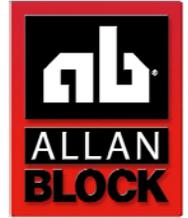


Allan Block

Always Better Wall of Fame

September 2017



allanblock.com



Jay Heneger

Basalite

Denver, CO

We welcome a relative new comer to the industry to the Allan Block Wall of Fame in the Class of 2017. Jay has only been at the concrete block business since 1979. A mere 38 years of hearing the pounding heartbeat of the block machine, a mere 38 years of waiting to jump into action if that heartbeat stopped or if the product coming down the front delivery conveyor did not meet his exacting standards his plant has earned the reputation of producing. Jay embodies everything that we hope to have in a partner, as he lives our *Always Better, Always Allan Block* motto every day.

Jay reflected on his first day, or in his case night, in Mobile Premix plant in Greely, Colorado. “I left my job in a grocery store to try something new,” says Jay in disbelief that it has been 38 years ago. “I reported to the night shift supervisor, who was a very big scary man. He looks at me and tells me I am going to run the cuber and if I cause any problems he is going to kick my butt.” About this time, Jay is thinking what has he gotten himself into and he trashes the first pallet of material that he spits out of the cuber.

Well, fortunately for all of us at Allan Block, Jay stuck the night out and has made a career in our industry. In 1981 Jay moved to the current site of the plant he now runs in Denver, Colorado. In 1989, the first Allan Block rolled off the line under Jay’s leadership. Although ownership has changed many times over Jay’s time, both Jay and the plant have found a home with the Basalite organization when they acquired the plant in 2000. Most days at the plant you will see Allan Block coming off one of the two Besser V312 machines he keeps running.

Basalite Denver provides a great reflection of the growth path of Allan Block not only in Denver but around the world. In the mid 90’s, before Basalite, it was more likely to find someone living in the block yard than it was to find the block you were looking for. But as with AB Corp., an organized path forward materialized and Jay became the new sheriff in town to bring order to the wild-wild west. Jay states, “In the old days we struggled with loading one truck at a time, now we routinely are loading eight trucks at once.” Jay has helped with several innovations over the years, including work on color blending techniques. He is quick to pass on the credit to those who work with him and says he is amazed at how big the Allan Block business has grown. “It seems like it does not matter how many block we have in the yard or how often we have Allan Block coming out of the machine, we sell everything that we make. I think if we made more we would sell them all too.” says Jay with a tone of wonderment.

When asked what created the growth, Jay quickly replies that focus from the top down has made Allan Block a priority. “Management has been there to provide us the support that we need, Sales has done a great job, and of course all the people on the operations side of the business have helped make my job much easier than it was in the early days.”

Both Niece Banach, sales person extraordinaire (AB Wall of Fame Class of 2016), and Operations Manager, Joe Kerrigan, have nothing but high praise for Jay’s work and how he helps them every day. Jay again is quick to point out what everyone else has done to build a successful company. “The Basalite Denver team really came together under the leadership of Erik Absalon and then Phil Bonnell, and the spirit and expectations of teamwork was launched by Erik and built on by Phil to provide Joe a clear path forward for a truly great example for our industry.” In many operations, you see sales and production in constant struggles, but not at Basalite Denver. It is a one for all and all for one, type group.

Jay, from all of us at Allan Block we pass on our deepest gratitude for all you have done to help us build a great partnership with you and your company, along with leading by example, we truly appreciate your dedication and friendship you have shared with us. Since you are still a youngster in this industry we wish you the best in your next 38 years.

