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## Message From Our President

As the holiday season is upon us, I would like to take a moment to express my sincere appreciation for your continued business and support. I would also like to thank you for all of your feedback and suggestions in 2008. Your input is vital to our continued success and we appreciate your suggestions and comments.



Many of you requested an easy way to view and download Elgin Butler product photos, so we responded with the launch of our new web-based **Photo Library**. While the library currently showcases only a sampling of our projects, we will continue to augment the gallery with new images. As such, should you have high-quality photographs that you would like to add to the library, please send them our way, and we'll include them online.

As always, it is your suggestions and requests that help us be a better company, and we look forward to hearing from you.

On behalf of all of us at Elgin Butler, let me wish you and your family a happy holiday season and prosperous new year!

Matthew S. Galvez  
President & Chief Executive Officer

## News & Announcements

### Welcome Doug McGlinchey

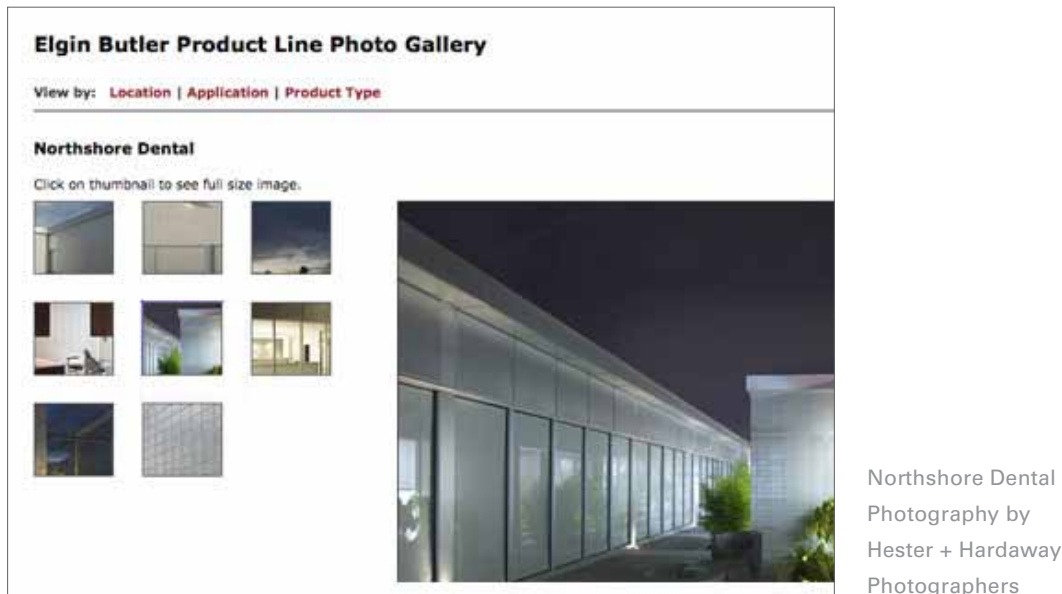
Elgin Butler is pleased to welcome Doug McGlinchey as Vice President of Sales for Elgin Butler.

With more than 30 years experience in the ceramic tile, commercial mosaic, and natural stone industries, Doug's knowledge will be an invaluable asset as we continue to grow our product lines. Welcome, Doug!

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### Website Photo Gallery

Elgin Butler is pleased to announce the launch of our new and improved web-based Photo Library. Please visit the Gallery to search and view photos by Location, Application, and/or Product Type. This new online tool will assist in accessing project images for specific photo types. What's more, high-resolution versions of the images can be downloaded or printed right from our website. These images can then be imported into PowerPoint, Word, or used in portfolios and other promotional projects.



We will continue to update our library with new projects so be sure to check the site regularly. You can view our new Photo Library by visiting our website at [www.elginbutler.com](http://www.elginbutler.com) and clicking on "Resources." You can also access the gallery directly at <http://elginbutler.com/photolibrary>.

## Accent Your Next Project



Is your building envelope designed with brick or block, stone or precast, tilt-up or metal panels? Think about the various unique elements that Elgin Butler Glazed Brick can provide in combination with any of these exterior wall materials. Projects of any budget can be accented with Ceramic Glazed Brick to create your own custom signature design.

By blending size, color, and texture you can create an award-winning design with ceramic glazed masonry like the metal panel building pictured above. You can accent municipal buildings, schools, or any commercial building entrance with Glazed Brick. You can continue the look by carrying it into the entry area, which will also provide a durable, functional, and permanent wall system even in the harshest of conditions.

