

PALUMBO

BLOCK CO., INC.

CONCRETE BLOCK AND MASON SUPPLIES

"Building a future with concrete quality"™

"Know your Opponent"

Construction is a lot like sports. Today's winning sports franchises and best managed projects succeed because of teamwork. Project Manager teams are not just PMs from the general contractor (GC) and subcontractors. The PM team also includes PMs from the owner, designer and construction manager (CM).

The designer has documented the owner's vision into plans and specs, then handed the ball off to the constructors. Because a project's PM teams is composed of diverse people with different personalities, different backgrounds and different agendas, it often feels like "the opponent" is one of the team members: the designer, the CM, the owner, even a sub.

And while it's true that sometimes we encounter conflict with other strong personalities, we need to keep in mind the other teammates are definitely not the opponent. We're just experiencing a "Shaq-Kobe" moment.

So who's the opponent?

It's the project itself! The project is the thing that sits there lifeless at mobilization. The project presents all the demands and all the constraints - tight schedule, tight budget, delayed inspections, differing site conditions and burdensome but vital safety procedures. The project wants to duck, dive, turn and throw right past you. It wants to make you look bad and make the team look bad. The project wants to waste the owner's money and the project can be the enemy of cash flow for the subs and GC.

The PM team needs a coach to help draw up plays, adapt to new offenses and defenses the opponent throws at you and to encourage everyone on the team to keep working together to overcome that pesky project everyday until victory.

Written by : Dan Fauchier

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Our Vision: To be recognized as the leading manufacturer and supplier of quality masonry products and services in the Northeast Region.

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A letter from the President

As the President of the company, I would like to take this opportunity to share with you our company history. Palumbo Block Co., Inc. and Palumbo Sand & Gravel Co., Inc. are located in the small community of Dover Plains that is situated in the picturesque Hudson Valley region, approximately 70 miles north of Manhattan. Palumbo is the first to manufacture concrete block along the route 22 corridor in Dutchess County, New York.

Palumbo is a small, family owned company. The block manufacturing plant was established in 1989 and produces concrete masonry block of the most common sizes and weights used in the building industry today. These concrete blocks meet all ASTM standards and strength requirements. Palumbo is capable of producing custom high strength block as well as the Mesa Retaining Wall System which is a superior product for the use of concrete Segmental Retaining Walls. Palumbo not only manufactures these blocks but supplies all other products and accessories for masonry construction such as mortar and anchor ties. Palumbo is also a distributor of products for many major brick manufacturers.

The block plant is located within a 130-acre property located a short hauling distance from its highly mechanized sand and gravel processing plant. Block production activities take place inside a 30,000 square foot building. In addition there is a 2,400 square foot office building, a 4000 square foot maintenance building and a 3-acre paved storage lot. The sand and gravel operations were established in 1968 and occupy a 150-acre site.

Orders are normally shipped throughout the Northeast Region. This is a market that encompasses Dutchess, Putnam, Westchester and Orange Counties as well as northern parts of the New York City area and portions of Fairfield and Litchfield Counties of Connecticut.

Tony Palumbo, President

Palumbo Community Outreach

Regardless of what a Company's business is and where it's located, there is a responsibility of the business to work in a symbiotic manner with its local Community. One of these efforts that we have started since our existence is hiring local residents with or without experience in all facets in running the business. Palumbo Block and its sister company, Palumbo Sand and Gravel, are proud to announce that we have 30 local resident employees. Going forward we will keep you informed on projects or events that will involve our community.

Mason's Corner

According to surveys from the National Association of Home Builders (NAHB), brick homes are preferred by 60% of American homebuyers.

Our Mission: To meet customer expectations by providing a competitively priced quality product, delivered on time, with a knowledgeable, courteous and experienced TEAM.

Special Deals

Spring Sale ! First come first serve!

Paint Grade Block

12x16 Splitface \$1.35	2376 pieces available
4x16 Split Rib \$.95	576 pieces available
4x16 Splitface\$.95	2160 pieces available

Good Quality, Mixed Colors & Over-runs

Prices F.O.B. Dover Plains

Final Sale

*Ask us about our miscellaneous brick *

Ext. 109

Questions & Answers

Q1. Is Palumbo trying to find new products for their customers ?

A1. Yes. The company is always looking for new and more advanced materials to supply customers with.

Q2. How does your company try to keep up with the modern technology of your business?

A2. Palumbo Block is a member of numerous associations including the New York State Builders Association, the National Home Builders Association and The National Federation of Independent Business just to name a few. Along with these Associations, we also participate in training seminars of several different types. Lastly our company subscribes to many different periodicals that discuss the newest and most remarkable processes in the concrete industry.

Q3. Why do you think current contractors should buy your products?

A3. Our products go through many tests before being shipped out to the buyer. Our mix is always looked at to make sure that the finest materials are always incorporated into our products. We consistently stress test our blocks to make sure that it's at their maximum durability.

Customer Feedback

To augment customer feedback, we have initiated a customer survey so that we can serve you better for all your masonry needs. We extend our thanks to our customers who have taken the survey and we will try to answer your questions while incorporating your suggestions into our business operations.