gilliland kept the crowd laughing.



## An Educated Customer Is A Valuable Asset



Versa-Lok training attendees in Boone watch the demonstration

Giving our customers knowledge about our products is an important way to market and sell our products. We believe that an educated customer will not only better understand our products and their applications, it will also help us to improve our products design and maybe even result in new product development.

Feedback from customers after these events is typically very positive. We see this as a win-win for everyone involved. Recent Examples have included;

### Concrete Training in Christiansburg

- Jesse Nester, Engineer for the Town of Christiansburg, contacted us to arrange a training session for some of the Town's operators. On the very snowy day of January 17th five Town of Christiansburg employees took time out of their long day to attend a Concrete Training class given by **George Kuhn, Virginia Technical Services Manager**. George covered a variety of topics during the 3-hour class. The attendees learned about the Basics of Mixes, Placing & Finishing Basics and Proper Ordering and Testing Concrete.

### Versa-Lok Training in High Country

- On Thursday February 21st, our company hosted another successful Versa-Lok Retaining Wall Installation Seminar at the High Country Home Builders Association's Meeting Hall in Boone. Typically – contractors in this market area must travel long distances to larger cities to attend such trainings. Our seminars teach attendees technical engineering principles and hands on techniques in regards to the advantages of properly building retaining walls using Versa-Lok products. With the help of employees **Patrick Lloyd, Christiansburg Inside Sales, Julie Krygowski, Hardscapes Sales Rep, Joe Temple, High Country Sales Rep, Bob Chandler, Executive VP Sales and Marketing and Ken Tucker, Masonry Sales Rep Christiansburg** – as well as Dean Goewey, the instructor assigned from Versa-Lok corporate - over 35 High Country based contractors took advantage and appreciated our investment to offer this valuable exposure to the Legacy Landscape Products and the Versa-Lok Retaining Wall System.

Fifteen of the attendees elected to become certified installers by taking the NCMA (National Concrete Masonry Association) Certified Retaining Wall Installer test after the seminar was concluded.



A demonstration of Soil Reinforcement shows attendees how much weight soil can hold.

These folks consisted of individual contractors, building contractors, personnel from the Town of Boone and employees of Appalachian State University.

Thanks to everyone who helped and participated. These seminars are hard work – both physically and administratively. We also want to thank Wood Masonry Supply – our dealer in Boone – for their support, attendance and help in making this a successful event. We look forward to increased sales and market awareness for our landscape products based on the enthusiasm and appreciation expressed by all that were involved.

