

# Allan Block

## *Always Better* Wall of Fame

### 2021



allanblock.com



**Jim Grossi**  
**Calstone Company**  
**San Martin, CA**

The Allan Block “*Always Better*” Wall of Fame was created in 2016 to recognize individuals that have positively influenced the SRW industry and their company. With that in mind, we are proud to induct Jim Grossi with Calstone Company as part of our 2021 class.

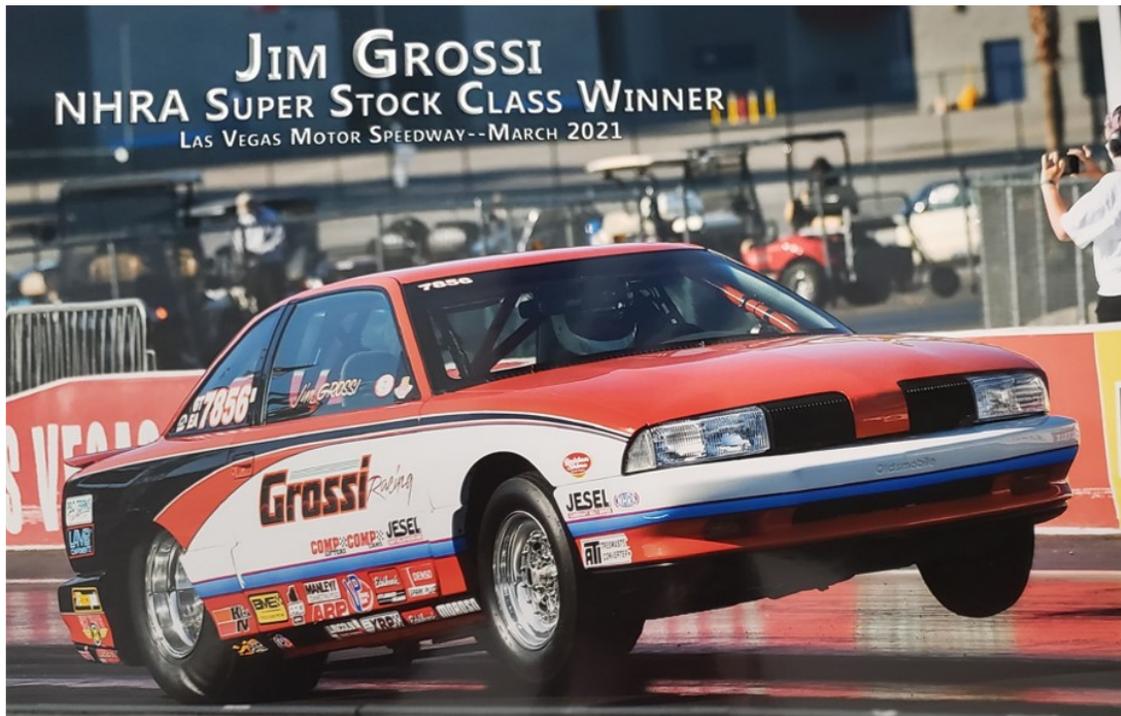
Jim began his career at Calstone in 1997 when Matt Morey (2018 WOF Inductee) hired him to oversee and finish up the construction of their plant in San Martin, CA. He was looking for the right guy to oversee this expansion. Since that time, Jim has been promoted and now oversees the production operations, which is a natural fit for him since he is very mechanically inclined. However, he is also the sales manager, but we will get more into that shortly. Matt recognized that Jim had a passion for the business and a drive to make things perfect. Those around Jim know that he does not like to take any short cuts. He is always very inquisitive and asks the right questions to ensure they have a quality product. Jim often references that a perfect product makes it easier to sell. It is not hard to believe that Jim is 100% behind Calstone’s motto of Quality Matters.

This passion and drive that Jim processes has placed Calstone as one of the top paver producers in Northern California. The color blends that they create are second to none. Jim is an equipment specialist and loves to get into production of their pavers. In fact, over the years he has admitted to us, and we quote, “Bott, I am a paver head – not a block head!” As we know, pavers might be his love, but he is always working to make a great Allan Block product as well.

Matt recognized the leadership qualities Jim has. He has proven to be a good mentor and motivator along the way. With that in mind, Jim has been given the



responsibilities of their sales team. Now, this has been a challenge for Jim. He understands it is much easier to adjust a machine making the product than the guys selling the product. However, he has wrapped his heart around quality and it is a personal goal of his. Therefore, he looks to run the field operations like a plant where quality, professionalism and efficiency matter. All that being said, Matt still wants him to sell more Allan Block as he says with a smile.



On a personal side, Jim takes his passion for machines to the next level. It takes a special person to prepare 20 hours for a race that is over in under 10 seconds. See, Jim loves to race. It has been something that he learned from his dad. He works on his own car and, of course, takes older engines and turns them into something that will rocket him down the ¼-mile track.

It is that type of dedication that has landed Jim on the **Allan Block Always Better** Wall of Fame. Working with guys like Jim is the reason Allan Block can always push to be "Always Better". Jim, from everybody here are Allan Block, thank you for your hard work and dedication over the years. Thank you for pushing us to support your ideas and we look forward to seeing what you do next.