

“THE SHIELD” A CENTURION STONE PUBLICATION

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“Tough Times don’t Last ~ Tough People Do” a message from Tim Pardue, President of Centurion Stone



This is a slogan that we at Centurion Stone have been living by since the economic slow-down. Many of

our top dealers have adopted this way of thinking. Are we out of the woods yet ? No. Are things looking better ? Yes.

While all businesses have had to make tough decisions over the last few years, some of those tough decisions are now starting to pay off. Some of our top dealers have continued to make those extra concentrated efforts through these tough times that are now harvesting the fruits of their labor. Those of us who have continued to participate in Home Builders Associations, developing new markets, and continuing Architectural Programs have experienced an increase in business over

the past several months.

We at Centurion have had to make those same type of tough decisions. While we have made cutbacks in certain areas, we will continue our pursuit to be a leader in the manufactured stone industry. We will continue to support your efforts in your prospective markets.

I would like to say “Thank You” to our loyal dealers and “Welcome” to any new dealers to the Centurion Stone Family

**“Hard work spotlights
the character of people:
some turn up their
sleeves, some turn up
their noses, and some
don’t turn up at all”**

Sam Ewing

We are.....Centurion Stone

If you have ever called into our corporate headquarters, you were undoubtedly greeted by “It’s a GREAT DAY here at Centurion Products. How can I direct your call ?”

The voice on the other end of the line was our cherished Kathy Keller. Kathy is Centurion’s front desk receptionist and official “Good-Will Ambassador”.

Kathy has been with Centurion Stone for four years.

She is originally from New Buffalo, MI and has two grown daughters. Her enthusiasm is evident by the way she answers and treats people on the phone every time that it rings.

Many times we have people call our office just to hear her voice. With Kathy here, it is most definitely “**A GREAT DAY here at Centurion Stone !**”.



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Centurion Stone awards Manous



The Permobil exterior.



John T. Baugh, chairman Centurion Stone, and Timothy F. Pardue, president Centurion Stone, present Mike Manous of Manous Design with the Centurion Stone Excellence in Design Award for 2010 his work on Permobil's recently completed building fronting on Hwy. 840 near Lebanon.

From Post staff reports

Out of hundreds of architects, engineers, and designers who submitted projects completed in 2010 that incorporated Centurion Stone, the Excellence in Design Award this year was presented to Lebanon's Manous Design.

The winning project designed by Manous is the Permobil-North American Operations Center located off State Route 840 in Lebanon.

Since 1969, Centurion Products has led the way to secure stability and performance in the precast stone industry. Architects, builders, general contractors and designers nationwide are confident in the craftsmanship offered by Centurion Stone as a global leader.

The "close to nature" appearance of Centurion's wide variety of products has made it a favorite worldwide for decades. Centurion Stone has a distinct advantage because it is lighter, cost effective and easier to install than natural stone. Centurion's state of the art facility enables them to manufacture quality products that meet the high standards they set for themselves and that their customers' expect. Centurion maintains a timeless goal of making a product that will last for decades regardless of the climate.

Manous Design, a Lebanon-based design firm, was established in 1992. Since then, the firm has worked on projects throughout Middle Tennessee and the nation. Its numerous projects include everything from private residences to master-planned projects, from historic restorations to mixed-use retail centers, and from commercial distribution centers to country clubs. Budgets have ranged from \$250,000 to more than \$250 million. Whatever the project, challenge or budget, Manous Design has been successful in delivering architectural excellence, according to clients served by the firm.

Michael L. Manous, R.A., founder and president, has more than 25 years of architectural experience. He is a registered, fully-licensed architect in Tennessee and six other states, and is certified by the National Council of Architectural Registration Boards (NCARB). He personally directs all design and production-related activities at the firm, working with a staff of engineers and architectural designers.

Manous is a graduate of the College of Architecture at the University of Tennessee. During his career, he has directed the architectural services for many major regional building projects, working with clients including Bridgestone/Firestone, Inc., Saturn

Corporation (a division of GM), Boeing Commercial Airplanes, Cracker Barrel Old Country Stores and Performance Food Groups.

The award-winning project is the Permobil, Inc. corporate, manufacturing, and warehouse facility for all North American operations. The 120,000 square-foot phase one includes a diverse program which contains a central café, employee commons area, call center, research and development lab as well as manufacturing and custom fabrication shops and other functions. The land plan anticipates the additional 100,000 square feet of mixed use and production areas. The client investment is anticipated to exceed \$12 million.

Manous Design's challenge was to create a state of the art facility for the worldwide leader in custom mobility devices for the disabled. This new facility had to reflect the owner's commitment to people and to the environment. A litany of "green building" ideas were carefully examined as a 60 KW solar array being incorporated into design of the project.

