

Quarry expands Redi-Rock service

By **DAN HEATH**
Staff Writer

PLATTSBURGH — Graymont Materials has greatly expanded its service territory for Redi-Rock products with two recent agreements.

The company can now market and sell Redi-Rock products — contoured blocks weighing more than a ton each that allow retaining walls to be built up to six feet high without additional support — in 19 counties in New York and all of the province of Quebec.

“It’s definitely a large geographic area. There’s no question about that,” said Graymont’s Redi-Rock of the Adirondacks Representative Tim Dodd. “We’re very excited to do it.”

Graymont originally negotiated an Exclusive Dealer Agreement with Redi-Rock of New England to service Clinton, Franklin, Essex, St. Lawrence, Herkimer and Hamilton counties as well as parts of Fulton, Saratoga, Washington and Warren counties.

That agreement has been expanded to allow Graymont to service all of the formerly partial counties and add Montgomery, Schenectady, Rensselaer, Albany, Schoharie, Delaware, Greene, Columbia and Otsego counties.

Dodd said Redi-Rock of New England, a division of Newport, N.H.-based Carroll Concrete, had been looking for a company to produce the products and service the additional New York territory while Graymont learned the Redi-Rock ropes during its first year manufacturing the products.

“Because we were new, they let us get our legs under us,” Dodd said. “Over time, we became the logical choice based on the success we had.”

Graymont is looking to create storage yards to help



A forklift moves Redi-Rock products at Graymont's storage yard in Keeseville. P-R File Photo

serve the expanded territory. One could be between Glens Falls and Saratoga, while the other could be in the Ogdensburg-Potsdam area, Dodd said.

“Based on our experience this year, we expect most of our new work to be in the capital area,” he said.

Those yards would likely hold between 2,000 and 4,000 of the most commonly used products.

He said the first delivery to a customer would come from the Keeseville production facility. The truck would then transfer additional blocks from the storage yards, cutting down on transport costs.

In a news release, Graymont Sales Manager Scott Bombard said that as demand increases, the company may establish new production

facilities as well. “It’s currently in our long-term planning to do so. The growth options we negotiated with this most recent deal give us the chance to become one of the largest Redi-Rock dealers in North America,” he said.

Graymont has also reached an agreement with Redi-Rock International to service the entire Province of Quebec.

Dodd said Redi-Rock International had difficulty trying to find a dealer to serve Quebec.

“Because Graymont is a Canadian company, it was again a logical decision,” Dodd said.

The company is presently creating a new production facility in St. Marc de Carriere, Quebec, which is in the Quebec City area.

“Our building there is well

sited for the job,” Dodd said. Graymont’s contract with Redi-Rock International calls for finding a way to better serve the Montreal area, he said.

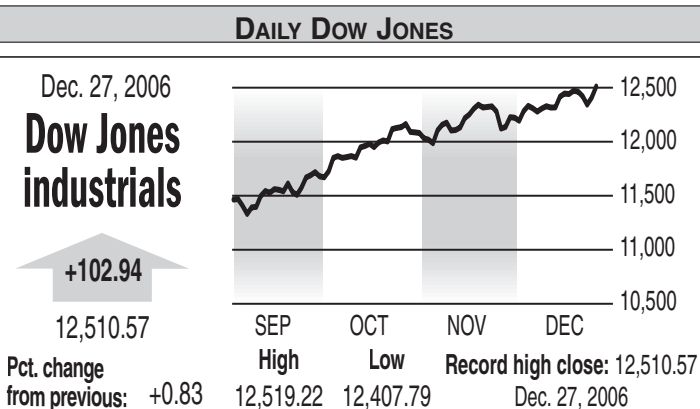
“We may site a plant closer to the Montreal market sometime in the future,” Dodd said.

He will be responsible for sales throughout the new markets in New York, and for helping a new marketing representative build the Quebec market.

He said Graymont met expectations for Redi-Rock sales this year, with slightly fewer than 2,000 blocks sold. The company is pleased with the response from engineers and contractors who have used the product, Dodd said.

