

The **LONG HAUL**

Vol. 7

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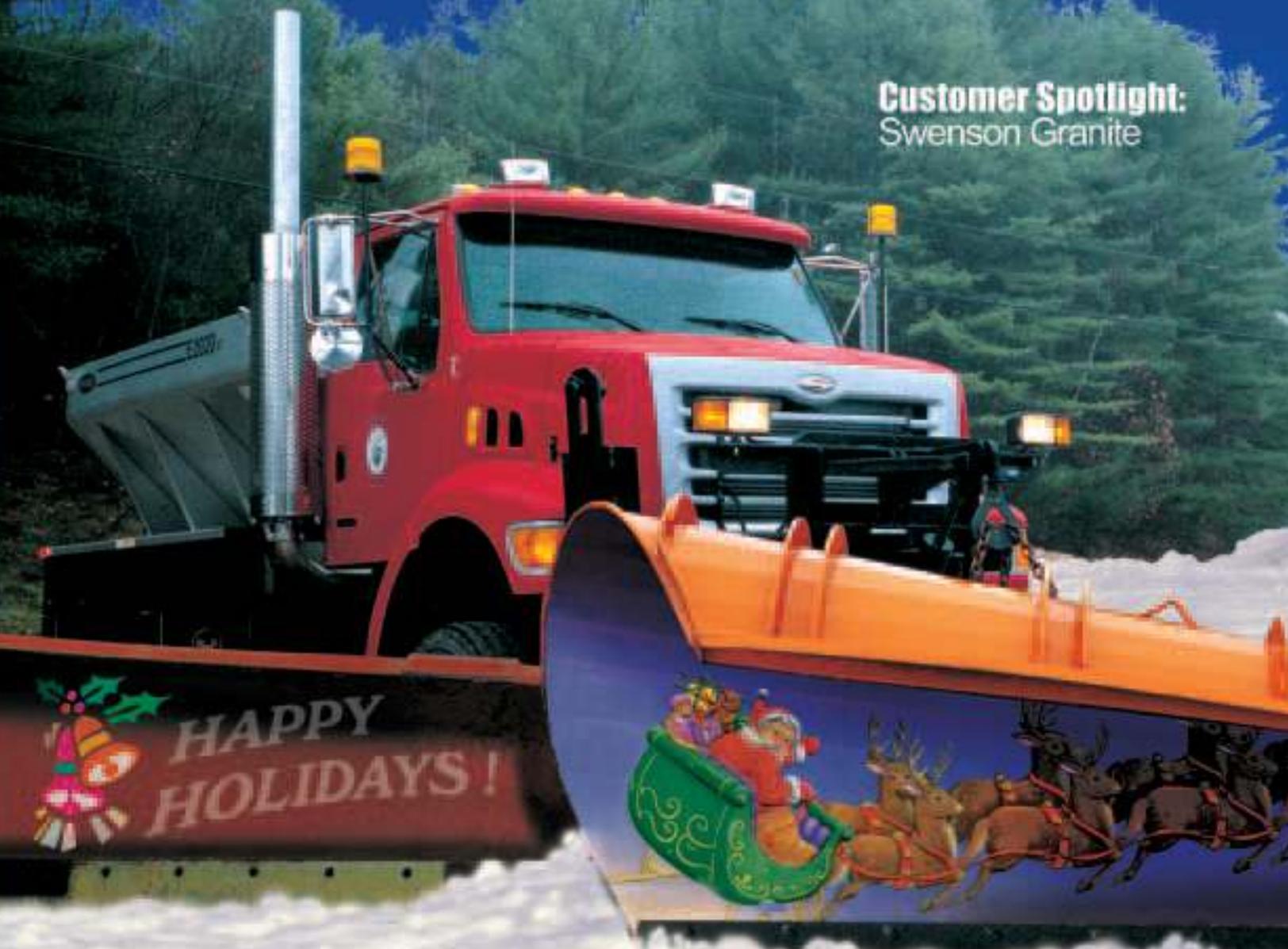
Holiday Issue 2003



VOLVO



Customer Spotlight:
Swenson Granite



McDevitt Trucks Inc.

Where has 2003 gone? I haven't finished raking my leaves, and haven't started my Christmas shopping yet! It's certainly true that "Time flies when you're having fun!"

It's hard to believe that McDevitt Trucks is nearly 30 years old! And it's because of you, our wonderful customers and business partners, that every one of those years has indeed been fun. We cherish our customer/vendor relationships and our dedicated employees as our two most valuable assets, and are forever thankful for them.

McDevitt Trucks continued to grow in 2003, as part of a sincere effort to better serve you. We started the year by acquiring White Mountain Mack in Lancaster, NH. Our Frontage Rd. location acquired the Allison Transmission Service Agreement, and upgraded its Mercedes and Detroit engine service agreements from "Maintenance" to "Overhaul". Our Avon location acquired both Volvo and Peterbilt. In Manchester, the "prep department" moved to another building



to expand the Mack-Volvo service department, in order to get your trucks in, and more importantly, out, faster! As I write this, Lancaster is preparing to add Sterling, Western Star, Cat, and Detroit Diesel Parts and Service. Yes, 2003 was busy, and 2004 will hopefully be even busier – all done in the spirit of serving you better!

We're very proud to have been awarded the 2003 ATD "Truck Dealer of the Year" – it is testimony to the hard work and dedication of our employees, and the loyalty of our customers. We promise to never rest on our laurels, and will work even harder in 2004 to serve you.