## Employee Milestones Congratulations!

### 30 years

David Stallings Sales Manager, Christiansburg 3/22/98

### 25 years

Thomas Davis Truck Mechanic, Roanoke 3/3/83

### 20 years

Ed Vestal Graham Shop Manager 1/25/88

### 15 years

Rodney Carter Truck Mechanic, Graham 1/4/93

### 10 years

Roger Rowe Mixer Driver, Asheboro 2/20/98

Ray Rising Plant Maintenance Mgr, Danville 1/5/98

Tammy Webster Plant Operator, Moneta 2/1/98

Gerald Britt Mixer Driver, Hillsborough 3/9/98

Don Hogston Manager, VA Block Plants 3/16/98

James Ludwig Transport Driver, East Division 3/23/98

Jerry Lewis Loader Operator, Hillsborough 3/23/98

Michael Hunt Block Plant, Danville 3/24/98

Janice Butler Corp Accounting, Burlington 3/25/98

### 5 years

James Green Mixer Driver, South Boston 1/13/03

Harold Wilson Plant Operator, South Boston 1/13/03

Jonathan Gunter Mixer Driver, Danville 3/3/03

Sam Toler Mixer Driver, Salem 3/7/03

William Duncan Mixer Driver, Botetourt 3/17/03

### 1 year

Josh McMillan Mixer Driver, Durham 1/15/07

Trever Anderson Mixer Driver 1/25/07

Daniel Darby Mixer Driver, Durham 1/29/07

Robert Stout Mixer Driver, Boone 1/29/07

Kristin Edwards Admin Assistant, Christiansburg 1/30/07

Alvin Harris Mixer Driver, Durham 2/5/07

Calvin Carner Mixer Driver, Christiansburg 2/19/07

Giles Perdue Mixer Driver, Moneta 3/5/07

Patrick Lloyd Trainee, Christiansburg 3/5/07

Sly Witcher Mixer Driver, Salem 3/8/07

Chris Moshenek, Mixer Driver Danville 3/13/07

Danta Hairston Mixer Driver, Danville 3/28/07

## OOPS...Quarter Century Club Members Missed

We recently recognized employees who have achieved 25 years of service with the company during 2007 at our annual employee meeting. The following employees were mistakenly left out. These employees have received their certificate and we congratulate them for their accomplishment.

Mary Bowman, Christiansburg 38 yrs.

Mike Edwards, Dublin 31 yrs.

Curtis Samuels, Danville 37 yrs

David Stallings, Christiansburg 29 yrs

Steve Marshall, Christiansburg 34 yrs

William Kirk, Christiansburg 28 yrs

Danny Marshall, Danville 34 yrs

Jerry Hamlin, Christiansburg 27 yrs

Glenn Brumfield, Danville 34 yrs

Earl Shrader, Christiansburg 26 yrs

## People News

### Congratulations

- **Jamie Nelms**, East Division Area Manager recently earned the designation of Certified Concrete Professional (CCPF) in Sales, Marketing and Promotion from the National Ready Mixed Concrete Association. To earn this prestigious designation, Jamie had to complete 120 hours of coursework in a variety of areas including Business Management, Concrete Technology, Operations and Production and Sales Marketing and Promotion. Congratulations to Jamie.



Jamie Nelms (l) is congratulated by Donnie Brady, Operations Manager for his accomplishment

### Marriages

- **Ricky Meeks**, Danville Mixer Driver married Christy on January 1st.

### Births

- **Alicia McCann**, Corporate Accounting became a new aunt as her brother Brian Wells and his wife Jennifer welcomed a new baby boy, Jack Benjamin Wells on January 3rd.
- **Kathy Fries**, Corporate Sales Assistant became a grandmother for the 6th time with the birth of Nicholas James Fires on March 20th. Nicholas weighed in at 7 lbs., 4.5 oz and was 19 1/2" long. Proud parents are Kathy's son Rob and his wife Amy. Nicholas joins sister Katie and brothers Joey and Thomas.
- **Danny Barker**, Danville Dispatch and his wife Ashley are proud parents of new daughter Madison Danielle Barker who was born March 25th. Madison weighed 9 lbs., 4 oz. and was 21" long. Congratulations.



Jack Benjamin Wells

### Sympathy and Condolences

- **Mark Brenneman**, Mountain City Mixer Driver lost his father Orval Brenneman..
- **Jimmy Owen**, Durham Sales Rep lost his father-in-law Bobby Conklin on March 7th.
- **Linda Clapp**, Corporate Accounting lost her brother on March 10th.
- **Mike Joyce**, Burlington 605 Plant Manager lost his sister Doris Willard. She was also the aunt of **Jeff Joyce**, Burlington Mixer Driver and **Tim Ribelin**, Burlington Maintenance.
- **Dan Canada**, Virginia Operations Manager lost his brother Archie Gale Kennedy on February 2nd. He was also the uncle of **Scott Canada**, NRV Area Manager.
- **Ronnie Burns**, Greensboro Mixer Driver lost his grandmother in January.
- **Eddie Puckette**, Altavista Plant Manager lost his grandmother Leona Puckette on December 21st.



Mr Chandler checks a REALLY BIG truck at the Con Agg Expo...hate to have a flat in that thing!!

## Virginia Employees Recognized for Outstanding Contributions

Several Virginia Employees were recently recognized for performance above and beyond their normal job duties. There actions are very much appreciated and demonstrate a commitment to helping us look for ways to improve. Thanks for your efforts.



