SLIPPERY ROCK GAZETTE
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Family is the Cornerstone of J & J Stone Fabrication

Peter J. Marcucci
Photos Courtesy
J & J Stone Fabrication

BE it family or extended family, both have taken J&J Stone Fabrication from its very humble beginnings to its present level of success.

Located in West Monroe, Louisiana, the company began in the minds-eye of founder and president James Rogers, but only after traversing a few stepping stones, recalled daughter Amy Chandler.

"Dad was a tile setter and began doing stone work back in the 1990s. When I was just a little girl, I remember him carrying eight color samples around in a little box in his truck. He would have any marble work fabricated in Dallas, and then install it in some of the homes in Monroe, which was very new back then. Later, in 1997, there was a company in Greenville, Mississippi, that needed a person to oversee their fabrication, and they offered him a job. He had four kids, teenagers and younger, and we all moved up there for seven years. It was here that he learned how to fabricate using large machinery."

According to Amy, after seven years, James Rogers decided to move back home to the family farm located in Start, Louisiana, wanting to create a business that son Josh could come home to and be a part of.

"Josh had been on a church mission for a few years and was coming home that September. So the company started out very small in our barn in June of 2005, giving Josh a job to start when he got home."

J&J Stone Fabrication serves a 90-mile radius around West Monroe. This extends from the Mississippi river to Shreveport, and from the Louisiana border down to Alexandria, Louisiana: basically the entire north of Louisiana. The company employs a crew of 12 full-time employees, including family members James Rogers (still at the helm), Amy, Josh and Adam. That said, it's the extended family members that are the backbone of the company, according to Amy.

"If it wasn't for our employees, we would not be able to do half of what we do. Right now, we have some of the best people we have ever had, ever! For some reason, over the last year, the Lord has shined on us and given us some exceptionally hard-working, intelligent people, and we would not be where we are without them.

Please turn to page 2

3cm Light Emperador marble vanity with ogee edge

So You Want to Go into Commercial Work?

Mark McMunn

Working on commercial projects – especially large projects like new, multi-story office buildings – has always been a source of fascination for shops that have never been involved with such projects..

Something about the pace of work on commercial projects evokes thoughts of large sums of money flowing out to the stone subcontractor on the job as its crews install hundreds and sometimes thousands of square feet of flooring, wall veneer or hundreds of linear feet of countertops. Oftentimes, large projects are even on the local news as the project brings new high-profile corporations to a city or town. There is a certain prestige either real or imagined that goes along with being able to say that your company furnished and installed all of the stonework on a project. That kind of a boast is often meant to convey the message that your company has arrived, because your company was selected over others to perform the work, meaning that somehow you are a cut above everyone else. Many times this is true, and the boast has merit.

The commercial side of the business can be very rewarding for a company aspiring to be a company of substance, and reap the profits that can go along with it. A major milestone occurs when your company acquires its first million-dollar contract. The excitement of landing a large contract with a good profit will be one of the most satisfying moments of your career, and a celebration would be in order for such an occasion.

Let's talk about some things that will help you along the way if you choose to move into the commercial side of the business.

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Buckingham Slate Withstands the Test of Time

Miller Hall, William and Mary College in Virginia

Shannon Carey
Photos Courtesy
Buckingham Slate

There are lots of clichés that attest to the staying power of stone.

"Set it in stone."

"Solid as a rock."

But as anyone who works with stone will tell you, every material has its limits. With daily wear and tear or weather eating away at it over time, any stone will eventually fail.

Except, perhaps, Buckingham Slate. This blue-black stone found only in Buckingham County, Virginia, has a unique power. It can spend 200 years as a roof and still look brand new

Brad Jones Sr., co-owner of Buckingham Slate, says this is because the stone is practically impervious to moisture.

"It's just that it will not absorb any water at all," he said. "Freeze-thaw cycles don't affect it because there is no water."

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J & J Stone Fabrication

Continued from page 1

"I do most of the sales and talking to contractors, while dad is the president and mostly helps get the jobs completed. My brother Josh is our main installer and takes care of anything we need on the jobsite. He is also our go-to person. Our brother Adam, who is our computer genius, does our CAD drawings. He taught himself and has been a huge asset for us moving towards CNC production. Without him, we would not have been able to do this. Typically, anything that someone would have had to go to school to learn, Adam has taught himself how to do. He's amazing!"

J & J Stone Fabrication's equipment consists of an Intermac CNC, Matrix bridge saw, Park Industries Pro-Edge and a radial arm polisher, said Amy, adding, "There was a company in town about five or six years ago that was trying to get rid of an Intermac CNC machine. It was just sitting in their shop taking up room, and they didn't want it anymore. We bought it, and Josh took that machine, without any training from Intermac, and put it back together and made it work. He did, however, talk to the company at the time, and they were very helpful."

Production is a 50/50 mix of natural stone and engineered stone, mostly 3cm for the company's mid to upscale residential clientele.

"We do a lot of large residential," continued Amy, "and we've been making our own shower pans out of engineered stone on our CNC rather than ordering them. We can now do showers without all the prep work, and they are waterproof. Our CNC creates the slope and drain and then cuts it out. I would really like to do more of these. It's a nicer look, lasts longer than cultured marble, and I can do it for the same price as cultured in certain colors. That Intermac has really been a major asset to us, letting us do things that other area companies don't do."

According to Amy, due to the recent purchase of a laser templator from ETemplate, their next planned purchase is a CNC saw.

"A saw person is the hardest person to teach, because they have to see so many things. But if we had a CNC saw, the slab would already be laid out and just cut, rather than thinking about how it needs to be cut. Around here, it's really hard to find someone that knows how to cut."

Aside from one other company, J & J Stone Fabrication has been in business longer than anyone else in their area. Priding themselves for knowing the products better than most other companies, they also have a keen sense for knowing what customers want and where to get it, explained Amy.

"When a customer comes to me, I know what they are talking about. I stock a lot of colors and, if needed, I can find exactly what they are looking for elsewhere. I.G.M. in Atlanta, Georgia, usually visits me on a weekly basis, and I'll just have them send the material to me if a customer wants it. Carolyn is my favorite person to deal with there. I also buy from the Verona Marble Company in Dallas, Texas. What I like so much from them is that they have a really nice website that shows their inventory. The pictures are high resolution, and I can sell the slabs to the customer that way. I can get them here quickly, too, and can always send them back. So we continually strive to produce a great product and to go the extra mile to get the customer what they want."

Customer wants include fireplaces, furniture and showers as well as a full line of multi-edged countertops. Clients can choose from an array of samples when stepping in to the company's large, well-appointed showroom. "We have a wall with a lot of slab and tile samples, and an island with a large sink," continued Amy. "If it can be done with stone, I love to say that we can do it. I don't, however, want to be the lowest priced company around. We've got a few of companies in town that thrive on those kinds of jobs; you know, $27 to $32 per square foot. We are not that company, and we don't want to be that company. We are the company that when you come to us, we will give you a good product made with good material, and if you don't want me to do it, you are going to have to go somewhere else. But you will come back — most of them do."

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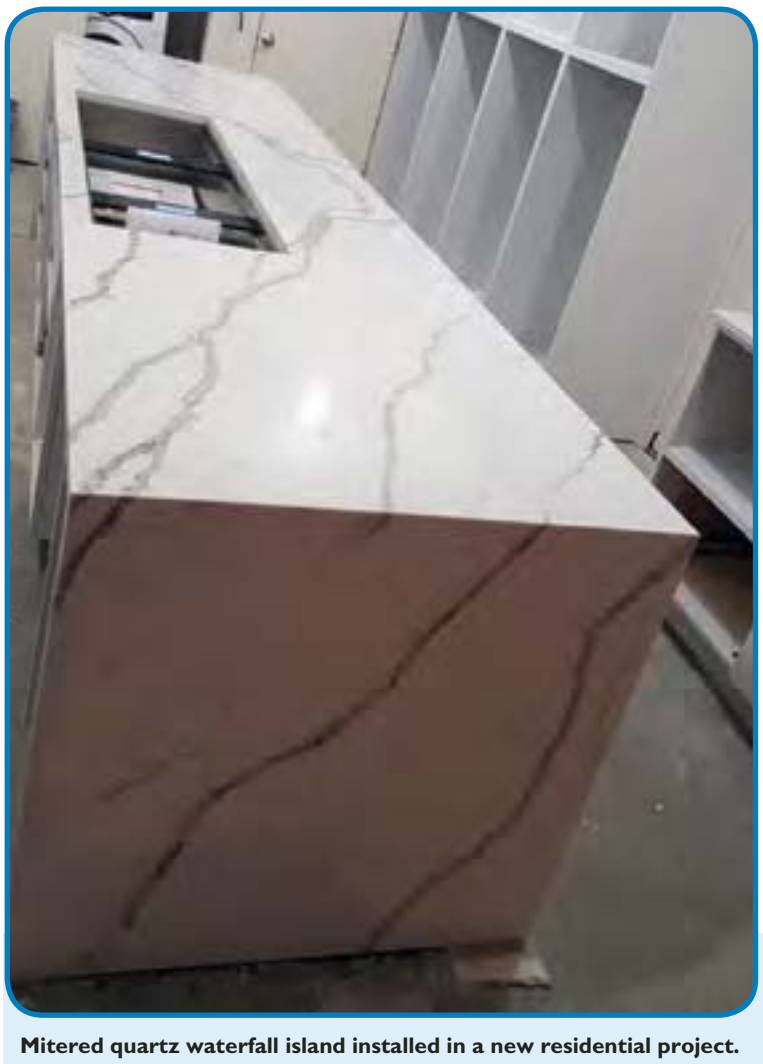
3cm Juparana Persia kitchen: countertops and full-slab island with ogee edge, and a custom tile backsplash.



Mitered quartz waterfall island installed in a new residential project.

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FZ-30	Ogee Straight		$4,452.00	$2,555.95	$1,315.65
T-20 R3	Double Eased		$2,784.00	$1,617.95	$1,530.00
T-30 R3	Double Eased		$3,024.00	$2,008.95	$1,854.17
T-30 R6	Double Eased		$3,776.00	$2,008.95	$1,864.00
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Z-30	Straight		$3,795.00	$2,071.95	$1,098.32

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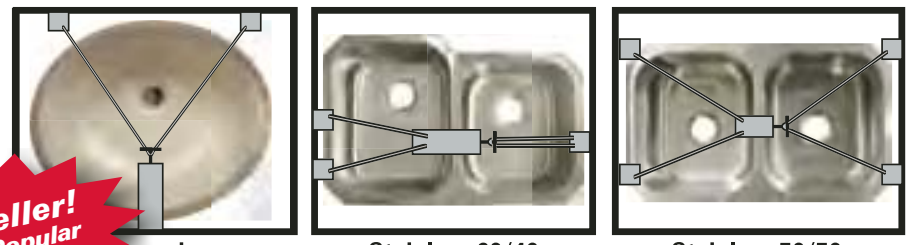

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Fabricator Tested in Thousands of Installs

The Hercules® Universal Sink Harness has been fabricator- and installation-tested under demanding conditions, and can be used to install the most popular types of sinks, including ceramic, stainless steel, and even cast iron undermount. It is effective on either double bowl or single bowl steel or ceramic vanity sinks. Just imagine–one simple, inexpensive kit can do all of those sinks! Not only is the Hercules® Universal Sink Harness the fastest and most economical system available, it's also the most versatile.

See the animated video!
http://www.braxton-bragg.com/HerculesSinkHarness

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While the Sink Harness was being developed and tested, we discovered another notable benefit of the Sink Harness: it's a great system to repair failed undermount installations. Many fabricators are asked to repair someone else's poor sink installation job. The Hercules® Universal Sink Harness will get the job done quickly. You can become known as the guy who contractors and home owners in your area call for help.

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Here a Lizard, There a Lizard

What did a South Florida woman do when she lifted the lid on her toilet and found an iguana inside? She closed it again and called 911.

Lt. Scott Mullin of Miami-Dade Fire Rescue's Venom One unit tells the *Miami Herald* it's the first time he's found an iguana in a toilet.

Mullin says when the call came in that Tuesday night, he asked the dispatcher to make sure it was an iguana and not a snake.

He says the woman, her daughter and grandchildren were waiting when he arrived at their home in West Kendall, south of Miami. Mullin says the lizard likely came up through the pipes.

Mullin used gloves to lift the iguana from the bowl, put it in a box, and drove it to a wildlife rescue center.

Police in Massachusetts say a bearded dragon lizard was turned over to animal control after a woman suspected of drunken driving revealed she had the animal stuffed in her bra.

Taunton police said in a Facebook post that the 39-year-old woman had a blood alcohol level nearly twice the legal limit one Tuesday when she drove off the road, smashing into several mailboxes. Police say, despite the fact that the air bags were deployed and all four tires were flattened, the driver asked officers to call a tow truck so she could be on her way.

Police say a male passenger was also taken into custody after being tackled by an officer who saw what appeared to be a handgun in the man's waistband. It was determined to be a pellet gun.

'Sting' Operation Leads to Recovery of Stolen Bees

A Montana beekeeper has recovered hives that were stolen from him in California, thanks to an agricultural sting operation.

Lloyd Cunniff of Choteau reported 488 hives stolen in January, after he had transported them to California for the almond pollination season.

A tip led Fresno County authorities to find stolen hives worth $170,000 in a rented bee nursery space, a cow pasture, and hidden in a drainage along a freeway.

Fresno County Detective Anders Solis, member of the county's agriculture crimes task force, says there were 10 victims in seven California counties in all.

The Great Falls Tribune reports Cunniff got most of his bees back. He says he is keeping the recovered hives in a separate field in case they are infected with disease or mites.

"Man is an imitative animal. This quality is the germ of all education in him. From his cradle to his grave he is learning to do what he sees others do."

– Thomas Jefferson

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"We build too many walls and not enough bridges." – *Sir Isaac Newton*

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The "F" Word? No, the "R" Word

Sharon Koehler
Artistic Stone Design

IT's common knowledge that the "F" word is something we should not say out loud, certainly never in public AND not ever, ever in front of customers. If you must say it, then please do so in the privacy of your car or home.