The Employees of McDevitt Trucks and my family wish you and yours a very happy Holiday Season, and a successful and profitable 2004. We'll always be there for you and your transportation needs!

Sincerely,

Jack McDevitt, Jr.
President and C.E.O.





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SWENSON GRANITE WORKS

A Company With True Curb Appeal

By Shannon McDevitt

If you have ever been to a home in New England, odds are you have walked across a set of steps supplied by Swenson Granite Works. A company that is known for its distinctive "Concord Gray" (also known as "Swenson Gray") colored granite as it is referred to worldwide; Swenson Granite is a truly unique company.

Established in 1883, it grew to become New Hampshire's leading Granite Company. Four generations later, Swenson Granite remains steadfast and true to its legacy. Its founder, John Swenson, planted the company's roots in Concord, NH, where granite is noted for its quality. Unlike other types of granite, "Concord Gray" is recognized for its color, density, small particle size, as well as its consistent grain, all desirable qualities for stone.

Its first quarry, on Rattlesnake Hill (able to be seen when traveling north on I-93), stands proudly over the city of Concord, visible evidence of the company's history and impact on the State of New Hampshire. It is estimated that the property covers about eighty acres, at least ten of which are currently being quarried. In 1997, Swenson Granite acquired a production facility in Barre, VT to handle the growing needs of their new stores. This facility utilizes the granite from a quarry they have owned since the early 1950's, located in Woodbury, VT.

Interestingly, Swenson Granite combines some of the most recent forms of cutting technology with some of the same technology used at the time of the company's inception. The careful craftsmanship used to quarry the granite from the site is truly a slow process. Special attention must be paid to the quality of the cut as



*Bob Colarusso,
operations manager.*

even the slightest break in the cutting line can be a devastating setback. By providing "from quarry to customer" service as operations manager Bob Colarusso said, Swenson Granite has created a comprehensive business that sets it apart from its competitors in the industry. With two expansive quarries, the company is able to quarry its granite, finish it, and literally deliver it to your front door.

These days, the people coming to Swenson Granite for rock can be found all throughout New England. With retail locations in Concord, NH; Amherst, NH; Westbrook, ME; Medway, MA; and Newton, CT; along with a new sales office in Rowley, MA; Swenson Granite has grown beyond its New Hampshire surroundings to become one of the Northeast's leading granite suppliers. The company has nearly one hundred employees, forty two of whom can be found at work in the quarry on Rattlesnake Hill.

Swenson Granite has carved a steadfast legacy as a prominent player in the industry. Concord Gray granite was used to build the Library of Congress and parts of the Washington Monument. Other quarries owned by Swenson Granite supplied granite to parts of

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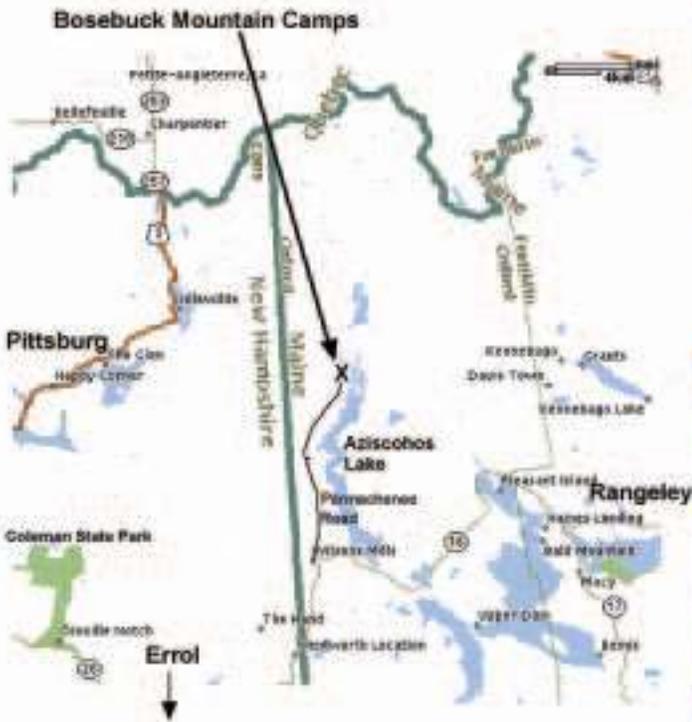
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continued from page 7

The Brooklyn Bridge and The Tomb of the Unknown Soldier. In fact, Swenson Granite supplied the Pentagon with new granite steps in the summer of 2002, as part of the Pentagon's rebuilding process.

As the popularity of building granite declined, Swenson Granite sought out new markets for its products. Swenson Granite is now known mostly for its production of curbing and landscaping pieces. Especially durable and weather resistant, the benefits of using granite as a curbing material are incomparable. Unlike concrete, granite is able to withstand salt, snowplows, and frost heaves.

McDevitt Trucks began its relationship with Swenson Granite nearly thirty years ago when we first opened our doors in 1974. We have provided Swenson Granite with a number of Mack trucks over the years that are used to literally deliver their products to your doorstep. Mounted with a crane, the trucks are able to not only bring the product to you, but set it in place. All you need to do is pick the spot. So if it is a bench, steps, a mailbox post or even a bird bath you are looking for, consider Swenson Granite. With six locations, and the only granite of its kind, they are a company with true curb appeal.

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- P.J. O'Rourke.



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 XIII

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Thank You!

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