Eric Flinchum came up with money saving design

- **Eric Flinchum**, Christiansburg Block Plant was recognized by his manager Sam Moseley, Christiansburg Block Plant Manager for developing a design to prolong the "life" of the grate ware in the tumbler. Grates had been replaced at a rate of 3 per year at a cost of almost \$5000 per replacement. Eric's design added six bands to the outside of the barrel to hold the grates in place. As a result, the grates only have to be replaced one time each year for an annual savings of \$10,00 per year. Way to go Eric.

- **Gloria Kast**, Christiansburg Accounting was recognized by Jenny Holley, Virginia Controller for helping uncover a case of forgery by an ex-employee trying to purchase fuel at the company's expense. Gloria used her system of matching receipts with bills she received and discovered the unauthorized purchases. She alerted her supervisor and the store who eventually was able to identify the suspect from security cameras at the store. Good Job Gloria.



Gloria Kast caught a fuel thief

- **Paula Linens**, Danville Accounting was recognized by Neal Ragsdale, Danville Sales Manager for her tireless help with the billing and keying of tickets for the month of December which was unusually busy shipping over 10,000 cu. sq. yds from the Southside VA plants. Neal was impressed that Paula handled this exceptional increase with a high level of professionalism while balancing the other aspects of her job without missing a beat. Thanks to Paula for stepping up to handle the increase in work.

## Welcome New Employees



Tommie Amos  
Mixer Driver  
Christiansburg



Ezra Cheek  
Mixer Driver  
Hillsborough



Julie Krygowski  
Sales Rep  
Hardscapes



Frontis Davis  
Mixer Driver  
Boone

Allen Hayes  
Mixer Driver  
Christiansburg

# Sales

## Sales Update

A typical winter settled into our market areas after several years of mild and dry weather. The result is what we normally see during the first quarter...fewer pours and a reduction in overall yards placed.

Compounding the return to "normal" winter weather has been an overall continued slowing in the economy that is having an increasingly significant impact on construction, especially residential construction.

We have seen the effect across our company as overall volumes are down from the same period last year and the outlook for the coming months is mixed. There is continued pressure on product pricing yet raw materials and fuel continue an upward spiral. This will create a variety of challenges for us in the months ahead

There are particular markets that have been affected more than others including **Guilford County and Alamance County** in NC as well as the Smith Mtn Lake area in VA. Business in these markets has been sluggish and we are tracking down all leads and potential jobs to make sure we compete for any jobs that come up.

While we continue to keep our eye on the economy, there are some bright spots. Several markets have enjoyed steady business and in some cases are seeing volume that is above last year's level for the same period. We are pleased to see a rebound in activity in our **Danville** area business and **Rockingham Co.** as well as our **High Country** market where residential building and other activity seems to be defying what is happening in other markets.

Our masonry/hardscape/landscape business has also maintained strong volumes in the first quarter due to aggressive selling and increasing awareness about our products to customers.

While our backlog for the coming months is fair, we need to ask everyone to look for ways to be as productive and efficient with our resources as you possibly can. The economy is still questionable and we want to be sure we control our expenses and look for opportunities to sell our products.

It is also important that we provide the best possible service to our customers. We want them to remember us because of our high quality products and our outstanding customer service. This typically translates into repeat business as well as referring others to use our company.

If you see or hear of a potential job, make sure you notify your sales rep so we can check it out. In tight markets it is especially important that we don't assume someone is already aware of a new job.

Thanks for everything you do.

## Greensboro



Honda Jet at Greensboro Airport, JMW Concrete



Crown lift trucks in Greensboro Landmark Builders



Prochl Multi Plex in Greensboro, Davie Construction Co.



GTCC Classroom Wendover Campus Bar Construction

## WEST DIVISION

### Randolph & Montgomery County

We continue to be very busy in this market and the future looks very good as well with several projects coming up for bid and projects that we recently were awarded.

#### Randolph County:

**Baker Concrete Construction** is still pouring at Malt O Meal and everything is going great. **DSG** is winding down at Randolph Hospital and **Wayne Brothers** is finishing up at Cornerstone Medical Office Building.

State work continues with **Yates Construction, R.E. Burns & Sons, APAC Atlantic and McKinney Drilling** all over the county.

