

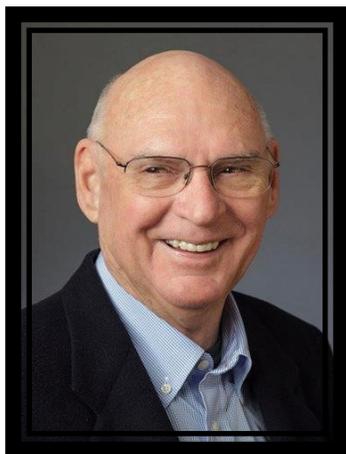
Allan Block

Always Better Wall of Fame



allanblock.com

December 2018



William (Bill) Nitterhouse **Nitterhouse Masonry Products** *Chambersburg, PA*

What began in 1923 when William L. Nitterhouse decided to produce concrete products late at night to better serve the very market he worked within each day as he laid brick, has evolved into a multi-dimensional concrete production company servicing the Mid-Atlantic region of the United States. Today, the Nitterhouse Companies produce products that include prestressed concrete, block, concrete stone veneer, pavers, and segmental retaining walls among other great concrete solutions. We are pleased to announce William (Bill) K. Nitterhouse (the grandson of founder William L.) as part of our 2018 Allan Block Wall of Fame class. Bill is the third generation of ownership after buying the business from his father (T.K. Nitterhouse) in 1982. His insight and leadership have positioned the business for many years (and generations) to come.

It doesn't take long to understand Mr. Nitterhouse's desire to continue growing and succeeding. He outlines innovation as a key contributing factor to the decades of success his company has experienced. "Always developing and promoting new products is key because every product has a life cycle, which is why you have to constantly develop new products." Entering the fifth generation of leadership, Nitterhouse Masonry Products has diversified and delivered needed products to the industry for over nine decades. He describes their development and production of Allan Block as "a great asset to expanding our business model, and in fact it is the single biggest plus to our masonry business."

A family connection has been important to Mr. Nitterhouse and it is apparent as he quickly points out that he is pleased to now have the fifth generation of his family lead the business – "I am fortunate to have my daughter (Karen), son in law (Barry) and grandchildren (Matt and Laura) involved in the business. I am quite sure our concrete business will continue to prosper for years to come."



So, what led Mr. Nitterhouse to Allan Block? “I was attending an NCMA Convention back when retaining wall block was in its infancy. I had two people with me ... a production manager and sales manager. We were all looking at different units being introduced, and I personally liked the Allan Block product philosophy. Fortunately, I was able to out vote the other two and have been happy ever since with the Allan Block line of products, and the creative enthusiasm which the Allan Block organization has always had.”

If there is one item that Mr. Nitterhouse has left to accomplish it is to see the AB Fence assume its spot in the Pennsylvania market place. On his way back from his annual trip to Charleston, SC he would pass about 150,000 units of AB Fence on Highway 17. Tim Bott knew to expect the annual call to ask, “what do we need to do to get these types of projects”. As we know not all DOT’s are as easy to change as others, but it’s guaranteed that the Nitterhouse team will continue to find new ways to build opportunities for Allan Block products.

It has been a pleasure to work and grow alongside of Nitterhouse Masonry Products for nearly 30 years (just completing 29 years of partnership to be exact) and we look forward to many more years of enjoyment and prosperity. Mr. Nitterhouse, thank you from all of us at Allan Block for your commitment to our partnership and the opportunity to work with you and everyone else at Nitterhouse Masonry Products for so many wonderful years!



CUSTOMER SERVICE

The Nitterhouse Family serving the community since 1923.