

SLIPPERY ROCK

GAZETTE

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THE BEACON OF THE STONE INDUSTRY

NOVEMBER 2011

VERMONT STONE ART LIVES UP TO ITS NAME

IT

IS ALL ABOUT FINDING THE RIGHT FIT.

PRECISION, PERSISTENCE, AND TECHNICAL KNOW-HOW ARE THE HALLMARKS OF VERMONT STONE ART, AN ARCHITECTURAL STONE SUPPLIER AND MANUFACTURER BASED IN BARRE, VT. JAMES T. SULLIVAN, VSA DRAFTSMAN AND PROJECT MANAGER, ENJOYS THE PAINSTAKING PROCESS OF FITTING THOUSANDS OF CUT STONE PIECES TOGETHER INTO A HARMONIOUS WHOLE — A SCENARIO THAT HAS CHARACTERIZED SEVERAL OF THE COMPANY'S MAJOR PROJECTS.

During one of its recent contracts, VSA supplied thousands of square feet of cut stone for the award-winning renovation of the Axinn Center at Starr Library at Middlebury College in Vermont.

"The college is known for its stone buildings," Sullivan said. "For this particular project, they were demolishing part of (the library) and building additions—large wings— onto it. There was a historic restoration part of our scope that we did with a mason here, but the new construction was a much larger portion of the project."

As described by the college's news office, the 82,400 square foot project preserved the



Front entrance to the Shepley Pavillion Reading Room features Danby-Marble-clad pillars and "split-face Middlebury College blend." Middlebury College in Vermont is noted for its stone buildings and use of stone native to the granite and marble-rich Barre area.

IN THIS ISSUE

Cover Story: featuring Vermont Stone Art and their award-winning Middlebury College project

Steve Anneker talks about developing the new ES enhancements to the Polishing Pro System

Resining stone 101 by Brian Gambrell of Tenax USA

Kevin Padden explains the agony of installing without the stove on site.

Slab Belt & Cluster Wheel Reviews

Tom McNall explores the proper application of penetrating sealers

Anne, Carmen, Ida Mae and Rufus tell it like it is, or should be

original neoclassical Starr Library and the modernist Shepley Pavilion Reading Room and added 50,000 square feet of new space.

Alan Barr, VSA managing director, called the Axinn Center work a "beautiful, landmark project" that involved historical restoration and adaptive reuse. Previous additions to the original library were demolished, and VSA supplied 700 tons of rubble stone that Sullivan called the "split face Middlebury College blend, three local quartzitic sandstones blended together to match the character and color of the surrounding historic buildings." The company managed the cut stone elements used in the renovation.

"The mason that was awarded the job hired us to do all the shop drawings and manage all the stone," Sullivan said. "That's my job. I was actually involved in the take off, estimating, and quoting. I was the project manager."

The Axinn Center project used three differ-

ent varieties of stone: Castle Hill limestone (dolomite), Indiana buff limestone, and Vermont Danby marble.

"The existing stone on the historic building was from a quarry that was closed, so we had to pull in a lot of different samples and have the architect pick a stone that best matched," Sullivan said. "It was challenge. We were able to get really close with that even though the historic building is over 150 years old."

The exteriors of the two wings of faculty offices built during the renovation were designed to complement the architecture and materials of adjacent buildings on the college's historic Old Stone Row quad. VSA's part in the project took about two years from quote to finish, Sullivan said.

Thomas McGinn, project manager for the Middlebury College Campus Design, Planning, and Construction Division, praised the quality of VSA's work. "They did all of the

by Joel Davis

PHOTOS SUPPLIED COURTESY
VERMONT STONE ART

stone on the library—Danby Imperial marble and lots of individual pieces. Some of it actually had to be cut as a radius, so it was pretty detailed. They did a nice job. It all fit together just perfectly."

VSA rose to the challenge of matching the style of the surrounding historic buildings, he said. "It's hard to do to a modern building that sort of mirrors the 1800s-era buildings that are closest to it. The shapes are evocative. Certainly, the stone is evocative of the other buildings especially the Danby Imperial marble."

In 2009, Middlebury College received a Sustainable Design Award from the Boston

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VERMONT STONE ART LIVES UP TO ITS NAME

Continued from page 1

Society of Architects (BSA) and an Excellence in Architecture award from the Society for College and University Planning (SCUP) for the Axinn Center.

It's this kind of intricate work that Sullivan has found most satisfying during his career. "I really like anything to do with numbers and dimensions and, particularly, drafting. I do a lot of drafting here, and I've always liked that. I appreciate the finished product, going to see the job when it is complete."

There is a definite satisfaction in translating an immaterial idea into solid stone. "It feels really good when things fit and they go up like you envisioned," he said. "You have to envision it three-dimensionally in your mind. There is a lot of guessing that goes into that. To see it installed and see that it works is a nice reward. It's very satisfying to see something go into the wall and fit and not have to be cut or sent back or rejected."

Another VSA project of note was the Park Place condominiums in Saratoga Springs, NY. The company provided and installed 1,800 Indiana limestone cut stone elements for the high-end project, Sullivan said.

VSA employs between 10-13 employees seasonally. Its corporate office is located in Colchester, VT. The company is about a year-and-a-half old and came into existence in 2010 when Trowel Trades Supply, Inc., which has been involved in the masonry materials business since 1966, set it up as an affiliated, inde-

pendently operating company.

"VSA is a new offshoot of a company that has been in business for 45 years," Barr said. "The parent company is...the largest masonry stone supplier in the state of Vermont. What has happened is the custom stone division, which I ran, has been branched off through its own business."

Prior to working for Trowel Trades Supply, Barr was president of Towne House Restorations, Inc./THR Group of Brooklyn, NY, for 20 years. He moved to Vermont in 2007 for "the opportunity to get into the natural stone business. The company I ran was really in a niche in terms of historical restoration work that was booming in the 80s and 90s."

"We really only specialized in restoration work. Once you restore some of these landmarks, you don't do it again for another 100 years. The market was kind of changing, and I had the opportunity to get involved with Trowel Trades."

Barr said that VSA's strength lies in the breadth of its technical knowledge and experience in the industry. "We're familiar with so many different types of materials. The years of experience that people have here helps out in terms material selection and also technical assistance."

Through a sister company, VSA provides interested architects access to technical specifications for various materials. It also offers an American Institute of Architects accredited class on the physical properties of dimensional



Above: Split-face blocks and Indiana Limestone masonry sills were chosen to complement the modern design of the Starr Axinn Center project amidst the traditional stone buildings of the Middlebury College campus. The "Middlebury College Blend" combined three local quarzitic sandstones.

stone. "Architects love it," Barr said. "Gene Pawlikowski of Trowel Trades Supply is our key technical resource. He was instrumental in the successful implementation of the Starr-Axinn job."

VSA is experienced in all aspects of the project management process, Sullivan said. "We deliver to the job site, and we do what is called a 'stone setting drawing' for the mason and then handle any problems that might arrive during the installation process—basically taking it from the start all the way to the finish," he said.

One of the challenges of managing complex

projects is working out the logistics of the supply chain—trying to synch the construction schedule with actual delivery of materials—but the company prides itself on its ability to source hundreds of different stones from around the world to meet the requirements of clients, Sullivan said.

Another challenge is dealing with those cut stone elements whose dimensions don't match up as planned, but these problems do not deter Vermont Stone Art from completing projects to its customers' satisfaction.

Continued on page 3

Left and Below: Radial-cut Danby Imperial marble blocks and structural framing add a beautiful, classical accent to the darker Castle Hill Limestone courses chosen for the front entrance.



Continued from page 2

If a piece doesn't fit, the company thinks nothing of sending a truck to pick it up, taking it back to its fabrication shop in Barre, and customizing it, he said. "Within a day or two, it's back on the job site cut to the size that our customer needs. That kind of service keeps our customers coming back here."

VSA is definitely service-oriented, Sullivan said. "We answer the phone when people call us. If you do leave us a voice mail, we get back to you on the same day."

The company also worked on a project to replace the Crown Point Bridge, which spanned Lake Champlain from Crown Point, NY, to Chimney Point, VT. The bridge closed in the fall of 2009 due to structural failures in its concrete piers, which could not withstand the churning water and ice during tough Northeastern winters.

VSA was hired to design and fabricate the two-inch-thick granite veneer and corner panels that would encase and protect the six new concrete piers. The company eventually designed, cut, delivered, and managed the installation of nearly 7,000 square feet of granite —708 pieces in all.

Visit www.vermontstoneart.com for more information about other recent projects.

Right: Starr Axinn construction features an elegant color combination: Danby marble-clad pillars, with darker Castle Hill Limestone, below.

Far Right: Split-face "Middlebury College Blend" rubble stone and the Indiana Limestone window surrounds were chosen to color-coordinate with the older campus stone construction.



Left and Below: High-end condo project in Saratoga Springs, New York included about 1,800 cut Indiana Limestone elements of all different shapes, lengths, and profiles. Vermont Stone Art Project Manager James Sullivan explained, "The installation went well, with minimum challenges. This was a two-year project from estimating to finished project."



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OUR NOVEMBER ISSUE PROFILES THE OUTSTANDING WORK COMING OUT OF VERMONT STONE ART, AND CONCLUDES MULTI-PART ARTICLES FROM SRG WRITERS TOM McNALL AND RICHARD PIERCE THOMAS. WE ALSO PRESENT TWO PRODUCT REVIEWS—PRODUCTS TO MAKE THE TOUGH JOB OF FABRICATION & INSTALLATION SAFER, FASTER, AND MORE EFFICIENT: THE SLAB BELT AND THE NEW CYCLONE CLUSTER WHEEL. JOEL DAVIS INTERVIEWS STEVE ANNEKER ON THE INNOVATIVE NEW POLISHING PRO FOR ES, INTRODUCED AT THE ISFA SHOW IN OCTOBER. LOOK ALSO FOR AN UPDATE ON SLIPPERY ROCK IMPROVEMENTS PLANNED FOR THE COMING YEAR (FROM THE PUBLISHER’S PEN, PAGE 6). ENJOY!

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FROM THE PUBLISHER'S PEN

SLIPPERY ROCK KEEPS ON ROCKIN'



THESE ARE CHALLENGING TIMES FOR PUBLISHERS OF NEWSPAPERS, MAGAZINES AND TRADE JOURNALS. THROUGHOUT THE COUNTRY MOST PUBLICATIONS ARE SUFFERING FROM DECLINING ADVERTISING REVENUE AND ALL ARE EXPERIENCING INCREASING COSTS. MANY TRADE MAGAZINES HAVE CEASED PUBLICATION AND OTHERS ARE ATTEMPTING TO MIGRATE TO A WEB PRESENCE ONLY.

Our vision for the SRG is to create a magazine that is interesting and fun to read. Instead of hunkering down and retreating in the face of increased costs, as a regular reader, you've probably noticed that we've transitioned to an all color format, expanded our page count, and have added several regular monthly columns. We have expanded our circulation beyond granite countertop fabricators to include tile contractors, polished concrete contractors, decorative concrete artisans, concrete countertop fabricators, and general concrete contractors.

Over the next few months we are rolling out a new website for the SRG (www.slipperyrockgazette.net). The new website will have many improvements including a fully Google searchable content, free classified ads and the opportunity for manufacturers to have specific advertisements in the various categories in which their products compete. We think it will take about six months to roll out all of the changes.

It is our intent to create something that supplements but does not replace the printed magazine. There are some things which we think technology does better, but nothing will ever replace the printed page. If you have a chance, take a look once in a while and let us know what you like and what needs fixing.

Hope you enjoy this month's SRG,

Rich Hassert

Email responses to:

publisher@slipperyrockgazette.net

JUST ASK YOURSELF: WHAT WOULD GUMBY DO?

Anne Tenna
Resident Gumby Fan



GUMBY HAS SURRENDERED. SAN DIEGO POLICE SAY THE MAN ACCUSED OF TRYING TO ROB A CONVENIENCE STORE DRESSED AS THE FAMOUS CLAYMATION CHARACTER TURNED HIMSELF IN, WITH AN ALLEGED ACCOMPLICE.

Detective Gary Hassen tells the *San Diego Union-Tribune* that Jacob Kiss and Jason Gramma voluntarily went to police headquarters. He says Kiss brought the Gumby suit and turned it in as well.

Police say a man dressed in a Gumby costume and an accomplice went into a 7-Eleven in Rancho Penasquitos on Labor Day and told the clerk it was a robbery.

The clerk thought it was a prank and dismissed him. Both then left the store.

Surveillance video shows the clumsy would-be robber struggling to keep the green suit on as he walked out the door.

Source: *The San Diego Union-Tribune*,
<http://www.signonsandiego.com>

Now, for those of you who are old enough to remember, know that the good-natured Gumby was originally started on *The Howdy Doody Show* in the late 50s. Every episode started with



the loveable goofball Gumby and side-kick Pokey the Horse wreaking havoc, and then the show would end with some kind of uplifting moral.

Which is why when one thinks of Gumby robbing a convenience store, it's totally understandable why the clerk did not take it too seriously. That would be the equivalent of Mr. Rodgers pointing a gun at you and demanding your wallet. Unfathomable!

At least there was some morality involved in the whole fiasco. Just like the do-good, decent lessons Gumby taught us, these would-be robbers actually had a conscience and decided to turn themselves in for their bad intentions and even worse actions.

I'm guessing Gumby and his creator would be proud that the positive messages intended for young ears actually did some good!

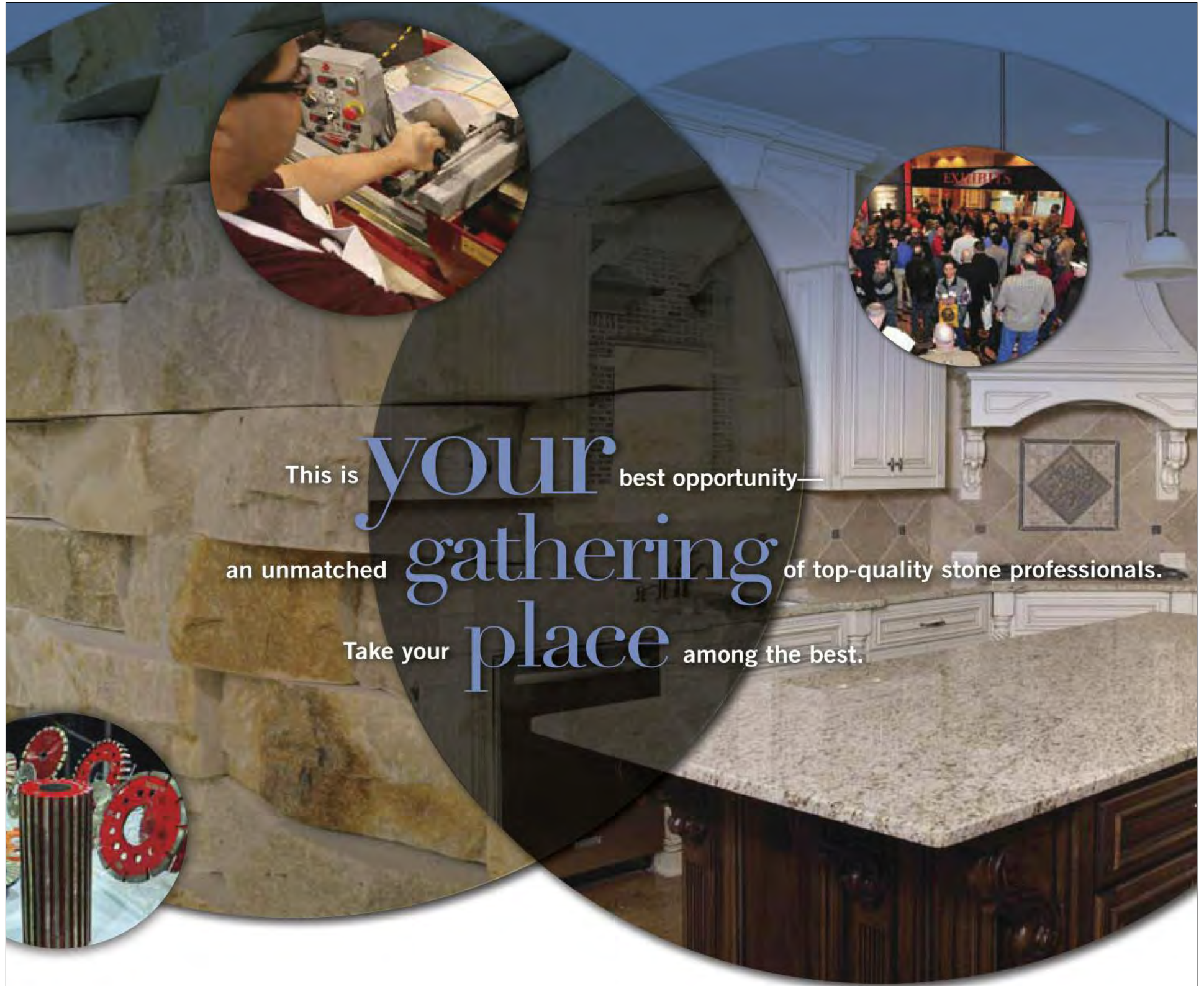
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How To Create Advertising That Works



A SMALL BUSINESS, YOU PROBABLY STRUGGLE WITH YOUR ADVERTISING. IT CAN BE EXPENSIVE, AND YOU WANT TO MAKE SURE YOUR RETURN ON INVESTMENT IS WORTH THE PRICE OF THE AD.

You may even be under the impression advertising is hit or miss and results can't be guaranteed. Well, that's true... sort of.

You see, there is a way to greatly increase your chance of success with all of your advertising – a great headline.

Fact is, the most important part of an ad is the headline. If you don't get the headline right, the entire ad space is wasted. Studies prove 80% of readers make a decision about an ad based on the headline. So, if your headline fails to grab the reader's attention, you've wasted 80% of the cost of that ad.

Now that you know the importance of a headline, here are 4 ways to write a great headline and make sure you don't waste your advertising dollars. Simply ask yourself four questions every time you write an ad for your business.

Question #1 - Does your headline target your ideal customer?

To answer that question, you need to know who your ideal customer is. Who is looking for your services? Are most of your customers male or female? How old are they? What is their financial situation like? Are they concerned with price? Quality? Service? Which is *most* important to them? If you don't know, ask your best customers why they chose you. You might just be surprised by the answer.

The answer to these questions makes a huge impact on how you construct your ad, and especially your headline. For example, a headline announcing a huge discount and free service is going to grab a budget-minded customer more than a high income earner who is seeking top quality with no regard to price. Emphasizing the modern appeal of a certain product might grab the younger to middle class market, but not necessarily an older market.

Just be aware of who buys your products, why they buy and then write to them.

Question #2 - Does your headline grab attention?

When your prospective customers are glancing through a magazine or newspaper, will your ad jump out at them? Will they stop in their tracks to read it? Will it call their name across a crowded room?

It should. There are various types of headlines. Here are the 6 best headline categories for grabbing attention along with an example for each:

News - "New Shipment Just In, Selling Fast"

Questions - "What Stone Fits Your Kitchen and Your Lifestyle?"

