



**CEMSTONE**<sup>™</sup>

CONCRETE SOLUTIONS



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## THERE'S A LOT MORE TO CEMSTONE THAN MEETS THE EYE

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As familiar as our trucks are, they don't begin to tell the whole story of Cemstone. Chances are you see us every day, in your rear view mirror, next to you at a traffic light, driving down a country road or delivering concrete for your neighbor's new driveway. That distinctive blue truck has come to symbolize Cemstone. It's easy to say you know us, but there's more to Cemstone than meets the eye. Inside you will get a glimpse of our capabilities, resources and solutions.



**FOUNDED BY THE BECKEN FAMILY IN 1927**



## ENGINEERING SERVICES

### RAISING MATERIAL SCIENCE TO AN ART

Cemstone's commitment to engineering impacts virtually every product, service and process in our entire organization. There is no better demonstration of this **commitment** than the support offered by our Engineering Services Group. This team of licensed engineers, geologists, certified field technicians and support staff was created to assist our customers and the design community from the development of a project to its completion. From research into the use of **sustainable materials** to onsite quality control programs, Engineering Services is focused on material performance that saves time, reduces risk and decreases life cycle costs. By raising material science to an art, it's just one more way Cemstone separates itself from the competition and unites us with the project team.



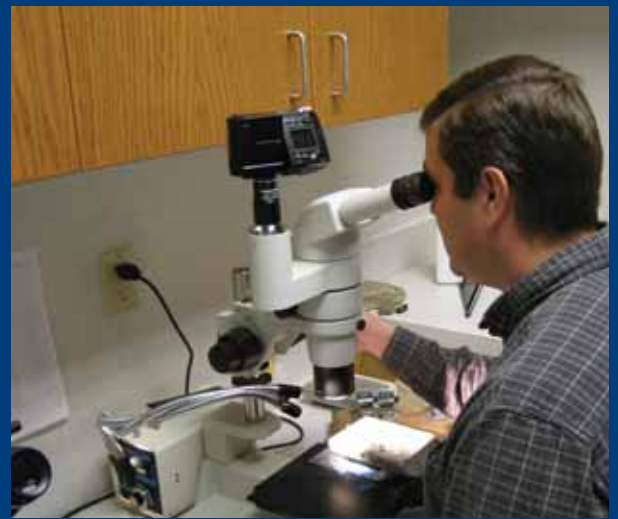


## MINNEAPOLIS CENTRAL LIBRARY PROJECT



Rheologically Designed Concrete

*The Minneapolis Central Library project utilized Cemstone's proprietary self-consolidating concrete which made vibration equipment virtually obsolete.*



## PRESCRIPTION TO PERFORMANCE P2P

As our study of material science changes our understanding of concrete, the methods by which it is specified are changing as well. Today, more focus is being placed on the performance attributes of a given concrete product and less on the materials and proportions used in the manufacturing process. In fact, the most critical ingredient in this form

of specifying is communication. By discussing the intended outcome of a particular project with the owner, design professional and contractor, we can confidently engineer and produce a concrete product that performs exactly in the manner it was intended.

Cemstone is a leader in this emerging method of specifying concrete by creating performance-based mixtures for both residential and commercial applications.

## ACCOUNT MANAGEMENT

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# PRODUCT KNOWLEDGE. EXPERIENCE. RESOURCE.

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With an average of more than 20 years of experience in the construction materials industry, the Cemstone sales force is your single best source of knowledge about concrete, aggregates and construction-related products. From questions concerning architectural elements at your home to multi-million dollar commercial projects, these individuals are truly a valuable account resource. By working closely with our customers, our team can evaluate the performance requirements of a project and offer **guidance** on product selection, placing techniques and cost savings.



## CUSTOMER SERVICE

# A MIX OF PERSONNEL AND TECHNOLOGY

From the moment the order is placed to when the truck returns from the project site, Cemstone's Customer Service is monitoring the process in real-time. By using technology, our **customers** can perform many functions, from verifying the correct product has been ordered to monitoring changing weather conditions. Satellite technology also enables us, as well as our customers, to monitor our delivery vehicles from loading to returning to the plant after another successful delivery. The mix of personnel and technology has made Cemstone an industry leader in delivering **reliable** concrete **on time** and within project specifications.





## PRODUCTION

# INNOVATION AND LOGISTICS

**POSSIBILITIES.** With over 40 plants in Minnesota and western Wisconsin handling multiple materials as well as liquid color, the possible variations of concrete are never-ending. At Cemstone, quality and consistency are our number one priority. Innovation has enabled us to adhere to that priority while also increasing our production, which for many of our customers is an important attribute in a ready-mixed concrete company. We also realize that we need to be conscious of the environmental impact generated by our batching facilities. From wash-water recovery systems to the recycling of concrete returned to our plants, our practice is to “leave it better than when we found it.”