You might also consider accent bands or trim for extra detail. As with all Elgin products, our ceramic glazes never fade or chip; even our darkest blues and blacks weather the test of time. Use Ceramic Glazed Brick to accent columns or provide logos and signage. Our impervious glazes can also provide a graffiti barrier to keep buildings looking like new for decades.

Keep in mind that when combining materials with differing physical properties, such as Clay Glazed Brick with CMU, careful consideration must be given to differential movement. Elgin Butler can assist with the details required to ensure the assembly works well. With Elgin Butler products, you can create buildings that will serve as beautiful portfolio projects decades after completion.

Remember to visit our new online Photo Library at [www.elginbutler.com/photolibrary](http://www.elginbutler.com/photolibrary).

## **Build It Once; Build It To Last!**



One of the primary commitments of the GREEN movement is to preserve our natural resources and to keep material out of landfills. If you intend to adhere to the guiding principles of this movement, then consider specifying materials that will last for decades or longer such as ceramic clay masonry. Ceramic clay masonry has been proven over the millennia to be one of the most durable construction materials in the world.

Just study the image above of the handmade glazed brick walls of the Ishtar Gate, the innermost gate to King Nebuchadnezzar II's ancient city of Babylon. Built in 575 BC, this gate was excavated and then reconstructed at the Staatliche Museen in Berlin, Germany. The Ishtar Gate proves the longevity and durability of ceramic glazed clay masonry. For more information, visit [http://en.wikipedia.org/wiki/Ishtar\\_Gate](http://en.wikipedia.org/wiki/Ishtar_Gate).

There are myriad examples of centuries-old glazed brick construction both abroad and here in the United States. Common sense tells us that points will eventually be awarded for life cycle analysis-based assessment by the USGBC LEED program. We can only hope the points will be awarded by the decade, and then every building using ceramic glazed clay masonry could be Platinum Certified!

To explain some of the potential LEED points, the Brick Industry Association has new support data available for consideration during your next project.

- **Brick Industry Association's Technical Notes 48**

## Elgin Butler's McIntyre and Lone Star Product Updates



### McIntyre Tile Is Promoting Artisan Tiles for Pools and Water Features.

McIntyreTile has been producing vitreous tiles (<3% water absorption) for more than 35 years, successfully supplying high-fired porcelain and stoneware tiles for custom pools and water features throughout the United States.



Now, McIntyre has produced a specialized brochure and website area to promote these tiles to the pool and water feature market. The brochure features photos of installations, a sampling of the many glazes available, and provides information for contractors and owners. This new brochure may be downloaded from the McIntyre website at [www.mcintyre-tile.com](http://www.mcintyre-tile.com). Customers can also request a brochure from the factory.

The McIntyre website features a new area to show-off installation photographs, details of glazes available with images of color ranges, and specifications for these tiles.



The Lone Star Mosaic production process is currently under way at the Elgin Butler plant in Elgin, TX. We have now produced porcelain body in two colors and have started up the pressing operation. Wes Matous, former Operations Manager of Lone Star Ceramics in Farmers Branch, TX, has been consulting with the Elgin plant and has been at the plant intermittently for the past three weeks. He will continue to assist us as we start up the dot mounting operation which began in mid-November.

It has been a long time coming, but we are excited that production has begun and is moving forward. Currently, cartons are being designed with the new Lone Star/Elgin Butler logo, and we plan to have sample boards produced and some inventory in place during the first quarter of 2009. We still have much work to do in order to properly train new employees in the process of

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producing quality mosaic tile to launch the twelve introductory colors of the 2x2's with trim. We are working diligently to accomplish that as quickly as possible.

There will be announcements in the coming weeks concerning the availability of samples of the unglazed mosaic products. We want to thank all of our valued customers for their patience and continued interest during this challenging reintroduction of the Lone Star mosaic line. Once we have inventory and samples available, we will be contacting you to determine your ongoing interest and needs as a Lone Star/Elgin Butler mosaic distributor.

If you have any questions or suggestions in the meantime, please feel free to contact Doug McGlinchey, VP of Sales or Bill Reid, Director of Marketing.

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## Calendar of Events

### DECEMBER 2008

**December 8-12 – ASTM C15 Meetings**  
Miami Beach, FL

**December 25 – Christmas**  
Plant and Offices closed

### JANUARY 2009

**January 1 – New Year's Day**  
Plant and Offices closed

**January 20 – Ceramic Glazed Masonry  
Institute Annual Meeting**  
Greensboro, NC

**January 20-21 – Brick Forum Sheraton  
Greensboro**  
Greensboro, NC

### FEBRUARY 2009

**February 17-19 – Distributor Product Training Class**  
Austin/Elgin, TX

### MARCH 2009

**March 8 – Daylight Savings Time**

**March 20 – First Day of Spring**