

JOIN THE BSI TODAY!

It's easy to take advantage of the benefits of BSI Membership. Just complete the attached membership application form on the other side and include your annual fee. Your membership fees go to strengthen the natural stone industry today and into the future.

Annual fees for BSI Membership

Stone Industry Firm Membership.....	\$1,000.00
Professional Membership.....	\$200.00

Membership is available for those responsible companies and individuals dealing with the quarrying, fabrication, sale, installation, maintenance, and restoration of natural stone. Professional membership is available to registered architects and engineers.

How to Join

MAIL

Simply complete this application form and mail with your payment to:

Building Stone Institute
5 Riverside Drive, P. O. Box 419
Chester town, NY 12817

FAX

You may fax your application form to the BSI offices at **(518) 803-4338**

PHONE

Your application may be phoned in by calling the BSI offices at **(866) 786-6313**

BSI CODE OF ETHICS

■ We, members of Building Stone Institute, Pledge ourselves to maintain the highest possible standards of business and craftsmanship; to give freely of our time to architects, engineers, builders, contractors, and the public whenever information and help are needed concerning the use, availability, installation, cost, or delivery of natural stone.

■ Stone is a heritage freely given, to be freely used. It is the land itself, waiting for the ingenuity and vision of man to give it beauty and meaning.

■ Stone cannot be manufactured; it cannot be honestly imitated. The permanence, beauty, and economy which are characteristic of stone can be found only in the natural product.

JOIN OVER 300 FIRMS AND THEIR MEMBERS WHO BENEFIT FROM BSI.



Building Stone Institute is a nonprofit, tax-exempt trade association.

Every member and their business interests are important. Every member has an equal voice. Recognizing

that many of the members are competitors, they are nonetheless, expected to adhere to a Code of Ethics and to work together to improve our industry.

One of the main goals of BSI is educational—to increase consumer demand for all types of natural stone and to service its member firms. BSI has a Constitution and By-Laws, a Code of Ethics, and is governed by an elected board of 15 persons from the natural stone industry, with term limits, who serve voluntarily without compensation of any type.

Take a moment to look at the many valuable benefits that becoming a member of BSI has to offer. Choosing to join will not only benefit your business but also help to build a stronger voice for the natural stone industry.

BECOME A MEMBER OF BSI.



THE NATIONAL ASSOCIATION THAT BENEFITS YOU AND OUR ENTIRE NATURAL STONE INDUSTRY.

IMPORTANT MEMBERSHIP INFORMATION!



Building Stone Institute
5 Riverside Drive
P. O. Box 419
Chester town, NY 12817

BUILDING A STRONG NATURAL STONE INDUSTRY STARTS WITH YOU.



EDUCATING.



Designer Education Series

■ In 2005, BSI began a brand new approach to providing solid educational programming to the design community. The *Designer Education Series* is a full-day program specifically directed to designers that provides insight into the entire process of specifying stone on a project. From quarrying the stone through the care and maintenance of the stone, attendees benefit from six hours of stone training. The program is registered with AIA and attendees are given 6 CEU's HSW for attending.



Study Tour

■ Offered annually, the BSI Study Tour features BSI member businesses and takes place in locations throughout North America and abroad. As part of this unique opportunity, attendees are able to see how other members of BSI run their

businesses while taking home new ideas and tips. Hands-on education, on-site visits, and great networking opportunities provide some of the best education available in the industry.

BSI Annual Convention

■ This annual event offers strong education programs and the opportunity for members to meet other members in a relaxed setting. Seminars cover timely industry topics and are presented by respected BSI member companies and industry professionals. Opportunities abound for continuing education and beneficial networking .

Speaker Development

■ BSI members also have an opportunity to attend the Speaker Development Program. This program is designed to help member firms groom people in their companies to teach educational programs in the design community. It also helps the attendee develop a more organized, polished, and substantive presentation. This program is specifically developed to help groom presenters for the *Designer Education Program*.

PROMOTING.



Building Stone Magazine

■ BSI is the proud publisher of *Building Stone Magazine*—the premier magazine for quarriers, fabricators, dealers, importers, exporters, carvers, restorers, designers and installers of natural stone. With in-depth features, high-quality photographs, and articles that cover a broad spectrum of industry concerns, *Building Stone Magazine* offers a comprehensive view of the latest trends in the natural stone trade. BSI member firms receive a free listing in the supplemental *Buyer's Guide* issue.