However, the "R" word is a different story. The "R" word should be spoken daily, to everyone you know, your friends and relatives, but most importantly your customers. What is this "R" word I am referring to? Why "REFERRALS" of course!

Referrals are an easy, inexpensive way to grow your business. People who contact you or stop by your showroom off of referrals are almost predisposed to buy from you. A relative, friend or co-worker has already sung your praises to these people. They are ready to buy from you. They have heard all about you from a trusted verbal review and they are darkening your door more than likely to give you money.

There are statistics to back up the idea of referral sales:

- **92% of people trust recommendations from friends and family over all other advertising including internet advertising and social media.**
- **91% of B2B buyers are swayed by word-of-mouth advertising.**
- **74% of consumers admit that word-of-mouth is a key factor in their buying decisions.**

These are powerful statistics. And yet, for some reason, a lot of companies overlook referral business. In 2015, businesses in the United States spent over $180 BILLION in advertising. That is billion with a "B". Yet according to several current surveys, referral sales have the lowest cost to acquire, more than any other advertising or marketing strategy.

So referrals are important to consumer and B2B purchasing. They are inexpensive, time-saving, and almost a guaranteed sale. So, why aren't more companies getting more referrals? The simplest answer is that they don't ask. Surveys show that 83 percent of satisfied customers are willing to refer a business that did good work for them, but only 29 percent really do it. That is a huge discrepancy. When queried, the other 54 percent said they didn't do it because no one asked them to.

What? That is absolutely crazy! Why would a company not ask for referral business? The recent surveys do state that there are several reasons that companies don't ask for referrals. The most common one is that they will be perceived either as being pushy or desperate.

Please turn to page 8

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8716	Talon™ Turbo Dry Diamond Cup Wheel, 4", Medium	~~$89.95~~	$59.95
8717	Talon™ Turbo Dry Diamond Cup Wheel, 4", Fine	~~$89.95~~	$59.95

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Shop www.braxton-bragg.com for Talon Turbo Cup Wheels

The "F" Word? No, the "R" Word

Continued from page 6

Another common reason for not asking is that, often times, businesses think that their work or their product will speak for itself. This is based on the premise that anyone who sees the work or the product will automatically fall in love with it and have to have it, hence proposing the question, "Where did you get this?" or "Who did this for you?" These questions of course lead to the referral. Unfortunately, it doesn't always happen that way.

A third reason is fear of rejection. Now, this one does take a little common sense. Obviously we all try to do great work but occasionally, for whatever reason, there are those customers who don't get their expectations met or exceeded. These are NOT the people you want to ask for referrals. You want to ask the customer that is gushing over what you did for them. The rejection issue is almost nonexistent with these customers. Of course there are other reasons, but these seem to be the top three.

A couple of other stumbling blocks are when to ask for referrals and how to ask, as well. The rule of thumb is, after the job is done and you know the customer is happy. Face-to-face is best (another good reason for a customer satisfaction follow-up visit) but you can do it over the phone, request it in your thank you notes, or add it to an online customer satisfaction survey. When you ask for the referrals, make sure the current happy customer has plenty of business cards to hand to people. That one thing makes the referral process easy for everyone.

Also, make it clear to the referring customer that you want his/her referral to use their name as a reference. That way, the referred, potential customer should say, "Mrs. Wells on Compton street referred me." Then you know whom to thank for the referral.

- **92% of people trust recommendations from friends and family over all other advertising including internet advertising and social media.**
- **91% of B2B buyers are swayed by word-of-mouth advertising.**
- **74% of consumers admit that word-of-mouth is a key factor in their buying decisions.**

Asking for referrals should not be a one person task. The whole team should be on-board. Any new hires that you interview should be aware that asking for referrals is part of what is expected of them. Everyone needs to be on the same page and understand why this is important to your business, and to them as well. Recognize team members who regularly receive and successfully complete jobs for referral customers.

Track your referrals. Mrs. Smith referred Mr. Greene and that was a $5,000 project. Send Mrs. Smith a thank you note and let her know you appreciate what she did. People love to be acknowledged.

Another great way to get referrals is to give referrals. If you work with ABC company and you know they do good work, recommend them. You should get a whole network of business referrals going. They recommend you, you recommend them. It becomes a big lovefest and everybody's businesses get busy!

So, go ahead, get out there and grow your business – one question at a time! It works.

Please send your thoughts on this article to Sharon Koehler at Sharon@asdrva.rocks.

Hot Air Conditioners to Help Beat the Heat

Police say a man donned an orange Home Depot apron and posed as an employee to steal air conditioners in New Hampshire. But a manager noticed the name on the garment didn't match that of any worker at the store.

Police arrested 53-year-old Bernardo Calana, of Haverhill, Massachusetts, that Saturday.

WMUR-TV reports Calana loaded two air conditioners into his pickup truck in Plaistow and went back inside. A manager noticed the apron with the name "Shannon" with flowers drawn on it and called police.

Calana later told police he didn't know anything about the air conditioners, but a Home Depot apron was found in his back pocket.

Calana was released on bail. The voice mailbox for a listed phone number for him was full.

The Stone Detective

The Case of the Carrara Cruise

Frederick M. Hueston, PhD

IT's not very often that someone gives you a free cruise, and to top it off, I was also getting paid for my time on the boat. Too bad it wasn't the *Love Boat*…but that's another story.

It all began while I was having lunch at one of those 99-cent, heart attack, cardboard-tasting fast food places. I was chowing down on my fries when my cell rang. I flipped it open and with a full mouth mumbled, "Stone Detective, how can I help you?"

The voice on the other end had a very heavy Italian accent. He started telling me about his company, which renovated cruise ships. He told me they had used white Carrara marble in the guest bathrooms and they were having trouble with what he called "mystery stains." I told him I would be glad to take a look at some photos, and if he had a sample he could send me, I could test it. He told me, or rather insisted that I visit the ship and look at it myself. Well, who am I to argue?

I asked him where the ship was docked, expecting (or hoping) it was someplace in Italy, but he told me there was one sailing out of Tampa that day. Well, Tampa is only about a two-hour drive for me. I told him I was not sure I could get there by the time the ship left the port — and his reply floored me. He told me that wouldn't be a problem, he could have me flown out to the ship via helicopter if I could make it there sometime soon. He told me that way I could inspect the stone and then enjoy the rest of the cruise! Well folks, to be honest I am not much of a cruise person. Been on a few and it's not my cup of tea, but I wasn't going to pass this one up. Get my daily rate AND a free cruise? I told him I was packing my bags.

About an hour later I was in the ole Woody headed to Tampa. I arrived at the port and the ship was gone, but waiting for me was this bright yellow helicopter. The pilot was standing next to it as he waved me on board. I ran toward him, threw my bag onto the back seat and hopped on board. If you ever have the chance to take a helicopter ride, let me tell you, it's exciting!

We landed on the ship and I was greeted by one of the ship's engineers. He led me to my cabin, told me to unpack and relax, and he would be back for me in about an hour. He also told me that the cabin I was in also had the staining problem. I threw my bag on the bed and immediately went to the bathroom to check out the stain. I opened the door and lo and behold— it was just what I had suspected. The white marble shower had these brownish-yellow spots. Looking at it, I knew exactly what it was. Take a look at the photos and tell me it isn't obvious. I was wondering if the other bathrooms had the same problem. So I unpacked, and waited for the engineer to return.

There was a knock on my door exactly one hour later, just like the engineer said. I opened the door and was greeted by not only the engineer, but by an entourage of crew members. I think there were about six of them. Everyone introduced themselves, and off we went. We entered a cabin right next to mine. I went right to the bathroom, and again saw the same brown spots. But this shower also had some yellowing along the bottom perimeter of the shower stall. We must have looked at a dozen showers, and they all had the same problems.

I had been instructed by the Italian company that hired me to not say a word to the crew. They kept pressing me for an answer, and when they did, I would just ask them a question to avoid answering them. This is an old psychology technique, and it seemed to work. After a couple of hours of shower inspections, I returned to my cabin to write my report.

Can you guess what caused these spots? If you guessed the screws they used for the backer board were rusting, you would be right. The yellowing along the perimeter is from moisture oxidizing the natural iron in the stone. The only cure is to rip it out and replace. Now, where is that buffet, I'm starving! Another case solved – with fringe benefits, this time!

The Stone Detective is a fictional character created by Dr. Frederick M. Hueston, PhD, written to be entertaining and educational. Dr. Fred 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. Send your email comments to him at fhueston@stoneforensics.com.

"Common sense is something that everyone needs, few have, and none think they lack."

—Benjamin Franklin

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For more information visit www.naturalstoneinstitute.org/awards.
Contact Jane Bennett at 440-250-9222 or jane@naturalstoneinstitute.org.

Jaguar Escapes Enclosure, Attacks Monkey at Texas Zoo

Officials insist there was no risk to the public when a jaguar escaped its enclosure and attacked a monkey at a Texas zoo, even though they don't know how the big cat got loose.

Abilene Zoo Executive Director Bill Gersonde (gher-SUN-day) says staff discovered 2-year-old Estrella missing one Monday morning before the zoo opened for the day.

Estrella was found soon after atop a neighboring exhibit that was holding spider monkeys. Gersonde says it appears Estrella reached inside and seriously injured one of the monkeys, which has been euthanized.

Estrella was tranquilized using a dart gun then placed in a holding pen. Another jaguar also was secured.

Gersonde said at a news conference that the doors to the jaguar enclosure are secure and that there was never any threat to the public. He didn't elaborate.

Our advice for the monkeys? Don't tease the big kitties.

Calf at North Dakota Ranch Born with Two Extra Limbs

A calf was born with an extra set of limbs but seemingly healthy at a North Dakota ranch.

Rancher Gerald Skalsky said he was surprised when the calf was born with two small limbs hanging off one side of its neck. Skalsky, whose ranch is south of Beulah, notes the condition isn't fatal.

"I've been ranching my whole life, and I've never seen anything like it," Skalsky told *The Bismarck Tribune*.

State Veterinarian Susan Keller said the calf may have been born with one of two disorders: polymelia, where extra limbs are often smaller or shrunken, or polydactyly, which is the result of genetic combinations involving recessive genes.

Keller said such defects are an "important topic that producers should not be afraid to report to their veterinarian and to all breed associations."

Sheridan Animal Hospital veterinarian Gerald Kitto, a member of the North Dakota Board of Animal Health, said he's seen only three or four calves with an extra limb during his 42 years of practice. Skalsky said he plans to have the calf's extra limbs surgically removed.

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Bad Camel!

A Florida woman claims a camel at the last home of Confederate president Jefferson Davis attacked her at the Mississippi tourist attraction in 2015.

She's suing the United Sons of Confederate Veterans Inc., identified as the operator of Beauvoir plantation in Biloxi.

The Sun Herald reports Sylvia June Abbott says Sir Camelot injured her mentally and physically. Attorney Charles M. Thomas says Abbott and her husband were walking to a cemetery behind Beauvoir when the camel stampeded her and bit her, leaving her with a fractured wrist and vertebrae.

Abbott's suit says Beauvoir's operators should have known the camel had "behaved dangerously" in the past, though it didn't specify any prior incidents.

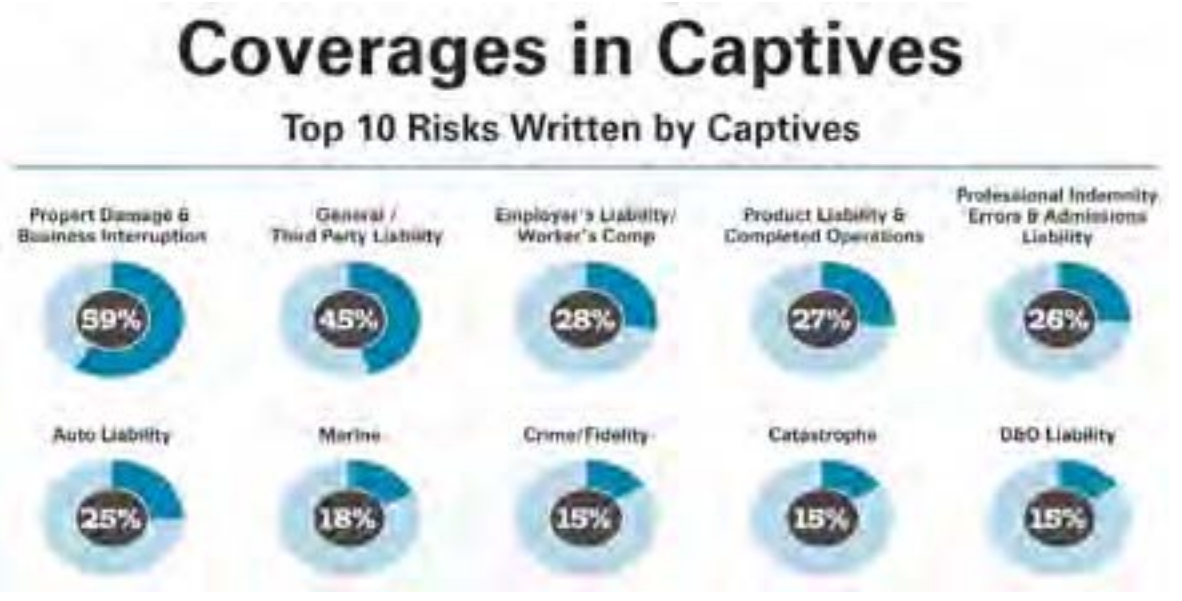
Beauvoir's executive director, Tom Payne, didn't immediately respond to a message seeking comment.

Don't Miss the Boat on Owning Your Own Insurance Company

Randy Sadler
Principal, CIC Services LLC

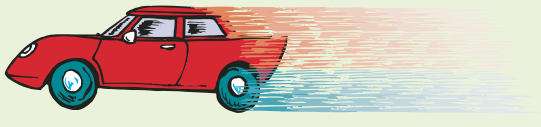
IT's quite disconcerting to "miss the boat," so to speak. And, this adage is particularly true for many mid-market and small construction companies and manufacturers that would benefit immensely from owning their own insurance company – known as a Captive Insurance Company (CIC) – but have yet to embark on this powerful course to improve risk management and boost profits.

