

SOME of the MAJOR LINES of BRICK and BUILDING MATERIALS which WE SUPPLY

FACE BRICK

Representing: Webster Brick & Tile Co.
Isenhour Brick & Tile Co.
Taylor Clay Products Co
Sanford Brick & Tile Co.

MIAMI-CAREY:

Bathroom Cabinets, Ranges, and Fans

ALSO

Masonry Mortar
Portland Cement
Concrete & Slag Block
Masonry Reinforcing
Flue Lining
Expansion Joints
Gypsum Wallboard & Accessories
Drywall Metal Studs
Plastering Materials
Asphalted Sheathing
Nails
Fireplace Dampers
Polyethylene Film
Wire Reinforcing Mesh
Plastic Drain Tile
Plastic Sump Casings

ORPORATION



50th Anniversary Celebration

December 21, 2005

L&L Supply Corporation
1404 Front Avenue
Lutherville, MD 21093

ORPORATION
Materials and Supplies
BALTIMORE, MD. 21215

WELCOME FROM THE PRESIDENT

The City of Baltimore and for that matter the world as we know it has changed a great deal since December 1955. I think back to my childhood with fond memories of Howdy Doody, Rin Tin Tin, Ozzie & Harriett and the Lone Ranger just to name a few of my favorite TV shows. As a six year old boy I was secure and content to watch TV on a Saturday morning on the small black & white console in the family den. I had very little concept or understanding of what my dad and his friend John Leonard were beginning. All I knew was that he had a new job in a new company and its name was L&L Supply Corporation.

The years did not seem to pass nearly as quickly back then but indeed they did pass and L&L began its growth. Through dedication and hard work the company reached its first major milestone One Million dollars in sales. In February of 1965 John Leonard wrote of the challenges ahead. "The future is going to be great - nothing like it. It also holds that first position for us, but I reiterate we must plan now, if we hope to attain it. It is my belief that the future will be entirely different. Merchandising systems are changing and the whole procedure of manufacturer - distributor - dealer - contractor - is fading. In many instances the distributor is just about out. In other cases the dealer is by-passed to a great degree. But in spite of this alarming trend, the future holds a spot for a resourceful building supply organization. Our thinking may change, our pattern of operation may change, but the business will surely be there for someone. We must get ready for it."

I never had the opportunity to know Mr. Leonard very well he died in February 1967, he did not live to witness the many changes that he predicted. His words however were prolific and have the same meaning today as they did forty years ago when he wrote them.

If my dad were here today this is what I believe he would say about our first fifty years. Our success can be attributed to one thing and one thing only - our people. Through five decades so many played an important role. No single person could be considered the most important and no period in our history the most significant. Our good fortune did not come by accident it came because of hard work and dedication by so many.

As we look to the future we can be comforted by our past accomplishments and know that "the business will surely be there for someone. We must get ready for it."

In closing, I take tremendous pride in our fifty year history and I am grateful to my father and John Leonard. Their vision, their confidence, and their belief in the future were the foundation of our beginning fifty years ago today.

George G. Litz

L&L SUPPLY CORPORATION MISSION STATEMENT

L&L Supply is a privately held corporation which markets, sells, and distributes face brick and building materials for both residential and commercial construction. The company was founded by Donald P. Litz and John F. Leonard in 1955, and their pride, integrity, and commitment to their customers are still apparent in the company's daily operations. The company represents over 30 manufacturers of building products, and seeks to provide the most professional and customer centered services available in the Industry. L&L's primary assets are its employees; and their commitment to the company, to the customers they serve, and to the products they represent. This commitment enables them to outperform the company's competitors and ensures L&L's continued growth and progress.

The primary goals of the company are: to sell face brick and building materials at a profit; to lead the local, regional, and national industry in the areas of customer satisfaction and service; to support its employees personally and professionally; and to consistently seek to remain competitive and responsive in the face of ever increasing market pressures. To reach these goals, employees and management of L&L Supply must: maximize L&L competitive advantages; explore new markets while creatively serving existing accounts; introduce technology while maintaining personal contact with customers; and plan creatively to meet the opportunities and challenges of the years ahead.