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THE MARKET IN REVIEW



STOCK MARKET INDEXES

52-Week High	Low	Name	Last	Chg	%Chg	YTD %Chg	12-mo %Chg
12,498.47	10,661.15	Dow Industrials	12,510.57	+102.94	+1.83	+16.73	+15.88
5,013.67	4,059.87	Dow Transportation	4,591.86	+51.10	+1.13	+9.43	+8.71
462.88	380.97	Dow Utilities	459.35	+1.39	+0.30	+13.39	+12.85
9,171.82	7,708.11	NYSE Composite	9,179.40	+77.15	+0.85	+18.38	+17.75
2,096.43	1,078.14	Amex Market Value	2,056.31	+17.07	+0.85	+16.90	+16.91
2,470.95	2,012.78	Nasdaq Composite	2,431.22	+17.71	+0.73	+10.24	+9.08
1,431.81	1,219.29	S&P 500	1,426.84	+9.94	+0.70	+14.30	+13.41
822.02	710.53	S&P MidCap	813.54	+7.03	+0.87	+10.23	+9.33
801.01	666.58	Russell 2000	797.73	+9.56	+1.21	+18.49	+17.30
14,405.59	12,249.90	Wilshire 5000	14,346.85	+105.87	+0.74	+14.61	+13.77

STOCK EXCHANGE HIGHLIGHTS

NYSE	AMEX	NASDAQ
9,179.40 +0.77.15	2,056.31 +17.07	2,431.22 +17.71

GAINERS (\$2 OR MORE)

Name	Last	Chg	%Chg
ChinaNet	61.15	+9.15	+17.6
OmegaP	7.69	+0.80	+11.7
M&F Wld	26.17	+2.37	+10.0
SequaA	116.60	+10.48	+9.0
SequaA	116.98	+10.48	+9.0
Cenveo	21.70	+1.85	+9.3
SJW s	39.40	+3.29	+9.1
CwfdB	7.68	+1.61	+21.0
Guess	65.00	+5.14	+8.4
InfPly	4.78	+0.37	+8.6

LOSERS (\$2 OR MORE)

Name	Last	Chg	%Chg
LLE Ry	2.63	-0.23	-8.0
VeraSun	20.36	-0.82	-3.9
Titan Intl	20.00	-0.69	-3.3
IntCitiHl	25.43	-0.84	-3.2
JmiReg	7.18	-0.22	-3.0
Salton h	2.26	-0.07	-3.0
AdvEngy	10.85	-0.28	-2.5
Yanzhou	41.20	-1.05	-2.5
Amerfinc	8.25	-0.24	-2.4
APFPPro	26.02	-0.61	-2.3

MOST ACTIVE (\$1 OR MORE)

Name	Vol (00)	Last	Chg
FordM	429614	7.58	+0.09
Pfizer	241048	26.15	+2.22
EMC Cp	224554	13.47	+0.03
Citigrp	217489	56.41	+1.29
TimeWar	210768	22.10	-1.12
Motorola	168086	20.55	+0.40
AT&T Inc	164473	35.22	+4.41
GenElec	158899	37.79	+0.88
Textint	116915	28.96	+3.35
ExxonMbl	107386	76.96	+9.91

DIARY

Advanced	Declined	Unchanged	Total Issues	New Highs	New Lows	Volume
2,614	721	118	3,453	290	12	1,673,195,220

Stocks surge higher; Dow moves past 12,500

By **JOE BEL BRUNO**
AP Business Writer

NEW YORK — Wall Street surged higher Wednesday, hurtling the Dow Jones industrials past 12,500 for the first time as year-end bargain hunters picked up stocks across a variety of sectors.

The auto industry was in focus after a meeting between executives at Toyota Motor Corp. and Ford Motor Co. sparked hope about a potential alliance between the two rivals. Shares of both companies moved higher on the speculation.

Further takeover activity lent support to the overall market after McClatchy Co. announced late Tuesday it agreed to sell the Star Tri-

bune newspaper in Minneapolis to a private equity fund. Also, graphics communication company Cenveo Inc. agreed to buy rival Cadmus Communications Corp.

But investors looking to buff up their portfolios by year's end were behind most of the gains after major indexes languished last week.