CIC Services recently attended the Risk Management Society (RIMS) Conference in Philadelphia, Pennsylvania. The conference included a presentation on trends in the captive insurance industry, including the two charts shown. The charts were part of Aon's Global Benchmarking Survey.



"Have you ever noticed that anybody driving slower than you is an idiot, and anyone going faster than you is a maniac?"

– George Carlin



The captive insurance industry has been experiencing steady growth, and there are now almost 7,000 CICs worldwide.

CICs form the backbone of many alternative risk transfer and financing programs. CIC programs are inherently designed to turn risk management into a profit center (or wealth center) or to forego those profits to lower insurance costs.

Aon's Global Benchmarking Survey outlines the Top 10 Risks written by CICs. Many of these insurance coverages are broad or appear to be tailored to address uncertainty and emerging risks. Importantly, many of these insurance coverages are relevant to construction and manufacturing, including property, business interruption, general liability, employer's liability, product liability, crime and catastrophe.

The next chart from the Aon Global Benchmarking Study focuses on Businesses Planning To Form A CIC In The Near Future. Note that Construction is second on the list and Manufacturing makes the list twice. According to Aon, a larger percentage of companies in these industries are expected to take the initiative to take more control of their risk management, reap insurance profits and reduce tax impact by forming their own Captive Insurance Companies.

Please turn to page 22

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46406	Stone Shield™ Transparent Knife Grade, 5 Gallons	~~$195.95~~	$169.95

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Stalled Train Gets Pizza Delivered

A pizza delivery man in Delaware got an order from an unusual address: a stalled Amtrak train from New York on its way to Washington.

Passenger Mitchell Katz posted a video of delivery-man Jim Leary walking up to the train one Sunday evening as it sat on the tracks. People on board were getting restless after being left without access to food or water during the long delay, and eventually some passengers came up with the idea of ordering pizza, Katz said.

Leary, a driver for Dom's Pizza in Newport, told The Associated Press that Monday that he cut through a backyard, navigated a steep embankment and jumped over a water-filled ditch, all while balancing the two pies in order to make the delivery.

The 46-year-old Leary was rewarded with a cheering crowd of passengers and a total of $32 in tips for his effort. Leary's 17-year pizza delivery career has brought him to addresses in 32 counties across 18 states, but he said the broken down train is one of the strangest.

"I do whatever it takes," he said.

Amtrak apologized that its passengers were inconvenienced but said it was "extremely dangerous" for the deliveryman to approach a train on the tracks to deliver pizza.

"We are glad no one was hurt and hope this is not tried again in the future," the company said in a statement.

A mechanical issue was to blame for the delay, Amtrak said. Eventually, another train was brought in to take the passengers to Washington, Katz said. Amtrak's website shows the passengers arrived more than three hours late.

MIA+BSI Supports R.I.S.E. Program

MIA+BSI continues to support the Gary Sinise Foundation's R.I.S.E. program (Restoring Independence Supporting Empowerment). Through this program, MIA+BSI members provide natural stone materials, fabrication, and installation for specially adapted smart homes for severely wounded veterans and their families nationwide.

2017 MIA President Jon Lancto (Big Fish Consulting) notes that this a worthwhile cause for the association: "What better cause could our organization be involved with that allows the participation of our members in distribution, fabrication, and installation?" Tania Kalentzos (MARVA Marble & Granite), who donated material for a recent project, reflected on the importance of this cause: "We are honored to participate in the R.I.S.E. program, to support and honor our nation's veterans. We believe that it is our duty, as American citizens, to remember our nation's defenders. Honoring the sacrifice of our veterans is particularly near to our hearts, since our CEO, Chris Kalentzos, spent a number of years in the 82nd Airborne. It is our pleasure and privilege to play a role in helping the Hedrick family to thrive, in their new specially-adapted smart home."

"We are honored to recognize the service and sacrifices of the veterans in our R.I.S.E. program with customized specially adapted smart homes designed to ease the challenges that they and their families face day-to-day. With support from organizations like MIA+BSI and their generous members we are able to deliver forever homes that give our veterans a new level of independence," says Judith Otter, Executive Director of the Gary Sinise Foundation.

MIA+BSI would like to thank the following companies that have supported this initiative:

MARVA Marble & Granite, Trindco, Pyramid Marble & Granite, AG&M, Rugo Stone, Delta Granite & Marble, M S International, Dee Brown, Inc., Daltile, ROCKin'teriors, Marble Line, Arizona Tile, Pental Surfaces, Floform, Marjan Stone, Big Creek Granite, Granite Group, Florida Bath & Surfaces, Inc., Mont Granite, Distinctive Marble & Granite, Global Granite & Marble, Murphy Marble, Acorn Granite & Marble, Duracite, and TexaStone Quarries.

To learn how your company can get involved in this program, visit www.naturalstoneinstitute.org/RISE.

I recently purchased several **15-inch I-Braces** to support the granite overhang on my kitchen island. They worked absolutely perfect! I weigh 250 lbs and was able to hang from them to demonstrate how strong they are (although I don't recommend any one doing that). For $15.00 each, they were a steal.

Corbels are a thing of the past!

– Thanks!

Stephen Waldeck

Three I-Braces were used to support this 30″ × 96″ island install.

WARNING: The Original I-Brace is ONLY Available from Braxton-Bragg

The other suppliers are selling knock-offs!

IT was bound to happen. Success breeds knock-offs! Hard work and creative thought is needed to create a product—not so much to make a look-alike copy.

But—as we know, not all copies are as good as the original!

The Original I-Brace has been real-world tested in thousands of kitchens. The design was analyzed, refined, computer modeled, and tested by highly trained university engineers. It is made in America with American steel by a billion dollar company. The Original I-Brace is protected with a three step anti-corrosion enameling process to prevent rust and possible staining of the granite. There are no sharp edges to catch on clothing or harm toddlers.

The Original I-Brace is **exclusively available** at Braxton-Bragg.

By the way, don't assume that a knock-off is cheaper! At Braxton-Bragg you always get the best for less!

Don't risk your reputation on a copy! Get the Original I-Brace at Braxton-Bragg today. Gain peace of mind and the satisfaction of knowing that you won't have a call back.

You'll be glad you did.

–The Original– I-BRACE

Item #	Description	MSRP	OUR Price
12458	The Original I-Brace Countertop Support, 13″ Long x 2-1/2″ Wide, 3/16″	~~$16.95~~	$10.99
12460	The Original I-Brace XL Countertop Support, 20″ x 2-1/2″, 3/16″ Thick	~~$22.95~~	$12.99
12461	The Original L-Brace Upper Bar Support, 10″ x 2-1/2″ Thick	~~$23.95~~	$14.99
12462	The Original L-Brace Upper Bar Support, 15″ x 2-1/2″ Thick	~~$29.95~~	$16.99
12464	The Original Upper Brace Upper Bar Support, 10″ x 2-1/2″, 1/4″ Thick	~~$17.95~~	$10.99
12465	The Original Upper Brace Upper Bar Support, 15″ x 2-1/2″, 1/4″ Thick	~~$22.95~~	$12.99

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

Centers should be spaced every 18-24″.

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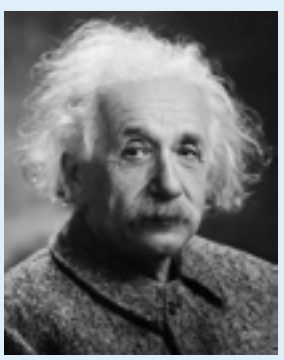

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— Albert Einstein

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Variable Speed

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Item #	Description	MSRP	OUR Price
9375	Makita® 5″ Grinder, 9565CV	~~$282.95~~	$149.98
9001	Makita® 4″ Wet Polisher, PW5001C	~~$568.95~~	$329.95

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A Password, a Password, My Kingdom for a Password!

Sharon Koehler
Artistic Stone Design

What do 123456, 123456789, qwerty, 12345678 and 111111 all have in common? They were the top 5 most common passwords in 2016. In this day and time with scammers, phishing schemes, malware, ransomware and who knows what else, the best we can do is 123456?

Sorry to say, that just does not cut it anymore. The cyber criminals are getting smarter by the day and as it turns out, a good, long, no nonsense password is your best front line defense. The problem is that for security purposes, you need a different password for every website and account you have. That is a lot to remember! Recent surveys show that the average American has 150 accounts or sites they visit regularly that require a password. AND by the year 2022 that number will jump up to 300!

A person could get serious brain damage trying to remember all those letters, numbers and symbols (LOL). The minimum a password should be is 8 characters with a mix of capital and small letters with some numbers and symbols thrown in. Experts advise that even this is not enough. For increased security, a password should be between 12 and 15 characters with the above mentioned letters, numbers and symbols. 150 sites per person x 12 characters per unique password equals 1,800 keystrokes that you need to keep in your brain. I'm smart. I'm sure you are too, but seriously, I am not up for that. But it's necessary to do this.

This year alone my Facebook page has been cloned. My Visa card number was stolen, my bank account compromised and there was a big phishing scam revolving around Google Docs that ran through thousands of computers here in the US and probably around the world. I got caught up in all that.

The Facebook thing was aggravating. The bank account and Visa thing were inconvenient as hell because I had to wait on a new card and change my direct deposit, among other things. The phishing scam thing was catastrophic. Google shut down my e-mail account because, without my knowledge, I had apparently sent out almost 900 infected e-mails in less than 20 minutes.

The thing is, once these scammers get in, they have access to everything. When my IT guy came to check out my computer and make sure everything was okay, he asked me for my password, and when I told him, he had what I refer to as a "hairy conniption fit."

Then, to make matters worse, I told him that I used that password more than once. Steam was coming out of his ears and I thought for a moment he might have a stroke. I didn't know the human face could get that red without sunburn. He asked me why, and I told him that I could not possibly remember all those long, complicated passwords. My gosh, I am only one person!

My IT guy then turned me onto one of the best things ever in just two words, "PASSWORD MANAGER." Unbeknownst to me, probably because I am a Boomer and not up on all the latest technology, there are apps out there that will manage and memorize your passwords, all of them, no matter how many you have. Genius!

There are dozens of apps out there that will do this for you. Lifehacker.com listed their top five as LastPass, Dashlane, KeePass, 1Password and RoboForm. Most are split into free, basic, and an upgraded premium pay package. My current Dashlane account is free. It remembers my passwords to the 130+ sites and apps I visit. It keeps track of my online purchase receipts and automatically logs me onto any site that I am storing a password for. To top it all off, IT'S EASY!

Download the app, fill out the required information and come up with a "Master Password." Once you turn on the app and you visit your first site, the app will ask you if you want it to remember your password. You click "yes" and you are off and running. Every time you go back to a site, it will log you in automatically and, if for some reason it doesn't, you can request your password from your password manager. Great! For some reason, if you need to change a password, the app asks you if you want to replace your current password with the new one. Just click "yes". The app will even let you know if your current or new passwords are strong or weak.

It will not remember your computer password as your computer has to be on for the apps to work. So, basically, I have gone from having to keep track of 130+ passwords to 2 passwords—my main computer password and my Password Manager master password. That's it!

So, go ahead – get safe, get secure and let your brain think about other things than passwords.

Please send your thoughts on this article to Sharon Koehler at Sharon@asdrva.rocks.

New & Improved? YES!

The New Super Premium Talon Turbo Blades Are Here!

Talon™

Smoother Cut!

Polishing is the most time intensive part of your fabrication process, right?

So wouldn't it be incredible if you could start that process with a smoother cut, before you ever break out the polishing pads?

Well, the new Talon Super Premium Turbo Blade cuts faster, with a much smoother edge compared to other Turbo blades.

Order Yours NOW!

There are two reasons why we're willing to go on record and say this is the best turbo blade on the market today:

1. No other Turbo blade has a 10mm segment like this Super Premium Turbo Blade, and that means more diamonds cutting for a faster, smoother cut.

2. We've tested the rest and found them all wishing they were the Talon Super Premium Turbo Blade.

Let's sum it up:

- **Unique 10mm Segment**
- **These new blades cut faster**
- **Much less chipping**
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- **Blades last much longer than other turbo blades out there**

Add a couple (or more) to your cart now. You're going to love the way they cut. We guarantee it.

Item #	Description	OUR Price
10030	Talon Turbo Diamond Dry Granite Blade, 5", 5/8" with Quad Holes, 12,000 RPM Max.	$34.95
10010	Talon Turbo Diamond Dry Granite Blade, 6", 5/8" with Quad Holes, 10,185 RPM Max.	$39.95

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Stone Shield Penetrating Sealers

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.

- **Won't change color of stone**
- **Odorless**
- **FDA compliant solvent**
- **Interior and exterior use**

MADE IN THE USA

For Porous Surfaces

Item #	Description	MSRP	OUR Price
4453	Stone Shield™ Penetrating Sealer, Quart	~~$51.95~~	$39.95
4452	Stone Shield™ Penetrating Sealer, Gallon	~~$134.95~~	$118.72

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

For Polished Surfaces

Item #	Description	MSRP	OUR Price
4450	Stone Shield™ Penetrating Sealer, Quart	~~$30.07~~	$23.07
4451	Stone Shield™ Penetrating Sealer, Gallon	~~$74.95~~	$59.65

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

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Why Date Night Was Not Right

A Texas man is suing a woman he went on a date with for the price of a movie ticket after he says she texted through the film and left him at the theater.

Brandon Vezmar filed the claim for $17.31 in May. The 37-year-old tells the *Austin American-Statesman* he met the woman online and they went to see "Guardians of the Galaxy, Vol. 2" on May 6. He says the 35-year-old woman refused to stop texting. Vezmar says he suggested she step outside to text. The woman then left the theater and never returned.

The woman tells the newspaper Vezmar asked her later for the cost of the ticket, but she refused because "he took me out on a date."

Bat Used to Defend Son from Goose

AN Indianapolis man says he shouldn't have been ticketed for using a plastic baseball bat to protect his 4-year-old son from an aggressive Canada goose.