How to... - "How To Get a Larger Bar-Top

Sean McCool

Direct Marketing Strategist

Counter in Your Kitchen"

Command - "Come See Our New Showroom"

Reason why - "10 Reasons Now Is The Time to Update Your Kitchens and Baths"

Testimonial - "I Love My New Counters" – Sally, Satisfied Customer"

Also, learn some attention-grabbing words. "New," "Free," "How To," and "Amazing," are just some. Yes, they are used – a lot – but that's because testing proves they still work.

Question #3 - Does your headline deliver a complete message?

If someone reads your headline, do they know instantly who you are and what your basic service is? A common headline such as "Free Gift With Purchase" is weak. It says nothing about what you are actually offering them. They don't know who you are, and you've given them no reason to find out.

A better headline says something about your company. "Free Installation With Every Custom Countertop" says a lot. It says you do stonework, you offer professional installation, you care about the customer and want to make sure the work is done right. You are also trustworthy because you're not going to throw in a hidden "service" charge at the last minute. The ad reader instantly knows what you do, and will likely remember you when they need new counters.

Question #4 - Does your headline draw the reader into the rest of the ad?

Did you know that 80% of readers only read the headline of an ad? You need to give that 80% a reason to remember you. Otherwise, they'll just pass you by until your competitor grabs their attention.

The way to draw someone into the ad is to arouse their curiosity. Again, think about the types of headlines mentioned earlier. If you give them news, they'll want to know the details. If you ask a question, they'll want to find out the answer. If you announce you know how to do something, they'll want that knowledge.

Think about the headline of this article. Why are you reading this sentence? Because I aroused your curiosity, you wanted to know how to create a better ad, and I implied in my headline I had the answer for you.

Ask yourself these four questions and your headlines will be rock solid. They'll target your perfect client, grab her attention, deliver a message, and draw her into the ad... and, when you do it right, she'll become your next customer.

Sean McCool is an award-winning marketer and success coach. He can help you create marketing materials or just talk with you about what's possible for your business. You can contact or leave a message for him through his website www.SeanMcCool.com.

AN ABANDONED "MAN CUB"



CAMBODIAN MAN SAYS HIS YOUNG GRANDSON HAS LIVED PARTLY ON MILK HE SUCKLES DIRECTLY FROM A COW SINCE THE BOY'S PARENTS LEFT THEIR RURAL VILLAGE IN SEARCH OF WORK.

Rufus Leakin Guru of Folklore

another animal conjures up all sorts of concerns. First of all, drinking cow's milk is not all that unusual; most of us still do. It's just drinking it "straight from the tap" that raises health issues.

Nowadays, milk gets processed, sterilized and homogenized before it's consumed. However, back in the day, it was pretty much served fresh, right after being milked from the cow. So even though it's no longer consumed that way today, that doesn't mean that it couldn't be; it's no different— except for the added chemicals.

The second health concern involves the questionable sanitation of the cow's teat, especially if calves are still using it. That might be like drinking after your dog (not counting how many times he may have just come from quenching his thirst in the toilet bowl).

As the bacteria-conscious individuals we've become lately, we try to eliminate as much contact with germs as possible, although our bodies are designed to combat most germs (which are a lot more omnipresent than you may think).

If Mr. Oeung's grandson is not getting sick directly from taking his milk "warm," then maybe all his built-in, antibiotic defenses are kicking in naturally and his body will grow up as big and strong as any other kid drinking milk. It's just the process that's different. Or as Bart Simpson would say, "Don't have a cow, man."

Um Oeung says 20-month-old Tha Sophat started suckling the cow in July after he saw a calf do the same.

Um Oeung told *The Associated Press* he pulled the boy away at first. He relented after his grandson protested loudly and the boy has suckled the com milk once or twice a day since then.

Tha Sophat has lived with his grandparents in Siem Reap province in northwest Cambodia since his parents moved to Thailand looking for work.

Um Oeung said the cow doesn't mind the boy suckling but he is worried about his grandson's health if he continues.

After I read this article, I immediately thought of Mowgli, the main character in the collection of Jungle Book stories by British Nobel laureate Rudyard Kipling. Kipling, who was born in India, spent the first six years of his childhood there.

After living in England for about ten years, he went back to work in India where, I assume, he got the idea for the stories about a small boy lost in the jungle and being brought up by a pack of wolves. All the fables use animals in an anthropomorphic manner to give moral lessons.

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With that feeling of warmth and comfort in mind, the firm releases its new "Corduroy Series," which captures contemporary linear style with a subtle blend of tone and mixed color.

The series' textured surface emulates the feel of corduroy with its front grooves, and its painted back-panels create differing shades of light and shadow through the glass as one moves around a space and views the tiles at different angles.

This textured glass series is offered in seven blends (Ceder, Cocoa, Aubergine, Ash, Ecu, Fawn, and Stealth) and two solid colors (Snow and Almond). Presented on a fiberglass mesh in 1" x 12" tiles on 12" x 12" sheets, the series is attractively offset, and will be amazing both as full wall installations and dynamic accents. It is ideal for columns when used vertically, and generally for both interior and exterior applications and wet or dry applications



About Bellavita Tile

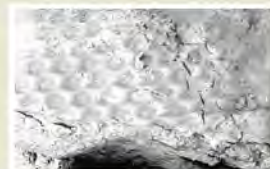
Bellavita Tile offers an amazing array of glass, metal, ceramic and porcelain mosaic tiles at price points that are consumer-friendly. The company provides a full range of residential and commercial glazed and unglazed porcelain tiles. All of the products are produced in China using the most state-of-the-art technologies and innovative designs developed in Europe. If you are interested in adding Bellavita Tile to your product selection, email info@bellavitatile.com. Visit the web at www.bellavitatile.com.

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Actual water samples before and after processing with a Beckart system at Midwestern stone cutting facility.



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CHAMPLAIN STONE PRESENTS "1763 GRANITE," A DISTINCTLY AMERICAN QUARRIED STONE

CHAMPLAIN STONE INTRODUCES "1763 GRANITE," A NEW GRANITE LINE RICH IN CHARACTER. THE GRANITE TAKES ITS NAME FROM A PIVOTAL YEAR IN AMERICAN HISTORY, WHEN COLONISTS FELT THE RESTRICTIONS OF THE PROCLAMATION OF 1763 AFTER THE FRENCH AND INDIAN WAR.



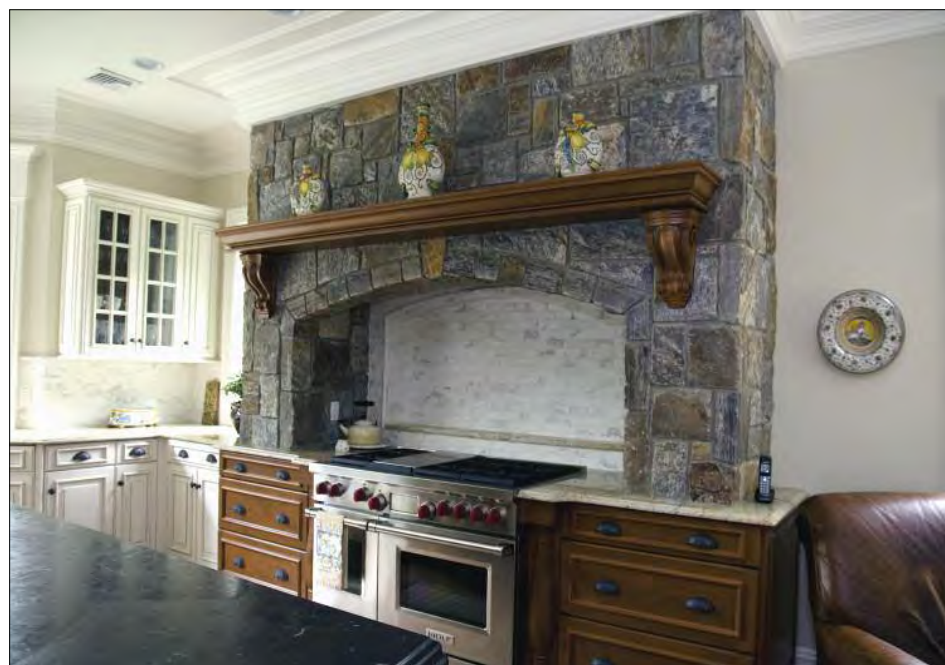
Champlain Stone's 1763 Granite captures that rustic American spirit with its classical and rugged appearance. Deep shaded areas of brown and amber characterize the hearty, weathered natural stone.

This year was a turning point, when the colonies wished for the freedom for self-governance; a precursor to the American Revolution and a symbolic moment... and, 1763 Granite captures that rustic American spirit with its classical and rugged appearance. Deep shaded areas of brown and amber characterize the hearty, weathered natural stone. When split-faced, the material exhibits a stunningly natural color range of blush and blue-grays in addition to offering a variety of white swirls and striations.

"We're excited about this new material," stated Ryan McLaughlin, Champlain's Director of New Business Development. "Opening the 1763 quarry expands the range of colors and products we offer the market. The rugged earth tones and natural weathering of this stone perfectly complement environments in which our materials are often used. We are producing it in

both rubble and sawn forms, including thin veneer from which a variety of architectural stone applications may be specified including building veneer, landscaping applications."

Champlain Stone's quarry in Clemmons, NY is adjacent to the firm's headquarters in nearby Warrensburg, NY. This quarry location is less than 500 miles from major granite-consuming metropolitan areas including Montreal, Washington DC, New York City, Boston, Baltimore, Toronto, and Philadelphia. Because of this convenient site on the map, projects that specify 1763 Granite are eligible to receive LEED credits.



Champlain Stone, Ltd., which began three decades ago as a one-man operation, has evolved to become one of the largest and most efficiently managed, American-owned natural stone quarries. The firm offers seven unique granite products, quartzitic sandstone, dolomitic limestone and a myriad of decorative yet rugged fieldstones, as well. Products may be

specified in "as is" condition or from a comprehensive offering of blends, allowing virtually limitless stone designs to be achieved.

To schedule a quarry tour and/or receive more information about the company, please contact Champlain Stone, Ltd. PO Box 650, Warrensburg, NY, 12885, 518-623-2902, www.champlainstone.com.



Natural Stone Care Kit



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For the Professional

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PRIMA INDUSTRIE ANNOUNCES FORMATION OF PRIMA ELECTRO NORTH AMERICA

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PRIMA INDUSTRIE ANNOUNCES THE FORMATION OF PRIMA ELECTRO NORTH AMERICA. THE NEW ORGANIZATION, BASED IN CHICOPEE, WAS FORMED BY THE MERGER OF THE FORMER CONVERGENT LASER DIVISION OF PRIMA NORTH AMERICA AND IS THE RESULT OF THE ORGANIZATION CHANGES AND RE-BRANDING ANNOUNCED BY PRIMA INDUSTRIE IN MARCH 2011.

"The new Prima Electro North America is a leader in electronics, CNC, general motion controls, and laser technologies. The company is responsible for sales and service of the OSAI brand of CNC and general motion control products and DOTS® (Dedicated Off The Shelf) electronic assemblies within North America, and for design, manufacture, sales, and service of the Convergent brand of high-power laser sources for industrial applications worldwide," stated Terry L. VanderWert, President of Prima Electro North America.

"By bringing together the OSAI and Convergent operations into an integrated unit, we will better serve the needs of the North American industrial market and further grow our business," reported Mr. VanderWert. "Both OSAI and Convergent have great histories in their respective businesses which we intend to leverage for the benefit of our customers."

OSAI was a pioneer in the development of computer numerical control (CNC) technology dating back to the 1950s. Starting in 1957 as part of Olivetti, OSAI was a key player in the transformation of the global machine tool industry into the computer age with the use of CNC technology, eventually becoming part of the Rockwell Automation Group. Acquired by PRIMA in 2007, all of OSAI's present products – CNC controls, servo drives, motors, HMI's and automation – are used in Prima products.

OSAI products are also marketed to OEM manufacturers and end users outside the Prima Group where they have a particularly strong position in the wood, plastic, glass, and stone working industries which account for around 80 percent of OSAI sales worldwide.

The Convergent product line and history is equally impressive, according to Mr. VanderWert. Convergent lasers have become the world standard in laser processing for a broad range of high technology products, including advanced aerospace engines and complex medical devices. Today's Convergent brand of high powered lasers include the CX, CP, and CV series (2.5 to 6KW) of industrial CO2 lasers and the CL series of high peak power Nd:YAG lasers. Originally designed and manufactured primarily for use in Prima prod-

ucts, Convergent lasers now will be marketed to outside original equipment manufacturers (OEM's) and end users, according to Mr. VanderWert.

DOTS electronics offer the flexibility of a custom design with the cost, performance and reliability of an off-the-shelf solution. Current customers of the DOTS brand include manufacturers of robots, machining centers, trains, underwater systems, pick and place machines, fuel cells, co-generators and air compressors.

"The OSAI, DOTS and Convergent product lines and their innovative technology will now become available to a wider spectrum of customers," reported Mr. VanderWert. "Equally important, the combined and deeper Prima organization will provide complete ongoing customer service, which is key to our customers' growth and success."

With more than 70 employees and growing, Prima Electro North America operates in an 88,000 square foot facility in Chicopee, MA. The company is ISO 9001:2008 certified.

For more information about Prima Electro North America, call 413-598-5200, visit www.primaelectro.com

About Prima Electro

Prima Electro S.p.A. is a leading specialist in electronics, numerical controls, and laser sources. It was established in 1978 as a satellite of Prima Industrie and today belongs entirely to Prima Industrie Group. Prima Electro developed its own identity and consolidated it by entering new markets through important acquisitions, such as OSAI, a long-standing CNC brand and, more recently, Convergent Lasers, one of the key players in the industrial laser market.

Owing to its expertise at designing and manufacturing high quality industrial "dedicated" electronics (DOTS® - Dedicated Off The Shelf), Prima Electro offers its customers dedicated solutions for specific applications, with a high level of industrialization, competitive price and fast time-to-market.

The OSAI brand, the motion control leader in the field of wood, glass, stone and special metal working machines, is Prima Electro's CNC and motion control product family, with a broad range of numerical controls, servomotors and servo actuators. Repair, technical support, warranty and retrofit services are also included.

With the acquisition of Convergent Lasers, Prima Electro has extended its foothold in the sector and has inherited the historical heritage of innovations that have left an indelible mark on the evolutionary steps of laser technology and its manufacturing applications.

BRAXTON-BRAGG WELCOMES DARRELL LYNCH TO THE TEAM

New salesman brings energy and experience

IN

AN ONGOING QUEST TO BRING THE BEST SERVICE AS WELL AS BEST PRODUCTS TO THE STONE AND TILE INDUSTRY, BRAXTON-BRAGG ANNOUNCES THE ADDITION OF DARRELL LYNCH TO THE SALES TEAM.



Braxton-Bragg announces the addition of Darrell Lynch to the sales team

"It's not very often that you go into a fast food restaurant and come out impressed with the quality of the service that you have just experienced, ..." said Bill Hickey, Director of Sales at Braxton-Bragg, "(but) from the greeting when I walked in the door, to the friendliness of the order taker, to the efficiency of the kitchen and the quality of the food, I came away with a respect for the management of this restaurant. ...I explained a little about Braxton-Bragg and gave (the manager) a business card and asked him to give me a call if he ever felt like a change." Hickey related that the company had to wait for the timing to be right, both for Braxton-Bragg and for Mr. Lynch. "We (later) extended an offer and he said he was ready for the next phase in his career."

Darrell explained his philosophy of working with the public. "It doesn't matter what service you do (whether in food service or stone industry), treat your customers like you know them: friends serving friends." He feels that his professional life hasn't changed very much, even though he is not working in restaurants any more, he still gets every chance to work with the public. The biggest difference is that, after decades of racing about handling all aspects of food service, he has become a "desk jockey," working with customers while sitting in a chair. "This took some getting used to. I really have to get up and move—I go for walks, and work out at home."

But his wife Petra is happy to have him home at regular hours. After 30 years of managing restaurants, including several years working in military establishments in his wife's native Germany, she is glad he no longer works 70-hour weeks.

Bill Hickey certainly is glad to have Darrell Lynch as part of his sales team. "We are very fortunate to have someone with the depth of experience he has. His exceptional customer service skills are of great value here at Braxton-Bragg and our customers enjoy talking with him very much!"

THIEVES STEAL STEEL BRIDGE

A

50-FOOT-LONG BRIDGE IN WESTERN PENNSYLVANIA HAS BEEN STOLEN, AND ITS OWNERS SAY THEY'RE BAFFLED BY THE CRIME AND HAVE NO IDEA WHO TOOK IT.

New Castle Development spokesman Gary Bruce said that he "couldn't believe it when they told me it was gone."

A state police report says the 20-foot-wide span in North Beaver Township went missing between Sept. 27 and October 5.

The bridge was made out of corrugated steel and valued at about \$100,000. Thieves used a blowtorch to cut it apart, presumably to sell it for scrap metal.

The bridge was used occasionally as a back entrance to the company property. It's in the woods along a railroad line about 60 miles



north of Pittsburgh.

Bruce says he doubts the company can replace the bridge.

PUTTING THE "T" IN IDIOTIC

Carmen Ghia
Resident Voice of Reason

T

HIS COLLEGE PRANK IS BROUGHT TO YOU BY THE LETTER "T" AND THE STUDENTS AT GEORGIA TECH (SOME OF WHOM COULD POSSIBLY BENEFIT FROM A GOOD FINANCE, ECONOMICS, OR GOOD OLD ETHICS CLASS).

The letter "T" is disappearing from signs all over campus, costing the school more than \$100,000 in repairs. Officials at the school in Atlanta are asking students to just knock it off.

Undergraduate President Elle Creel tells Fox 5 Atlanta the tradition of stealing the "T" off Tech Tower began in the 1960s. But this new ritual involves taking a "T" from everything from stadium signs to book return bins in front of the campus library.

Student Katie Simmons says many buildings have been defaced, and a "T" has already been stolen off a new building.

Student leaders recently launched an amnesty program to try and retrieve some of the letters.

College pranks have been a way of life on most campuses, I'm sure, for many decades now. I have heard of statues (usually of the founders) donning underwear, offices of highly-authoritative faculty arranged neatly on the student quad lawn, or even the ancient and noble "stealth mission" of stealing the mascot from a rival school.

Usually there are some chuckles, a little wrist slapping, and then things go back to normal. It's not until pranks start to cost major repair money that more extreme "anti-prank" measures are taken.

And when pranks start to get extremely costly, perhaps it's time to wise up and realize exactly who's being effected. That \$100,000 in repairs has to come from somewhere and most likely will end up coming out of tuition fees. So the people who are doing the pranks are the ones who are eventually directly effected by them...or their parents.

I'm sure a class in Finance 101 can explain the whole process to any idiot who needs to understand that senseless, costly pranks are no laughing matter, and come with a price tag.



