

Allan Block

Always Better Wall of Fame
2020



allanblock.com



Karen Diller

Barry Diller

**Nitterhouse Concrete
Chambersburg, PA**



Pennsylvania is an amazing place, from Independence Hall, to Valley Forge, to Gettysburg, and let's not forget Hershey's Chocolate, these are all part of what has made America great. We are proud to announce that this tradition is being carried on with the induction of two wonderful people to the AB Wall of Fame, Karen and Barry Diller. From the heart of Pennsylvania, Karen and Barry are leading the Nitterhouse family business and adapting to changing times. They are constantly working on finding ways to build their business for the future, to keep the good people of Pennsylvania with a great job with a great company. They have done the same for making Allan Block the product of choice in their market.

With Karen, as the President and CEO of Nitterhouse Masonry Products, in addition to overseeing the overall business, she takes personal charge of operations. She has instituted an attention to detail that sets expectations to ensure that customers are delivered good product that meets their needs. How many plants have robot arms picking up block to send through a tumbling system and then uses the same robot to restack the block after their go through the antiquing process? That poor robot never gets a break, and don't tell anyone, but I do not think they are paying it minimum wage. We always like to recognize years in service, but as Karen began her training program moments after birth, the political correctness factor kicks in and let's say we are in the twenty-nine-year range.

When Barry is not selling, he is managing his sales team. As Vice President of Sales and Marketing for Nitterhouse Masonry, Barry has had a few years to figure this game out. With over thirty-six years of practice, starting in 1984 as a Mr. Clean look alike, Karen is hoping he will soon be an expert, as she has bought into the motto of **"always better"**. As a team, I think they have the business covered from top to bottom.

The concept of value-added sales and service may not have originated in Chambersburg, but it is top of mind every day for the Nitterhouse team that Barry keeps a firm hand on the rudder of the ship. Barry has been with us every step of the way in understanding our customers' needs, developing training programs and getting his team educated, to help answer the questions to allow Allan Block to provide the site solutions for developing more buildable land. Barry is not all work and no play. Where else can you find someone that set up their kitchen so while he is watching football on Saturday and Sunday, he is whipping up another gourmet meal for the family. By the way, following Penn State I understand, but how does a Yankee follow the Georgia Bulldogs? Well, if you need more than a cook for your next social event, he can also fill the bill for entertainment, as he has been known to take the mic and belt out a mean horse and cow tune for all to enjoy.



Bill Nitterhouse, previous AB Wall of Fame recipient, set the stage for where the company was going and how they were going to get there. Bill had Bobby Glass running the plant and Ron Jones running the sales side of the business. Both helped set a high bar for where Nitterhouse goes with Allan Block. Karen and Barry super-charged the company and their expectations, leading Allan Block to new heights in our industry. They both are great people and wonderful friends. To keep the tradition, going their son Matt and daughter Laura are both involved in the business, and we expect big things from the next generation. Thank you both from all of us at Allan Block for helping us on our quest to ***Always Better, Always Allan Block.***