James McDaniel tells WXIN-TV that the goose came across a field and chased his son, so he struck it with the bat. McDaniel says that the goose was "clearly attacking" the boy and he was only doing what he could to protect him.

Marion County animal services ticketed McDaniel for animal cruelty. An incident report says witnesses reported that McDaniel hit the bird three times.

A court hearing is planned.

The Indiana Department of Natural Resources says people are allowed to protect themselves or others from wildlife, but may only use a reasonable amount of force.

Stone Restoration and Maintenance Corner

Spot Work and More Tech Tips

Bob Murrell
M3 Technologies

Photos by Bob Murrell

Who doesn't like the perfectly square, lippage-free, 5,000 square foot lobby project with an easy-to-work marble like Crema Marfil and no required edge work? You know – the easiest, best paying job a restoration contractor could ask for. If every project could be one of these, you could almost wear a polo shirt and shorts to work every day!

Of course, you need to have a minimum charge just for showing up. I mean, you are doing this work for profit, right? But, if you can make a few hundred bucks in an hour or two and it is not out of your way, why not take the job?

Small areas that need honing can be refinished using diamond hand pads. Normally a 400 grit followed by an 800 grit before polishing is sufficient, using your favorite powder or compound.

However, when you are doing this for a living and you have kids going to college, the zero-turn needs work, and the company truck is leaking oil, you can't always be so picky. So you take some jobs that you might not always necessarily want in your lineup.

I'm talking about the nitty-gritty projects like furniture tops, vanity work, showers, fireplace surrounds, black marble, and other small and/or problematic jobs. Basically, all the jobs you would rather not have to do.

Success with these types of projects is all about preparation and having the right equipment and accessories to make the job efficient. Plastic drop cloths, masking materials, painter's tape (and there are several types for different applications), portable partition walls, a good hand squeegee, and a good apron are just some of the items that can make these projects easier and more efficient. Notice that many of these accessories are intended to keep you from having to do unnecessary work, like cleaning up adjacent areas from accidental or careless slinging of water, splatter etching, and slurry.

To protect wood frames on table tops and other same-plane surfaces as the marble you're honing, use painter's tape on the corners.

By getting wood and other moisture- or chemical-sensitive areas wet, you run the risk of both diminishing profits and customer references. So the protection of surrounding surfaces is of paramount importance.

So, let me stress the importnace of using special painter's tapes, draping material, and splatter abatement walls – some of the best ways to protect sensitive areas and reduce cleanup times, as well.

Much of the work in this business is done in very upscale homes or businesses. Splattering a $25,000 or more Persian rug with polishing slurry is totally unacceptable, even if you do have an understanding insurance company. I have seen furniture pieces ruined by water damage, that could have easily been in the tens of thousands of dollars to replace. So just say "NO" to sloppy work, period.

NOTE: One of the best ideas I have ever seen is a portable partition wall tool made from a piece of polystyrene foam board insulation. It was scored twice with a box knife and then taped over the scores using red poly tape. This allowed the board to be in three foldable sections and easily installed around countertops, vanities, and pieces of furniture. This handy tool stands on its own and is 4 feet in height, which is perfect for most counters, and protects from water and slurry being spattered across the room when using rotating hand tools.

Another great tool for spot work is a portable partition wall made from a piece of polystyrene foam board insulation, which stands on its own at 4 feet high, and protects from water and slurry being spattered across the room when using rotating hand tools.

Another useful accessory, along with Tape & Drape, is plastic drop cloth. It is reusable, waterproof, very pliable, and inexpensive. This product can make the use of a wet vac unnecessary, for many counter and furniture applications. Cleanup for the foldable partition wall and the drop cloth is easy: just wipe them down with a wet rag first, then an absorbent rag, and fold them up for next time.

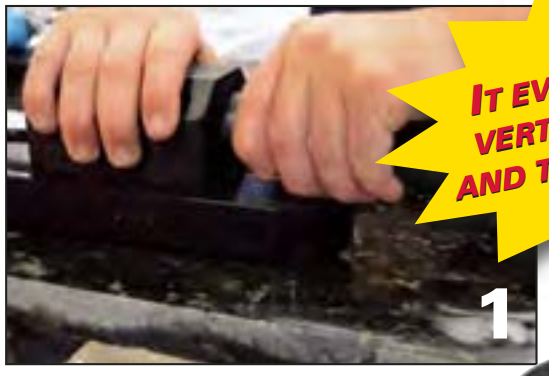
By using the painter's tape to protect wood frames on table tops and other same plane surfaces as the marble, then using Tape & Drape to protect the cabinet fronts, and finally the plastic drop cloth for the floor, you have safe guarded the surrounding areas and made cleanup a snap.

Please turn to page 24

Leave it finished to perfection and cleaner than when you arrived.

NOW there are TWO Stone Pro Coring Vacuum Templates

No dust or mess to clean up. Just attach a shop vac and you're set!



Simply attach a shop vac hose in place.

Position the Coring Vacuum Template.

Drill completely through using the template guide.

A perfect hole is drilled, leaving no mess to clean up.

IT EVEN WORKS ON VERTICAL SURFACES AND TEXTURED STONE!

NEW!

This template tool was developed to make coring holes in the shop or at a customer's home much easier. **The Coring Vacuum Template is easy to operate and works with most commonly used core bits on stone or marble.**

Attaching a wet shop vac to the back provides the necessary suction for the template to lock securely in place on the stone surface and evacuate the water and slurry produced while wet coring. Connect the shop version to a standard 1/4" NPT air fitting.

Reduce the risk of core bit movement and ruined tops – save money on installs and reduce clean up time!

SEE THE VIDEO WWW.BRAXTON-BRAGG.COM

As Seen at StonExpo 2017

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Item #	Description	MSRP	OUR Price
55049	Stone Pro Coring Vacuum Template	~~$352.95~~	$229.95
55400	Stone Pro Coring Vacuum Template Shop Version	~~$352.95~~	$229.95

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Andrew Geronimo Recommends the Viper® 30 Grit Granite Wet Polishing Pad

Viper® 30 Grit Wet Polishing Pads have the chops to remove stock, shape edges and prepare cut stone to begin the polishing process. This grit will remove the deepest scratches. Unlike metal or carbide cup wheels, chipping and bouncing is practically eliminated. You'll be able to move on to the polishing process in no time.

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A Question About Equipment

Aaron J. Crowley
Crowley's Granite Concepts

MY mentor has an uncanny way of getting to the heart of an issue I'm facing by asking me painfully direct questions.

Generally, my answers are stuttering, rambling, backpedaling attempts to justify or defend the line of reasoning that has led me to the latest predicament I find myself in (picture an uncoordinated clown trying to juggle while riding a unicycle backwards and uphill).

But in the end, despite the momentary discomfort caused by these questions, they tend to cut through the emotion by leading me back to the fundamentals… the basics… where self-evident truths make resolving the issue pretty straightforward.

That being said, if you were sitting down with my mentor and excitedly describing all the benefits, possibilities, and vague concerns of your dream machine, here is the question he would ask you: "What is the ROI?" In other words, what do you stand to gain financially by indebting yourself to the leasing company and acquiring this new piece of equipment?

If your first reaction is to stutter, ramble, and backpedal, then the following questions will be helpful in gaining balance and control over the answer and considering more fully the implications and possible outcomes of this momentous decision.

Question #1 – ***Will your equipment investment decrease labor costs on current sales?*** If so, what positions may no longer be necessary once the equipment is installed? Signing on the line to buy an automated piece of machinery isn't easy, yet it's a lot easier than telling a good worker that a machine has replaced his job function. But in this scenario, what is the point of adding the new payment if you don't achieve labor savings that cover the cost of the new payment, as well as generate new profits that were unattainable otherwise?

Question #2 – ***Will the equipment increase your output without increasing labor?*** In this scenario, the additional counters that the equipment will produce must first be sold, measured and eventually installed. Will the displaced labor from the new equipment be capable of performing all the other necessary tasks? If not, additional staff (and expense) will be required in those departments, and your costs will actually go up in order to fully utilize the machine. There's the separate issue of retraining that I will save for another article.

Question #3 – ***At what point in the month do the labor savings or productivity increases cover the cost of the equipment?*** The answer to this question is measured in time and money, perhaps even square feet produced or number of installs. Regardless of how it is quantified, you must be able to objectively forecast the point in the month where the machine pays for itself as well as the actual new profit it will produce by the end of the month. Does it produce enough new profit to justify the expense of researching, buying, shipping, installing, learning, and using a new machine?

As a fellow fabricator with a shop full of automated equipment, I understand that painfully direct questions like this can diminish the emotion and excitement that defines a big purchase.

But to let excitement obscure the most fundamental and basic consideration in our business – the bottom line profit – you can jeopardize all your previous investments of blood, sweat, and tears as well as your future prosperity

Comments? Please contact the author at aaron@crowleysgranite.com.

Have we reached the ultimate stage of absurdity where some people are held responsible for things that happened before they were born, while other people are not held responsible for what they themselves are doing today?

–Thomas Sowell

Little T Specs:
10″ H x 8″ L x 2″ W, 3/8″ Thick,
Use 1/4″ Screws, 450 Lbs. Capacity

Big T Specs:
21″ H x 16″ L x 2″ W, 3/8″ Thick,
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These brackets are powder-coated and can be used for exterior or interior installations of tops. Unlike heavy steel brackets and supports, these T Brackets **are made from extruded structural aluminum, so they're very light, without sacrificing their ability to support stone and other countertop materials.**

The Big T and the Little T Brackets have been designed for use in outdoor kitchens on the patio, as well as for interior support of granite or marble stone bar countertops. They are easy to mount to most cabinets and surfaces with just a few screws and will last a lifetime without corroding.

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Arley's Annual Tile & Stone Expo the Best in 15 Years

Arley Wholesale, Inc., a family-owned, third-generation wholesale supplier of ceramic, porcelain, stone, glass mosaic tiles and installation materials, hosted its 15th Annual Arley Wholesale Tile & Stone Exposition on Tuesday, June 13th, at the historic Radisson Lackawanna Station Hotel in Scranton, Pennsylvania. This concluded the annual three-day celebration, which included the highly popular Arley Golf Classic that Monday.

Arley's President, Scott Levy proudly stated that 2017 would once again be a banner year for the firm… and, at this year's event, strategic new developments to "bolster the business of everyone involved" were unveiled.

"Our private label program, Qualis Ceramica, debuted more beautiful and unique selections. By now, our customers know we guarantee these products cannot be sold online, so they already enjoy a strong comfort buying and selling Qualis Ceramica materials. We've expanded the collection to offer a few more "wood-look" porcelains with new, different sizes, and a large variety of various "natural stone-look" porcelain tiles with polished surfaces, waterjet-cut deco pieces, amazing slate replicas and much, much more."

Levy added, "Our Riviera Collection, which includes the Escape line, features mosaics made with exquisite combinations of stone, glass and porcelain. The Inedita Essential line features dimensional tile in five modern color combinations with a variety of installation possibilities that use light as an artistic dimension. We're going to offer these higher-end materials at incredible prices

and help our clients recognize enhanced profit margins when selling them at a price point well below current market choices.

"And," continued Levy, "We unveiled an extensive lava stone program. This is the result of many months of R&D to ultimately bring to the specification community, something new, exciting… and, very unique." Levy went on to say that a number of Arley lines, which for years still have strong appeal, are being replaced and thus, will be offered at "tremendous values."

"We also have a number of new vendors with whom we're excited to be partnering with. One is sundry manufacturer Profilitec, which now provides us with profiles for all types of flooring installation. Another is SunTouch Heating Systems, an advanced and affordable product line that provides soothing, radiant heat under any type of tile or stone flooring and even driveways! Arley is also offering a complete line of shower systems, which deliver a multitude of options so that our customers' customers can actually

design the bathroom of their dreams," beamed Levy.

Arley is also known for their constant investment in technology to help their customers sell more product. "The Arley App has been an amazing sales tool for our customers, but since it is available only to iPad users, we're now offering 'Click-on Tile,' a program which anybody can use on any electronic device," Levy continued. "Via this program, when on-screen, users will instantly see how our products appear when installed in their very own rooms.

"We've even expanded our entire stone program," concluded Levy. "And, much, much more. Last year's event was cited as being our best ever. We wanted 2017's experience to exceed that. We thoroughly believe it did! At our Tile & Stone Exposition, we invited both customers and prospects to see for themselves."

For more information about Arley Wholesale, call: 800-233-4107 or visit www.arleywholesale.com.

Marmomac Renews Sponsorship of MIA+BSI Grande Pinnacle Award

MIA+BSI has announced that Marmomac has renewed its sponsorship for the Grande Pinnacle Award for the next three years. Marmomac has sponsored the Grande Pinnacle Award since its inception in 2008.

The Grande Pinnacle Award is presented to the best overall project entered in the Pinnacle Awards. The winner will receive a trip to Marmomac 2018, including round trip economy airfare, four nights lodging, and registration. One architect from the winning project will also receive this award.

In announcing the renewal, MIA+BSI CEO Jim Hieb stated: "We look forward to continuing this important partnership with Marmomac. The Grande Pinnacle represents the best use of natural stone in the Pinnacle Awards, and as such, it makes perfect sense for the winner to receive a trip to Verona to attend Marmomac. We appreciate Marmomac's support of this prestigious program." Veronafiere Deputy Marketing Director Elena Amadini added: "Marmomac and MIA+BSI share the goal of promoting the use of natural stone by engaging the design community and challenging it to use stone in increasingly aesthetic and diverse ways. Our sponsorship of the Grande Pinnacle Award is thus a perfect fit in pursuit of this common goal."

The deadline to enter the 2017 Pinnacle Awards is Friday, July 21. The Pinnacle Awards honor projects whose beauty, creativity, and craftsmanship exemplify professional mastery in the use of natural stone in residential and commercial applications. New this year, applicants may simultaneously submit projects for both the Pinnacle and Tucker Design Awards. The Tucker Design Awards honor architects who have achieved excellence in design through the use of natural stone in building or landscape projects. Additional entry fees apply.

Learn more about the Pinnacle Awards and the 2017 MIA+BSI Awards Program at www.naturalstoneinstitute.org/awards.