We will be supplying concrete to **Triad Construction Services** for the Fairfield Inn coming to Asheboro and **Creative Structures** will be using Chandler Concrete for the O'Reilly's Auto Parts in Asheboro. We are working very hard to secure the Randleman Lake Water Treatment Facility.

#### Montgomery County:

**McGee Brothers** and **R.L. Casey** are still working at the Elementary School in Biscoe. Slabs will be poured soon at the new jail in Troy with **Bordeaux Construction**. We secured the concrete for the buildings with **O'Conner Co.** on the new rest area and visitor center in southern Randolph County and we are working hard to secure the rest of the site work with **Hudson Paving**. Thanks to all of our employees for their hard work throughout the winter.

WEST DIVISION conti.....

Salisbury



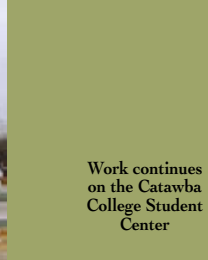
Delivering to the Waste Water Treatment plant in Salisbury



Pouring continues at the Manning Park project



The Lion's Share Credit Union job in Salisbury



Work continues on the Catawba College Student Center



Residential

Although we are feeling the effects of the nation-wide residential slowdown, we have some promising work on the horizon in several areas.

In the Guilford County market, we are making strides with **Quality Controlled Concrete** working several jobs

with them while **Triad Construction Services** has begun to pour a little more concrete recently for Windsor Homes. **Blue Ridge General Contractors** continue to be steady at the Legacy at Twin Oaks. **Rehab Builders** will be starting the Rankin King Farm Apartments project very soon.

Ron Preston with **Preston and Son Concrete**, out of Summerfield has opened started to work with us in the Burlington area. We have also recently started the Stone Gables at Elon with **Mid Atlantic Townhomes**. In addition we have been working with **Cardinal Concrete** and recently opened an account for **Jose Juarez**, doing work in Greensboro and Burlington.



Preston and Son Concrete crew working at Mackintosh at the Lake

Other steady customers include;

- **Roger Hawkins** with jobs from Greensboro to Wake County.
- **Griffin Masonry** has been pouring footings and walls steadily for Shea Homes, and has just started working for MI Homes also in Durham and Cary.
- **Boylan Development** has started work on The Landing at Southpoint in Durham.
- **Drees Homes** has recently opened an account with us, and we hope to have them pouring with us shortly.

While the residential market continues to be challenging for us, we are looking forward to working with all of our customers to give them the great service they need to complete their jobs. Working together will help all us get stronger and busier.



Pouring a basement footing for Jose Juarez and Best Builders.

EAST DIVISION  
Alamance County

2008 has been sluggish throughout the area compared to last year but we are optimistic as we look ahead at our backlog.

First is the Honda Aero project at Alamance/Burlington Regional airport. **JMW**

**Concrete** has been making great strides on the footings while working with **Miles McClellan**, the general contractor. Another job that is fast tracking is the Eastern Guilford High School site. After a devastating fire that destroyed the school, **Barnhill Contractors** have hit the ground running and are ahead of schedule. Phase 1 consisted of modular classrooms for the current school year quickly followed by the permanent structure now under construction. On the entertainment side of new construction, **Serreta Construction**, has been involved with Carousel Cinemas at Alamance Crossing. This project



Trucks are ready to pour at the Eastern Guilford HS Project



A "Green" truck makes a delivery in Burlington

Center- Mebane Campus at the Arrowhead Development. This is the first building on site and will be the focal point for years to come. Another of our local jobs is the Martin Marietta rock crusher project on Huffman Mill Road.

This has 1000+ yds in it and is being constructed by **Southern Industrial Constructors**. Locally we in the concrete industry are helping with the Green Building movement through both projects and our Green Building truck, which is our rolling billboard for the movement. As seen in the picture, Todd Binkley, driving the Green Building truck, is pouring for Premier Concrete on a concrete parking lot for Alamance Foods. This project came about through the teamwork of **Premier Concrete** and the Burlington and Durham sales teams and with Alamance Foods seeing the long term value of concrete paving. With spring now upon us, many of our everyday customers have tremendous backlogs of work and are starting to pour regularly. With their loyalty and the building market showing signs of coming back around, our outlook for 2008 continues to look strong.