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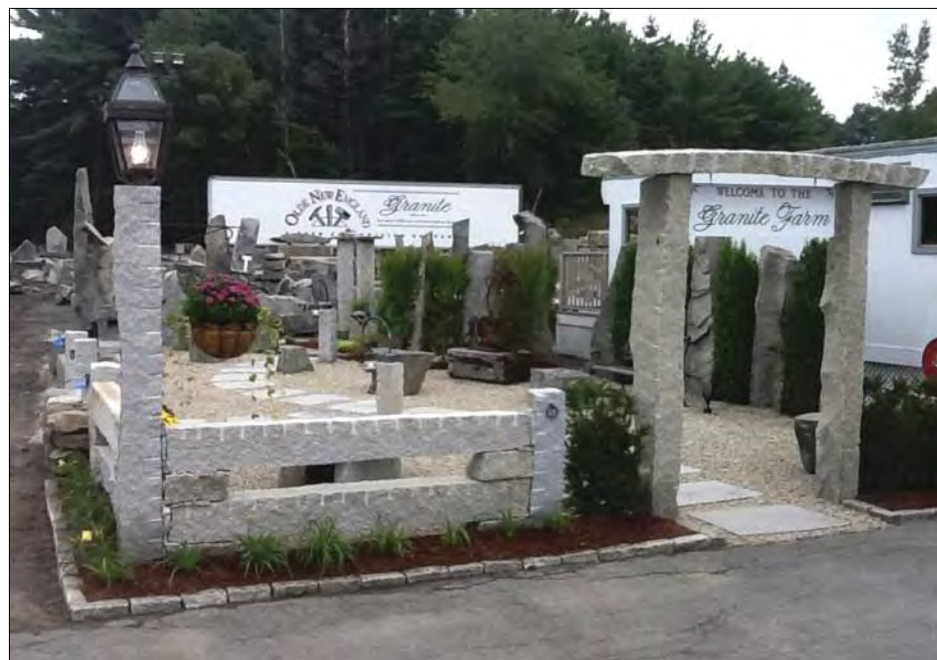
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ONEG Hosts Successful "GRANITE DAY"



Granite Day offered a perfect opportunity to showcase a new granite collection: stone from the historic Essex Merrimac Bridge. ONEG reclaimed pier blocks (assembled of the attractive and still popular Cape Ann Rockport Granite) from this now defunct structure, which was constructed in 1882. Granite Day's centerpiece was a striking outdoor shower installation, a fully functional water feature integrating granite and "green" aesthetics.



WHEN OLDE NEW ENGLAND GRANITE PERSONNEL MAKE THE STATEMENT, "ADD A LITTLE HISTORY TO YOUR HARDSCAPE,"

THEY CERTAINLY AREN'T KIDDING. AT THIS ONE-OF-A-KIND SUPPLIER'S "GRANITE FARM" IN LYNNFIELD, MA, VISITORS HAVE THE OPPORTUNITY TO PURCHASE A WIDE VARIETY OF RECLAIMED GRANITE PRODUCTS.

Among these products are hand split curbing, vintage cobblestones, antique pier and foundation blocks, original and hand split posts, columns, monuments and an array of other unique and historic granite pieces.

On Friday, September 16, 2011, the firm hosted its second annual "Granite Day," which, frankly, rocked! The family-owned company opened its gates to contractors, landscape designers, architects, builders and homeowners alike to check out the most recent harvest of aged and weathered pieces at its Granite Farm.

Granite Day offered a perfect opportunity to showcase a new granite collection: stone from the historic Essex Merrimac Bridge. ONEG reclaimed pier blocks (assembled of the attractive and still popular Cape Ann Rockport

Granite) from this now defunct structure, which was constructed in 1882. And Granite Day's centerpiece was a striking outdoor shower installation, a fully functional water feature integrating granite and "green" aesthetics. This highly unique stone application was positioned in the front of the Granite Farm's courtyard, one of many rotating installations that ONEG features on a regular basis. Granite Day proved to be a great venue to update regular customers and potentially new clients to the limitless creative opportunities offered when using ONEG's reclaimed granite.

ONEG Sales Manager Brad Parker, one of the firm's hosts, stated, "I think this is a nice way to introduce new people to an old, time tested product... and this granite day won't be their last!"

For more information about reclaimed granite, The Granite Farm, and on how you can benefit from the products and services offered, log on to www.oldenewenglandgranite.com. For more information or high-resolution images, contact Evelyn Brothers at 781-334-4805 or email: oldenewenglandgranite@com-cast.net.

MONKEY SEE, MONKEY DO



A CAPTIVE ORANGUTAN OFTEN SPOTTED SMOKING CIGARETTES GIVEN TO HER BY ZOO VISITORS IS BEING FORCED TO KICK THE HABIT, A MALAYSIAN WILDLIFE OFFICIAL SAID.

Government authorities seized the adult ape named Shirley from a state-run zoo in Malaysia's southern Johor state last week after she and several other animals there were deemed to be living in poor conditions.

Shirley is now being quarantined at another zoo in a neighboring state and is expected to be sent to a Malaysian wildlife center on Borneo island within weeks.

Melaka Zoo Director Ahmad Azhar Mohammed said Shirley is not being provided with any more cigarettes because "smoking is not normal behavior for orangutans."

"I would say she is not addicted... but she might have formed a habit after mimicking human beings who were smoking around her," Ahmad told *The Associated Press*.

Shirley was so far displaying a regular appetite for food and no obvious signs of depression or illness, Ahmad said. Results from her blood tests and other detailed health examinations were not yet available.

Nature Alert, a British-based activist group, wrote to Malaysian officials about Shirley earlier this year, saying conservationists who

Carmen Ghia
Resident Non-Smoker

visited the Johor zoo often saw people throwing lit cigarettes to her in a pit-like enclosure.

The group said Shirley seemed to suffer severe mood swings, sometimes looking drowsy and on other occasions appearing "very agitated" without a cigarette.

Authorities last week also reportedly seized a tiger and a baby elephant that was kept chained at the Johor zoo.

It is not clear when Shirley started smoking. Officials have estimated she is around 20 years old. Orangutans, which are native to rainforests in Borneo and Indonesia's Sumatra island, can live up to about 60 years in captivity.

Other countries such as South Africa and Russia have also reported cases of primates learning to smoke after zoo visitors ignored warnings and tossed cigarettes into the cages of chimpanzees.

It's clear that developing a smoking habit can be bad for anyone—including Primates. There are no smart reasons to start smoking—only selfish ones. Most smokers start because they see a role model do it or have a friend's "help," but kicking addiction is a personal struggle—and never easy, even for humans armed with Nicoret® or the "Patch!"

OUR THANKSGIVING QUOTE

"THANKSGIVING DAY IS A JEWEL, TO SET IN THE HEARTS OF HONEST MEN; BUT BE CAREFUL THAT YOU DO NOT TAKE THE DAY, AND LEAVE OUT THE GRATITUDE."

E.P. POWELL (1833-1915)

AMERICAN JOURNALIST AND AUTHOR

Use the same antique brushes slab producers use!
 Perfectly match the edge or do the whole slab

Tenax Airflex and Filiflex Antique Brushes

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 Preferred
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**Proven to
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Tenax diamond brushes can be used on existing tools that are used everyday in fabrication shops. Airflex brushes remove the “softer” material in the stone to create a beautiful texture while enhancing the natural color in the stone. The Tenax Filiflex comes in 36,46, and 60 grit. Made with many narrow bristles, the Tenax Filiflex removes material more aggressively and cuts deeper to create a nice antique look. The Tenax Airflex, which starts at 120 grit adds color and forms a beautiful soft antique look. Grits used to create a typical antique finish: Start with Filiflex 36,46, and 60 grit. Then finish with Airflex 120,220, and 300 grit. Higher grits are available to create a “caress,” or polished finish.

**Filiflex
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**Airflex
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ITEM #	DESCRIPTION	PRICE
19030	4” Snail Lock Filiflex Extra 36 grit	\$27.95
19031	4” Snail Lock Filiflex Extra 46 grit	\$27.95
19032	4” Snail Lock Filiflex Extra 60 grit	\$27.95
0413	4” Snail Lock Airflex 120 grit	\$29.95
0414	4” Snail Lock Airflex 220 grit	\$29.95
0415	4” Snail Lock Airflex 300 grit	\$29.95

ITEM #	DESCRIPTION	PRICE
16671	5” Snail Lock Filiflex Extra 36 grit	\$45.95
16672	5” Snail Lock Filiflex Extra 46 grit	\$45.95
16673	5” Snail Lock Filiflex Extra 60 grit	\$45.95
0404	5” Snail Lock Airflex 120 grit	\$32.95
0405	5” Snail Lock Airflex 220 grit	\$32.95
0406	5” Snail Lock Airflex 300 grit	\$32.95

ITEM #	DESCRIPTION	PRICE
16050	Frankfurt Filiflex Extra 36 grit	\$44.95
16051	Frankfurt Filiflex Extra 46 grit	\$44.95
16052	Frankfurt Filiflex Extra 60 grit	\$44.95
16053	Frankfurt Airflex 120 grit	\$29.95
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RIDING THE WILD BOAR'S BREATH

Auntie Mae's Various Ramblings on Life in a Small Town

Ida Mae Nowes

Nubbins Special Correspondent

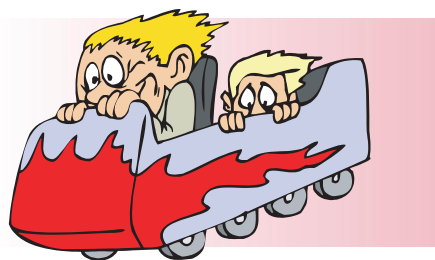


LOVE AUTUMN... THE SPICY SCENT OF LEAVES LETTING GO, THE COOL DRY AIR, THE HARVEST MOON SHINING LIKE A CANDY COIN UP IN THE SKY. SPRING IS EXUBERANT WITH THE ZING OF YOUTH, BUT AUTUMN IS BITTERSWEET, BEST APPRECIATED BY THOSE WHO'VE EXPERIENCED SOME OF THE WOUNDS OF THE WORLD AND LIVED TO TELL THE TALE.

Not that I've had much time to enjoy the season, what with all my usual commitments and my blasted wedding plans. Oh, I'm excited about it and all that, but there's definitely a part of me that looks forward to the day I can sit on the couch with Merl and look at the wedding photo album, saying "What a nice day that was, and aren't we glad it's over?"

We set March 25th as the date. It would have been nice to have it in the fall, but we couldn't get our act together quickly enough. And, in spite of the little jab I just made at the season of youth, the first weekend of spring seems like an appropriate time to start a new phase of your life – even if you are in your 60s.

The friends I walk with every week noticed how busy I was and demanded I give it up for a day and go with them to the Blevins Autumn Festival and Carnival. I'm not much for carni-



vals, but it was a gorgeous fall day, so I went along for the apple cider, the baton-twirling, and the crafts made from corn shucks and gourds.

There were five of us: me, Roberta, Myrtle, Grace, and Pearl. The only one missing was Pepper, who had to work at the Taylorsville Family Services Agency.

"Why does Pepper have to work on a Saturday?" I asked.

"She said they're having some kind of special event getting people signed up for Christmas Help Baskets, or something like that," said Pearl. "She's been working an awful lot lately. She seems a bit stressed out."

"I have so much admiration for social workers," said Myrtle, eyeing a shiny red pyramid of candied apples. "They do so much for other people. You'd never catch me being that nice."

"Well, thank goodness we have them," said Grace, gently steering Myrtle away from the

apples. "Let's just hope Pepper takes care of herself as well as she does everyone else."

"Speaking of being taken care of, weren't your children in town this week?" Roberta asked Myrtle.

Myrtle snorted, "You should have started that question with 'Speaking of not being nice ...'"

"Oh, dear," I said. "I hope they aren't still nagging you about selling the house and moving into a ..." I paused.

"Whatever you call it – retirement home, assisted living, golden years facility, it's still for old people, and I'm not old," Myrtle huffed.

"Of course we aren't," said Grace (the oldest in the group), but it was followed by an awkward silence as we squeezed between a crowd of tattooed, rainbow-haired teenagers.

"Okay, then," said Roberta, suddenly stopping in front of the Wild Boar's Breath roller coaster and putting her hands on her hips. "If we're not old, let's prove it. Who's going with me on the Boar's Breath?"

I gulped. I used to love roller coasters, but it had been a long time since I'd been on one, and I didn't have much inclination to do so now. Especially the Boar's Breath, which turned you upside down several times while

hurtling you through a ring of fire. I looked at the other women, all four of whom were staring up at the Boar, listening to the screams emanating from the top.

"I'm in," said Myrtle defiantly, and marched toward the ticket counter. Roberta followed her, turning around and baiting us, "Ladies?"

Pearl looked at me and Grace. "We don't have to succumb to peer pressure, you know."

But Grace surprised us both by grinning and saying, "I know, but I want to!" and ran off.

Pearl and I looked at each other. "Oh, for heaven's sake," I said, and with a shrug we headed for the ticket booth.

Did that ride scare the molasses out of me? Absolutely. Did I scream out loud? Like a banshee. Did my brain rattle around my skull for five minutes after I got off? Actually, I think it's still rattling a little.

Would I do it again? Very unlikely. But after we got off the Boar's Breath, all five of us giggled and patted each other on the back and felt younger than we had in a long time. It's been fodder for conversation for days, and Pepper was mighty jealous she missed it. It was one of those things in life that just about killed me but it didn't. Guess sometimes you just have to hurl yourself through the ring of fire to see what's on the other side.

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Laticrete International, Inc. is a US-based family-owned global manufacturer and leader of premium installation and finishing systems for the building industry. Laticrete® products are produced and distributed worldwide in the commercial and consumer channels. The company's philosophy of innovation and technical expertise has led to an unparalleled reputation and commitment to superior quality, performance and customer service.

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Just as family-owned Laticrete has been victorious within the worldwide tile & stone arenas, family-owned Middletown Ceramic Tile's young race car driver has been victorious on the racetrack. Most recently, Joey took home the checkered flag when he came in first at Waterford Speed Bowl in Waterford, CT on September 10th. Competing against 11 other racers, driving under the lights and in front of thousands of emphatic race car fans, this was his fifth win of the 2011 racing season.

A registered driver in the "Bandolero Division," Joey Ternullo is currently ranked via the approved national points system as #21 out of 138 drivers across the country in his category. His Laticrete #9 race car is a sleek, 750 pound vehicle which averages 70 miles per hour during races.

"We are very proud of Joey's performances and delighted to be his top sponsor," stated David A. Rothberg, Laticrete CEO/Chairman.

BELLAVITA TILE'S BAMBOO PLANKS FEATURED ON DIY NETWORK

SOMETIMES ALL IT TAKES IS A LITTLE CHANGE TO LIVEN UP A TROUBLESOME BATHROOM. BELLAVITA TILE SUGGESTS ELEGANT GLASS CAPTURING THE NATURAL AND NEUTRAL BEAUTY OF A BAMBOO FOREST – AND THE HOME-MAKEOVER INDUSTRY AGREES.



Bellavita Tile's products have been featured on the popular DIY Network show, "I Hate My Bath." The show highlighted Bellavita's stylish glass Bamboo Planks in the color Snow on an episode entitled "Cottage Coastal Bath."

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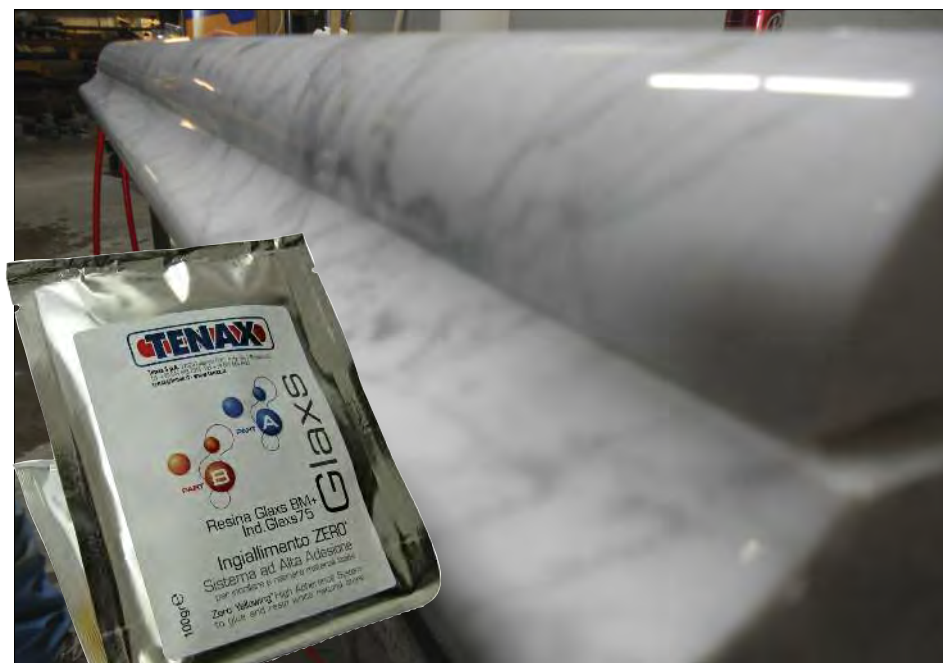
The program first aired on September 13th and repeats several times through the end of October. "We are very please to get this national exposure for one our most fashionable products," stated Mike Ward, Vice President of North American Operations.

About Bellavita Tile

Bellavita Tile offers an amazing array of glass, metal, ceramic and porcelain mosaic tiles at price points that are consumer-friendly. The company provides a full range of residential and commercial glazed and unglazed

porcelain tiles. All of the products are produced in China using the most state-of-the-art technologies and innovative designs developed in Europe. If you are interested in adding Bellavita Tile to your product selection, email info@bellavitatile.com. Visit the web at www.bellavitatile.com.

GLAXS ADHESIVE GLUES & SEAMS WHITE STONE WITH NO YELLOWING



ONE OF THE PROBLEMS THAT FABRICATORS ENCOUNTER WHEN WORKING WITH THASSOS, CARRERA MARBLE, OR OTHER WHITE AND LIGHT MATERIALS, IS GLUING THEM TOGETHER, CREATING SEAMS, OR FILLING CRACKS.

One of the most frustrating things during fabrication is doing a lamination, profiling and polishing an edge, only to have a "shadow" or "bleed" at the seam left by the adhesive. This happens when the adhesive being used is absorbed into the stone on both sides of the seam, darkening the stone. This creates a grayish color line that is very noticeable and makes the seam stand out.

Even worse is getting that dreaded call back from a homeowner complaining that there is a yellow line in the middle of the stone edge from where the adhesive has yellowed from UV exposure.

Tenax has addressed this very issue with a product called Tenax Glaxs.

Tenax Glaxs is a new generation, Bi component material, designed to specifically address both the "shadow" effect, as well as sun-fading or yellowing under normal, UV exposure.

Tenax Glaxs is a water-clear material that will not create a shadow or bleed into the stone. It does not change the color of the stone when absorbed by the seam, allowing the stone to retain its authentic color.

Tenax Glaxs has been extensively tested with an accelerated UV weather-testing simulator which tests, UV rays, rain, fog, hot, cold, etc.

All the elements that stone could possibly see. The results have proven that Tenax Glaxs will maintain its non-yellowing UV resistance for at least 15 years.