Artisan Group Celebrates 10th Anniversary

The Artisan Group celebrated its 10-year anniversary with the largest turnout of members and exhibitors for its fifth Annual Artisan Group Meeting & Industry showcase in Austin, Texas.

The show featured exhibitors from some of the top companies in the industry, including new exhibitors: Braxton-Bragg, Comandulli, Weha, Marmo Meccanica, Intermac, SASSO, Regent Stone, Granquartz, GMA Garnet, Augusta Surfaces and Affinipay. The group meeting also included a presentation by Casey Brown, Owner of Precision Pricing, a firm that helps companies improve profits through better pricing.

"It has been amazing to see how the industry has responded to our annual showcase and has helped us to grow this networking event," says Chad Seiders, Artisan Group Executive Director. "This year we doubled the number of exhibitors, met with some prospective members, solidified plans for the remainder of this year and 2018, and had a great best practices meeting with Jon Lancto, MIA President, & Artisan Best Practices Facilitator."

For more information or to request a quote, visit www.artisan-counters.com or facebook.com/ArtisanGroupCountertops.

"Fast and easy to install, very strong and effective..."
Troy Pilkington, Shop Manager TNK Design, Maryville, TN

Restroom vanity picture captured at a tavern in South Illinois

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The Stone Pro Countertop Support is ADA compliant and is one of the best ways to mount and secure wall vanities.

It's a natural stone countertop support that can be set at the appropriate height for easy counter access for someone in a wheelchair.

4´ span – 2 brackets
5´ span – 3 brackets
8´ span and larger – 4 brackets and on up with compliant spacing

See the video www.braxton-bragg.com

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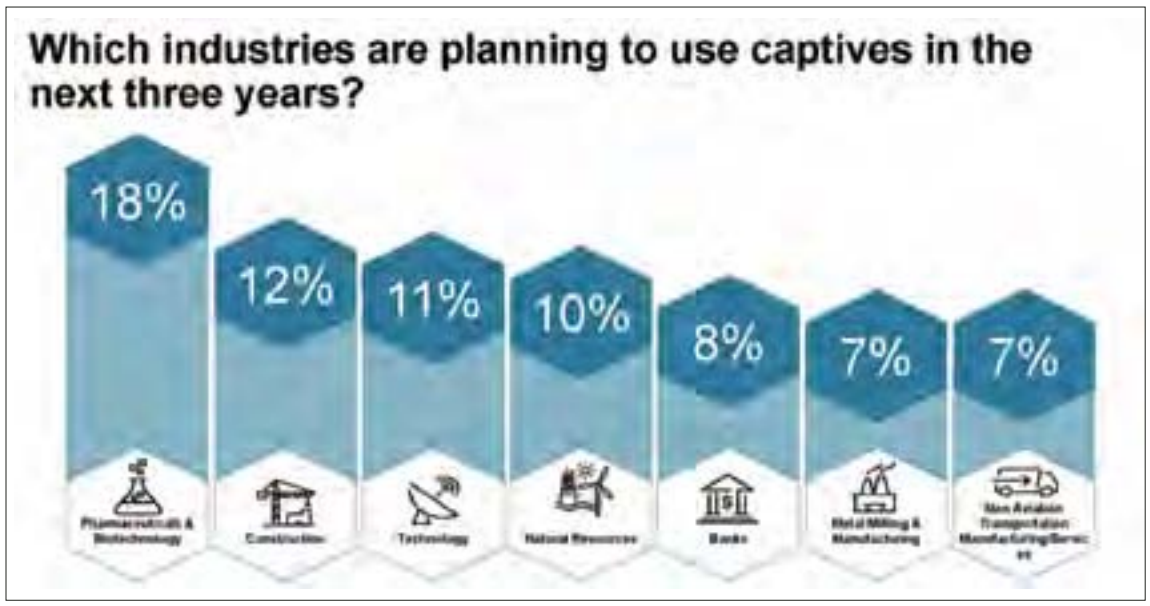
Don't Miss the Boat on Owning Your Own Insurance Company

Continued from page 11

The theme of the 2017 RIMS Conference – DEFYING DISRUPTION – suggests that more and more companies will look to alternative risk transfer programs (like CICs) to address the complexity of the 21st century. CICs provide businesses with a tax-favored vehicle to amass reserves to finance their alternative risk management strategies. After all, ***defying disruption*** will require sophisticated, creative, forward looking and financially savvy approaches to risk management. Captives are up to this task, and for many Construction and Manufacturing businesses ***defiance*** is in their DNA.



101-Year-Old British WWII Veteran Breaks Skydiving Record

Photo courtesy AP

A 101-year-old D-Day veteran has become the oldest person in the world to skydive.

Bryson William Verdun Hayes completed a tandem skydive from 15,000 feet (4,500 meters) with members of his extended family one Sunday at an airfield in Honiton, southwestern England.

Among those jumping were Hayes' son, grandson, great-grandson and great-granddaughter.

At the age of 101 years, 38 days, Hayes broke the Guinness World Record held by Canada's Armand Gendreau, who jumped in 2013 at 101 years, three days.

When he landed, Hayes said he was "absolutely over the moon" at the achievement. The jump raised money for the Royal British Legion, a veterans' organization.

Hayes said he had wanted to try skydiving when he was 90, but was talked out of it at the time by his late wife. He jumped for the first time last year at 100.

Hayes served in the British Army during World War II, and was awarded France's Legion of Honor for his heroic actions.

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Now You Can Match the Edge to the Surface of Resined Stone.

Stone Shield Enhancer & Sealer brings out a deep, rich color in stone. Use it to get that wet-effect look for indoor and outdoor applications. **Apply it on polished, flamed, rough or sanded surfaces.** Works well to disguise small scratches on surfaces. It seals surfaces against oil and water.

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- Offers a wet look indoors and outdoors
- Works as a stone color enhancer and a high quality sealer

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Slate: From the Ocean Floor to Your Floor

Karin Kirk
Geologist

Many of us have had personal, perhaps desperate, moments with slate. The schoolroom blackboard was a proving ground of our formative years.

When we were called to the front of the class to perform long division, diagram a sentence, or spell "Mississippi," we gazed into the smooth, black void of the slate blackboard, hoping for a glimmer of divine intervention to illuminate a path to the solution.

The slate blackboard was introduced to American schools in 1801, at West Point Military Academy. In all their dusty glory, slate blackboards proved an enduring fixture in schools for nearly 150 years, until they were eventually replaced by ceramic-coated steel chalkboards.

In their heyday in the early 1900s, slate quarries in Pennsylvania, Vermont, Maine, and Virginia produced roofing tiles as their primary product. Slate shingles are naturally waterproof, fireproof, and durable. Depending on the grade of the stone, a slate roof can last from 70 years to over 200 years. But by the late 1940s, slate roofs gave way to modern asphalt shingles. Now, slate roofs are found mostly on historic buildings, museums, college campuses, or houses we can't afford.

But slate is not out of our lives completely, thank goodness. It remains an especially useful stone due to its tendency to naturally cleave into thin layers. Slate has a consistent, dense grain that lends it durability. Slate is a beautiful choice for flooring, wall tile, or bathrooms. Slate can be warm and rustic, or sleek and modern. Either way, it's trouble-free and timeless.

Shale is made of flat-laying clay particles that settle out on the ocean floor.

What Gives Slate Its Traits?

Slate is a metamorphic rock. It starts out as marine mud, composed of clay, silt, and organic material that settles to the bottom of the cold, dark, ocean. There's not a lot of action at the ocean floor. It takes millions of years just to accumulate a decent amount of mud. Over time, deposits of mud get blanketed by new layers, compressed, and hardened into shale. Shale is a sedimentary rock that forms in thin sheets and often contains fossils. Aside from the cool fossils, shale is not a particularly useful rock. Its layers are brittle, and the clay minerals are quick to weather apart.

But sometimes a layer of seafloor mud becomes trapped in a collision between continents. Then things get exciting, as the whole region crumples together, causing the rocks to become bent and folded, buried more deeply, and heated. This metamorphic process does not melt the shale.

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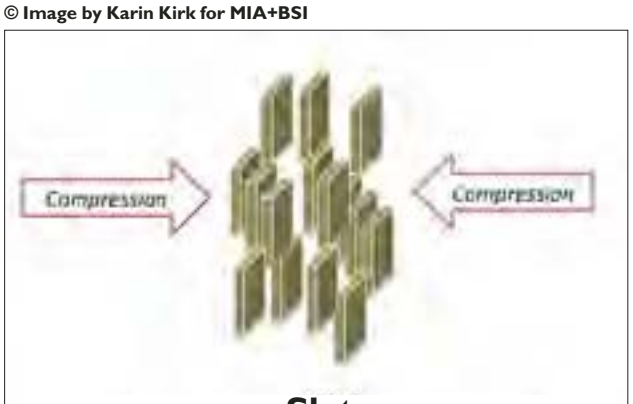
© Image by Karin Kirk for MIA+BSI



Slate
Made of compressed and recrystallized clay minerals

Hey, Stellaaa!

A beer vendor at Philadelphia Phillies games no longer sounds like Marlon Brando in "A Streetcar Named Desire."

Tom McGee tells KYW-TV that he has stopped yelling "Stella!" at the top of his lungs because stadium vendor Aramark is now having him sell Yuengling (YING'-ling) Lager.

He used to yell "Stella!" because he was hawking Stella Artois, a Belgian beer that's been replaced by the vendor. McGee's been a vendor at Citizens Bank Park for nine years.

McGee says fans ask him at least 25 times a game, "Where's the Stella?" He says he had some fun on the opening Sunday yelling "Not Stella" but, these days he simply shouts "Yuengling Lager" with the accent on the second word.

McGee says the Yuengling sells a little better than Stella, but isn't as much fun to yell.

No More Twist and Shout!

Announcing the Stone Pro
SR2 Vacuum Support Rail System

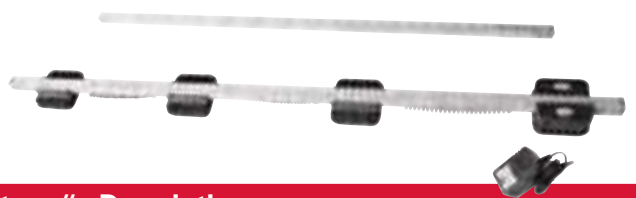
Have you ever done the fabricator's "twist and shout?"

Imagine you're carrying a sink section of countertop and suddenly you ***twist*** the slab a little too much, hear a crack and ***shout*** in frustration. That's what the twist and shout is all about.

Fortunately, it doesn't have to be this way thanks to this brand new system.

It is simply awesome! It adds rigidity to sink cutouts so you can avoid the dreaded "twist and shout."

No one in the stone industry has anything like this that can vacuum to stone that has a textured surface. It also works great on polished stone surfaces as well.



MADE IN THE USA

Item #	Description	OUR Price
2743	Stone Pro SR2 Combo Pack Vacuum Support Rails With Rechargeable Cups, Includes: (1) 3-1/2 Ft Rail, (1) 7 Ft Rail, (1) Charger (4) Suction Cups, including one rechargeable master cup	$597.95

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BEST-SELLING BRIDGE SAW BLADE

FEATURING ARRAY TECHNOLOGY

"The Viper Array Bridge Saw Blade takes a bite out of the Terminator Xtreme blade and has at least 20% more life. It's also priced a lot lower than Terminator."

– Mike Weldon,
Stone Fuzion

Cutting Speed
The cutting speed of this Viper® blade is equal to any blade on the market.

20mm Segment and Array Diamond Technology
Array Technology means that the diamonds used on the Viper® Array blades are evenly spaced to provide the same quality from the first cut of the blade to the last.

Silent Core Blade
Using the best new technology, these premium blades cut even the hardest stone without causing your saw to draw increased amps.

Viper®

Item #	Description	MSRP	OUR Price
9881	Viper® Array 20mm Segment Silent Core Blade, 14", 4,500 RPM	~~$344.95~~	$270.12
9882	Viper® Array 20mm Segment Silent Core Blade 16", 3,800 RPM	~~$389.95~~	$296.21

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Stone Restoration and Maintenance Corner

Spot Work and More Tech Tips

Honed marble is becoming increasingly popular and doesn't show etching or wear nearly as bad as polished surfaces do.

However, even honed surfaces need occasional refinishing. It helps to keep Majestic 5X, XXX Shine, and Marble Polishing Compound handy. One may work better on a particular stone than another.

Continued from page 17

I also suggest the use of a waterproof vinyl-type apron when doing waist-level projects. Your body normally blocks some of the splatter when running a spinning hand tool. You can either block it with your clothes or with the apron, it's your choice.

Of course, there are other spot work projects such as individual tiles that may have been etched or damaged. These can be isolated with the Tape & Drape or the plastic drop cloth material.

Small areas that need honing can be refinished using diamond hand pads. Normally a 400 grit followed by an 800 grit before polishing, using your favorite powder or compound, is sufficient. In some cases, starting with a 220 grit or finishing with an 1800 grit may be required.

The diamond impregnated pads are sometimes useful too, especially on honed surfaces. Honed marble is increasingly popular today and doesn't show etching or wear nearly as bad as polished surfaces do. However, even honed surfaces need occasional refinishing.

I always keep Majestic 5X, XXX Shine, and also Marble Polishing Compound handy, which happen to be my personal favorites. One may work better on a particular stone than another. I suggest that you also keep several different polishing mediums on your truck, for this very reason.

The idea with spot repairs is to get in, provide a quality repair, get paid, and get out as quickly as possible. The key to success in most projects, and certainly spot work, is careful preparation, followed by the confident execution of the required process itself, and finished by always leaving the project area cleaner than when you arrived. You will make a more professional impression, and make better profits when you are prepared.

As always, check with your favorite distributor for quality products and support. Develop a relationship you can count on with them. It makes good business sense.

Bob Murrell has worked in the natural stone industry for over 40 years and is well known for his expertise in natural stone, tile and decorative concrete restoration and maintenance. He helped develop some of the main products and processes which revolutionized the industry, and is currently the Director of Operations for M3 Technologies.

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"Which one is my dad always yelling about?"