The Eastern Guilford HS project is taking shape

consists of color slabs and tilt up construction. Over in Mebane, **MB Kahn and Ace Avant** are putting the finishing touches on the Alamance Regional Medical



The Cinemas at Alamance Crossing in Burlington

## Durham/Hillsborough

The Durham/Hillsborough markets have been relatively steady although slightly below last year's volume. We have a good backlog of work going into the spring/summer but will be looking for more work in the coming weeks and months.



Pouring ICF forms at AllStarz Kidzone with Engineered Building Systems

Commercial construction on the East side remains steady with several key ongoing jobs and several more on the horizon. Dispatch has done a wonderful job this quarter moving trucks from plant to plant to cover large pours and making sure our customers are pleased with their service.

### Projects included;

- **Bordeaux construction** (Army Reserve Center job) and **TW Smith** (Hope Valley Commons - Harris Teeter Job) have poured their main slabs and were very impressed with the level of service we provided them.
- Teaming up with **Ussery Pumping & Concrete** on the Harris Teeter, and delivered Harris Teeter one of their flattest floor slabs ever.
- **Division 3** continues to pour frequently at Boshamer Stadium (UNC-Chapel Hill) and **Hy-Tech** is about to come out of the ground with the Cameron Substation, both in Chapel Hill.
- Teaming with **AJ Spek and McDonald York** to help build the new Old Chatham Golf Club House.
- Over the next month, we will also begin Dobbins Hill II and Cosgrove Hill Condos with **JC Concrete and Crosland Development**.
- **Shelco** is starting at Brier Creek #6 with **Pasco Concrete** doing the concrete work.
- **Division 3 Concrete Contractors** has also just started on RDU #3 building near Raleigh-Durham Airport. Long time customer **T. A. Loving** is the General Contractor.
- **United Forming** will begin construction on UNC-CH Physical Science Building next month. This project has approximately 12,000



The Network Appliance job in RTP with Miller & Long and Choate

cubic yards and we are looking forward to working with **United Forming** and **Balford Beatty** as the General Contractor.

- **Milton Clayton** of Roxboro completed 2 metal buildings Hertz Rental and Hillsborough Plumbing.
- **Brookshire Nursing Home** is almost finished with their expansion in the Meadowlands.
- **Crowder** continues to pour at the steam tunnel replacement in Chapel Hill. Phase 2 of this job will bid in May.
- **Myrick Construction** of Greensboro has started an Advance Auto Parts store in Chapel Hill.
- **Ridenhour Concrete** out of Florida continues to pour at Stonewater and is looking at other jobs in the area.
- **S&C Paving** has been keeping us busy with jobs in Burlington, Roxboro, Durham, Hillsborough, Pittsboro and now the Boone area.
- **Mid Atlantic Infrastructure** continues to do utility and site work on the campuses of UNC-CH as well as Duke University.
- Everyday customers including **Mickey Mann, Tom Madry (Evergreen Concrete and Alexander Concrete)** continue to use us for their day-to-day needs.

On another note, Long time customer **Glendale Walls** has changed their name to Steven Walls and Waterproofing. Same employees, same company, just a different name.

The East side wants to give a big thank you to all parties involved in making these jobs run smoothly. We are looking forward to a busy and prosperous spring.



Work continues on the Gateway Center parking deck in Hillsborough with Mixon Construction



Lightweight pour at elementary school project with De Vere

## Roxboro

The Roxboro market has started to pick up after a slower start in 2008. We are coming off a strong year with big projects at Hyco and Progress Energy so 2008 will be a challenge as we look for business in a sluggish economy. We have been working several projects including;



Servicing Miller and Long at the EDS project

- **Clarksville EDS** with **Donohoe Construction** in Clarksville, VA. We ran about 120 cu yds with small stone out of South Boston to fill in around some wiring. This building will be home to mainframe computers and databases.
- We are also working with **Miller & Long** at the

same job site as they are pouring the transformer pads and will be doing some slabs also. This will require about 2800 cu yds mostly out of the South Boston plant.

