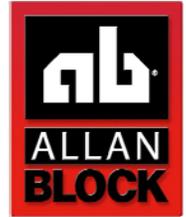


Allan Block

Always Better Wall of Fame



allanblock.com

November 2016

Butch Corbett

Anchor Concrete Products - an Oldcastle Company

Holbrook, MA



Butch Corbett has been promoting and selling Segmental Retaining Wall (SRW) products for nearly 20 years and has been involved with Allan Block (AB) for that entire time. He has been instrumental in the growth of AB and the SRW industry throughout New England and we are extremely happy to introduce him as a member of our inaugural Always Better Wall of Fame class.

Butch is currently the Sales Representative for Greater Boston and Southern New Hampshire for Anchor Concrete Products. His role includes driving specification with architects and engineers along with pulling opportunities through to his dealer and contractor customers. Through his efforts beginning in the late 1990's he has helped establish a multi-million dollar SRW business and has no plans of slowing down as we move forward.

When asked what led to some of his successes Butch was very quick to point out that his "strategic network of dealers was prominent to the growth of the industry. Our dealer customers were the roadmap for our success." His customers certainly allowed the success to happen, but we feel and are also confident his customers would share that Butch did a great job working with and educating many on proper selling of an SRW system along with proper design and installation of those systems – his work ethic and determination were no doubt extremely influential in his path to success.



Butch and his grandson

Butch was also quick to point out that the programs in place at AB such as Dealer ABU helped lead to his success. "Dealer ABU was a great avenue to train customers and educate them on the SRW industry."

Butch was also one of the first approved trainers for the AB Contractor Certification program and he has trained and certified dozens of contractors to help push the industry along.

Butch has a lot of great insight and we would strongly recommend reaching out to him to say congratulations, but most importantly to pick his brain on the many industry topics he is so familiar with. Those of us at AB enjoy doing just this when we are with him or on the phone with him as we look for ways to continue improving. Butch recently shared with us that when asked by a new sales associate he would recommend to “get industry certifications and cross sell pavers and walls. Become the specialist for site solutions to the engineer, developer/owner, GC and certainly subcontractors.” He also feels it is very important to “stay on top of the newest technology and trends to help keep your business out in front of the extremely competitive market.”



All of us at AB and the SRW industry have benefited from Butch staying in the industry for the past 20 years. You may be thinking what has kept him around for all those years? “I enjoy training and developing the market through engineers, dealers and contractors. I have enjoyed the companies that I have worked for along with companies like AB who I have worked with throughout my career. The industry has allowed my wife, Tracie and I to send our three daughters, Rachel, Danielle and Michelle to college and I am so thankful for that.” Butch, thank you for all the years of hard work and dedication to not only AB, but the SRW industry. We are all extremely proud to call you an associate and all of us are better off that you elected to work in this industry and with us for so many years. Keep up the good work!