“What you’re seeing is window dressing, people want to finish up the year looking like they own the best names,” said Philip S. Dow, managing director of equity strategy at RBC Dain Rauscher. “And for those that missed the market, they’re trying to put their cash to work and play catch-up. You’ve got momentum on your side this year.”

The session was again

marked by thin volume typical of the week between Christmas and New Year's. The New York Stock Exchange began the session with two minutes of silence as a tribute to President Gerald Ford, while the Nasdaq Stock Market had a similar observance later in the morning.

The Dow rose 102.94, or 0.83 percent, to a closing record of 12,510.57. The index hit a record trading level of 12,519.22 earlier in the session.

Broader stock indicators also advanced. The Standard & Poor's 500 index was up 9.94, or 0.70 percent, at 1,426.84, and the Nasdaq composite index rose 17.71, or 0.73 percent, to 2,431.22.

The two-day advance leaves major indexes heading toward

double-digit gains for the year. The Dow is now up 16.7 percent this year, while the Nasdaq has risen 10.2 percent and the S&P 500 is up 14.3 percent.

A Commerce Department report that showed new home sales rose more than expected in November sent bonds lower; many investors are hoping that signs of economic weakness will motivate the Federal Reserve to lower interest rates, so this sign of strength was troublesome for bondholders. The yield on the benchmark 10-year Treasury note rose to 4.65 percent from 4.60 percent late Tuesday.

Dave Albrycht, senior portfolio manager for Phoenix-Goodwin's multi-sector bond portfolio, said there was more at play than just the home sales data. He pinned most of the swing on “light volume and absence of liquidity,” when tend to skew price moves.

“Housing sales moved the market a little,” he said. “There has been an abundance of liquidity in the market that has been supporting these low yields. That's not the case this week.”

The dollar was mixed against other major currencies, while gold prices were higher.

Oil and natural gas continued to fall, continuing a drop of more than \$1 on Tuesday on concerns a mild winter weather depressed demand for heating fuel. The price of a barrel of light sweet crude fell 76 cents to \$60.34 on the New York Mercantile Exchange.

Shares of the biggest U.S. retail chains were higher despite a report from the International Council of Shopping Centers confirmed sales were not as strong in the pre-Christmas holiday shopping period. There is some hope among analysts that retailers can make up for this as customers pack stores to catch year-end sales.

Wal-Mart Stores Inc., the world's largest retailer, rose 5 cents to \$46.16. Federated Department Stores Inc. rose 58 cents to \$38.34, while Target Corp. was up 38 cents at \$57.47.

However, homebuilders advanced on the home sales report. The data also indicated that inventories fell and the median price of a new home moved higher.

Reminder To Advertisers

PRESS-REPUBLICAN NEW YEAR'S DEADLINES

ALL MATERIALS MUST BE IN OUR OFFICE BY... FOR ADVERTISING TO BE PUBLISHED ON...

- 4:30 Wednesday, December 27th.....Saturday, December 30th
- 4:30 Wednesday, December 27th.....Sunday, December 31st
- 4:30 Thursday, December 28th.....Monday, January 1st
- 4:30 Thursday, December 28th.....Tuesday, January 2nd
- 4:30 Friday, December 29th.....Wednesday, January 3rd
- 4:30 Friday, December 29th.....Thursday, January 4th

CLASSIFIED COLUMN DEADLINES NEW YEAR'S

- 1:00 Thursday, December 28th.....Friday, December 29th
- 3:00 Thursday, December 28th.....Saturday, December 30th
- noon Friday, December 29th.....Sunday, December 31st
- 2:00 Friday, December 29th.....Monday, January 1st
- 2:00 Friday, December 29th.....Tuesday, January 2nd