Tenax Glaxs is also a very strong adhesive. This allows Glaxs to be used for laminating marble, granite, limestone, and other natural stones, as well as engineered stone.

Tenax Glaxs is designed to cure between 15 and 25 minutes, allowing time to work with the stone, yet fast enough to keep up production for the project.

Because Glaxs is a Bi component material, the mixing ratio is extremely sensitive. Unlike polyester or epoxy adhesives that allow a small "fudge" factor and still the adhesive to work correctly, Glaxs must be mixed at an exact ratio. To assist the fabricators with this ratio, Tenax produces Glaxs in a special breakthrough pouch that allows the exact mix ratio.

Simply squeeze one end of the pouch and break the seal that separates the A from the B, and cleanly mix the two parts together. After mixing for 1 minute, tear one end of the pouch, squeeze the Glaxs out of the pouch, and easily apply to the stone.

When working with white and light colored stone, fabricators can rest assured that there is a great product that can eliminate the biggest headache in finishing these stones, and have confidence that the stone will not develop yellow streaks years down the road. Glaxs is VOC free and non-hazardous. The reaction time is independent of the outside temperature.

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LETTERS TO THE PUBLISHER



HIS LETTER TO THE PUBLISHER IS A DIRECT REPSONE TO THE PUBLISHER'S PEN TITLED, "YOU JUST CAN'T MAKE THIS STUFF UP," WHICH RAN IN THE 2011 OCTOBER ISSUE OF THE *SLIPPERY ROCK GAZETTE* (PG. 8). IT COMMENTED ON THE LAWSUIT BEING FILED BY GOVERNMENT SUBSIDARIES FANNIE AND FREDDIE ON LARGE BANKS, FOLLOWED BY A CHART PRINTED IN THE *WALL STREET JOURNAL* ON ECONOMIC RECORDS SET DURING THE OBAMA ADMINISTRATION.

Rich,

I'm an Independent voter but I found your "Records Set on Obama Watch" very unobjective and skewed. The great financial meltdown and government TARP assistance started under GW Bush and not Obama. He has just not had the financial mix to get us out of it, yet.

Mike Pavilon
President
Sungloss Marble Company
937 N Ashland Ave.
Chicago, IL 60622

Mike,

Thanks for writing. I just finished a book by Thomas Sowell, *The Housing Boom and Bust*. Sowell argues that thirty years of bad government policy, by both the Republicans and the Democrats, is the root cause. If you get a chance, give it a read.

Rich Hassert

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WHY DO YOU NEED THE COOKTOP ON INSTALLATION DAY?



WHY DO YOU NEED TO BE ADAMANT IN YOUR REQUIRING THE COOKTOP ON THE DAY OF INSTALLATION? WELL, HERE'S A COUPLE OF INSIGHTS INTO WHY I ALWAYS REQUIRE THEM FROM MY CUSTOMER:

When you do a kitchen countertop application that requires a cooktop cutout, you are essentially cutting a big hole for the cooktop to fit down into (this is a no brainer), but what many fabricators and their customers fail to realize (if they have not become victim to the "cut dimension diagram and the evil screws" syndrome), is that "cut dimensions" are not always accurate.

Regardless of whether a cooktop is gas or electric, many manufactures "house" or "envelope" the working guts of the unit. That means they're placed in a sheet metal housing that fits down into the hole, in the underside that is not visible when the unit is installed.

Most of the cooktops in use today come with cut dimensions that offer some measure of guidance from the manufacturer, that give guys like you and me a "heads up" for the size of the opening that we are supposed to be creating, in order for said cooktop to sit in the kitchen and look great.

The problem with "cut dimensions" is that



they are *not always accurate*. I am speaking for myself in this department, as I have been the victim of the "evil screws" that created a call-back to the jobsite – when I *really did not* need to have a call back.

Here's why I am so adamant when it comes to having the cooktop on the jobsite, on the day of installation: When I use "cut dimensions" to make the hole for the cooktop, the engineers at Viking, Kitchen Aide, Jennair, GE, Kenmore, et al, will give me the dimensions of the steel box that surrounds the guts of the cooktop, but many of these guys fail to take into consideration the screw heads that stick out (that are used to contain the sheet metal box on the underside of the

cooktop).

After about the third time of the customer calling me *after* the job was done, but informing me that I cut the cooktop too small, it dawned on me that the screws that stick out on the steel box were "hanging up" on the opening (cut *exactly* to the "cut dimensions" provided by the manufacturer).

I would cut the opening "to the specs" of the manufacturer, then get a call back because the appliance guy who was at the home days or weeks *after* I had installed the countertops, said I "cut the opening wrong" and needed me to come back and make the opening *larger*, because the little screws on the outside of the steel box of the unit were *hanging up on the opening!*

After about three times of this same scenario playing out, I decided to be more assertive and eliminate the call back calls by insisting that my customer *physically had the unit* on the jobsite on the *day of install*.

Yes, it's an extra hassle for the customer. Yes, it is an extra step they have to do for you, but if you can explain that it'll save them a \$250

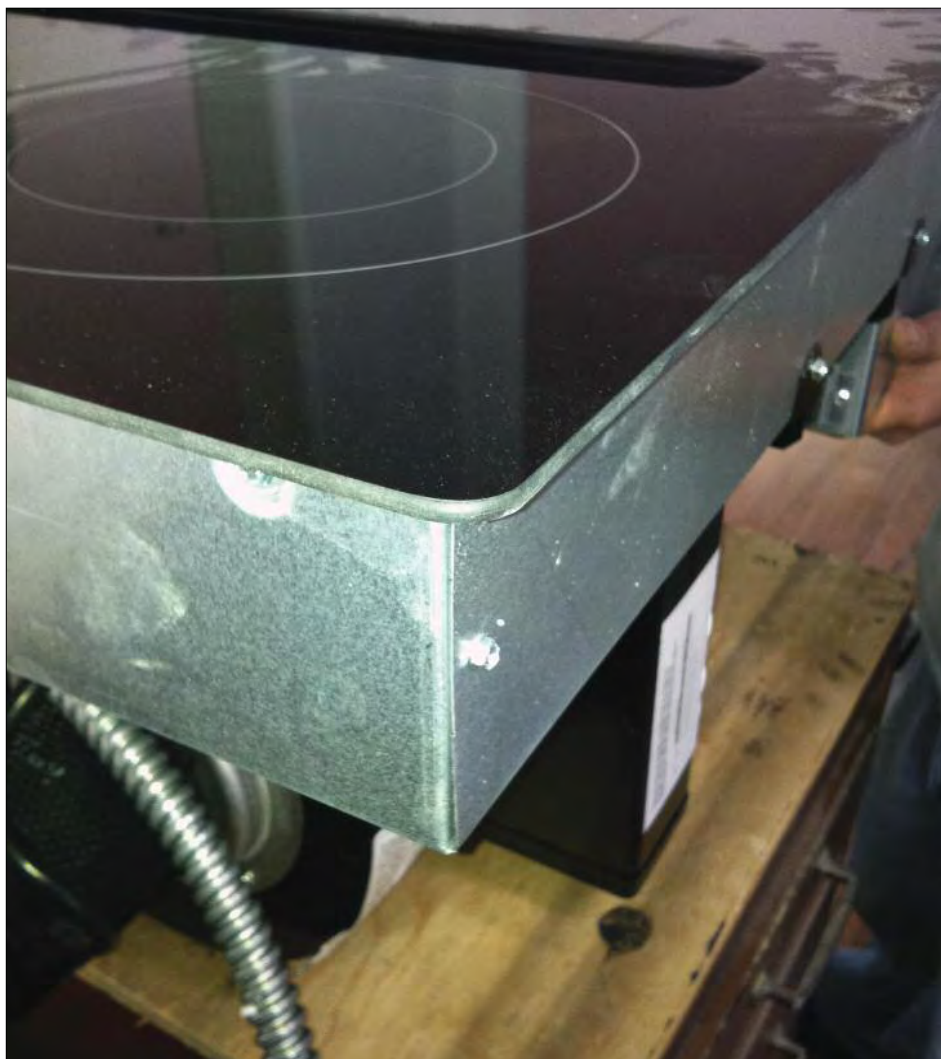
Kevin M. Padden
AZ School of Rock & KM Padden Consulting

"call back fee," you will see a mad rush by your clients to have that cooktop on the jobsite for you to test fit into the opening on the day of install. This will save you time and effort, especially since the potential of a call back to make room for the "evil screws" will be eliminated!

I have been using this technique to save *me* time for over ten years and it works every time. Have the cooktop unit on the jobsite on the day of installation and your customer will save themselves a call back fee, and you will have more time to devote to the next job, instead of going back to make room for "the evil screws." LOL!

Until Next Month – Best Regards & Happy Fabricating!

"Cooktop Cutouts" is a Hands-On Fabrication topic that is taught each month by Kevin M. Padden at the AZ School of Rock in Gilbert, Arizona. For more information on classes, contact Kevin at 480-309-9422 or online at www.azschoolofrock.com.



The engineers at Viking, Kitchen Aide, Jenn-Air, GE, Kenmore, et al, will give me the dimensions of the steel box that surrounds the guts of the cooktop, but may fail to take into consideration the screw heads that stick out (that are used to contain the sheet metal box on the underside of the cooktop).

15 REASONS TO BE THANKFUL YOU BURNED THE TURKEY

Anne Tenna
Resident Turkey Chef



HOPEFULLY, A CHARRED TURKEY IS NOT SOMETHING YOU'LL HAVE TO CONTEND WITH THIS THANKSGIVING HOLIDAY. BUT IF PERCHANCE IT IS, HERE'S MY FAVORITE RATIONALIZATIONS WHY IT SHOULDN'T BE THAT BIG OF A DEAL:

1. Salmonella won't be a concern.
2. Everyone will rave about your gourmet Cajun blackened turkey.
3. Uninvited guests will think twice next year.
4. Your cheese broccoli lima bean casserole will gain newfound appreciation in the face of hunger.
5. Pets won't bother to pester you for scraps.
6. No one will overeat.
7. The smoke alarm was due for a test, anyway.

8. Carving the bird will provide a good cardiovascular workout.

9. You'll get to the desserts even quicker!

10. After dinner, the guys can take the bird to the yard and play football.

11. The less turkey Uncle You-Know-Who eats, the less likely he will be to walk around with his pants unbuttoned.

12. You won't have to face three weeks of turkey sandwiches.

13. It will give you a good excuse to try that trendy new Sushi place.

14. You could always use the carcass as a speed bump.

15. You'll never be expected to cook Thanksgiving dinner again!



After Installing Thousands of Countertops Over the Last 15 Years...

Finally, Kentucky Countertop Installer Discovers How To Turn \$40 into \$400 Over and over and over again... on nearly every countertop install... even in "this economy"

Louisville, KY – It took 15 years of doing the same thing as everyone else in the industry before an inventive young man in Louisville, Kentucky found a better way... a way to add \$300, \$400, even \$500 pure profit to nearly every countertop install... with this simple \$40 "system."

In the past, countertop installations were limited by the size and weight of the stone. You simply couldn't create the large overhangs clients wanted without the risk of the slab breaking. But now, there is a way to greatly increase the amount of overhang on any countertop – regardless of material being used.

This is a very, very, very profitable advance in countertop installation technology. In fact, we can now show you exactly how to use a new "system" to increase the profit on many of your countertop installation projects. I'm talking about adding \$200, \$300, \$400 or more on each and every job while DECREASING the install time.

Imagine adding \$400 per job over the course of a year... what would that be worth to you? (Just one job a week using this new system could be worth another \$20,000 pure profit.) What would that mean for your business? And what if this system also increased referrals because of how happy your clients are with your new install system. And trust me, once your clients see this system in their homes, they will talk about it to their friends... and you will get referrals. But beyond that, consider...

5 More Reasons Why You Should Be Using the Revolutionary, Patent-Pending I-Brace System...

First... Sell More Stone. The I-Brace system allows you to create larger overhangs than are possible with traditional wood corbels. This means you can sell more square feet of granite on every bar-top, peninsula or island counter.

Second... Up to Date Look and Feel. Clients love the "floating" look of the I-Brace system – and they will pay extra for it. Now this is good news because even though your client will pay more for no corbels, the I-Brace system actually costs you less!

All Braxton-Bragg products carry a 30-day, risk-free, money back guarantee. If you are not satisfied with your purchase, simply return it for a prompt and courteous refund.

Third... Safety. By eliminating corbels your clients are no longer banging knees... and their toddlers are not banging their heads on those hard, jagged corbels. It's just the right thing to do for your clients.

Fourth... Saves Install Time. No more worrying about picking up or stocking large, expensive corbels that get scratched up –and then need to be replaced – from rolling around in the back of your jobsite truck. The I-Brace systems installs quickly and easily and takes up so little room, you can keep a whole day's supply of I-Brace systems on the truck without any problem.

Fifth... Increase Usable Counter Space. Corbels take up valuable counter space and reduce the useable area of counters by up to 30%.

How To Get A Risk Free Trial of the I-Brace System for Just \$40...

Simply **Call 1-800-575-4401** to speak with a product sales specialist. They will let you know which I-Brace system is right for you based on the type of counter you are installing.

As a bonus, we are also offering a **FREE** report called *How To make More Money By Using the I-Brace System*. The report is yours free just for calling and talking to one of our product sales specialists. You don't even have to buy anything... just call for a friendly chat and to get your questions answered. **Call 1-800-575-4401 now to discover all the I-Brace System can do for you.**

Item #	Description	Everyday LOW Price
12458	I-Brace Countertop Support, 13" Long x 2-1/2" Wide, 3/16"	\$9.99
12459	Upper Brace Upper Bar Support, 16" x 2-1/2", 1/4" Thick	\$14.99
12460	I-Brace XL Countertop Support, 20" x 2-1/2", 3/16" Thick	\$14.99

Typical breakfast bar islands use 2-4 braces per side.

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Q: Who Would Actually Test Countertops Against Stains Like Ketchup, Mustard, Olive Oil, Wine, and Peanut Butter?

A: Your Customer. Are You Prepared?

Your reputation rides on ketchup!

Think about it. Word of mouth is the best advertising. How are your countertops holding up? Often the difference between a countertop that looks great for several years and one that doesn't is the sealer.

Your customer doesn't know

It's amazing, but most people do not understand that stone is porous. Neither do they understand that harsh supermarket cleaners can harm sealers.

Not all sealers are created equal

Stone Shield™ Penetrating Sealers are high performance, impregnator sealers for all natural stone. Stone Shield™ is formulated with the latest solvent-based fluoropolymer technology to protect against all oil and water-based stains.

Stones gotta breathe

Unlike surface sealers, Stone Shield™ is a deep penetrating sealer that leaves a natural look and feel, allowing the stone to breathe. Small molecules allow for deep penetration and long-lasting protection of the stone without leaving a surface film that quickly wears off.

We test so you don't have to

The manufacturer of Stone Shield™ Penetrating Sealers constantly tests for real life hazards. We know that you don't have time to test and verify all the materials you use. That's why we offer the Braxton-Bragg unconditional guarantee on the Stone Shield™ Penetrating Sealer.

Honed, leather, and brushed surfaces

These surfaces need even more protection. That's why we offer Stone Shield™ Penetrating Sealer in two versions. One is for traditional **Polished Surfaces** and one for **Porous Surfaces** that need extra protection.

- Latest solvent-based fluoropolymer technology
- Small molecules to allow for deep penetration and long lasting protection of the stone
- High performing, natural look sealer that protects against all stains
- Allows the stone to "breathe" properly
- Odorless
- FDA compliant solvent
- Interior and exterior use
- Will not leave a sticky residue after application

Hurry—Sale Ends November 30, 2011

For Porous Surfaces

Item #	Description	Reg. Price	Sale Price
4453	Stone Shield™ Penetrating Sealer, Quart	\$34.95	\$31.98
4452	Stone Shield™ Penetrating Sealer, Gallon	\$114.95	\$103.07

Coverage: 200-1,500 Sq. Feet/Gallon



For Polished Surfaces

Item #	Description	Reg. Price	Sale Price
4450	Stone Shield™ Penetrating Sealer, Quart	\$21.95	\$18.98
4451	Stone Shield™ Penetrating Sealer, Gallon	\$59.95	\$48.07

Coverage: 1,000-1,500 Sq. Feet/Gallon

Call 800-575-4401



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THE POLISHED PERSPECTIVE

Sealing 101 (Part 2)

Tom McNall

Floor Restoration Contributor



SO, LAST MONTH WE DISCUSSED THE DIFFERENCE BETWEEN AN IMPREGNATING SEALER AND A TOPICAL ONE, AND HOW (AND WHY)

TO WET THE STONE PROPERLY WITH THE SEALER. SO, IS THAT IT? IS IT THAT EASY? SORRY, BOYS AND GIRLS, BUT THE NEXT PART IS JUST AS IMPORTANT IF NOT MORE SO.

Fifty percent of the problem I see with sealers is that the residue on the surface was not removed properly or at all (the other 50% is in not applying it long and wet enough – see last month's article). The single most common fallacy I hear to correct this problem is to “add more product to re-activate the sealer and then buff off.”

Seriously? Now, I cannot remember if this advice was originally printed on the label or not (I cannot find it on the labels of any product we now use), but I have heard it offered by sales people and online pontificators alike. Step back and think about this for a minute.

If you have drips in paint, are you going to add more paint to remove them? No, and neither should you add more sealer to remove cured sealer residue from stone.

Now, I am not a scientist and neither does it profit me to pretend to be one (after all, if I were a scientist, why would I be wasting my gift and knowledge working with stone? I would do research and try to discover a cure cancer and such) but adding more product just compounds the problem.

Trust me, removing cured sealer on stone is not a pleasant experience (nor cheap, nor easy). The chemicals needed to reactivate the product are expensive and highly toxic, so it is just plain better to learn how to apply it right in the first place, and (if you choose to) kill your brain cells on your own time with the chemical of your own choosing (with me, it would be Crown Royal) instead of at work. Now, let's focus on doing it right.

First, you have the floor or countertop wet for 5-10 minutes, then take a squeegee and pull



Not the Latinos floating into Florida on life rafts, but perfectly tight-rolled towels that resemble a Cuban cigar. And once all rolled up, these towels never function again properly (they just want to stay rolled).

This not only cuts into profit because you will go through way more towels, but as you are continuously changing your Cubans for fresher towels, the sealer keeps on curing, therefore, becoming even harder to remove (and this adds to your time budgets as well).

The person operating the buffer needs to keep up to the one spreading the product, and the one spreading the product also needs to not get too far ahead, thus, making life difficult on the buffer.

The second cautionary problem to look out for is lippage. If you are sealing a floor that has lippage, the towels under the machine for buffing will continually be grabbing on the lips and want to roll into Cubans.

It is also harder to remove (and re-use) the sealer in the negative lips and, therefore, wetting your towels prematurely. If the lippage is mild, you can usually still meet your quota for floor area to product usage/time ratio (basically, you are billing this much \$\$\$\$ and expect to only pay out this much \$\$).