- The **VDOT Combo Building** with **McDannald Construction** in Cluster Springs VA. We supplied about 2500 masonry blocks on this job. The building will have offices and truck maintenance bays.
- **KFC-Taco Bell** with **Osborne Construction** in Roxboro. We are supplying the concrete and the block on this job.
- **Walgreen's** in South Boston with **John S Clark**.
- **O'Reilly's Auto Parts** with **Creative Structures** in Danville. This project will require about 500 cu yds of concrete.
- **Willie Bradsher** in Hurdle Mills did a driveway using a light gray dyed concrete requiring over 300 cu yds. Willie and his crew did a great job.

Thanks to all of the employees of **Roxboro, South Boston and Danville** for helping meet our customer's needs.



A long look at Willie Bradsher's driveway project



Work continue on the EDS building

## High Country

2008 in the High Country has started with a bang this first quarter. With relatively mild weather, we have stayed consistently busy and ahead of our 2007 year which was a very good year for the high country.

With steady business from our everyday customers along with the addition of the work at ASU with Shelco as well as

several jobs with **Hickory Construction**, the commercial market is busier than normal. There are several other commercial jobs in the works that could make this a banner year!

The residential market continues to defy the national trends remaining strong throughout the market. **Tri-City West** continues to grow in the residential market and our partnership has been constructive in tapping into several of the largest builders in the area. Tri-City (Raleigh) brought a crew up to pour a house in Alleghany County that so far has poured over 1000 yds of concrete and still climbing!



Another load delivered to the Appalachian State football stadium project

Several jobs we will be working on this spring and summer include;

- A water treatment plant and parking deck in Blowing Rock with **Gilbert Engineering and Keary Builders** respectively.
- **Hickory Construction** is staying busy in the High Country with jobs at the ASU baseball field and a large Medical Building in Boone.
- **Vannoy** has awarded us several jobs in Ashe County that will begin pouring over the next several months.

We are very optimistic about getting the Correctional Facility project in Independence, VA. This job would be between 7000-8000 yards and be serviced primarily from our Sparta plant. Hopefully by the time you read this

newsletter, we will already be underway.

Our Thanks go out to all of our employees for their hard work and dedication to meet the increasing demands of our customers. Our thanks also go out to the many drivers who come from other areas to help us.



The Medical Center project with Hickory Construction in Boone



The New York Yankees walking across our pavers at the VT memorial before their game with VT.

## Virginia



The River Company Restaurant and Brewery is almost finished



Pavers present an impressive entrance to the River Company Restaurant and Brewery



Students sit atop our product at the VT baseball stadium

## Customer Compliment Corner

There is no finer compliment about our business than one that comes from our customers. Customer service and customer satisfaction are two of our primary objectives. The following comments were received from our customers praising the service delivered by particular employees. CONGRATULATIONS and THANK YOU for taking time to make a difference.

- David Pierce, Greensboro Mixer Driver was praised by Salisbury area customer Frankie Pittman for doing a good job. As a result, Mr. Pittman said he will recommend us to other contractors.
- Vic Wooten, Greensboro Mixer Driver was recognized by Mark with Waddell Construction for his great personality and skill as a driver.

Mark said Vic's driving and placement skills made it very easy on his crew.

- James Adkins, Burlington Loader Operator took quick action recently when a customer changed their 234 yard placement from 7:00 am to 6:00 am one recent morning. The one wrinkle that was discovered the next morning was the plant manager did not get notified. Rather than panicking, James stepped in and started loading trucks and the customer was served without any interruption. Thanks for stepping up, James.
- James Shanks, Greensboro Mixer Driver was recently singled out by Bob McPherson with RW McPherson Company. He complimented James' professionalism along with the quality of our product.
- Steve McHone, Greensboro Mixer Driver was complimented by Dave with Eartmoves, Inc for his outstanding driving skills on the job site. He was amazed at how Steve was able to safely maneuver his truck where the placement needed to be made.
- Greg Themes, Durham Mixer Driver was praised by Kevin with Russell Odom, Inc for his personality and with making helpful suggestions to make the job easier.