Now YOU can solve a $200 problem...

for only ~~$4.95~~ 3.98!

"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

NEW size for compact dishwashers!

Item #	Description	Great LOW Price
10565	E-Z Dishwasher Bracket with Mounting Screws, 24"	$3.98
10578	E-Z Compact Bracket with Mounting Screws, 18"	$3.98
10763	E-Z Dishwasher Bracket with Mounting Screws, 24" Ship Saver 100 Pack	$369.00
10764	E-Z Compact Bracket with Mounting Screws, 18" Ship Saver 100 Pack	$369.00

MADE IN THE USA

The E-Z Dishwasher Bracket attaches to the cabinet with wood screws, as well as to the countertop with impact absorbing adhesive caulk or silicone. It is made to accommodate virtually any dishwasher on the market and may be installed prior to or after countertop installation.

More than 935,487 sold!

Michael Peay, a veteran home builder with 30 years of experience that includes hundreds of kitchen installs, was continually confronted with a nagging problem—mounting the dishwasher. Out of frustration, Michael Peay invented and patented the solution.

Installation Problem

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.

Installation Solution

Can $3.98 solve this costly return trip? The answer is YES! It is estimated that it could cost nearly $200 in time, labor and fuel to pull someone off another job for this one chore. There is no need for the dishwasher to be on site and you can install before or after the countertop is installed. And it is designed to fit all standard dishwashers and install them correctly.

Easy To Use

The E-Z Dishwasher Bracket can be installed in 2 minutes and is a permanent solution. If the dishwasher is not installed or not on site, simply fasten the E-Z Dishwasher Bracket to the cabinet with the hardware supplied, apply silicone to dampen the sound, and install the granite. As simple as that, 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.

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J & J Stone Fabrication

3cm Juparana Persia with ogee edge was used throughout this kitchen.

Continued from page 2

Amy's Outlook for the Coming Decade

"We have grown in a lot of ways, and not grown in a lot of ways. We made it through the recession, which was good, but it was tough around here for awhile. We made it through because we make a quality product, we are honest, and we take care of our customers in a way that I would want to be taken care of. Fortunately, this year, I've seen more growth, especially in cash flow, than ever. Our company is about having happy customers that want to come back, and it's that part that makes me feel better than even the money part. That's how I do business and why I take more time with the customer.

"Furthermore, we have a larger number of contractors, designers and walk-ins coming in to see us. We don't cater to commercial work. We'll do it, but we don't like the cookie-cutter commercial world. We are more of a custom company and would much rather build a custom shower or kitchen. That is our bread and butter and where we do our best. We don't advertise and have made it through by word-of-mouth. If we did advertise, I'd be kind of scared to see what would happen! I don't think we could handle that production workload, right now! But we are at a point where we are doing better than we have ever done.

"We had a flood here last year, and as a result there were a lot of new companies that popped up; some came here from Shreveport. So there's a lot of competition, but there's enough work to go around because there is a lot of building going on. Something that we do that other companies don't do, and we are good at, is restoration, including the re-polishing of floors. Josh is amazing at taking stone and making it look new again, and that is an avenue that we would love to get fully into, but we really don't have the manpower to do it at the moment.

"So, our future is looking just great. I see a lot of new avenues to explore and some expansion. I see us doing more work than what we are doing now, and we are moving to two full-time installation crews by the end of the year. I don't know why we work together so well, but the driving force for us is keeping this business together and doing what we do to provide for every one of us and our families. We are all about family and unity, and what we do between all of us is for our kids."

J & J Stone Fabrication is a member of the Northeast Louisiana Home Builders Association. The most recent notable project is the renovation of the former Virginia Hotel located in downtown Monroe, Louisiana, supplying all countertops and window sills. The six-story building, constructed sometime in the mid-1920s, originally housed the Louisiana State Office building. It is now the home of Vantage Health Plan Incorporated. For more information on J & J Stone Fabrication, visit their Facebook page: www.facebook.com/pg/jandjstonefabrication/.

Above: This modern kitchen uses Viatera Rococo quartz countertops and the full height splash to add light and contrast to the rich woods in this upscale project.

Above: Light Emperador Marble Tile Shower. Left: "We do a lot of large residential (projects), and we've been making our own shower pans out of engineered stone on our CNC rather than ordering them. We can now do showers without all the prep work, and they are waterproof. Our CNC creates the slope and drain and then cuts it out. I would really like to do more of these. It's a nicer look, lasts longer than cultured marble, and I can do it for the same price as cultured in certain colors," said Amy Chandler.

4 Reasons Why Fabricators Say...

"Viper Wet Polishing Pads Can't be Beat!"

Familiar Quote

At Braxton-Bragg, we hear this question about Viper® 7-Step Granite Wet Polishing Pads from fabricators all the time:

Are Diamond Pads Really Different?

Year after year, Viper® is the industry choice. Is this just dumb luck or is there a reason?

4 Things to Look for in a Pad

1. Consistency is the primary reason why the Viper® Polishing Pad is so popular, but how is this maintained? It turns out that Viper® 7-Step Granite Wet Polishing Pads are manufactured under precise computer controlled conditions from start to finish. Nobody is just sprinkling diamond powder at their own discretion. Computer controlled processes produce absolute consistency, reliability and dependability. Viper® has it, many others do not.

2. Quality is another key to Viper® being the preferred polishing pad. Diamonds with multiple cutting surfaces are the main reason Viper® 7-Step Granite Wet Polishing Pads perform at a high level from start to finish. Other pads start out working well but quit on you before the job is done, and yet appear to still have life remaining.

3. Bond of a polishing pad is as critical as the diamonds used. The Viper® Polishing Pad's bond achieves a balance of flexibility and strength. Our unique resin bond holds diamonds in place until their useful life is exhausted, providing great pad life. The bond also has good flexibility keeping the pad in constant contact with the work surface, even when polishing inside or outside radiuses.

4. Price of Viper® 7-Step Granite Wet Polishing Pads is the final piece to the puzzle. Combine our unbeatable price with consistency, quality and superior bond, and its no wonder fabricators say, "Viper Granite Wet Polishing Pads can't be beat!"

you Bet!

Viper®

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- ✓ High-quality diamonds (3x more than the competition)
- ✓ Computer controlled production for consistency, pad after pad
- ✓ Can be used at 1,500-5,000 RPM
- ✓ With the use of a buff pad, reach 102 reading on a gloss meter

Wow!

Item #	Description	MSRP	OUR Price
	Viper® 7-Step Granite Wet 4″ Polishing Pads Hook & Loop-Backed		
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1732	Viper® 7-Step Granite Wet, 4″, 100 Grit, Red	~~$23.95~~	$14.95
1734	Viper® 7-Step Granite Wet, 4″, 200 Grit, Yellow	~~$23.95~~	$14.95
1736	Viper® 7-Step Granite Wet, 4″, 400 Grit, Light Blue	~~$23.95~~	$14.95
1738	Viper® 7-Step Granite Wet, 4″, 800 Grit, Green	~~$23.95~~	$14.95
1740	Viper® 7-Step Granite Wet, 4″, 1,500 Grit, Orange	~~$23.95~~	$14.95
1742	Viper® 7-Step Granite Wet, 4″, 3,000 Grit, Pink	~~$23.95~~	$14.95
55070	Viper® Granite Wet Polishing Pad, 4", Buff Light and Dark Stone	~~$59.95~~	$35.95

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My Buoy Lies Over the Ocean

A Maine lobsterman's buoy has been found in France, 2,500 miles away from his boat.

WCSH-TV reports Adrian Batson offered Gilbert Mellaza some Maine lobster to ship his buoy from where it washed up in Brest, France.

Mellaza had posted a photo of the buoy on a Facebook group called "Lost at Sea." Members of the group used its ID number to track it to Batson.

Batson says the buoy's design is from 15 years ago. He knows because he paints each of his more than 600 buoys its own color.

He says his buoys break apart to protect sea life. He plans to give the buoy to one of his grandchildren.

July 4th Firecrack-ups

•What happened as a result of the Stamp Act? The Americans licked the British!

•How come there's no Knock Knock joke about America? Because freedom rings.

•What was the most popular dance in 1776? Indepen-dance.

•What kind of tea did the American colonists want? Liberty.

•What was General George Washington's favorite tree? The infantry.

•Why did the duck say bang? Because he was a firequacker.

•What's the difference between a duck and George Washington? One has a bill on his face, and the other has his face on a bill.

•Why did Paul Revere ride his horse from Boston to Lexington? Because the horse was too heavy to carry.

"This four-step system is the best solution I have come across for polishing engineered stones. There is no color transfer from the pads. The process is quick and they work equally as well on our natural stones."

–Phil Kuczma, Shop Manager, Italian Marble and Granite Inc., Clarence Center, N.Y.

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Item #	Description	MSRP	OUR Price
18278	Talon™ 4-Step Quartz Wet Polishing Pad, 4″, Step 1, Red	~~$38.95~~	$25.95
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18280	Talon™ 4-Step Quartz Wet Polishing Pad, 4″, Step 3, Orange	~~$38.95~~	$25.95
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How His iPhone Saved His Life

A New Hampshire man who was injured in a house explosion is thanking Siri for saving his life.

Christopher Beaucher says he was checking on his mother's vacant cottage in Wilmot on May 1 when he saw something suspicious and went inside.

He tells WMUR-TV when he switched on a light, the house exploded.

"The whole place caught fire," Beaucher said. "Part of it collapsed while I was in it during the initial explosion, so I couldn't really tell where I was."

Beaucher's face and hands were badly burned. He grabbed his cellphone but was unable to dial because of his injuries. He says he somehow asked his iPhone's voice-controlled virtual assistant Siri to call 911, believing he was going into shock.

A spokeswoman for Apple said that statistics on Siri being used for emergencies weren't available, but noted some recent emergencies in which it was used. Those include three boaters off the Florida coast in April who used the water-resistant phone when their craft capsized; a 4-year-old boy from London who used his mother's thumb to unlock her iPhone and called Siri after she collapsed at home in March; and a man in Vancouver who collapsed, became paralyzed, and was able to use his tongue to use Siri.

Beaucher is undergoing treatment for his injuries and says he hopes to return to his job as a cook and tend to his farm.

"I'm very, very, extremely lucky to be alive," he said.

The New Hampshire state fire marshal's office is investigating the explosion.

NTCA Continues Career Development Efforts with Apprenticeship Program

In an effort to provide online training to support tile contracting companies, the National Tile Contractors Association (NTCA) is in the process of completing the first year of its Apprenticeship Program.

The first year, introduced at Coverings 2016, is broken into six-month increments. The first section focuses on introducing the worker to the tile industry, promoting safety in the workplace, the types of tools that will be used on a regular basis, and basic knowledge of mixing materials and how products are used together. The final phase of the first year of the program will go into further detail of installation processes like surface preparation and profiling.

The Apprenticeship Program was developed to attract people into the trade by demonstrating a clear path for them to be properly trained while they are employed and being compensated. The online program is intended to support contractors own training efforts on the jobsite. It serves as related learning for a Department of Labor-approved apprenticeship program that a contractor provides, or any additional training for introductory employees including sales people, counter help at a distributor, or helpers. The program can also serve as a refresher course for those who haven't had training or education in these areas in a while. Contractors can sign up for the program through NTCA University for an all-access subscription and can register any current or future employee.

According to Education and Training Coordinator Becky Serbin, the association will soon begin developing the second year of the program, which will include more in-depth knowledge of grouting techniques, waterproofing, transitioning into a tile setter helper role, and introducing the worker to management courses to provide training for individuals to manage their own finishing crew.

"While the content development has been slower than I originally expected, I have been working with contractors and manufacturers to ensure that the information we are providing can be used to give the next generation of mechanics the tools they need for successful tile installations," Serbin said. "I'm looking forward to the next year as we continue to grow NTCA University into a site that all tile installers can come to learn something new, no matter their skill level."

NTCA is in the final stages of working out agreements with technical colleges about using this program as curriculum for the education portion of their classes. The next steps in development of the apprenticeship program will be a tile setter related learning program which will also be a two-year related training program. The curriculum will continue to be announced in six month increments, and will be available for viewing and purchase online as each course is completed.

NTCA is a non-profit trade association serving every segment of the industry, spearheading education for the professional installation of ceramic tile, natural stone and allied products. For more information, please contact NTCA executive director Bart Bettiga at bart@tile-assn.com, via telephone at (601) 939-2071, or visit www.tile-assn.com.

The PERFECT color match to ANY quartz product

Akemi Colour Bond Cartridge Adhesives

Akemi Colour Bond 2-component Cartridge Adhesives are epoxy based and can be used for bonding engineered stone, engineered marble, engineered quartz and various kinds of other composite stones.

Akemi Colour Bond is offered in a wide range of colors specially formulated to match all major manufacturers, including **Silestone®, Caesarstone®, Zodiaq®, Technistone®, Quarella, Cambria®, Okite®, Compac, Diresco, HanStone®** and others. It can be used for miter joints, laminating stone and applications using the V-grooving process.

The Akemi Colour Bond Cartridge Adhesive is a gel-like consistency, which allows it to be applied to horizontal and vertical surfaces. It can also be applied for extremely thin and invisible bonding joints, as well as ***used with natural stone.***

All colors are only $21.95 /cartridge

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Cream CC 1660 Item# 46648
Cream CC 1670 Item# 46649
Gray CC 1815 Item# 46662
Gray CC 1830 Item# 46663
Gray CC 1805 Item# 46661
Gray CC 1800 Item# 46660
Black CC 1010 Item# 46631
Black CC 1040 Item# 46634
Beige CC 1725 Item# 46655
Beige CC 1700 Item# 46650
Beige CC 1715 Item# 46653
Khaki CC 1920 Item# 46670
Khaki CC 1900 Item# 46669
Khaki CC 1940 Item# 46672
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Note: Color samples show the cured state of products.
Actual colors may vary due to printing alterations.

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•Best way to submit an ad is by going online at www.slipperyrockgazette.net for a free ad, or use the online form for a print ad, then fax payment to 865-688-8254, (Attn: Karen Richards).