To avoid losing your shirt on a sealing job or being mired in curing sealer on the surface, you want to look out for this problem in advance and budget in for additional time and material. You could also use “carpet bonnets” instead of towels. A carpet bonnet is what carpet cleaners use to scrub carpets. They look like circular mopheads sewn together.

These will attach nicely to your floor buffer and ride over the lips without rolling up like an expensive cigar. However, bonnets are about 200x the price of a towel. They will only give you a little more square footage than a towel will (however, you can use both sides) and just like the towels, they are useless for sealing afterwards.

Of course, you could just get on your hands and knees and save yourself all that expensive equipment and bonnets and do it tile by tile, by hand.

Hopefully, you end up with a perfectly sealed surface with no residue or film. And there is no satisfaction like a job that is done right (and that job paid for). Until next time, keep your stick on the ice.

Tom McNall is founder and owner of Great Northern Stone, an Ontario-based stone cleaning and restoration company servicing Ontario and Chicago, IL. Tom also offers corporate and private consultations as well as speaking at conventions. He can be reached at stone_rx@earthlink.net.



the wet product over to the next area and re-spread it, (yes, I re-use it if I can. That stuff is not cheap, you know) adding more product as needed. While that area is soaking, you buff the previously treated area with an absorbent towel.

On a counter, this can be done by hand, but on 15,000 sq ft of floor, you could get a little tired doing it by hand. We prefer to place our towels under a floor polisher (aka swing machine, buffer, motor on a pole, etc.) and buff back and forth.

Now, the secret here is to change your towels out frequently under the machine, because once they get wet, they are no longer removing the sealer, but just smearing a fine film on the surface. You have to buff the surface dry.

To make the buffing process easier, you want to make sure that the squeegee kid (the one pulling the product off of the floor) is using strong downward pressure on the hand closest to the floor. This way the rubber from the squeegee also gets down and removes the pools of product from the grout and recessed lips between tiles.

I know this sounds simple, but if not executed properly (and quickly) you could end up with a mess. Plus, towels get expensive, and as much as I am all for re-using things if we can, once a towel has been saturated with sealer, it is useless as a towel again because you have effectively waterproofed it, thus never allowing it to soak up anything again.

Two things at this stage can cause problems if you are not prepared. First, if you do not buff off the excess while it is still wet, the curing sealer will cause friction between the floor, the towel and the machine, and you will end up with what we call “Cubans.”

When sealing a stone floor, the person operating the buffer needs to keep up to the one spreading the product, and the one spreading the product also needs to not get too far ahead, or they'll make life difficult for the buffer.

GENERATIONAL LEADERSHIP: BOOMERS, X'ERS, MILLENIALS

and Why Doing the Same Thing Over and Over Isn't Getting You There (Part 3 of 3)

Richard Pierce Thomas
Leadership and Small Business Consultant

CONTINUING FROM PART 2 WHERE WE HEARD FROM BRIAN, THE INCOMING GENERATION IN A FAMILY MANUFACTURING BUSINESS, FRUSTRATED WITH HIS DAD'S RESISTANCE TO CHANGE. AFTER MEETING ONE ON ONE WITH BOTH, THEY AGREED TO A JOINT OFFSITE MEETING TO WORK THROUGH THE ISSUES. FOLLOWING ARE HIGHLIGHTS OF THE DISCUSSIONS:

"I feel like I've been hitting a brick wall for the last six months. Dad fights me on everything..."

"Ed, what's your perception of Brian since he's been back in the business?" He stared at the table for a moment to collect his thoughts.

"Entitled."

"What do you mean by entitled?" I asked Ed immediately, not giving Brian the chance to respond.

"He wants all the perks of ownership but he doesn't understand what it takes to be one. I worked my tail off for this business, sacrificing a lot. I don't see the same level of commitment from him."

I created two columns on a flip chart titled Perceptions, with Ed's and Brian's names as the headings. I recorded Ed's comments in Brian's column. "Okay, what else Ed?"

"He hasn't gained the trust of the employees. He's moving so fast they can hardly keep up with him and they don't know where we're going. Hell, I don't know where we're going!"

"Is that all?"

"Well, I wasn't going to bring this up, but...I might as well, seeing as we're putting it all on the table," Ed said, looking directly at Brian. "Your mother thinks you and Crissy (Brian's wife) don't want us around. We haven't seen our granddaughter in over a month. She's pretty bustled up over it but doesn't want to say anything."

"Oh, for crying out loud, Dad!" Brian finally exploded, "Just call and come on over. I can't believe we're talking about this," Brian said rolling his eyes at me.

"It's not that easy, Brian," Ed continued. "You know how sensitive your mother is. She can tell we're not getting along and she gets all worked up and blames herself."

"Like it or not," I weighed in as I added Ed's comments to Brian's column, "this is reality in a family business. There are not clear lines that separate what goes on at work versus home." Ed nodded affirmatively while Brian fidgeted with his phone. "Is that everything Ed?"

"Yeah, that's enough for now."

"Okay, Brian, your turn. What's been your perception of Ed since you've been back in the business?"

"He cares more about his employees' opinions than mine. It doesn't seem to matter what the issue is; if I come to him with an idea, he always tells me why it won't work and then he'll ask his cronies what they think. It wears me out just trying to convince him to imple-



ment the simplest changes."

"What else?" I asked as I added the comments under Ed's column.

"He's a clock watcher. It doesn't seem to matter that I probably get more done around here than anyone else. If I'm not here before the employees arrive and after they leave, Dad thinks I'm slacking on the job."

"It's not just what I think, Brian," Ed snorted in disgust. "It's what the employees think. All they see is your truck loaded up with the boat or the snowmobile and the door doesn't hit you in the backside after four o'clock."

"Yeah, well they don't see all the hours I put in at home working remotely at all hours of the night," retorted Brian.

"Brian's got the floor now, Ed," I said, staring him down as he looked away. "Let's let him finish."

"Dad's got his head in the sand about the future of this business. We need a major change in strategy or we're sunk. We can't keep expecting business to come from the same markets we've relied on. They're drying up and we don't have any strategy for how we are going to find new ones."

For once, Ed nodded his head in agreement. "That's why I brought you into the business in the first place," he said, softening his tone. "I was hoping you could figure that out for us."

They both looked at me at this point for direction. Seeing that I had their attention, I used the opportunity to make some observations. "Okay, we have some disconnects on perceptions but they're not outrageous. We can get alignment on these, however, there are some key issues to address."

"The first is making sure you are on the same page in where you want the business to go and what role you are going to play in getting it there. Second, let's define the rules of engagement. In other words, how will you work together, and in particular, how will you make sure you are dealing with conflict in a healthy way. Lastly, is getting the rest of the crew on board."

We spent the rest of the day diving into the vision both Ed and Brian had for the business, landing on a common definition both could live with and promote in the company. A large part of it was Brian's eventual role as President when Ed retires.

Regrouping the following week, we spent a morning defining behaviors both would com-

mit to upholding in how they interacted with each other, especially when they didn't agree on an issue. Finally, we mapped out a communication plan, defining when they would roll out the information with the various groups and production shifts, presenting the vision and discussing the challenges and opportunities ahead for the business.

Three months later I was in the conference room with Ed and Brian to follow up on their progress. "Okay, give me the highlights," I said, settling into my chair.

"Well..." Ed started with a long pause. "It hasn't been easy. But, I think we're getting there."

"Jeez, Dad," Brian laughed. "Is that the most you can say?"

"What's your take, Brian?" I asked.

"It's been nothing short of amazing. I used to fight for every inch on the lean manufacturing initiatives. Now, I just get out of the way. They're coming to me, pounding on my door to change things. It's great."

"What flipped their switch?" I quizzed.

"Brian stopped bringing his boat to work," Ed interjected with more than a hint of sarcasm.

"Ouch. Okay, yeah," Brian admitted. "Leaving the boat at home removed the target from my back. I think more than anything though, Dad and I are on the same page and that is what the employees are seeing. He lis-

tens to me now without getting defensive and is willing to discuss ideas. I've also learned not to push too many ideas too fast, but build on small successes and create momentum. Like I said, the crew is coming to me now with ideas and we are beginning to see huge improvements in our bottom line performance."

"We still have some big issues to deal with," Ed offered. "Our market is shrinking and we haven't come up with a plan yet to deal with it."

"But we'll get there," Brian added.

"Yes, we will," Ed agreed. "Yes, we will."

The formula for success with generational issues in any business, family or other, is unique to each. That said, as we have learned through Ed's and Brian's experience, it cannot be achieved without the solid foundation of common vision, a deep appreciation of perspectives each leader brings to the table (which doesn't stop here by the way, but continues throughout the organization), and a unified message. Dogged effort to achieve this will create an organization built on bedrock principles and ensure its long-term success in the future.

Rick P. Thomas is President of Activate Leadership, a leadership development consultancy in Washington State. He consults and speaks to organizations across the country, focusing on individual and organizational achievement.

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THE SLIPPERY ROCK GAZETTE SOAPBOX:

The Great American Divide: How Will America Respond to the Great Political and Economic Disconnect?

Torin Dixon
Special Correspondent

Americans are divided unlike anything I have seen in my lifetime. We have the “Progressives” versus the “Tea Party,” the “Rich” versus the “Working Class.” Lately, in high-profile debate, we have the “Tax and Spend” advocates versus the “Small Government-Free Market Capitalists.”

In the political arena, Congress cannot seem to pass any meaningful legislation to improve job creation or reassure businesses to invest. President Obama has spent the past weeks trying to convince Americans that his recycled “Jobs” bill will make a difference in the job market. The problem is that even democratic senators and representatives are not jumping on his band wagon. Perhaps the President should be pushing the Democrats in the Senate to pass a budget, something not done for more than 890 days.

Clearly the Keynesian Economic experiment has not yielded expected results. In spite of trillions of dollars (borrowed/printed money) injected into the economy through various stimulus schemes, unemployment numbers rose and businesses continue to fail. Clearly the experiment has failed, but some have argued that the meager results are because the government should have provided vastly more stimulus money. (Can you say, print more paper?)

In New York with what started as a truly grassroots protest movement by disenchanted fringe groups, Occupy Wall Street has turned into a co-op of entitlement type familiar bedfellows, unions of all sorts: AFL-CIO, SEIU, and the Transit Unions. What is not clear is whether these latecomers to the party are protesting “Capitalism,” as the original protest members articulated, or are raising a solidarity protest inclined to position themselves for the looming budget cuts targeting state and federal and local governments. Is this a foreshadowing of Greek style civil servant shut downs? Neither side has proposed a reasonable alternative to the “Capitalist Monster.”

These and a myriad of other factors are paralyzing our economy. With a severe overhang of foreclosed home inventories, we have yet to see a bottoming out of the housing sector. This spells trouble for industries tied to economic growth, construction and real-estate in particular. Without a rebound in construction (of all types), we will likely see stagnation or possible declines in the need for high-end finishes like natural stone and tile. Clearly the implications for fabricators and distributors are troubling.

How can this great divide be bridged? What factors will contribute to a narrowing of these ideological extremes? Are progressive govern-



ment spending types likely to compromise and give back gains made in recent years? This is highly unlikely and the President is being pushed further left by his ideological base. Will fiscal conservatives yield on the “raising taxes on the rich” mantra? Will they move toward higher spending to inject additional stimulus? This, too, is doubtful given the promises made in the 2010 mid-term elections.

Are we forever divided as the Red State-Blue State map indicates? Will the entitlement constituents overpower sound reasoning and quash efforts at balancing budgets? Or will the upcoming 2012 elections send a reverberating message throughout all government entities to “Stop The Spending, Stupid?” This remains to be seen. It seems both sides are digging in for one hell of a fight. Will this divide be our next Economic Civil War? I certainly hope not.

If American business owners and entrepreneurs don't make their voices heard to their elected representatives, we may be marching down the road toward European style socialism. We see in the news lately how that is working out for them. Greek civil servants have shut down the transit systems and government in protest of austerity measures, of which, only further cuts to pensions and other entitlements, will save the country from flaming out in a glorious spectacle.

The prospect of European bank failures is reverberating throughout the world financial markets, further quashing any possible economic recovery. I thought the collapse of the Soviet Union was a supreme example of how communist-socialism didn't work. Cuba being one of the few surviving models of “success.”

In talking with stone distributors in different parts of the country, it seems that most fabricators are hurting, seeing significantly lower margins on their installations. Many are laying off employees, and, sadly, many have closed their doors. Of course, there are a few markets still going strong, yet at perhaps a slightly more manageable pace. These are the exception rather than the rule.

We need another type of Hope & Change, not “I hope I can find a job” and the change of the

unemployment rate from 6.7% to 9.1%.

It seems that owners and employees of businesses of all types need to do two things: call or write your representatives to voice your opinions on the urgent issue of taxes, spending, debt and entitlement reform, and make sure you vote in the next election. Depending on which side of the fence you live, it will either help the country recover or nail the lid on the coffin.

We need real leadership in our state governments and in Washington D.C. to bridge the great economic and political divide. Can we wait thirteen months for real effective change? I don't think America can wait that long. We need positive change now. Will you help?

Torin Dixon is an importer/distributor of natural stone slabs and a fabricator/installer since 1977. tdixon@montanastonegallery.com

STONE TONE® DONATES GRANITE-ENHANCED INSTRUMENTS TO MUSCULAR ATROPHY FUNDRAISER

Music City Shindig Draws Country Music Stars and Fans

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PINAL MUSCULAR ATROPHY IS THE NUMBER ONE GENETIC KILLER OF CHILDREN AND IS ONE OF THE 41 NEUROMUSCULAR DISEASES LISTED UNDER THE MUSCULAR DYSTROPHY ASSOCIATION.

On October 27th, 2011 Music For A Cure: Spinal Muscular Atrophy Benefit Concert was held to raise money for research and to raise awareness of the disease. The benefit has been held twice a year in Nashville TN to raise money for research for SMA.

During the benefit people who brought all types of items to the show to have them auctioned or sold off in order to make donations to the SMA foundation. Stonetone® was a sponsor for the event and put up three items for sale:

- A Stonetone® enhanced 5 ft-1-in. Story and Clark baby grand piano for \$25,000;
- A Stonetone® enhanced 1963 Gibson Firebird for \$25,000; and
- A Stonetone® enhanced Ibanez SRX 505 Five-String Bass for \$5,000.

The benefit was hosted by Nashville recording artist Warren Silvers and included performances from Warren and Nashville's top hit songwriters and artists. “Warren and I are currently opening up a record label in Nashville called Dixie Roads Records as well as a publishing company, not only to sign artist with a fair and just contract but give each artist the option to use any of the Stonetone® products and services we currently offer,” said Robert Di Santo, owner of Stonetone®.

Warren Silvers son Aiden has Spinal Muscular Atrophy and has a song on his new album called “My Son” that is about raising a handicapped child.

All proceeds will go to Families of SMA, If you could not attend the event but would like to make a donation, please visit www.fsma.org,

Country music artist and songwriter Warren Silvers with several of the Stonetone® enhanced guitars. Silvers and Stonetone® owner Robert Di Santo have also announced their collaboration on a new music label, Dixie Road Records.



STAND BY FOR 2012

Aaron J. Crowley
Stone Industry Consultant

DO YOU REMEMBER THAT SCENE FROM STAND BY ME, WHERE THE FOUR FRIENDS FIND THEMSELVES CONFRONTED WITH THE REALITY THAT, TO COMPLETE THEIR JOURNEY, THEY HAVE TO CROSS THE TRAIN TRESTLE?

If you do, you'll remember that they muster the courage to venture out onto the suspended railroad ties in the thin air above the ravine, only to get halfway across when they hear the whistle of a steam engine.

As the main character screams, "Train!!!" the camera violently pans to the beastly, black locomotive careening around the bend towards the bridge where they're trapped. There's no time to turn back so they run for their lives hoping to make it to the safety of the other side before the train runs them over. At the last possible second... they jump...to the embankment and safety.

Classic!

In a way, I feel a special kinship to that now famous foursome, having survived four full years of this downturn. But as much as I'd like to believe we've just jumped clear of the train, there is a lot of talk about "another" recession so I wonder if we are only halfway across the trestle.

The train is still gathering momentum and



the safety of the other side may be years away, but there is a silver lining to the circumstances we find ourselves in.

While a shock to the system, these difficulties present us with an opportunity to improve

as visionaries, and grow as leaders, and develop as individuals as it forces us to operate in a climate that businesses in mature industries experience every day.

Manufacturing had to get lean or die, because of the fierce overseas competition. The grocery business operates on almost non-existent profit margins and only the masterfully managed survive.

This recession is moving us in that direction and along the way I've been learning some things...

This recession has forced me to learn lessons I would never have learned voluntarily because my nature seeks desperately for the path of least resistance.

This recession has brought me to the brink, literally to the end of myself, but also into a peace and rest in the Almighty God that has pushed back the stress, fear, anger and anxiety that at times overwhelmed me.

This recession has taught me lessons that can't be learned from a text book (or an article for that matter) and has produced wisdom that is only acquired through extraordinary trials experienced during a prolonged and difficult journey.

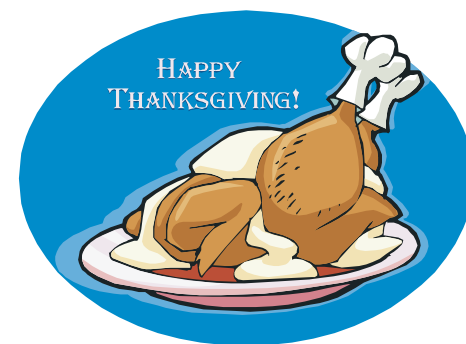
In the trailer to the movie mentioned earlier, the narrator opens with the line, "In all our lives, there is a fall from innocence. A time

after which, we are never the same."

The innocence of operating a business in a bubble has completely fallen away. The way we run our businesses will never be the same as we complete the journey from naiveté to knowledge.

So as we face this upcoming year and all that it has in store for us, let us embrace, instead of resent, the difficulties we've experienced and those still yet to come.

Aaron J. Crowley is the founder and president of FabricatorsFriend.com, the exclusive promoter of Stone Sleeve fabricator sleeves and Bullet Proof aprons. He is also the author of Less Chaos More Cash. You can reach him by email at Aaron@CrowleysGranite.com



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PRODUCT REPORT:

Cyclone Super Cluster Surface-Removing Wheel

Kevin M. Padden

AZ School of Rock & KM Padden Consulting



YOU DO A BROAD SPECTRUM OF FABRICATION, YOU UNDOUBTEDLY DO, OR WILL DO, A BUILT UP EDGE DETAIL REQUIRING "LAMINATING" A STRIP OF STONE ON THE OUTSIDE EDGE OF THE COUNTERTOPS YOU'RE MAKING.

Laminating a second strip of stone gives the illusion of thickness and creates a "built up" look that can't be achieved with a single layer of stone. We see this in 2CM markets that have been using the thinner slabs for decades, and have opted to offer a "built up edge" in order to please customers' tastes.

One of the most time consuming tasks in the lamination process is the "prep" or back grinding of the edges and the lamination strip, so the a tight glue line is achieved, further completing the illusion of a thicker edge.