PEOPLE WHO HAVE MADE A DIFFERENCE

*Donald P. Litz	*John F. Leonard	*Lillian Woodwarf
*Gus Wingate	*Arthur Mudge	*Phyllis Fansler
*Pat Howard	*Esther Barnes	*Ethel Hogan
*Pat Bush	*Ralph Donovan	*Thomas Litz
*Jim Bentley	*Bill Simms	*Ed Mercer
*Ron Saunders	*Henry Jefferson	*Dick Ford
*Larry Johnson	*Lawrence Pettis	*Jackie Riger
*Bill Holmes	*Albert Bailey	*Alfred Wallace
*Mr. Moore	*Mr. Bowles	*Ernie Green
*Jack Raymond	*Jola Kolasinski	*Alan Sterns
*Ken Mistovich	*Tim Myers	*Dick Morvay
*John Plevyak	*Judy Flynn	*Chappy McClelan
*Mary Helen Cooper		*Isabella Silk

- *1999 – sales reach 11 million – 11,619,000
- *2000 – sales reach 13 million – 13,188,000, company opens stone and brick fabrication shop
- *2003 – sales drop to 11,332,000
- *2004 – sales rebound to 14,100,000
- *2005 – L&L breaks all time high sales record - 15 million



HISTORICAL HIGHLIGHTS

*12/21/1955 - Articles of incorporation were written naming Donald P. Litz and John F. Leonard as full partners in a new company to be named L&L Supply Corporation. The first Board

of Directors meeting was held on this date.

*12/2/56 - Resume of 1956

I. IMPROVEMENTS & EQUIPMENT

- a. Shed roof over area portion of yard
 - i. At a cost of approx. \$2,500 we created 2900 sq. ft. of secondary storage space – approx. 85¢ per sq. ft.
- b. Railroad Siding
 - i. Siding capable of accommodating six cars – two placed at warehouse and two beyond at a cost of \$9,300 two-thirds of which can be reclaimed over a period of 5 years at a rate of \$5.00 per car rebate from the Western Maryland Railway.
- c. Hyster Fork-Lift
 - i. We purchased '56 – 4000 lb. Cap. Lift truck for \$5,000.
 - ii. We purchased pallets to be used with fork-lift – approx. \$900.

II. DELIVERY SERVICE

- a. Performance
 - i. Good service, operating an average of 2 ½ trucks
 - ii. Established a trucking rate of approx. \$3.00 per hour (chauffeur & truck)
 - iii. Trucking cost – 3% of volume transacted

III. FINANCES

- a. No particular problems due to lack of volume and getting organized.

IV. SALES VOLUME

- a. Performance
 - i. We closed year with \$388,000 volume, showing a gross profit of 12%, with a \$10,000 loss for the year
 - ii. Extreme shortages – Rocklath, Sheathing – also lack of brick source

V. CREDITS

- a. No loss – no questionable accounts – past due accounts averaged \$10,000

VI. OVERHEAD

- a. Averaged \$16,000 per quarter

VII. PRODUCTS

a. New Products

- i. Cedar Shake Shingles
- ii. Expansion Joint

VIII. PERSONEL

- a. 3 officers, 1 part-time office girl, 1 warehouseman, 1 permanent laborer

- *1961 - Dropped roofing from product mix added first brick line - Webster Brick Co.
- *1963 - Added 2nd brick line - Taylor Clay Products
- *1964 - First year to reach one million in sales - \$1,003,613 - hope to build brick sales to 250,000 to compete with United Clay & Monumental Brick
- *1965 - Purchased first boom truck
- *1967 - John Leonard dies 2/26/67, purchased 2nd boom truck
- *1969 - New office addition completed at a cost of \$19,500
- *1971 - Warehouse completed at a cost of \$27,275
- *1972 - George Litz promoted from truck driver to Warehouse manager salary \$7,020 per year
- *1975 - George Litz promoted to Salesman - First Brick Showroom built within warehouse shed - built by George Litz & Bill Hoshall at cost of \$3,830. Donald Litz & Ralph Donovan take 5% salary reductions declining sales volume & profits - 1975 sales volume 1,031,000
- *1978 - George Litz promoted to Vice President, Thomas Litz Treasurer - company discontinues sale of all gypsum & drywall products - Jack Swope hired as consultant for brick sales
- *1979 - Addition built to brick display room. Continue to use credit line offered by Equitable Trust Co. credit line limit 150,000. Jack Raymond hired as asst. whse manager first molded brick line added - Alwine brick.
- *1980 - sales reach 2 million - 2,307,000
- *1984 - sales reach 3 million - 3,821,000
- *1985 - sales reach 4 million - 4,086,000
- *1986 - sales reach 5 million - 5,735,000, sales & accounting move to Creighton annex bldg.
- *1987 - sales reach 7 million - 7,289,000
- *1988 - George Litz promoted to President, sales reach 7,918,000
- *1991 - sales drop from record high to 5,735,000
- *1992 - Tom Litz departs company to begin new venture NawKaw Mid-Atlantic
- *1994 - sales rebound 7,605,000
- *1997 - company opens satellite branch in Shrewsbury, PA overall sales reach 8,673,000
- *1998 - sales reach 9 million - 9,482,000