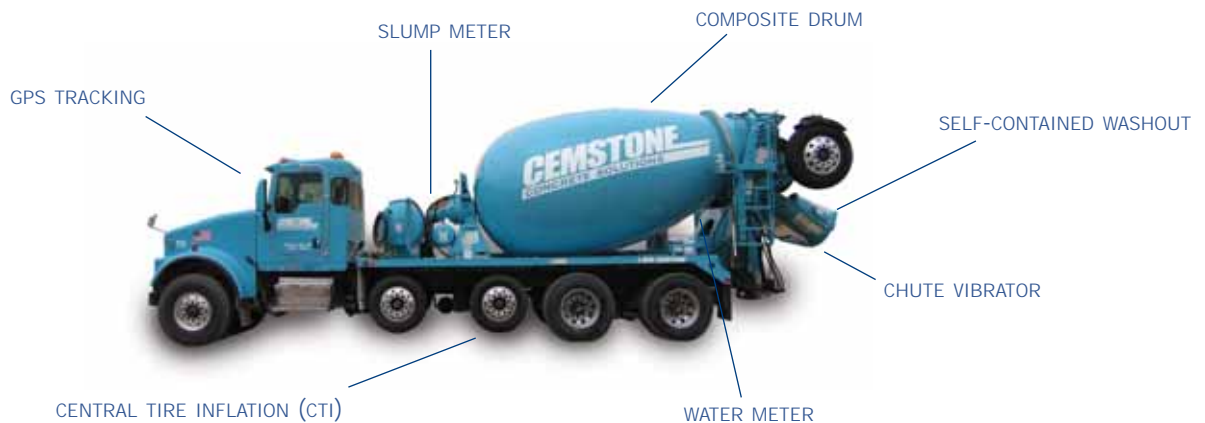




## DELIVERY

# ABOVE AND BEYOND

Because our trucks and our drivers are the most visible representatives of Cemstone, we require that our truck operators possess the National Ready-Mixed Concrete Association's Concrete Delivery Professional Certification (CDP). This **certification** is given to those who exhibit a working knowledge of the product they are delivering, the environmental issues associated with the product, customer and company relations, vehicle maintenance and operation and, most importantly, safety. Employing over 300 CDPs is another example of Cemstone's commitment to **quality, safety and service.**





## PLACING SERVICES

# BLUE ON BLUE<sup>SM</sup> ADVANTAGE

With the complexity of job sites ever increasing, the use of concrete placing equipment is becoming a familiar sight on most projects. From our concrete conveyor trucks to our variety of pumping vehicles ranging in size from 17 to 47 meters, the placement **possibilities** are endless. Because we own and operate our own fleet of placing vehicles, we understand what it takes to transport and place our own concrete. You make **one call** and get a company that is an industry leader in the manufacturing and placement of concrete. That's the Blue on Blue<sup>SM</sup> advantage.

## EQUIPMENT RANGING FROM 17 TO 47 METERS

- 17 METER PUMP
- 34 METER PUMP
- 34 METER 5-TON PUMP
- 36 METER PUMP
- 39 METER PUMP
- 47 METER PUMP
- 55 FOOT CONVEYOR TRUCKS
- PORTABLE HOPPER
- TRAILER PUMPS
- PLACING BOOMS





CEMSTONE CONTRACTOR SUPPLY

## FULL CIRCLE

In most cases, the use of ready-mixed concrete as a building material is just the start and often times requires additional equipment, products and knowledge. Cemstone Contractor Supply (CCS) was created to bring it to full circle. Started in 1996, CCS is now a leader in the Midwest in supplying construction-related products, as well as a **national leader** in the distribution of Insulating Concrete Forms. From reinforcing steel and power tools to our own line of quality sealers and curing compounds, CCS stocks over 10,000 professional grade items that meet the requirements of our commercial and residential customers. With 16 stores and online ordering and account management, CCS is available **24 hours a day, 365 days a year**.

## CHANGING THE LOOK OF CONCRETE

Although the use of concrete has ancient beginnings, a lot has been done in its recent history to enhance its appeal and usefulness. The use of color has made a significant change in how concrete is being used and perceived, and nobody can offer you stronger color capabilities and choices than Cemstone. With integrated liquid color systems at many of our ready-mixed plants, portable systems to serve outlying facilities and color matching with nearly 50 standard colors, Cemstone makes using color as easy as asking for it. Combine this with our selection of color hardeners, stains, stamps and accessories at our Contractor Supply Stores, and you can change the look of concrete.





