

Lewis Block & Supply Company

“BEST ON THE BLOCK”

A Quarterly Publication of the Lewis Block & Supply Company



Material Provider of Retaining Walls, Block, Pavers & MSE Panels for the Construction Industry
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Vol. I

Winter, 2007

No. 2

“SUPPLIER” vs. DEMAND

by Dwayne Lewis
President

Construction is a tough business. There are deadlines to meet, missed job opportunities, internet plan rooms, delivery schedules to manage, pages and pages of specs to pore through, payables, receivables and the list goes on, and on.



In reading this, many of you are probably tempted to ask if I would like some cheese to go with my “whine”. But let me assure you that those same complaints are what, in fact, keep me motivated to make Lewis Block & Supply Company as successful as I possibly can. Actually, I don’t consider them complaints...they are truly opportunities.

As an industry supplier of retaining wall blocks, unit pavers and MSE panels I’ve shared Chamber dinners, social hours and association gatherings with countless peers who claim they only have limited “access”. I beg to differ. In my view, there are a plethora of opportunities that exist. In one subscription website, there were over 200 jobs in various stages of bidding in this region alone that called for one of my products. Obviously the jobs are out there. The one thing I’ve learned is that those jobs don’t come to you but, instead, you are rewarded for building solid business relationships, the amount of work you put into going after them and above all, your degree of professionalism.

Therefore, when I reflect on all of the things that demand my time in this business, I look forward to the challenges and plan to take full advantage of the opportunities that are “hidden” in the plan rooms, spec sheets, internet sites and particularly the handshakes.

Enjoy the holiday season! I’ll see you soon.

PARTNER PROFILE: MILLER MATERIAL



Lewis Block & Supply Company is truly fortunate to have a paver manufacturer in its corner such as Miller Material. We have forged a key relationship with this company that is known for the quality of their product.



Each day, in each Miller Material plant, finished pavers are systematically sampled and are put through comprehensive tests including measuring resistance to temperature extremes, effects of de-icing salts, product stability, consistency, and load-bearing capacity, among other physical and chemical characteristics.

Now you can have both: Quality manufactured pavers and unbeatable pricing thanks to Lewis Block & Supply Company.

YOUR GIFT CAN BRIGHTEN THE HOLIDAYS FOR A LONELY G.I.

Since before the United States entered World War II, the USO (United Service Organization) has been the bridge between the American public and the U.S. Military. In times of peace and war, the USO has consistently delivered its special brand of comfort, morale and recreational services to the military. The USO, a congressionally chartered, private, non-profit organization, relies on the generosity of individuals and corporations to support USO activities.

The holidays are the toughest time of the year for our troops on the front lines. It’s just as hard for the families and children they’ve left behind. That is largely where the USO steps in. They have a mission to make sure all 170,000 of our courageous troops who won’t be “home for the holidays,” know they have not been forgotten. The USO is often the only connection to home for many of these individuals. You can find more information about this worthy cause at this website: <https://www.uso.org/donate>.

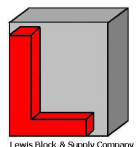
The troops are not failing us, so let’s not fail them. Our brave men and women deserve your support.

PROJECT MANAGERS... HAVE ENOUGH ON YOUR PLATE? WHEN THE JOB SPEC CALLS FOR ANY TYPE OF MSE, BLOCKS, PAVERS OR WALL PANELS, ONE CALL WILL SAVE YOU 10!

Lewis Block & Supply Company

Call 816-674-9467 or e-mail service@lewisblock.com
Give us the job spec and then give us 12 hours!

We’ll provide an exact match or a lower cost alternate
GUARANTEED!



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