Who's Who in the Stone Business

■ This complete annual directory lists each member firm, a full description of their business, and the market areas served. The directory is also available online through www.BuildingStoneInstitute.org.

Tucker Design Awards

■ The Tucker Design Awards honor those who have achieved excellence in the incorporation and use of natural stone in their building or landscape project. Sponsored by Building Stone Institute, the Tucker Design Awards program is recognized as the stone industry's most prestigious award program and is highly regarded in the architecture and design community.



Annual Buyer's Guide

■ The annual *Building Stone Magazine Buyer's Guide* is a complete resource of products for the natural stone industry. The *Buyer's Guide* is sent to all magazine subscribers, and an on-line searchable edition is available through the BSI Web site and the *Building Stone Magazine* Web site. BSI members receive a free highlighted listing and Web link.

CONNECTING.



www.BuildingStoneInstitute.org

■ Our Web site features the work that we do which takes on a multi-faceted approach. First, we continually strive to provide programs and resources that enable our member companies to offer the highest level of quality products and services. Second, we work with the architectural and design communities ensuring that they are well versed on the applications, both structural and aesthetic, of natural stone. Finally, we create materials designed to communicate to the end user the various benefits of designing their projects with stone. Through this approach we are able to support our members' efforts to continually increase the quality of service, quality of products, and the demand for natural stone. Our Web site is informative about BSI and its many opportunities and benefits, and we invite you to visit today.

Study Tour / Annual Convention

■ The annual networking opportunities at each of these events are endless. In addition to fantastic educational workshops and seminars, the Study Tour and Annual Convention offer you many opportunities to meet and interact with people all across the country who are in the stone business. Both events have a heavy amount of networking among the members, and this provides some of the best education available in the industry.



Monthly Newsletter

■ BSI publishes a monthly newsletter for its members highlighting industry news and BSI activities. Stay up-to-date on the organization, the industry, and the people in it. This newsletter is free to our members.

Referral Service

■ Each week, BSI receives numerous and varied requests for referrals related to natural stone. Join BSI and become part of our member referral base. In responding to these varied requests, one thing all our referrals have in common is that a BSI member firm will be providing the material or service.

ADVOCACY.



■ For nearly 90 years, BSI has worked on behalf of the quarriers, fabricators, dealers, importers, exporters, carvers, restorers, designers, and installers that comprise our membership. We continually look for opportunities to seek out and implement new ways that we can advocate on behalf of our members and the many benefits of the natural stone industry.

Legislative Representation

■ Recognizing that issues can impact and have a profound effect on the day to day business of our members, Building Stone Institute participates in an annual conference of masonry industry groups which proactively lobby congress each year. In addition, BSI has an active legislative committee that works to inform our members about issues that are relevant to our industry and the impact these issues may have. The committee also seeks to educate BSI members on how they can impact the legislative process, while at the same time working to educate government bureaucracies on the natural stone industry. The legislative committee seeks to highlight the differences our industry has with other "mining" industries, and this is done with an expectation that out of this knowledge will come sensible and responsible regulation of our segment of the industry.



Technical Representation

■ Building Stone Institute is actively involved in the monitoring and development of new technical standards affecting our industry. BSI has a number of members on the ASTM committee which oversees natural stone. BSI also has a contracted engineer which helps draft and implement a code and standard plan for the organization.

Up-to-date Information

■ Through our monthly member newsletter and *Building Stone Magazine*, we bring you the latest projects and up-to-date information regarding innovation, opportunity, and concerns in the natural stone industry. We are pleased to be able to offer this as a valued and trusted resource for our members.



MEMBERSHIP APPLICATION

YES, I would like to become a member of the Building Stone Institute today!

Your Name: _____

Firm Name: _____

Address: _____

City: _____

State: _____ ZIP: _____

Phone: _____

Fax: _____

E-mail: _____

Please share a brief description of business and markets served:

Membership type

- Professional Membership (\$200.00 per membership)
 Firm Membership (\$1,000.00 per firm)

Method of Payment

- Check Amex VISA MasterCard

Card #: _____

Expiration Date: _____

Name on Card: _____

Signature **X** _____

Please complete application form and mail with payment to:

Building Stone Institute
 5 Riverside Drive, P. O. Box 419,
 Chestertown, NY 12817

*For faster enrollment, fax form to: (518) 803-4338
 Questions? Call toll-free (866) STONE13 (786-6313)
 or visit www.BuildingStoneInstitute.org*