2017 Classified Ad Deadlines

Issue	Ad Submission Deadline
August 2017	Wednesday, June 28, 2017
September 2017	Wednesday, July 26, 2017
October 2017	Wednesday, August 23, 2017

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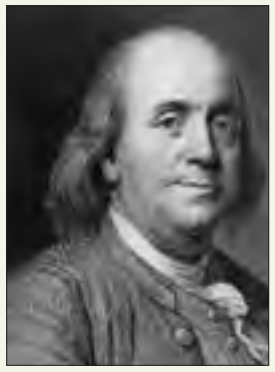

"Anyone can complain, and they should have the right to, but if you want to see change you must act. Actions speak louder than words. Don't complain about things, change things."
– Benjamin Franklin

This KDrill core bit drilled 2,972 holes. How many could you get?

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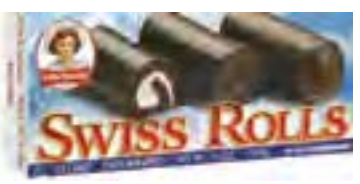
"We finally decided to just embrace it."

Now, That Takes the Snack Cake



Police in Arkansas have arrested two people for stealing a 16-foot trailer that contained thousands of dollars' worth of Little Debbie snack cakes.

Police say the trailer was discovered missing early one Wednesday from outside a storage unit in Jonesboro, about 115 miles northeast of Little Rock. According to a police report, the trailer belonged to a Little Debbie salesman and contained $5,000 worth of snacks.

Jonesboro police said the trailer was located in a neighboring Mississippi County that night during a traffic stop. A police report says none of the snack cakes were touched. Two female suspects have been taken into custody.

The trailer's owner, Roy Frazier, tells Jonesboro television station KAIT he's thankful his property was returned and that he's bought new locks for the trailer.

Deadliest Catch

A 73-year-old Australian fisherman said that he caught a far bigger fish than he hoped for when a 2.7-meter (9-foot) great white shark leapt into his boat, knocking him off his feet.

Terry Selwood was left with a badly bruised and bleeding right arm where the airborne shark struck him with a pectoral fin as it landed on him on the deck of the 4.5-meter (15-foot) power boat one Saturday off Evans Head, 725 kilometers (450 miles) north of Sydney.

Selwood sprang up on the gunnel at the bow of the boat to avoid the thrashing shark and steadied himself by clinging to the tubular metal frame of the sun shelter, known as a bimini.

"I didn't give it a chance to look me in the eyes. I wanted to get up and get on top of the gunnel because it was thrashing around madly," Selwood told Australian Broadcasting Corporation

"Flash Gordon wouldn't have caught me," he said, referring to the athletic science fiction comic book hero of the 1930s.

Selwood used a hand-held radio to call the Evans Head Coast Guard and stayed on the gunnel until a rescue boat arrived.

Coast Guard skipper Bill Bates said he misread the danger when Selwood reported his predicament.

"He said, 'I'm injured, I've broken my arm, I've got lacerations and there's a shark in my boat,'" Bates said.

"Often a fisherman will bring a small shark on board — maybe 2 or 3 feet (up to 1 meter) — and they're still ferocious. That's what I was expecting, but I was totally wrong," he added.

The Coast Guard crew rescued Selwood, but left the shark alone. The shark was estimated to weigh 200 kilograms (440 pounds).

"The shark was thrashing inside the boat, taking up the entire deck area — there was no way you'd put a foot in there," Bates said.

The Coast Guard took Selwood to paramedics at Evans Head, where his badly swollen arm was cleared of any fracture.

The Coast Guard later towed Selwood's boat with the shark into Evans Head just before nightfall.

"We think it was already dead at that stage, but no one was game to put their finger in to find out," Bates said.

Why the shark flung itself over the motor and into the anchored boat is a mystery.

Selwood said he was sitting on a cooler, known generically in Australia by the popular brand name Esky, with two hand lines off the port and starboard sides of the boat when he saw one of the lines move as if a fish was hooked.

"I hopped up off the Esky, I touched the hand line, and I just caught a blur coming in the corner of me eye and just out of instinct," Selwood said, "I threw me right arm up and this thing hit me in the forearm and spun me around and knocked me off me feet."

"This thing was beside me and I looked over and thought, 'Oh, a bloody shark.' So, I just climbed — he was doing a mad dance around, he was thrashing everywhere," he added.

Selwood said he'll have to replace destroyed equipment, including buckets and coolers, before returning to the fishing spot he's visited for more than 50 years.

"He didn't do anything structural to me boat, it just smashed anything that was in his road. You can understand, he was a wild creature out of his comfort zone," Selwood said.

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Trying to Unlock a Mystery

Sam Venable
Department of Irony

Unlike the chorus of a popular 1971 song by someone named "Melanie," I have neither a brand new pair of roller skates nor a brand new key.

I do, however, have old keys. By the multiplied bunches. With such a mass of metal, I'd surely qualify for the Janitorial/Night Watchman Hall of Fame.

I know this for a fact because I just walked in from the garage. There, I gathered 13 individual key rings that were dangling from nails on a shelf support post.

They contained a total of 45 keys. I counted them twice, just to make sure.

In the console of my truck, I found yet another key ring. It held five keys. Plus a single key attached to no ring whatsoever.

That all adds up to the grand sum of 51 keys. Quite a collection.

However, of those 51, I can immediately identify the use of six. Repeat, s-i-x.

These are my go-to guys deployed on a frequent basis for various locks and ignition switches in my pickup, camper-top, my wife's car, bass boat and trailer hitch. I know each one in an instant. No guesswork necessary.

Of the remaining 45 keys, I suspect eight or nine could be properly ID'd if tested in rarely used locks in my truck, car, boat and around the garage. I didn't take time to experiment, although these keys do look vaguely familiar upon second glance.

Another two or three, I think, went to old newsroom desks, either at the *News Sentinel* or maybe even back to my days in Chattanooga (we're talking nearly 50 years ago).

One ring contained two keys. Somewhere along the line, I had deployed a black marker to identify them as "ST" and "OLD," respectively.

I know what "OLD" means—the word definition, you understand—but have no idea which ancient lock was involved. Alas, "ST" is a complete mystery, except it appears to be much newer than "OLD."

The others? Beats the heck out of me. You could put a cocked pistol to my head, give me a 12-count, and I'd still have no clue.

So why keep them?

What?! Are you daft?!

As any hoarder will attest, the correct lock may turn up at any given moment!

How would you feel if this situation occurred and you didn't have a key to fit it—even if you didn't know which key it was? Certainly makes sense to me.

I'll tell you what else makes sense to me: Carrying jingly, jangly, bulging keys is a royal pain in the pocket. That's why I hang 'em on nails in the garage where they can mature into a state of total uselessness.

But wait. This phobia gets worse.

You know that single, ringless key I mentioned in the fifth paragraph? It goes to my truck ignition. I always carry it solo. By itself. No chain, no fob, no nothing. It's easy to find. Never gets lost.

I'm tempted to visit a shrink and see if he might unlock idiocy like this that regularly floats around in my gray cells. Assuming, of course, I could give him the correct key.

Sam Venable is an author, entertainer and columnist for the Knoxville (TN) News Sentinel. *He may be reached at sam.venable@outlook.com.*

Graduate, 14, Youngest Ever at Texas Christian University

A 14-year-old physics major has become the youngest person ever to graduate from Texas Christian University.

Carson Huey-You was among more than 2,000 students getting degrees at the Fort Worth school founded in 1873. He started at TCU in 2013 when he was 11. He also has minors in Chinese and math.

Huey-You tells the *Fort Worth Star-Telegram* his favorite thing about college has been getting to learn things he never thought about, things he never knew existed and things he might not even think about thinking about. He also says he's learned how to deal with "some real hard classes" and get over the disappointment of a poor score on a test.

The self-described "normal dude" wants to work on getting graduate degrees in quantum mechanics.

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US Manufacturing: Competing In a Global Market

Jessica Sherwood
Omni Cubed

Manufacturing in America comes with a host of challenges such as strict material requirements, safety protocols, wages and benefits, business insurance—all of which are heavily regulated and enforced, which significantly affects US companies' ability to compete in a global economy.

That's not to say these regulations aren't good. In fact, they often result in better quality of life for employees, higher job satisfaction rates, and a superior final product. So we must find solutions to thrive, in light of these challenges. What are some methods to compete successfully in a global market with US-made goods, that are more costly to make and sell than products manufactured elsewhere?

Innovation. Stay ahead of the curve by continuing to invent new solutions for today's ever-evolving industries. Keep working to improve existing products, making them the best they can be based on the feedback and needs of your customers.

Optimization. Implement highly efficient production processes and assembly methods. Utilize available technologies such as CNC machining to help maximize production and minimize waste. Master your machine programming to automate output—keep things moving, even after hours.

Support. Provide outstanding customer service by being accessible, responsive, helpful, and informative. Stand behind your products and offer parts and service for as long as possible.

Value. Maintain impeccable standards for your products and services so that your customers see immeasurable value in your offerings. Consumers should feel confident that when investing their hard-earned dollars in your product, they're getting their money's worth and will be taken care of.

Competing in a global market as a US manufacturer isn't a cake-walk, but if you care enough to focus your resources and efforts on creating a valuable, high-quality product and experience, you have much better odds of succeeding in the American Dream.

Check out Omni Cubed's full line of American-made tools today at omnicubed.com.

Photos courtesy Omni Cubed

90° Manual Stealth Seamer™ on shower wall

Production shop, CNC machines

Anchor Cup Attachment for 90° Auto Stealth Seamer™

> **"The surest sign that intelligent life exists elsewhere in the universe is that it has never tried to contact us."**
> ***– Bill Watterson***

Getting Off on the Wrong Foot

Organizers of a Maine marathon are apologizing for a course error that caused many runners to go an extra half-mile, costing some a chance to run in next year's Boston Marathon.

Officials with the Maine Coast Marathon say some runners in Sunday's race were mistakenly directed down a dead end before looping back, bringing their total distance to about 26.7 miles. The error caused some Boston hopefuls to post times that are unlikely to qualify.

The course was corrected but, because not all runners ran the extra distance, officials say they can't simply adjust the times.

Race director Charles Melton said they will offer refunds to those who missed qualifying for Boston because of the mistake.

"Gum Tree" at Ball State University is Cut Down

A tree at Ball State University in Indiana that for more than a decade was decorated with used chewing gum has been cut down.

The Indianapolis Star reports students over one weekend discovered a stump on the Muncie campus where the "Gum Tree" once stood.

Ball State spokeswoman Joan Todd says the tree was removed to make way for a new "walking mall" that was approved by the school's board following public discussion. The project is designed to improve pedestrian and bike access through the area.

Todd says it "certainly was not intended to upset anyone or be insensitive to anyone's feelings about the ... tree."

In 2013, students and alumni were gearing up for a battle to save the "Gum Tree" when there was earlier speculation it might be felled.

"The most dangerous form of sentimental debauch is to give expression to good wishes on behalf of virtue while you do nothing about it. Justice is not merely words. It is to be translated into living acts. Character is always the most important issue in determining the outcome of human events and character is revealed in what we actually do not merely what we say or believe."

– Theodore Roosevelt

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58002	6-Step In-Line Polishing System, Step 3	~~$115.95~~	$69.95
58003	6-Step In-Line Polishing System, Step 4	~~$115.95~~	$76.67
58004	6-Step In-Line Polishing System, Step 5	~~$115.95~~	$76.67
58005	6-Step In-Line Polishing System, Step 6	~~$123.95~~	$85.36
	Viper® 6-Step In-Line Polishing System 6″		
58006	6-Step In-Line Polishing System, Step 1	~~$132.95~~	$85.36
58007	6-Step In-Line Polishing System, Step 2	~~$132.95~~	$85.36
58008	6-Step In-Line Polishing System, Step 3	~~$132.95~~	$85.36
58009	6-Step In-Line Polishing System, Step 4	~~$132.95~~	$85.36
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Profiles in Consumer Approaches: Featuring Nemo Tile and Stone

Nemo Tile and Stone was established in 1921, in Jamaica, Queens, New York, and is now in its third generation of family ownership.

Michele Farry
Humblestone

Continuing on in my business development series begun in the February 2017 *Slippery Rock Gazette*, in this article we will look more closely for the application of the business strategies we have been examining. We can see this in action with companies like Nemo Tile and Stone who have demonstrated successful historical developmental paths.

While you're reading this profile, I encourage you to apply your own business strategies to a few of these aspects on how businesses find harmony working together with their customers and industry professionals by informing each other. It is this information that produces the new trends and marketing approaches that are satisfying, sustainable and most profitable.

As I mentioned in June's *Slippery Rock Gazette*, it is possible for companies to overlap in the marketplace as a trendsetter and a push/pull company. Nemo Tile and Stone is a great example of this. My own company, Humblestone, has been working with Nemo Tile and Stone for over 10 years, and as installers we found them to be supportive, innovative and very engaging.

Since Nemo's modest beginnings in Jamaica, Queens, in 1921, Nemo Tile and Stone has offered an unmatched breadth of product. For over three decades they have supplied and served contractors and neighborhood homeowners with all their floor and wall tile needs. Walk through the "Tile Vault" at Nemo and you'll find a plethora of unique vintage 4x4 tiles that were quite on trend during this time. Since its earliest years, Nemo has grown as a fixture in Manhattan architecture, and now throughout the world. From hotels, restaurants, and lobbies, to company headquarters, entertainment complexes, and transportation hubs, Nemo always meets the demand for beautiful, high-performance surface materials.

I enjoyed speaking with successful entrepreneur and business owner Matthew Karlin, President and CEO of Nemo Tile and Stone based in New York City. Karlin and his family are third generation Nemo owners. In 2002, Matthew, son of Bert and grandson of Jerry, kept the family tradition going when he decided to join Nemo. Matthew saw his father and grandfather as sources of inspiration and a wealth of business insights that could not be learned in any classroom. For 12 years, he worked under Bert's leadership while testing out his own vision in areas such as launching architecture and design sales, transforming the showrooms and expanding the Nemo territory.