As a fabricator, grinding down the outside of 2 to 4 inches of the stone *and* the thin strip that is the lamination is a tedious task for a beginner, just as the removal of stock in order to create a flattened of "jointed" effect can be tricky.

If you don't pay attention to the softness of the stone or the amount of time you spend over a certain area of the work, it could result in a "not so tight" glue line that will trumpet your lack of ability and place you in the "also rans" when it comes to fine quality workmanship.

Traditionally, a coarse steel cup wheel (I have been using Braxton-Bragg "Turbos" for many years) has been the standard beginning step in doing gross stock removal to get your glue lines down to the "near invisible" state. I have always finished my prep of the lamination and the underside of the front edge using either a fine grit steel turbo cup wheel, or carbide stones in 60, 80 and 120 grit.

The prep phase of doing the "back grinding" of the two mating surfaces has always been one of my least- favorite tasks in the shop, but in the market where I reside, 2CM laminated edges have been around almost forever.

In my opinion, anyone can fabricate 3CM slabs – they are basically "whack it and pack it" – wherein, you only have to cut the piece and polish the edges. A 2CM stone that gets a laminated edge, on the other hand, needs almost an entire extra day of fabrication time to cut laminations, prep the edges, mock up your lams, glue up and wait for your glue to cure.

Happily, one area of the lamination process that has been effected in a positive way is the introduction of a new style of grinding wheel that lets you "blow through" a particularly nasty part of the operation – removal of fiberglass backing or "scrim coat."

Removing the scrim coat on the back of slabs is, and has been, a very dirty and messy portion of the overall process of lamination, due to the fiberglass mesh backing that is usually applied to the backs of many slabs that need the extra reinforcement to make the slab stronger and safer for transporting from the finishing plant



The new tool that I am using now is called the "Cyclone Super Cluster Removing Wheel." That's a mouthful, but it works like a charm and reduces the amount of time and effort needed to prep your edges for the lamination process.

to the distributor, and then to your shop.

The fiberglass scrim coat *has to be removed* when you are laminating your edges, otherwise, you'll have a glue line that sticks out like two sore thumbs!

Removing the fiberglass with a conventional turbo cup wheel has been the method of choice, up until now. There is a new tool available from Braxton-Bragg that speeds up this process, and makes removing and prepping the back side of the stone much faster and easier.

The new tool that I am using now is called the "Cyclone Super Cluster Removing Wheel." That's a mouthful, but it works like a charm and reduces the amount of time and effort needed to prep your edges for the lamination process.

I have been using the Cyclone Super Cluster Removing (CSCR) Wheel with outstanding results. Glue lines have been pretty much non-visible, and the amount of time that is required for this step in the process has been greatly reduced.

The CSCR Wheel gives a great smooth finish in a fraction of the time it has taken me with previous methods, and I would recommend that if you are doing laminated edges, you pick one up and give it a "try out." If you're like me, you switch over to using an CSCR Wheel whenever you have a fiberglass mesh-backed slab to fabricate.

One tip I would pass on is that the little bits of fiberglass that the CSCR Wheel will remove, will float around in the air around you if you use the wheel dry, and if you do, you'll need to take the proper precautions by making sure you have adequate ventilation, and vacuum the dust as it is grounded off. Additionally, you'll need to wear a dust mask, and use eye protection, as well as wearing a long-sleeved shirt to keep the

If you are a fabricator who has to do a lot of prep involving removing fiberglass mesh from the backs of slabs, I would highly recommend you pick up an Cyclone Super Cluster Removing Wheel and give it a try—use it wet or dry.

want to be OSHA compliant. Using a water-fed grinder (air or electric) will reduce the dust factor significantly, and not effect the grind quality that the CSCR Wheel is capable of providing.

If you are a fabricator who has to do a lot of prep involving removing fiberglass mesh from the backs of your slabs, I would highly recommend that you pick up an CSCR Wheel and give it a try. You'll be spending less time removing the fiberglass mesh backer, and your glue lines will look terrific! You can use them wet or dry, but as with most grinding tools, wet is always safer and kicks up less dust. Trust me: you don't want to breathe fiberglass dust!

Until next month – Best Regards and Happy Fabricating!

"Laminating" is a Hands On Fabrication topic that is taught each month by Kevin M. Padden at the AZ School of Rock in Gilbert, Arizona.

For more information on classes, contact Kevin at 480-309-9422 or online at www.azschoolofrock.com.

NO PRESSURE, RIGHT?



PREGNANT SUBURBAN CHICAGO WOMAN WAS SO DETERMINED TO FINISH THE ILLINOIS BAR EXAM THAT SHE COMPLETED THE TEST EVEN AFTER GOING INTO LABOR.

The Chicago Tribune reports 29-year-old Elana Nightingale Dawson had started the final portion of the exam last week when the Northwestern Law School graduate went into labor. The exam must be finished to be valid.

Nightingale Dawson says her goal was "to get through the exam as fast as I could and

leave" unless anything more serious happened. Her contractions were about 15 minutes apart.

After finishing, she walked with the proctor about one block to a downtown Chicago hospital. The Downers Grove woman's son, Wilson, was delivered by C-section about two hours later.

She wouldn't find out until the following month if she passed the bar.

Source: The Chicago Tribune, <http://trib.in/pPBH6U>

UP AND RUNNING



POLICEMAN KNOCKED DOWN BY A DRIVER IN A STOLEN CAR JUMPED STRAIGHT BACK UP, RACED AFTER THE FLEEING MAN AND STOPPED HIM WITH A TASER GUN.

Surrey Police set up a roadblock on the M25 highway just outside London, England to catch Lee Adamson as he drove a stolen BMW on July 3.

Police officer Dan Pascoe was standing at the door of his patrol car when Adamson

crashed into it. Pascoe was knocked off his feet by the impact, but immediately jumped up and chased after Adamson, who abandoned the BMW a few feet away and ran off. Pascoe stopped him by firing a stun gun.

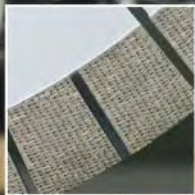
Police spokesman James Baker said the incident was filmed by a video camera attached to another police car. See the video at <http://www.youtube.com/watch?v=0opM-JDhCws>.

Adamson, 29, was jailed for 23 months for dangerous driving and resisting arrest.

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FABRICATORS' SAFETY FOCUS: SLAB BELT REVIEW

Peter J. Marcucci
Safety Contributor

A FEW MONTHS AGO, I WAS STANDING AT THE WATER COOLER TALKING SHOP WITH TWO OF OUR INSTALLERS. THEY HAD JUST RETURNED FROM THE INSTALLATION OF A BLACK 3CM GRANITE KITCHEN THAT CONSISTED OF TWO 26" X 100" RUNS, AND AN ISLAND THAT WAS ALMOST THE SIZE OF A LARGE FULL SLAB.

While listening to one of the them (I'll call him installer X) explain some of the difficulties that they had in getting the island into place, I was struck by his awkward posture, red eyes, and the extreme look of pain on his face.

In the past I had seen that crooked posture and look of pain, but never to this degree. You see, installer X has been with us for thirty-one years and an installer for twenty-five of those years. He can do things with stone that others cannot...truly. He is one of the best of the best, a Top Gun if you will. He likes what he does, makes great money, and is a lifer in this industry and our company. He is a professional and has no plans to leave anytime soon, (we wouldn't let him leave, even if he wanted too).

When the staff of the *Slippery Rock Gazette* asked me to do a write-up on a product that had the potential to help thousands of installers, I was very optimistic about what the end result might be, and I thought, could there be a product that would finally end the nagging back woes and anguish from the long-term lifting and physical transport of heavy slab countertops?

I then thought to myself, "What if?" What if twenty-five years ago, X and his partner were trained to use a belt, that when used in conjunction with slab carry clamps could make a hard job easier and safer? Could a product that takes the stress off of arms, shoulders, hands and backs, have the potential to add ten or fifteen more pain free years to installer X's career?

To find out, we asked two long-time fabricator/installers to weigh in on the merits of a product called the SME Slab Belt, a 6" wide belt that uses double and triple stitched leather and is designed to be used with any brand of slab clamps. The participants are: C.J. Moore, a ten-year owner/operator from northern N.J., and Jim Brewer, an owner/operator from east Tennessee, who brings well over a decade of fabrication experience to the table.

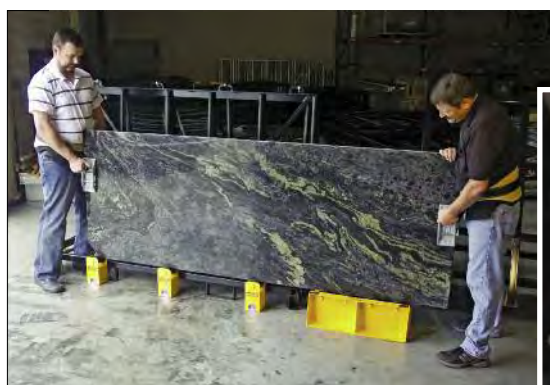
Q How many installers in your company tested the SME Slab Belts?

A) CJ: A total of four installers were able to use the belts during testing.

Jim: I do approximately 75% of our installs and testing was done by myself and one other man.

Q Many times installers face long walks through rough terrain and lots of stairs. In what situations were the slab belts used, and in which of those situations did they work the best?

A) CJ: The Slab Belts are the most effective



when there is a long walk or going up steps and you have a countertop that is so large and heavy that you cannot physically hold it in your hands. That is the best application for the belts in my opinion.

Jim: I wish I would have had these for my crew years ago. It makes lifting and maneuvering stone much easier, especially going up or down stairs where the weight is transferred to the person below. I also have a closed panel truck with a pull out ramp, and the slab belts are an ideal way to get countertops from truck to ground level.

Q Many products require time to get used to. Was there a learning curve associated with the slab belts and, if so, how long did it take for your men to get comfortable using them?

A) CJ: My men were fine with them when they first put them on. It wasn't like they had to get accustomed to them. It was only walking while using the belts that took some getting used to.

Jim: They were easy and straight-forward to use; just make sure you set the clamps at the correct level to clear all obstacles like stairs, thresholds, etc. That's the biggest trick in getting the slab belts and stone clamps to work well.

Q What brand of slab clamps were used?

A) CJ: Abaco.

Jim: Stone Pro.

Q Likes?

A) CJ: It's a great idea because when you use the clamps and belts to carry a large piece, the belts take the pressure off of your upper body. The belts biggest advantage is when you

are walking forward or going up stairs.

Jim: I am glad to see that products are becoming available to help prevent injury to slab installers. I have seen many improvements in machines and lifters out there like carry clamps, and we now have SME slab belts.

Q Dislikes?

A) CJ: You do have more control maneuvering through tight areas while using only clamps to carry a large piece. I think that on everyday installations, the belts are not necessary, but when you do have those really big countertops, they are going to come in handy. They are just not needed for everyday installations.

Jim: No complaints here.

Q What stood out?

A) CJ: I think that the belts work very well. When you can use your legs and hips to lift and hold a large slab instead of your arms holding just clamps, it is definitely an advantage.

Jim: I think the comfort of having the weight off of your legs and having support on your back gives you more confidence while lifting and a more secure feeling while maneuvering. I've moved islands that were six and seven hundred pounds, and when you're moving that much weight, it's good to know that if you lose your footing, the counter top is not going to hit the floor.

Q Do you feel that the construction and materials used in making the belts have created a durable and quality product?

A) CJ: As far as what I can see, they look like they are great quality. I like the idea and I like the way they are built.

Jim: Yes, they seem well-made, very sturdy.

Q Do you feel that \$139.95 per belt is a good value?

A) CJ: It's OK.

Jim: What's \$139.95 worth compared to your health?

Q The stone industry is a very close community; we all talk to each other. Would you recommend the belts to other installers?

A) CJ: I would recommend them, but I would tell them the same thing I've told you. When you need them, they really come in handy, but if not, there's no point in using them.

Jim: Definitely.

Jim, because of the amount of time that you've had to test the belts, I'd like to address this final question to only you.

Q If a newly-hired installation crew were trained and made to use SME Slab Belts on their very first day of employment, is it possible that their pain-free working years could be extended?

A) Jim: In my opinion, I feel it is a product that can prevent injury, keep your workman's comp insurance low, and keep your experienced installers out of the doctor's office and on the job. Installation is a risky business. If you lose your lead installer and have to replace him with someone else, then that can be risky. Yes, I definitely feel that a man could add more pain-free working years to his career.

Peter Marcucci is a 25-year senior fabricator at European Marble Co., Inc. Sarasota, FL. Send any comments to pjmgsxr@aol.com.

THE VARMINT COUNTY CHRONICLES

"Boomer" Winfrey
Varmint County Correspondent

Most Horrific Scene at Haig Hollow's Corn Maze - Gnash the Gator or Granny?

ONE OF THE MOST NOTABLE OCCASIONS ON VARMINT COUNTY'S SOCIAL CALENDAR HAS COME AROUND AGAIN. I'M TALKING, OF COURSE, ABOUT HALLOWEEN. THE LIST OF PRANKS, MISHAPS AND GENERAL ANARCHY THAT TAKES PLACE EVERY YEAR AT THIS TIME OF YEAR IS THE STUFF THAT LEGENDS ARE BUILT UPON.

We're talking about classic pranks such as the time long ago when a young Colonel Hugh Ray Jass and Archie Aslinger managed to place a donkey cart, complete with two live jackasses, on the peaked roof of Lower Primroy Elementary School, or the time a few years ago, when Corky Hockmeyer and Peanut Cummings tipped over the last standing outdoor privy in Varmint County, and both fell head-first into the open pit while doing the tipping.

Only last year, you may recall, the Varmint County High School cheerleading squad came up with a fundraising idea and sponsored a "haunted high school" instead of a haunted house. They had Dr. Acula's health class ("Avoid direct sunlight. O-positive is a preferred blood type").

They had basketball games between werewolves and zombies and then they had that unfortunate matter of mortician Clyde Filstrup Junior loaning a dozen coffins to the school for décor but accidentally sending one over with a client still inside. The mortal remains of old Carlisle McCracken were quickly returned to the funeral home but only after the cheerleaders had mistaken the corpse for a dummy and posed with it for yearbook photographs.

This year the school board quickly nixed a repeat of last year's excitement, waiting as they are for the statute of limitations to expire on a possible lawsuit from the McCracken family.

But this year's Halloween festivities are not limited to one night, or even one week, thanks to the good folks in Haig Hollow. The notorious Haig clan has finally joined the current trend of farmers earning a little extra income by creating a corn maze.

In the case of patriarch Elijah "Big Poison" Haig and his extended family, this only makes good sense. The Haigs have extensive farmlands in their valley ringed by mountains, but generally only grow small vegetable gardens and large fields of corn. The corn, of course, is not used to feed livestock or take to market, but used instead to produce large quantities of corn whiskey, including the infamous Haig "spring run" that is also sold to the Air Force as a jet fuel additive. (Some say the secret ingredients in "spring run" include fermented habenero peppers).

Last year, some of the younger Haigs convinced Elijah to let them construct a corn maze in the large field adjacent to Granny Haig's log



cabin. The maze was intended for the amusement of the Haig children, namely Elijah's younger grandchildren and great-grandchildren, and Granny's great-great-great grandchildren. It had the usual collection of frightening scenes, from zombies and monsters of every ilk to a lifelike replica of Caleb Hockmeyer and two of his sons, armed with hog rifles.

The Hockmeyer display was particularly popular, since the Haigs and Hockmeyers have been feuding since the Civil War. Unfortunately, the replicas, carved from some giant pumpkins and acorn squash grown by Boudreaux Haig at his homestead up on the side of Flatiron Peak, didn't last long. Some of the teenaged Haig boys blasted them into pieces with twelve-gauge buckshots two days after the maze opened.

But to make a long story short, the maze turned out to be so popular that Elijah decided the time was finally ripe to open up the forbidden lands of Haig Hollow to the rest of the world by advertising the corn maze and charging admission.

"Elijah, you think it's a good idea to let a bunch of strangers roam around Haig Hollow?" Curley "Little Poison" Haig asked his father. "I mean, you don't need the money and some of them might wander over into the woods and bump into something that's none of their bizness, like one of our stills."

"Son, since the United States Air Force started buying our spring run for their jets, we're sort of protected from revenooers. We gotta

special permit from the Department of Homeland Security that allows us to cook our whiskey and it's all brewed in one building right there in plain sight. The only stills that are out in the woods are either abandoned or small operations run by your cousins for their personal use," the old man replied. "And I ain't keepin' the money. It's all goin' to the Penny Haig college scholarship fund that my granddaughter set up for Varmint County kids from poor families."

And so during the four weeks leading up to Halloween, one of the most popular spots in Varmint County has been the once-forbidden territory of Haig Hollow. Practically every resident in three counties made at least one visit to the corn maze, if for no other reason than to say they had finally been into Haig Hollow and come out alive.

And Elijah Haig and his family spared no effort to make the maze a memorable experience. They repeated the Hockmeyer display, this time setting it up as a target shooting range where young Haigs could test their marksmanship. Since they wanted Hockmeyers to visit the maze as well, they set up a second shooting range featuring replicas of some feuding Haigs where the Hockmeyers could practice

their skill with a rifle. A bulls-eye earned the shooter a stuffed witch or werewolf, or if over 21, a small airline bottle of "Haig corn likker."

Camilla Clotfelter, whose late granny Cordelia was reputed to be Varmint County's last real witch, agreed to dress up as a wizened old crone and tell fortunes while stirring a witches' brew. Since many in the county suspect that the lovely young Camilla inherited her granny's powers, they took Camilla's predictions seriously, especially after "Little Hair" Pennywell's nephew pinched off part of Camilla's fake nose. The kid had to be taken home when shortly afterward, his nose began to bleed uncontrollably.

But the most popular, and most feared display in the maze was "the swamp of terror." A path of trampled cornstalks led down a steep incline to a pool of muddy water. A wire cage then stopped visitors from approaching beyond a red line painted on the ground. Kids would all push up to the edge of the cage to see what was so scary about an old pool of filthy water, when out of the pool would lunge "Old Gnash," Elijah's pet alligator, given to him by his Louisiana Haig cousins for providing them with a temporary home in the wake of Hurricane Katrina.

Continued on page 30

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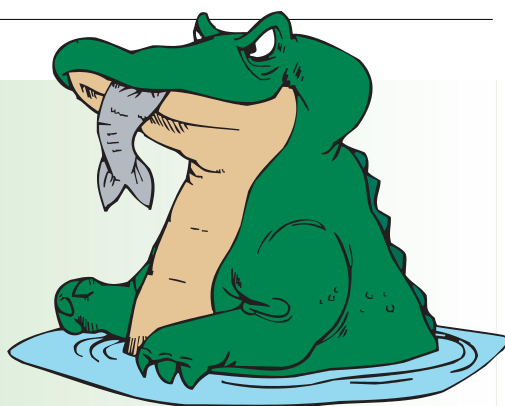
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THE VARMINT COUNTY CHRONICLES

Continued from page 29

Throughout October, the Haigs fed Gnash only half of his normal daily diet of a live goat and six hens, guaranteeing that he would make an honest effort to get at the gawkers behind the wire cage and put on a good show.