STOCKS OF LOCAL INTEREST

Name	Ex	Div Yld	PE	Last	Chg	%Chg	YTD
AT&T Inc	NY	1.42	4.0	19	35.42	+4.1	+44.6
AMD	NY	...	...	20	20.70	+1.0	-32.4
AlcatelLuc	NY	...	...	21	1.05	+0.16	+16.6
Amerigas	NY	2.32	7.1	27	32.71	+1.6	+15.7
AppleCf	Nasd	...	...	36	81.52	+0.1	+13.4
ArchHold	Nasd	...	...	11	19.58	-0.6	+3.6
ArrowFnt	Nasd	...	...	38	15	25.20	+4.7
BkofAm	NY	2.24	4.2	12	53.77	+0.7	+16.5
BKNY	NY	...	...	88	2.2	19	39.93
BellSouth	NY	1.16	2.5	25	25.62	+5.7	+22.0
BostonSci	NY	...	...	...	17.04	+1.1	-30.4
CharChm	Nasd	...	...	...	3.08	+0.4	+15.2
Cisco	Nasd	...	...	...	29	27.30	+1.1
Citigrp	NY	1.96	3.5	12	56.41	+1.29	+16.2
Comring	NY	...	...	...	26	19.01	+2.2
Darden	NY	...	...	...	46	11	25.40
Dell Inc	Nasd	...	...	...	21	45.06	-0.3
DicksSprt	NY	...	...	...	27	49.04	+0.4
DowJns	NY	1.00	2.6	14	38.33	+3.5	+8.0
eBay	Nasd	...	...	...	41	30.56	+2.4
EMC Cp	NY	...	...	...	31	13.47	+0.3
(NYSE)S	NY	1.20	4.8	15	25.26	+0.7	+10.8
ExxonMbl	NY	1.28	1.7	12	76.96	+9.91	+37.0
FordM	NY	...	...	...	25	...	-1.8
GenElec	NY	1.12	3.0	23	37.79	+0.8	+7.8
Goodrich	NY	...	...	...	80	1.8	13
GMP	NY	1.12	3.3	15	33.87	+0.5	+17.7
HSPC	NY	3.80	4.1	...	...	...	+13.9
HallitIn	NY	...	...	...	30	1.0	12
HarrisCorp	NY	...	...	...	44	...	+7.9
Hst&T	NY	...	...	...	28	1.1	36
HewlettP	NY	...	...	...	32	...	+45.3
HomeDp	NY	...	...	...	90	2.3	14
iShJapan	NY	...	...	...	10	...	+6.9
iShR2K nya	AMEX	...	...	...	84	1.1	...
InfoSonic	Nasd	...	...	...	9	5.56	+1.69
Intel	Nasd	...	...	...	20	20	20
IBM	NY	1.20	1.2	17	97.20	+1.54	+18.2
InfPly	NY	1.00	2.9	50	34.25	+3.0	+1.9
Kaman	Nasd	...	...	...	50	2.2	17
Keycorp	NY	1.38	3.6	13	38.60	+3.8	+17.2

MONEY RATES

	Last	Pvs Week
Prime Rate	8.25	8.25
Discount Rate	6.25	6.25
Federal Funds Rate	5.125	5.25
Treasuries		
3-month	4.86	4.84
6-month	4.91	4.88
5-year	4.64	4.57
10-year	4.65	4.60
30-year	4.78	4.73

CURRENCIES

	Last	Pvs Day
Australia	1.2749	1.2784
Britain	1.9564	1.9539
Canada	1.1611	1.1611
Euro	7620	7635
Japan	118.71	119.16
Mexico	10.9005	10.8969
Switzerland	1.2256	1.2232

MUTUAL FUNDS

Name	Total Assets	Total Return/Rank	Pct	Min	Inv
American Funds A: GwthA p	XG 84,111	33.01	+1.5	+11.3B	+47.5/A
American Funds A: ICAA p	LV 73,977	33.64	+2.4	+16.1D	+47.2/B
Vanguard Idx Fds: 500	SP 71,787	131.37	+3.1	+15.6/A	+34.0/A
Fidelity Invest: Contra	XG 68,770	65.46	+1.5	+11.8/B	+73.2/A
American Funds A: WshA p	LV 67,794	35.07	+3.3	+18.1/C	+44.5/C
Dodge&Cox: Stock	LV 64,842	161.58	+4.2	+19.0/B	+84.6/A
American Funds A: CapIBA p</					