Manous Design provided land planning studies and site evaluation studies for five potential sites. Manous Design also provided comprehensive



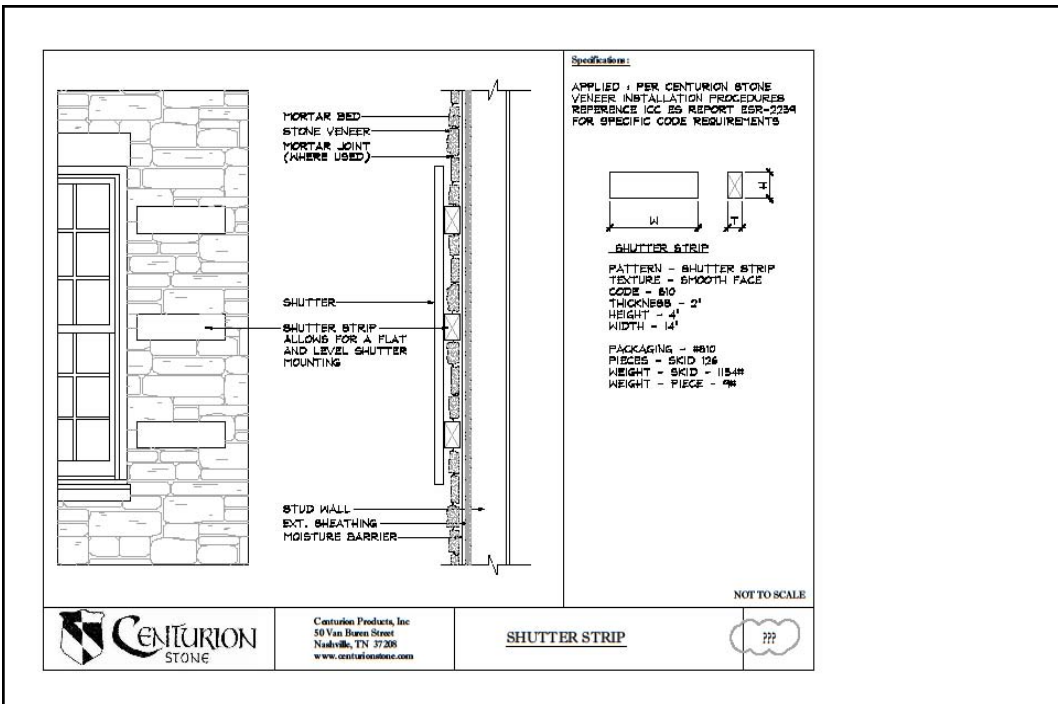
The Permobil interior.

architectural and structural and civil engineering services plus interior, landscape and lighting design. Manous Design managed all mechanical, electrical, plumbing and fire protection engineering services.

Centurion Stone and their dealerships across the country congratulate Manous Design on this exterior design award. A spokesman for Centurion said "We recognize their outstanding contribution and commitment to the construction industry."

"The award winning project is the Permobil, Inc., corporate, manufacturing and warehouse facility for all North American operations."

Featured Product: Centurion Shutter Strips



Stone Facts:

- There are over 250 stone manufacturers in the U.S.
- Only 14 of these manufacturers meet the AC-51 acceptance criteria set forth by the International Code Council.
- Visit our website to review our ICC-ES report #2239.

One of the challenges of manufactured stone veneer through the years has been finding a good way to mount shutters. With the many different textures and sizes of manufactured stone, it at times has been challenging.

After all, just about every house has shutters at all windows on the front of the

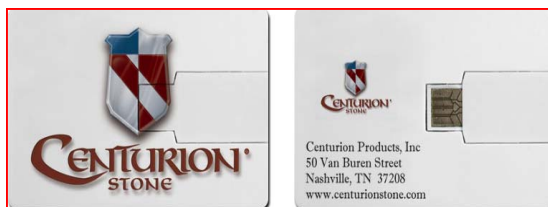
house.

One of Centurion Stone's recent addition to our comprehensive accessory line is our New Shutter Strips.

These Shutter Strips allow for a flat and level installation for any style shutter used. Whether they are vinyl, wood or composite shutters.

The part number is P810, and they are packaged 126 pcs. Per skid. Reference your current Centurion Stone Retail Price Sheet for pricing.

New Marketing Aid : Architectural USB Cards



Now available from Centurion Stone, our new Architectural USB cards. With the GREEN movement among our society, people are wanting to go "paperless" whenever possible.

Architects and Designers, especially prefer to have information available on a digital format.

You can now order these from our Dealer Sales Aid Section on the web with all the Architectural Binder Contents preloaded for your

convenience. The cards have a 2GB memory capacity so you can add pictures and other information about your company for a professional presentation.

Good Luck & Good Selling!

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THE WEB....**

WWW.CENTURIONSTONE.COM

**LEADING THE WAY
SINCE 1969**

Centurion Stone is a leading manufacturer of stone veneer. Started back in 1969, we now distribute our product line into 45 states and 5 countries world-wide. Located in Nashville, TN, enables us to be competitive in most markets around the country. We pride ourselves on manufacturing and delivering a quality product and accompanying Customer Service Excellence. Our products can be found at Masonry Supply Companies, Building Material Distributors or one of the many Centurion Dealers around the country.

If you would like more information on our products, or want to inquire on becoming a Centurion Dealer, please call 1-800-786-6352 or e-mail your inquiry to jwilson@centurionstone.com.

Introducing the Job of The Month Contest

Centurion Stone is announcing the start of "The Job Of The Month" contest.

We are asking for all Centurion Dealers to submit photos of completed jobs in your market. Whether it is a residential, commercial, fireplace, or outdoor living application. All photos will be reviewed for this contest.

In addition, it will enable us to build up our job usage collection for possible additions to our recently updated NEW Centurion Stone website. Each monthly winner will be listed along with your customer and your location.

What's in it for you ? In addition to the recognition on our website and newsletters, the yearly winner will receive a \$1,000 American Express gift card from Centurion Stone.

So start taking your photos today. Good Luck !