Old Gnash played his part well. He was chained by one leg to a concrete post that would allow him to bang up against the wire cage, huge teeth gnashing, but without being able to put any weight behind his charge. The kids would all scream and fall back, but Gnash would merely snap his huge jaws once or twice and then, unable to reach his quarry, retire back into the water.

Throughout October, the Haigs fed Gnash only half of his normal daily diet of a live goat and six hens, guaranteeing that he would make an honest effort to get at the gawkers behind the wire cage and put on a good show.

You're wondering by now, what happened to make this tale a typical Varmint County story, where the best-laid plans go astray resulting in chaos, civil unrest or mass casualties? Actually, nothing terrible happened at the Haig Hollow corn maze. The maze brought in a small fortune for the scholarship fund, provided the entire county with a memorable Halloween experience and the Haigs and Hockmeyers contented themselves with shooting at replicas of each other instead of the real things.

Well, there was that one minor incident involving Cody Perkins, "Quip" Aslinger and Lawyer McSwine's nephew from Burrville. The three teenaged boys visited the maze with former Road Superintendent Pothole Perkins and his wife Beatrice, when they slipped off by themselves to steal a smoke.

They found themselves wandering down a path in the maze that looked less trampled than most, and suddenly spied another path leading to a wooden structure. The boys couldn't believe their eyes. An outhouse! A real genuine outdoor privy still standing in Varmint County!

"They didn't mention this in the newspaper article about the maze. Must'a just put it up for decoration," Quip Aslinger noted.

"Hey, didn't Corky Hockmeyer and that Cummings kid get credit for flipping over the last outdoor privy in Varmint County back when your paw was in school?" Cody Perkins asked. "Reckon we should steal their thunder?"

"Yeah, and I'll bet we can do it without falling in the pit," Quip replied.

So the three leaned up against the last privy in Varmint Count and pushed hard until it crumpled over on its side, revealing 112-year-old Granny Haig sitting there on her throne, reading a 1973 Sears & Roebuck catalog by candlelight.

Immediately, maze visitors were treated to the sight of the three wayward teenagers running through the corn maze, screaming for help with Granny Haig hot on their tails, swinging a double-bladed axe. Elijah intervened before any damage was done, holding back his grandmother while the boys piled into Pothole's car and the family made their escape.

"I told you not to plant this danged corn maze so close to my cabin. Them mean boys done gone and knocked down my bathroom," Granny complained.

"Well, Granny, I've got six bathrooms in my house with flush toilets and hot running water. You know I've been trying to get you to move in there for the past five years," Elijah pointed out.

"Don't hold to no new-fangled stuff like that, boy. I was born in my cabin and so were you. I plan to be buried in it and I plan to use my own bathroom, so you better just get some of the younger boys to build it back tonight!"

"You get Granny's privy set back up?" Doc Clyde Filstrup Sr. asked Elijah the next morning. "Lawyer McSwine asked me to come out here and tell you he'll pay for any damages."

"Nah, the boys were able to get it back up last night. We anchored it with some concrete so there will be no more pushing it over," Elijah replied.

"A shame, really. Judge Harwell was here last night with his grandkids and he said the alligator pool was scary, but nothing really frightened the kids as much as seeing Granny come running up the path swinging that axe. It ought to be part of the maze on a permanent basis."

"Uh-huh. It was scary, all right. I was more scared than anyone 'cause I knew if she caught up to those boys, she would have used that axe," Elijah replied. "You want to get really scared, Doc. You be the one to go tell Granny we want her to repeat that scene again every night."

MIA INTRODUCES REVISED COUNTERTOP MODULE



THE MARBLE INSTITUTE OF AMERICA (MIA) HAS RELEASED AN UPDATED VERSION OF THE RESIDENTIAL STONE COUNTERTOP INSTALLATION TECHNICAL MODULE.

The revision of this module was undertaken by a special task force composed of industry leaders, MIA Accredited Natural Stone Fabricators, and representatives of the Stone Fabricator's Alliance. Included in the publication are 17 pages of detailed drawings on all aspect of countertop installation; a section on making accurate field measurements; clarification of lippage for countertops vs. peninsulas; pictures of commonly used edges; and 17 pages of detailed drawings on all aspects of countertop installation.

"MIA's installation guidelines should always be evolving to account for advancements in technology, proven industry practice, and enhancements from previous versions," said Chuck Muehlbauer, MIA technical director.



Countertop Chapter Review Committee Chair, John Cogswell, had this to say about the update, "The countertop segment of the natural stone industry has seen many changes since the last update of the Design Manual (2007). The newly revised countertop module reflects current industry practice and includes an expanded stone materials section, as well as, a new section on stone finishes and guidelines for outdoor kitchens."

For more information on ordering this updated countertop technical module, contact MIA at 440-250-9222 or visit <http://store.marble-institute.com/>.

About ForzaStone, LLC

For over 65 years the Marble Institute of America (MIA) has been the world's leading information resource

and advocate for the natural dimension stone industry. MIA members include marble, granite, limestone, sandstone, and other natural stone producers and quarriers, fabricators, installers, distributors, and contractors in over 50 countries around the world.

THE GET-AWAY BRIDE



AUTHORITIES SAY A NEW BRIDE ARRESTED IN MICHIGAN ON A 3-YEAR-OLD WARRANT AND BRIEFLY JAILED WEARING HER WEDDING DRESS HAS ALSO MISSED HER DAY IN COURT.

The Jackson Citizen Patriot reports 53-year-old Tammy Lee Hinton failed to appear in Jackson County District Court. The warrant was for felony identity theft charges.

Jon Johnston, the public safety director for Blackman-Leoni Township, says his department will try to locate her if another arrest warrant is issued. He did not immediately respond to phone message seeking comment.

Police believe Hinton has been living in Florida. They received two tips that she would be in Michigan for the wedding.

Police arrested Hinton on the felony warrant, and booked and released her after less than about 30 minutes.

AB-BRA-CADAB-BRA!



THE CHAIRMAN OF A MASSACHUSETTS SCHOOL BOARD HAS RESIGNED DAYS AFTER PERFORMING A MAGIC TRICK AT A TELE-VISED MEETING THAT MADE IT APPEAR AS IF HE HAD REMOVED A FELLOW BOARD MEMBER'S BRA.

Russell FitzGerald said he resigned from the Abington School Committee after a weekend of reflection.

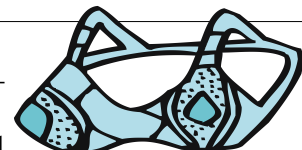
He told *The Enterprise* of Brockton, MA that fallout from the trick played a part in his decision. The meeting was on live TV and was met in the room with silence and acute

embarrassment.

FitzGerald is an amateur magician who generally started meetings with a trick. Neither the subject of the Sept. 27 bra trick nor his "accomplice" knew what was going to happen.

FitzGerald also noted he's been on the board for 11 years and his term is almost up (...and he must have pretty bored to do something this ill-considered).

Source: *The Enterprise*, <http://www.enterpriseneews.com>



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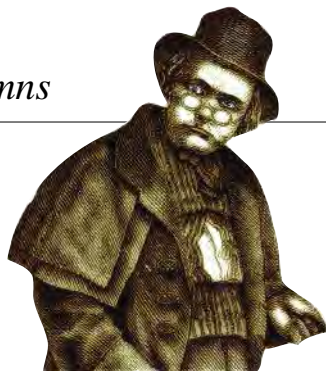
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THE STONE DETECTIVE

The Case of the Ruined Marble Columns



Frederick M. Hueston, PhD
Stone Care Consultant

IT WAS A WONDERFUL FALL MORN-
ING. I GOT MY LAZY BUTT OUT
OF BED, WENT OVER TO THE
WINDOW AND NOTICED ALL THE
COLORFUL LEAVES. MADE ME THINK OF SOME OF
THE MARBLE SLABS I RECENTLY SAW AT A TRADE
SHOW.

So many new types of stone out there, and with this, comes some new challenges. That's what I love about the stone industry. Never a dull moment, and today would be no exception.

I walked into the bathroom and jumped in the shower just as my phone rang. "Should I answer it or wait?" I thought to myself. I picked up the phone and before I could even say hello, the panicked, female voice on the other end started crying and mumbling something about her marble columns were all ruined.

"Calm down, ma'am," I said. "I'm here to help." Now I felt like a psychologist instead of stone detective. I finally got her to calm down and she told me that her maid started cleaning several marble columns and, "all the colors are bleeding! They're ruined! Ruined!"

My first thought was that she was using a caustic cleaner, so I asked what she was using. She said she was using a marble cleaner she bought at a local hardware store. I asked her to

grab the bottle and tell me the name.

I waited on the phone as I heard some clashing of bottles. In about a minute she came back to the phone and read me the label. It appeared to be your standard neutral cleaner. This puzzled me even more. I said, "Ma'am, this sounds like something I will have to see and try to analyze. Give me about twenty minutes."

I jumped back in the shower and couldn't think for the life of me what would be the problem with this marble.

I later pulled up to this huge mansion that looked like a replica of the White House. "Interesting," I thought. "Guess I better not get into a political conversation with her."

I rang the doorbell and a small, Latin-looking lady opened the door. "Buenos dias, Señor," she said and motioned for me to come in. She was wearing a uniform, so I surmised that she had to be the maid. Come to find out later, she was one of three maids. Must be nice.

She brought me over to a large column and started crying as she was pointing at it. At first glance it appeared to be a black and gold marble commonly called Portoro. I really didn't see anything wrong with it until I looked on the backside of the column. It appeared to have been smeared, as if someone had put some wax on it and then wiped it before it had a chance to completely dry.

There also were some black drip marks running down the column. I suspected that the column had been dyed and the cleaner simply removed the dye. I took a white rag out of my stain kit and wiped the area, then something did not feel right to me.

The rag dragged across a column that was not smooth like your typical marble. I took my knuckle and tapped on the column and noticed that it had a really hollow sound. "Oh no," I thought, "now I know exactly what happened."

I asked if the lady who called me was around, and just as I asked, I felt a presence behind me. When I turned around, there stood a woman in her 50s with her black hair tied in a bun.

She looked like she had enough make-up on to make Dolly Parton jealous. She had her arms folded and just stood there without saying a word. I looked at her, smiled and said, "Hello, I'm the Stone Detective."

She unfolded her arms, motioned to the maid to leave and asked in an annoyed voice, "Well, is it ruined?"

I didn't know how to break the news to her, so I just looked at her and said, "Yes, Ma'am, I'm afraid it is ruined."

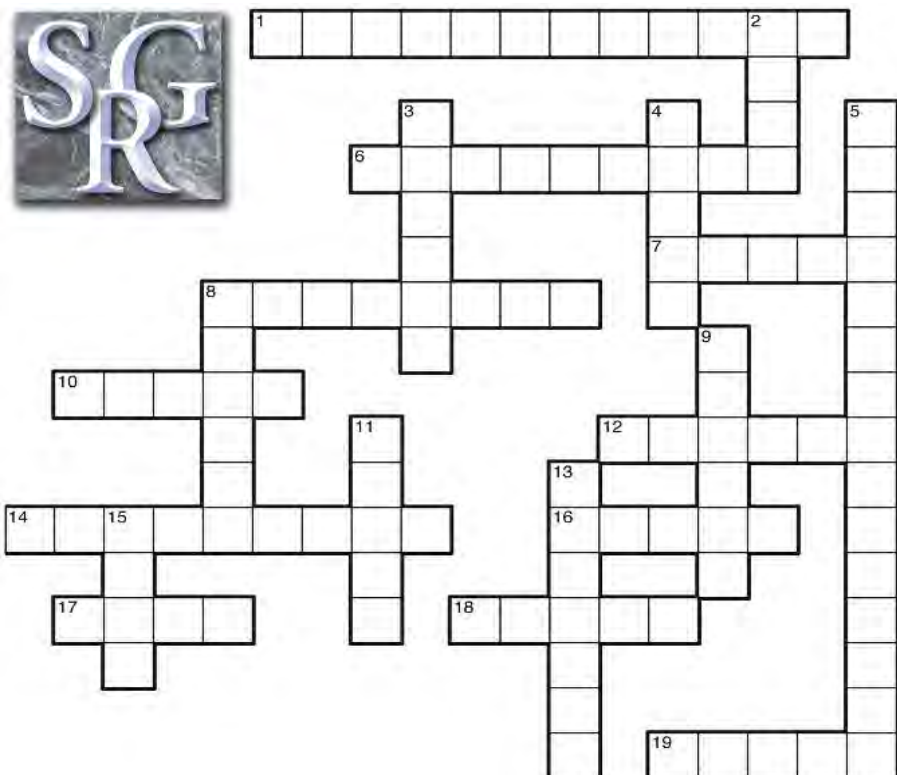
She gave me a stare that could have frozen a pot of boiling water in seconds. I continued on. "Ma'am, the reason the marble cleaner ruined this column is that it is *not* marble. It's a wood column painted to *look* like marble."

She began to argue with me, insisting, "Yes, it is marble." I didn't want to argue with her, so I took out some paint thinner and silently wiped the area that was already smeared, exposing the grain of the wood. I told her she needed to call an artist who could retouch the faux marbling on the column. I offered to recommend one, and when she huffed and declined, I showed myself to the door. Oh, well. Another case solved.

The Stone Detective is a fictional character created by Fred Hueston, written to be entertaining and educational. He has written over 33 books on stone and tile installations, fabrication and restoration and also serves as an expert for many legal cases across the world. You can send any email comments to him at fhueston@stoneforensics.com

NOVEMBER STONE CROSSWORD

Test your knowledge of some common and not-so-common terms used in stone fabrication, restoration and geology. Answers will be provided next month-good luck! See page 35 for the solution to the October crossword.



ACROSS

1. Applying a chemical containing a stain inhibitor
6. Rock used to for upscale countertops; also used historically to make molds for casting metal
7. The underside of a sloping roof that overhangs a wall
8. Convex rounding of a stone edge
10. Top of a step
12. Block projections on an entablature
14. The means by which slabs are attached
16. A sloped surface contiguous with a vertical or horizontal surface
17. The exposed surface of stone on a structure or in a quarry

18. The junction of two units at an angle
19. The main direction of the mineral

DOWN

2. A stone molding with a reverse edge
3. A warping or curving of wall cladding
4. A satin-smooth surface finish
5. A type of polishing process
8. White in Italy
9. Covering layer
11. Black, in Italy
13. Popular green Charnockite from Brazil; used for pedestal of Rio de Janeiro Christos
15. Wax

FACEBOOK STATUS: UN-FRIENDED

A TEXAS MAN IS FACING BATTERY CHARGES AFTER POLICE SAY HE HIT HIS ESTRANGED NEW MEXICO WIFE AND PULLED HER HAIR OVER HER LACK OF A RESPONSE TO HIS FACEBOOK STATUS UPDATE.

Benito Apolinar posted a comment on his Facebook page about the anniversary of his mother's death, but Dolores Apolinar didn't click the "like" status button.

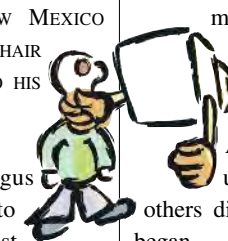
The Carlsbad Current-Argus reports that 36-year-old Benito Apolinar of Pecos, Texas, was arrested following a fight at the Carlsbad, N.M., home of Dolores Apolinar.

The complaint says Benito Apolinar told his wife that he was unhappy that she didn't respond as others did. Police say that's when a fight began.

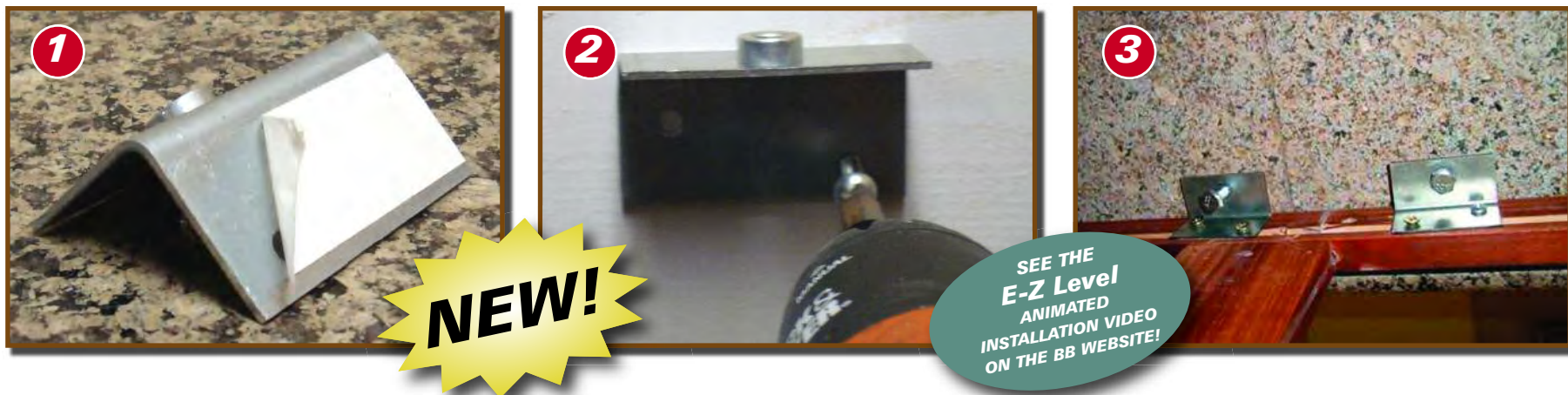
Benito Apolinar pleaded not guilty to one charge of battery.

According to the criminal complaint,

It was unclear if he had hired an attorney.



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75102	Hercules® EZ Level Extension, 2 Extension Brackets, 2 Bolts & 2 Washers	\$2.99
75103	Hercules® EZ Level Deluxe Kit, 4 Level Brackets, 1 Faucet Support Bracket, 1 Extension Bracket, 5 Bolts, 8 Wood Screws, 1 Washer	\$9.95



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FOR SALE: Fantini Wire Saw with 75 kV ONAN generator, \$12,000. Will separate. Call 802-558-1797.

FOR SALE: 2003 Marmoelettromecanica Bridge Saw and Table, excellent cond. guaranteed, bought new from Regent Stone Products, 15hp motor, 220

volts, 1,400/2,800 RPM, 3 phase, new laser, auto and manual controls, digital measurements readout, many more extras: tilt mortar bed table locks in any angle, digital readout, operates on air and hydraulics. Available (for fee) to have saw set up in your shop. Will load saw and table on your truck. \$27,000 OBO. Call Terry Hamby, 1-301-739-1695, Hagerstown, MD.

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FOR SALE: 2002 Park Industries Pro-Edge III Polisher, asking \$38,000, low hours, excellent condition. You ship, ready for immediate sale. Email: whitefish5@hotmail.com for details and pictures. Call Keith Guier at 406-270-3936. Kalispell, Montana.