## Important Phone Numbers & Addresses

### Blue Cross Blue Shield

Medical: Post Office Box 35  
Durham, NC 27702  
(800) 258-3334

Dental: Post Office Box 2100  
Winston-Salem, NC 27102  
(800) 305-6638

Website: [bcbsnc.com](http://bcbsnc.com)

### SUPPLEMENTAL BENEFITS

#### American Fidelity (VA)

Contact: Mike Saunders  
Phone: (866) 816-5891

#### AFLAC (NC)

Post Office Box 121  
Graham, NC 27253  
Contact: Vera Johnson  
Phone: (336) 226-0875  
Fax: (336) 222-5488

#### Credit Union

Truliant Credit Union  
2098 Frontis Plaza Boulevard  
Winston Salem, NC 27103  
Phone: (800) 822-0382  
Website: [www.truliantfcu.org](http://www.truliantfcu.org)

#### Member One

P.O. Box 12288  
Roanoke, VA  
Phone (800) 982-8811  
Website: [www.memberonefcu.com](http://www.memberonefcu.com)

#### 401(K) Plan

BB&T  
434 Fayetteville Street Mall, 4th Floor  
Post Office Box 29542  
Raleigh, NC 27626-0542  
Phone: 1-800-228-8076  
Fax: (919) 716-9301  
Website: [www.bbandt.com/planlink](http://www.bbandt.com/planlink)



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Richard Blaisdell*

# The Incredible Shrinking Man

## Greensboro Driver Decides To Get Smaller

It's a common message for all of us...if we want to improve our overall health we need to eat less and exercise more. That's the easy part. The hard part is doing it.

Well Darrell Hughes, Greensboro

Plant Operator decided to take some action. Reaching a high of 314 lbs just after the first of this year, Darrell decided he had to take control. His doctor was having a difficult time regulating his medication for diabetes and warned him that he was heading down the path for insulin.

If that wasn't enough, when he attended the annual Employee Meeting in January, he wasn't able to perform the stretching exercises in one of the sessions, couldn't get as close as he wanted to the table (because of his stomach) and wasn't crazy about the food that was served. (he didn't eat very much because there wasn't enough of the "bad" stuff).

That's when it hit him. Instead of looking for another medication to help him compensate for his bad choices, he decided to take responsibility for his own health.

He joined a fitness center and started walking 2 miles every day...no exceptions.

He started eating differently too. Instead of a diet that consisted of a breakfast biscuit with a large sweet tea every morning followed by 3 hot dogs (all the way) with a big cola drink at lunch and finishing with a heaping portion of pasta and dessert or sweets every night, he moved to a lower carbohydrate diet that allowed him to eat meat (a favorite of his) and other high protein favorites.



Darrell in a before pose



Darrell shows how much of him has disappeared

#### The results?

- He has lost 80 pounds and now weighs 235 lbs
- His belt size has gone from a 44" to 38"
- His medication to regulate his sugar levels is now taken occasionally (every few weeks) instead of 3 times a day
- His blood pressure has improved
- He is sleeping better, breathing better and has more energy to play with his kids when he gets home.
- It is easier to climb in and out of his truck and up and down the truck ladder.
- He can even turn his head without having to move his entire body, something he couldn't do with the extra weight

He said the biggest challenge besides getting started was adjusting his exercise routine to the often unpredictable hours of ready mixed concrete. While not easy to begin with, he says the results have convinced him to make it a part of his day.

He wants everyone to know that if he can do it, he knows others can make the same changes. He has

challenged others to join him. He has his sights set on losing another 20 – 25 lbs.

So...if you think it can't be done, think again. Darrell is a great example of what can be accomplished when you set a goal and take action. And not only he benefits, but more importantly so do his wife and his kids. Way to go Darrell!

# Chandler inc.

CONCRETE COMPANY

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Burlington, NC 27216