

Allan Block

Always Better Wall of Fame



December 2018



Joe Kerrigan
Basalite Concrete Products
Denver, CO

It is our honor to have Joe Kerrigan with Basalite Concrete Products, LLC join the Allan Block Wall of Fame as a 2018 inductee. If you ask Joe about this he would say it is not deserved, but we obviously feel differently. Joe has been in the industry since 2001 when he was an engineer doing technical sales with Tensar. He started with Basalite in 2008 in a similar role. However, he has

quickly risen through the ranks and is now the general manager of four facilities located in Colorado and Wyoming.

When Joe started with Basalite in technical sales he recognized how important it was to develop a network of engineers. He was very successful in utilizing the Allan Block programs to create specifications that benefited Basalite and Allan Block. This is something he is still passionate about today as he works with his team to make a difference in the retaining wall market. He shared with us that it is one of the reasons he truly enjoys the industry. You can see the market opportunities grow within the retaining wall industry because it is a niche market. He remembers working with engineers to provide retaining wall solutions in both specifications and designs and then watching them be constructed.



Those of you that know Joe understand that he can be a little competitive. That is one of the reasons that has led to his success. Getting projects specified and maintain that specification takes persistence and even endurance. However, the competitiveness has also led to a very memorable moment for us at Allan Block. At our Allan Block Universities, we play a game called Hammerschlagen. In short, it involves taking turns to see

if you can hammer your nail into a stump. One particular game in 2008 was not going well for Joe and he lost his patience. He took his next turn to adamantly hammer his nail multiple times until the nail was buried before heading to the bar. To this day, if somebody else starts wildly swinging the hammer at their nail, we affectionately refer to it as “Pulling a Kerrigan.”

Joe contributes a lot of his success to the people he works with. He has enjoyed working for Basalite and with Allan Block because they are family owned and the core values are in the right position. Having a large family of his own, he understands the need for communication and cooperation. He recognizes that they have been able to adjust to the market needs and trends because his production and sales team work as one. That is something he has worked hard to establish and maintain.



We would agree with Joe that it all comes down to people, but we also know you need the right people. Joe talked about finding people that want to learn. He talked about how exciting the industry can be with the variety of projects, careers and people. One minute you are working on a residential application and the next minute you are on a large commercial or DOT project. Understanding the different requirements and how to be successful takes somebody that is willing to work and learn. That pretty much describes Joe Kerrigan.

Joe joins two other Basalite Allan Block Wall of Fame members, Niece Banach, and Jay Heneger. Together they have expanded the use of SRWs in their market, but they also set an example of how production, sales, and management working together can leave the competition in the dust.

He told us that you need to find a passion and then have some fun along the way. We couldn't agree more with you Joe. We have had some fun along the way with you and working alongside to help Basalite succeed. From all of us at Allan Block we want to extend our gratitude for all you have done for making Allan Block “Always Better”.