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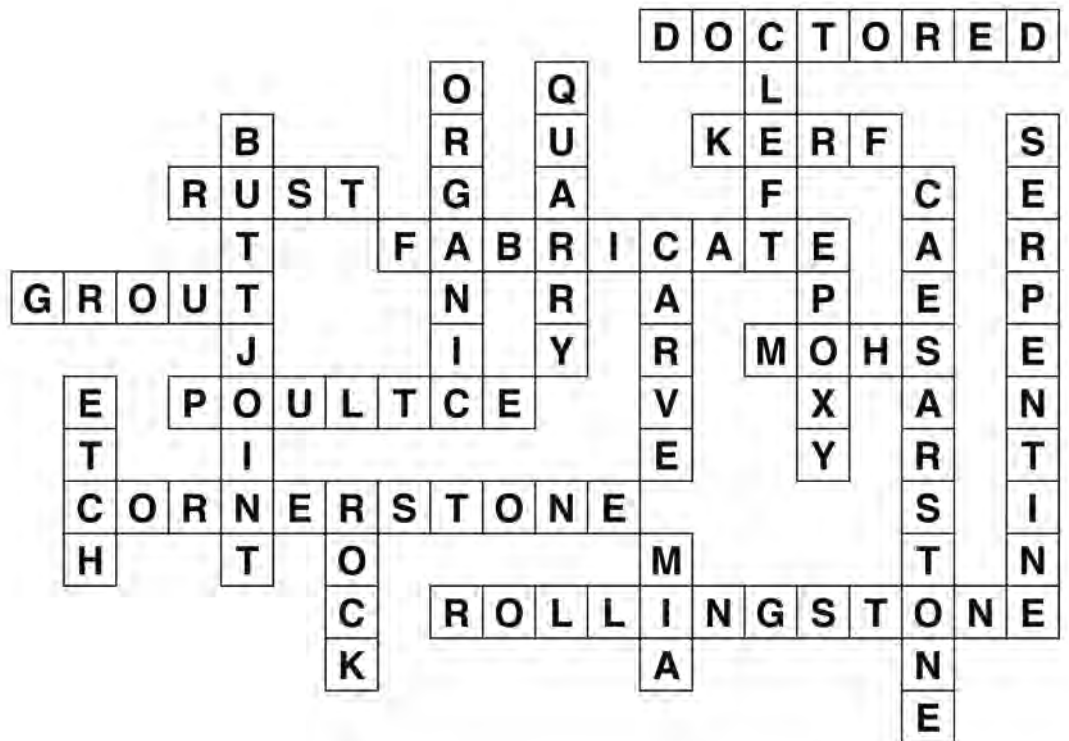
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OCTOBER STONE TERMS CROSSWORD SOLUTION

See page 32 for the November Stone Terms puzzle.



PUBLIC AUCTION

SATURDAY, NOV. 12, 2011 @ 9:00 am

ENGLEWOOD STONE COMPANY

1830 10th Street
Bedford, Indiana

Equipment includes:

- AIR COMPRESSOR
- W.F. MEYERS 72" RIPS AW w/ BED
- TY-SA-MAN 36" JOINT SAW w/ SAW BED
- 24" LINE JOINT SAW w/ 55' CONVEYOR
- TY-SA-MAN 30" SAW w/ SAW BED
- PATCH PLANNER
- (2) BEDFORD PLANERS w/ MTEG
- (2) BEDFORD 7 1/2-ton BRIDGE CRANES
- 36" TOOL GRINDER
- BACK-UP AIR COMPRESSOR
- DRILLPRESS
- QUANTITY OF SCRAP STEEL



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HELTONVILLE MILL Heltonville, Indiana

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- '87 GMC SERVICE TRUCK
- AIR QUARRY DRILL
- 35-ton OVERHEAD CRANE
- 7-ton OVERHEAD CRANE w/ WIRELESS REMOTE
- 5-ton OVERHEAD CRANE w/ WIRELESS REMOTE
- 5-ton OVERHEAD TRAVELER
- BEDFORD PLANER (RUNNABLE)
- TYSAMAN 111-C 36" SAW w/ RAILS
- (2) STANDISH 14' BELT SAWS
- BEDFORD ROUTER w HEADS (RUNNABLE)
- MISC. ROUTER SUPPLIES
- WORTHINGTON 75 SCREW COMPRESSOR
- (2) STANDISH 14' BELT SAWS
- OLD PRENTICE BROS. DRILLPRESS
- 29-ton AIR BAG for BLOCKS AND MORE...

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10:00 a.m. – BEDFORD BUILDINGS & REAL ESTATE
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Aluminum #17900	Beige #17917	Black #17901	Blue #17915
Bone #17918	Bronze #17902	Brown #17909	Cape Cod Gray #17911
Clear #4805	Earhtone #17907	Green #17913	Gray #17912
Imperial Brown #17910	Orchid #17914	Pebble #17906	Red #17916
Sandstone #17903	Terratone #17908	White #17904	Yorktown Beige #17905

Item #	Description	Reg. Price	Sale Ea.
4805	Stone Shield™ 100% Silicone RTV Sealant, Clear	\$3.79	\$3.25
17900	Stone Shield™ 100% Silicone RTV Sealant, Aluminum	\$4.69	\$4.15
17901	Stone Shield™ 100% Silicone RTV Sealant, Black	\$4.69	\$4.15
17902	Stone Shield™ 100% Silicone RTV Sealant, Bronze	\$4.69	\$4.15
17903	Stone Shield™ 100% Silicone RTV Sealant, Sandstone	\$4.69	\$4.15
17904	Stone Shield™ 100% Silicone RTV Sealant, White	\$4.69	\$4.15
17905	Stone Shield™ 100% Silicone RTV Sealant, Yorktown Beige	\$4.69	\$4.15
17906	Stone Shield™ 100% Silicone RTV Sealant, Pebble	\$4.69	\$4.15
17907	Stone Shield™ 100% Silicone RTV Sealant, Earhtone	\$4.69	\$4.15
17908	Stone Shield™ 100% Silicone RTV Sealant, Terratone	\$4.69	\$4.15
17909	Stone Shield™ 100% Silicone RTV Sealant, Brown	\$4.69	\$4.15
17910	Stone Shield™ 100% Silicone RTV Sealant, Imperial Brown	\$4.69	\$4.15
17911	Stone Shield™ 100% Silicone RTV Sealant, Cape Cod Gray	\$4.69	\$4.15
17912	Stone Shield™ 100% Silicone RTV Sealant, Gray	\$4.69	\$4.15
17913	Stone Shield™ 100% Silicone RTV Sealant, Green	\$4.69	\$4.15
17914	Stone Shield™ 100% Silicone RTV Sealant, Orchid	\$4.69	\$4.15
17915	Stone Shield™ 100% Silicone RTV Sealant, Blue	\$4.69	\$4.15
17916	Stone Shield™ 100% Silicone RTV Sealant, Red	\$4.69	\$4.15
17917	Stone Shield™ 100% Silicone RTV Sealant, Beige	\$4.69	\$4.15
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RESIN-TREATING AND COLORING SLABS

Brian Gambrell
Tenax USA



AS MENTIONED IN PREVIOUS ARTICLES IN THE *SLIPPERY ROCK GAZETTE*, FABRICATORS ARE SEEING MORE AND MORE SLABS TREATED WITH RESIN. THE TYPICAL EFFECT OF EPOXY RESIN COATING ON A SLAB OF GRANITE IS A NORMAL COLOR ENHANCEMENT. RECENTLY THOUGH, FABRICATORS ARE SEEING A GREATER NUMBER OF SLABS BEING “COLORED” AS WELL. THE MANUFACTURERS ARE MIXING SPECIAL CHEMICAL DYES INTO THE RESIN TO ENHANCE THE NATURAL COLOR OF SLABS, AND SOMETIMES THEY EVEN RADICALLY CHANGE THE COLOR OF THE STONE ALTOGETHER.

Why are they doing this? The resin treatment can actually increase the number of “A-Quality” slabs coming out of a quarry. But the resin only brings out more of the brilliance naturally present in the stone, as the resin is completely water clear. That is why Tenax Ager and Tiger work so well with resin-treated slabs. They enrich the stone the same way the resin does, chemically bonding to the stone

There are several reasons quarries enhance the color or die the stone a completely different color. Sometimes the stone is inconsistent in color, or the color of the stone is not very appealing, or it may not be a “popular” or frequently requested color. Or perhaps the quarry simply wants to add more SKUs to its product line. With resin color-enhancing, they can take one type of stone and have 2, 3, or even 5 different colors of stone coming out of the same quarry. Although the majority of manufacturers explicitly declare when they use resin, some slabs might come from overseas and find their way to your closest slab yard, without the distributor even knowing about the slab’s complete history.

How do they change the color? They simply take a special, UV stable die, which chemically bonds with the resin, and follow the usual resinizing process. It’s not a big deal or complicated, top-secret process for the quarry. The color penetrates deep into the stone and after being polished and sealed, the color should stay in the stone for years to come.

What is the life expectancy of the color? No one knows as of yet, as this is a relatively new process. There isn’t any long-term data to show how the dye will react over a period of time. The idea and principle is that it should last as long as the resin does in the stone. The only exception to this is outdoor use. The sun (or UV radiation) has a very powerful fading effect on dyes and pigments. UV radiation can bleach out, fade or alter the color of practically anything. Therefore, it’s recommended that color-enhanced, resin-treated slabs be used in indoor applications only, as outdoor use will give unpredictable results. Also, Tenax recommends that Tepox V only be used for interior applications.

What does this mean for you as a fabricator,

working with these materials? In isolated cases, working with a resin-treated slab, first thing a fabricator would notice is how little effect a regular color enhancer (like Ager or Tiger) seems to have on their slab. The fix is easy. For example, lets say you get a slab that has been color

fully resined, processed slab.

Now the big question... Is coloring slabs ethical? Everyone will have their own opinion about this. But we do believe that honesty is the key. If the hypothetical Packers fan knows that there is no such thing as a green and yellow

slab, but that you can chemically die it especially for him and make him the envy of all of his “cheese head” friends, and he agrees to it, why not fill his need? As long as the designer truly knows what they’re getting, and signs off on it, then you can have a clear conscience knowing that you were able meet their needs, and satisfy their client’s color choice. And in the current—or any market—customer satisfaction should be your guide to color, or not to color.

For more information on the Tenax products mentioned in this article, visit www.braxton-bragg.com or www.tenaxusa.com for product specs and application demo videos.



Tenax offers a number of products formulated to work with and enhance the color of natural stone, including Ager, Ager Tiger and Tepox V. The sample above shows the contrast between the untreated stone and the two areas treated with Tepox V.

enhanced (and you’ll find out for sure after you’ve cut it, profiled it, finished the sink cut-out and started polishing it). Simply mix the colors of Tenax Tepox V that you need with Ager (at about a 30% ratio) and follow the normal Ager application. The Tepox V chemically bonds with the Ager or Ager Tiger for a permanent color match solution. Tepox V is not a topical coat. It penetrates into the stone with the Ager. And, as all who have used Ager know, once Ager goes on, it doesn’t come off!

But how can fabricators use Tepox V as a money-maker? What if a diehard Green Bay Packers fan wants a Green and Yellow bar top in his man cave? Tepox V with Ager is your answer. Or, perhaps a designer is looking for a red, blue, or purple stone to fit a client’s décor? Properly applied Tepox can achieve some stunning and brilliant colors. Or, perhaps you’ve had a slab sitting in the back “forever” and you just can’t get anyone to buy it because of the color or a color inconsistency from one side of the slab to the other? Or perhaps you have fabricated a kitchen from two different slabs and the color isn’t matching exactly? A treatment with Tepox can even out the color. Or, in a real-life situation facing many fabricators, it’s hard to compete with shops offering quartz surfaces because they come in color that are not available in natural stones. In all these cases, Tepox V could very well be your answer—and it’s the only product of its kind on the market.

Tepox V allows you to change the color of the edge as well as the surface of the stone. To achieve a permanent color change on the surface, you would need to follow the same process the manufacturers do: hone the slab, let it dry, mix the Tepox V with a resin (Tenax also carries a full line of resins), let it cure and then repolish it. Ager could also work in some of the above examples, but it will not last as long a

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POLISHING PRO DEVELOPS SYSTEM FOR ENGINEERED STONE

Joel Davis
Special Correspondent



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ly designed high-speed polishing pad and a proprietary mix of grit polishing powders to actually grind down the surface surrounding the scratch and polish it to match the rest of the stone.

Anneker has now developed an add-on kit for engineered stone restoration, available at www.braxton-bragg.com.

The new approach to polishing engineered stone goes “totally upside down and backward and outside the box” from earlier efforts by other inventors to develop the technology, Anneker said. “They kept attacking it like natural stone. You can’t do that. It’s approximately eighty percent resin or plastic. Envision taking plastic and running sandpaper on it and trying to get a glossy shine.”

What Anneker did was capitalize on the unique characteristics of engineered stone that result from its manufacturing process. “I chose to attack

the aggregate, the harder material, first, and then to work on the resin, the softer material.”

If you take a very close look at engineered stone, you will notice that the stone particles that are suspended in the resin protrude slightly from the surface, Anneker said. “There is a textural differential to the surface. The aggregate stands up a little bit more in the slab than the resin does. Because the aggregate is harder than the resin, my theory was I could create a differential and also remove the blemish, and it did.”

By treating the aggregate first, the process spares the plastic from the excessive heat generated by grinding the much harder stone components. “Whether I damaged the resin or not, you can polish the plastic after you’ve done that,” Anneker said.

The process has been refined with the cooperation of Caesarstone, one of the top manufacturers of engineered stone, which uses up to 93 percent quartz in its products. “They requested me to do a lot of beta testing on their materials since my process works so well,” Anneker said. “I have been damaging their materials and going through the process of bringing it back. They want me to put hot pots on some of their materials that are very difficult to polish, to mimic like mama is cooking on the stove — she is in a hurry, she sets the pot on the engineered stone, she pulls it up, and, bam, you’ve got a

white ring where you’ve burned the resin.”

The testing has been enjoyable for Anneker. “It’s kind of fun. It’s challenging when you’re attacking the materials. Basically, everything is working through the process. Step one, step two, step three. We film everything and get the steps down for the process to make it easier.”

Some of the Caesarstone products are particularly challenging because of the use of vinyl in the resin, which changes its chemical composition.

“The surface will change (when exposed to heat), so you have to let the stone rest and then go through the process (again) until it goes back the way it was. Other materials are whiz, bang, done. The rest of them were a piece of cake.”

Finding a way to deal with engineered stone was a personal project for Anneker. “It’s been a long time coming,” he said. “Nobody asked me (to do it). There was a need, and I actually had been working on it prior to bringing out the original Polishing Pro System. I was tinkering with it and refining the process in order to get the system to work on the engineered stone. I was doing research and development off and on. It’s one of those things where you pay as you go and tinker in the garage.”

For more information on the Polishing Pro Engineered Stone System, call 800-575-4401 or please visit the Braxton-Bragg website at www.braxton-bragg.com/polishingpro.



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Why is installing the dishwasher always on the punch list? There are many reasons; after all, who is responsible for this task? Is it the granite guy, the plumber, the appliance delivery man, or the general contractor? If the granite installer is responsible and the dishwasher is on site, there is no problem, but many times this is not the case. So in order to preserve your good name and reputation it means an expensive return trip to install the dishwasher.

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your job is done, with regard to the dishwasher. If the dishwasher and countertop are already in place, simply bend the tabs to fit in between the cabinets, apply silicone, put in place and fasten with the hardware supplied.

No More Call Backs to Install a Dishwasher!

This solution seems so simple, the only question you'll ask is, "Why didn't I think of this?" This product really works, and we'll prove it to you. We'll give you a *FREE* E-Z Dishwasher Bracket. We guarantee that you'll agree this is a real \$4.10 solution. Call Braxton-Bragg and never have to make that expensive return trip again. Our knowledgeable sales staff wants to let you know "you have a friend in Tennessee" and we listen to you. Count on Braxton-Bragg for all your installation needs.

Call today! Toll free 1-800-575-4401

Offer extended due to popularity! Call and receive a *FREE* E-Z Dishwasher Bracket!

SEE THE VIDEO ON BB WEBSITE!

Item #	Description	Everyday LOW Price
10565	E-Z Dishwasher Bracket, Mounting Screws Included	\$4.10

Watch an actual install at www.braxton-bragg.com

CALL FOR A FREE SAMPLE!

Our Quality Guarantee

We are so confident of our quality that we offer a 30-day, risk-free, money-back guarantee for our entire product offering. If you are not satisfied with your purchase, simply return it for a prompt and courteous refund.



"We use them when the dishwasher is not on site. Works great, no return trips."

Jeremy Williamson, SFA
Granite Shop Manager
Kitchen Craft Inc.
Osage Beach, MO

Call 800-575-4401

BB Braxton-Bragg
www.braxton-bragg.com

Fax 800-915-5501

BETTER! FASTER! CHEAPER!

“Why spend \$50,000 for electronics you don't need?”



**CALL FOR
EQUIPMENT
LEASING
OPTIONS!**

**FREE
BRIDGE SAW BLADES
FOR A YEAR!**

The Renegade Bridge Saw is Economical, Straight-Forward, and Made in the USA!

Easy to use, quick to learn

Do you really need to learn to program a computer to layout and cut granite? Of course not! How many computer programmers can you afford to train? Many manufacturers' (who don't actually make counter tops) think that loading a bridge saw with fancy electronics somehow makes it better. We think it just makes it more expensive, and more complicated.

Power where you need it

10 HP motor will cut through 3cm absolute black at the rate of 7 ft./min. Some old sages think that you need a 15 HP motor to do this, but new cutting technology and improved motors have made that old wife's tales obsolete.

No 3-Phase? No Problem!

The Renegade is available in either single phase or three phase configurations. No need to buy a phase converter or re-wire your shop!



Handles a FULL Size Slab

Length of cut is 11' 4"; this beauty comes complete with a heavy-duty, rotating turntable, with positive stops at 0, 45, 90, and 135 degrees. The unique variable position locking system insures quick setup. The unit comes complete with a hydraulic tilting bed.

Laser Guide Included

Some saws make high-intensity lasers an extra cost option. Not Renegade!

You will never hear, “The parts are on the boat”

The Renegade is made in the USA. All the wear components are available locally at Motion Industries or other fine part suppliers. No long European lead times will interfere with your business.

It's Complete

No walls to build, or concrete to pour; this saw comes complete. Installation takes less than a day. Call 1-800-575-4401 for more information. You can be up and running in no time.

It's Guaranteed!

Braxton-Bragg is so convinced that you will love this saw and agree that this is the best bridge saw value for the money that we offer you our Industry Guarantee:

All our products carry a 30-day, risk-free, money-back guarantee. If you are not satisfied with your purchase, simply return it for a prompt and courteous refund.

Item #	Description	Everyday LOW Price
14143	Renegade Bridge Saw	\$34,900
14144	Single Phase Motor (Optional)	\$2,900
14145	Digital Read-Out (Optional)	\$2,400
14146	Power Gantry	\$3,400

Your choice of Bridge Saw Blades for a YEAR!

F.O.B. Knoxville, TN. Call for a freight and installation quote.

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BETTER! FASTER! CHEAPER! 800-575-4401

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