AGGREGATES/MATERIALS

## CONSISTENCY COUNTS

Consistency. Nowhere is **consistency** more important than in the aggregates that we use to create your concrete. Since the majority of our concrete is manufactured using aggregates obtained from our quarries, we go to great lengths to ensure its quality. From particle size analysis to petrographic examinations, all test methods are exhausted to ensure that our aggregates and the aggregates we purchase meet and exceed industry standards.

This philosophy of consistency also applies to the other materials used in our manufacturing process. By forming **strategic alliances** with the suppliers of our cementitious materials and concrete admixtures, we are able to provide a product that exceeds your performance requirements while meeting all of your cost parameters. Whether it is verifying submitted test data or performing our own quality control programs, you can be certain that the materials we use are of the highest quality and therefore will contribute to a product that exceeds your expectations.



*The performance of our mixes  
can be traced back to their most  
fundamental components.*

- Dr. Kevin MacDonald, Ph. D., P.E., FACI  
V.P. Engineering Services

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## ELEVATING PERFORMANCE TO PRACTICE

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Concrete is easily the world's most widely utilized building material. From residential sidewalks and highways, to stunning architectural applications, concrete's uses are **diverse** and endless. That's why we put so much effort behind researching and developing the industry's most innovative performance-based concrete mixtures. We are convinced that concrete's inherent **versatility** and cost-effectiveness will continue to attract the attention of contractors, developers and architects, who will undoubtedly find new ways for its application. To meet this challenge, the Cemstone family of branded concretes will continue to expand and evolve.

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### CEMSTONE'S PERFORMANCE-BASED CONCRETES

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#### T25<sup>SM</sup>

Rheologically designed, this family of concretes uses the principles of flow and material deformation to create a truly performance-based material. Whether it's a residential foundation or columns in an architecturally designed space, the uses of T25 are endless.

#### CORE-CRETE<sup>TM</sup>

Takes the guesswork out of core filling masonry walls. Perfect for residential and commercial applications.

#### FLOW-CRETE<sup>TM</sup>

Self-leveling, FLOW-CRETE<sup>TM</sup> is the modern, environmentally safe and efficient way to ensure quality backfilling.

#### ARCTIC-CRETE<sup>TM</sup>

Lets you transform your everyday mixes into cold-weather mixes.

#### AG-CRETE<sup>®</sup>

Specifically designed for agricultural applications, including barnyard paving, manure pits, grain bins and silo pads.



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### DURA-CRETE<sup>®</sup>

PERFORMANCE. WARRANTED.

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We started with a simple idea: engineer a premium product with very specific performance attributes and then warrant its performance and appearance for five years.

That's DURA-CRETE. Even in the midst of massive temperature swings and punishing day-to-day use, DURA-CRETE'S superior material technology and certified installation process ensures that this product will continue to look great and add value. The only thing more impressive than the performance of DURA-CRETE is the commitment we put behind it.



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## THE FOUNDATION OF THE FUTURE IS BUILT ON INFORMATION

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At Cemstone, we know that the investments we are making in research and technology today will continue to benefit our customers for years to come. Over the many decades that Cemstone has been in business, we have seen drastic changes in the equipment we use. The internet is our newest **POWER TOOL**, and it may just prove to be the most useful one yet. Through **MYCEMSTONE.COM**, our customers can gain access to real-time information pertaining to their orders, delivery times, delivery tickets, invoices and statements. From the desktop, the cab of your pickup or at the job site, information about your project is at your fingertips.

Another great example of Cemstone's commitment to providing the information you need to succeed is our **Knowledge Is Power** Educational Seminars. This unique series of classes, certification programs and hands-on training are designed with you in mind. By providing the latest information on a wide array of subjects, from architectural concrete to Insulating Concrete Forms, our customers can deliver more value to their customers and differentiate themselves in an increasingly competitive market.

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*THE BEST WAY TO PREDICT THE FUTURE IS TO INVENT IT*

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CONCRETE SOLUTIONS

Cemstone's Mission is to achieve the highest standards of excellence in the building materials industry with dedicated people, each committed to exceed customer expectations through technology, quality and service.

*ENGINEERING SERVICES*

*READY-MIXED CONCRETE*

*PLACING SERVICES*

*AGGREGATES*

*CONTRACTOR SUPPLY*

**CORPORATE HEADQUARTERS**  
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