Taking a look at Nemo's history and dedication to the tile and stone marketplace and as a leading manufacturer of trend-setting products, I wanted to know what really sets Nemo Tile and Stone apart, and asked how closely they work with installers and designers. Importantly, in addition to being a major retailer, how does Nemo utilize its market position and understand what motivates their consumer behavior?

I asked Matthew these questions: "How does Nemo Tile and Stone utilize its market position as a trend-setting product designer and manufacturer? How does Nemo learn from its marketing strategies and consumer behavior? Do you gain knowledge from the feedback in the field by working closely with installers? I believe Nemo is set apart in a category of its own seeing as you educate and carry a large variety of installation trade materials and products. How does that help you in the marketplace?"

Four popular varieties of Think Thin stone panels, from the factory in Italy: from left, Graffito, Carrara, Calcutta and Statuario.

A one cm Think Thin stone Carrara panel is considerably lighter and easier to transport and install, and fabricates and polishes just the same as standard two or three cm slabs.

Matthew responded, "Nemo Tile and Stone takes installer opinions and experiences into great consideration when introducing new products to the market. I think because we hold our clients' opinions in such high regard, they genuinely appreciate when we offer something new and innovative.

"For example, this past fall we launched 'Think Thin Stone,' which is an innovative way to use stone panels in half the thickness of regular slabs. This product is becoming revolutionary because it saves installers time to install, as it is lighter, and saves more money, as it is less material. Without our installer's suggestions, we wouldn't have been able to achieve such a product.

"We look at all segments of our target audience when selecting new products, which range from retail, to installers, to dealers. With that, when we find products that make sense for our entire landscape, the product stands apart from the rest, as it is not just based on one position in the market."

After speaking with Matthew, I reached out to Chris Caputo, Manager of Distribution Sales, New England Region for Nemo. I asked Chris, "How do you develop marketing strategy as a field/ territory sales expert in New England for Nemo, marketing new products? Do you have any advice for the tradesmen or retailers you support on how to retail and promote new products to their clients on the ground level in?"

Chris said, "It has been very exciting to have the opportunity to bring Nemo Tile and Stone to the New England Market. Nemo is already well established and respected in the A&D community. We are capitalizing on this foundation and we are expanding to installer and dealer markets. The product offering is extensive and beautiful. We offer selections which are truly exotic, and we also provide products that are dependably practical. Every tile presented is competitively priced and is of superior quality.

"In regard to developing marketing strategy we always recommend use of our displays, which are a primary tool. We can customize offerings from portable folders to large-scale vignettes. Nemo has created marketing that suits any location, aesthetic, or size.

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Profiles in Consumer Approaches: Featuring Nemo Tile and Stone

Continued from page 36

"We endeavor to present only the finest products and installation methods, utilizing the most advanced technology available. Dealers and installers will benefit from our continuing product education. Nemo strives to partner with our dealers and to support them in any way possible."

I found Nemo to be excellent at overlapping and supporting the industry growth and sustainability with its new classic products, new innovations, and forward thinking in supporting the foundation of the local retailers and installers. Next month's article will discuss feedback from the consumer's perspective on what questions, concerns and skepticism they have about new products and trends; why they choose to do business with certain companies that carry and promote them over others; effective marketing techniques; how costs and trends come together as being attainable to the mass market, and much more. Have a great month!

Statuario Marble Think Thin Panels used to create a luxurious space, with a fraction of the structural requirement needed with 2 or 3cm slabs. Cost and ease of installation are also very attractive incentives to offer customers this trend in kitchen and bath design.

How easy is thin stone to move? Two men demonstrate the reduced effort required to move a Think Thin Carrara panel, in the factory warehouse in Italy.

Michele Farry co-owns Humblestone and is passionate about entrepreneurship and small business growth. Michele has received awards for her work with profit-based and non-profit charity organizations.

"You do not really understand something unless you can explain it to your grandmother."
– Albert Einstein

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Buckingham Slate Withstands the Test of Time

Continued from page 1

Foundations in History

The stone that would come to be called Buckingham Slate was discovered by Welsh settlers more than 200 years ago. They used the material to roof their homes, just as they had done in the old country.

Over time, as word of the material's strength spread, many quarries sprang up in the area, all selling through one entity in nearby Richmond. That company was called Buckingham-Virginia Slate and was founded in 1867. One by one, the quarries merged or were purchased, until only Buckingham Slate remained.

Buckingham Slate appears on so many historic structures in Virginia and beyond that it's hard to keep count. The University of Virginia, College of William and Mary, and Harvard University, all have Buckingham Slate gracing the colleges' roofs. Other structures include three Smithsonian museums, Ford's Theater, state capitols in Colorado and Maryland, and many more.

"All these old Colonial homes in Virginia, I think that's what saved them. They had a roof that just never failed," Jones said.

Jones came into the picture in 2008, when he and business partners Mark Claud and the late Sam Berger saw potential in the company. Jones, a mason, had purchased material from Buckingham Slate, and so was familiar with the product.

A Solid Investment

If 2008 seems like a bad time to purchase a building materials company, Jones won't argue with you. The company was in bad shape, and the equipment was outdated, he said.

But the product was a real marvel, unique in the entire world.

"We just really believed in the product," Jones said. "Chinese slate may last 20 years, and Spanish slate 40 years. Vermont quarries have nice slate that will last 70 years, but Buckingham Slate just never goes away. It's permanent."

They set to work modernizing the business.

"Everything here, all of the equipment dated to the mid-1950s," said Jones. "There are better, faster methods of doing things now. When we built our new roofing facility we took our time, put in a more modern system that is less labor intensive."

The new owners added a new structural building with modern equipment to put out structural elements like bricks, wall panels, countertops and flooring. That building got all modern equipment, too.

Another new piece of the business found something to do with waste material from the quarry.

"Most of what you quarry can't be used since it's not good enough grade," said Jones. "All our waste is crushed and sold for aggregate.

"Every single part of this business we built from the ground up."

The process took eight years.

Equipment in the roofing mill includes trimmers from Steve Winn of Vermont. In structural, most equipment comes from Georgia's Wilson Industrial Electric, including big wire saws and polishers. The biggest wire saw will cut rock that is more than seven feet tall, Jones said.

Please turn to page 40

Buckingham Slate roofing tiles are still in place on many colonial-era buildings built over 200 years ago. "All these old Colonial homes in Virginia, I think that's what saved them. They had a roof that just never failed," Jones said.

Slate is finding a new market in countertops. The heat-resistant properties of slate make it a perfect material for a working kitchen. It naturally repels water, but sealing is still recommended.

Buckingham Blue-Black slate used as exterior cladding for the Campbell Hall, School of Architecture building at the University of Virginia, in Charlottesville. Buckingham slate resists fading and has a unique mica content that shimmers in sunlight, and glows at night.

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22511	Elipse® 6-Step Granite Wet Pad, Step 3, Blue	~~$41.95~~	$24.95
22512	Elipse® 6-Step Granite Wet Pad, Step 4, Green	~~$41.95~~	$24.95
22513	Elipse® 6-Step Granite Wet Pad, Step 5, Orange	~~$41.95~~	$24.95
22514	Elipse® 6-Step Granite Wet Pad, Step 6, Pink	~~$41.95~~	$24.95
22507	Elipse® Aluminum Oscillating Back-Up Pad	~~$49.95~~	$29.95

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Item #55146 - #55149: ½″ Brazed Sink Wheels are ideal for use with Quartz, and have been designed for inside **zero radius sinks**.

Items #10431 - #10433: 1″ Brazed Sink Wheels are good tools to use for inside sink cutouts, corners and for tiny radiuses.

Items #10434 - #10436: 2″ Brazed Sink Wheels are typically used for smoothing out the seams before joining two stone slabs together.

- Tough, reliable and long lasting
- Use on all types of stone
- Vacuum brazed bond
- 1/2 gas thread fits CNC or radial arm machines
- Will maintain true shape
- Center water feed

Item #	Description	MSRP	OUR Price
55146	Scorpion™ Brazed Sink Wheel, 1/2″ x 2″, 50 Grit	~~$115.95~~	$71.95
55147	Scorpion™ Brazed Sink Wheel, 1/2″ x 2″, 100 Grit	~~$94.95~~	$64.95
55148	Scorpion™ Brazed Sink Wheel, 1/2″ x 2″, 200 Grit	~~$94.95~~	$64.95
55149	Scorpion™ Brazed Sink Wheel, 1/2″ x 2″, 400 Grit	~~$61.95~~	$53.95
10431	Scorpion™ Brazed Sink Wheel, 1″ x 2″, 50 Grit	~~$134.95~~	$89.95
10432	Scorpion™ Brazed Sink Wheel, 1″ x 2″, 100 Grit	~~$134.95~~	$89.95
10433	Scorpion™ Brazed Sink Wheel, 1″ x 2″, 200 Grit	~~$134.95~~	$89.95
10434	Scorpion™ Brazed Sink Wheel, 2″ x 2″, 50 Grit	~~$149.95~~	$99.95
10435	Scorpion™ Brazed Sink Wheel, 2″ x 2″, 100 Grit	~~$149.95~~	$99.95
10436	Scorpion™ Brazed Sink Wheel, 2″ x 2″, 200 Grit	~~$149.95~~	$99.95

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Buckingham Slate Withstands the Test of Time

Continued from page 38

Because Buckingham Slate is a unique, high-quality material, demand has remained high even in the depths of the economic downturn.

"We could not pull it out of the ground fast enough," said Jones. "The demand for it is so high that we never lack for work. Even in 2008, we had the sales, but we just couldn't make it. Now we can make the product.

"The demand is really, really high, and our production grows every year. We can't ever really satisfy what's out there in the way of demand."

Restoring the Old, Building the New

Buckingham Slate does repair and restoration jobs, but they're not what you think. Rarely do they ever have to replace slate roofs. Rather, they repair the structure underneath the roof and replace the same tiles.

"I took Buckingham Slate off a farmhouse built in 1755, put new underlayment down and put the old roof back on," said Jones. "Check it again in 200 years and see how it's doing, and I'd say it'll still be good."

The company recently completed a project for the Smithsonian Museums, again redoing part of the roof and putting back the original slates. They also matched new slates for an addition to the museum. That matching process is easier that you'd think, as Buckingham Slate resists fading as well.

Virginia's Carter's Grove Plantation is another restoration project for Buckingham Slate, as is a new 60,000-square-foot roof for Lowell House at Harvard.

As for new construction, the company recently furnished more than 8,000 square feel of black slate wallstone for a public library in Minnesota.

Producing a stack of even roofing tiles. Demand was at its peak in the construction boom following the end of World War II. Archive photos from 1946-1947.

Selecting slate slabs showing consistent color and good cleavage lines. Demand is still high for a product that potentially lasts for centuries as a building product. "I took Buckingham Slate off a farmhouse built in 1755, put new underlayment down and put the old roof back on," said Jones. "Check it again in 200 years and see how it's doing, and I'd say it'll still be good."

Buckingham Slate roofing material is mostly sold through national distributors, but the company offers wholesale and contractor pricing. Structural products are sold direct.

The material is more expensive than other slate, but Jones said it's worth it.

"When you think about how expensive a Buckingham Slate roof is, but over time this is the least expensive roof you can have," said Jones.

Please turn to page 42

In Desperate Need of Conversation

Police say a Pennsylvania man repeatedly called 911 while intoxicated because he was seeking conversation.

Pennsylvania State Police say 51-year-old Larry Keiser first called around 10:30 p.m. one Friday because he wanted to speak with a police officer. He said there was no actual emergency.

Keiser called five more times, leading police to show up at his home in North Whitehall Township after midnight.

The man told officers he drank several beers because he was upset about a family situation. Troopers told Keiser not to call 911 again unless there was an emergency, and he said he wouldn't call again.

Troopers say he called 911 the minute after officers left.

Keiser has been arrested and is facing charges that include intentionally calling 911 for other than emergency purposes.

A Dangerous Proposal

A romantic moment aboard a hot air balloon nearly ended in tragedy when the balloon crashed just moments after a couple got engaged on board.

Christine Peters had just said, "Yes!" to Stephen Peters' proposal in the sky near Edmonton, Alberta, in Canada one Saturday. She tells CTV Edmonton that the balloon then quickly began falling out of the sky and the pilot told the 10 passengers aboard to brace themselves.

Peters says the balloon landed in a tree. The pilot was able to free it for a bit before hitting another tree and then the ground. Peters says it dragged for another 100 to 200 feet before finally coming to a stop. No one was hurt.

Martin tells CTV the crash has given him an "awesome" proposal story.

Real Cash Flow Problems

German police say a businessman on a motorcycle lost a plastic bag stuffed with his day's earnings while driving along a southern highway, sending a shower of cash across the Bavarian Autobahn.

Ingolstadt police said the 36-year-old had been carrying about 9,000 euros ($10,000) in small bills one Saturday night when he lost the bag on the A9 highway.

The man, whose name wasn't released, stopped his motorcycle and tried to collect the cash himself, and witnesses called police.

Authorities temporarily shut down the stretch of the highway and helped the man collect his cash, but an estimated 1,500 euros was taken away by the wind before it could be recovered, the dpa news agency reported.

Police say he was able to produce a slip showing the cash was legally his.

"If ever a time should come, when vain and aspiring men shall possess the highest seats in Government, our country will stand in need of its experienced patriots to prevent its ruin."
—*Samuel Adams*

Wait Until You See the Video!

Brace Setter Router
For Floating Countertop Supports

The patent-pending Brace Setter is a high performance router housing that connects to a 5/8 x 11 angle grinder that will cut a groove 2-9/16" wide by ¼" or 3/16" deep.

The precision router attachment cuts a precise groove for your brace in record breaking time with its two cutting blades. Each blade has 18 teeth giving you a total of 36 long lasting tungsten carbide teeth, which easily cut through hardwood, softwood, plywood, and laminates.

What's even better is the fact that the Brace Setter requires no measuring because everything is preset (width and depth), making it very measurement friendly. With just a simple cut, your work is done with the Brace Setter.

Created by **Fabricators for Fabricators**

Item #	Description	OUR Price
55228	Brace Setter Router, 1/4"	$207.95
55230	Brace Setter Router, 3/16"	$207.95
55229	Brace Setter Replacement Blade Set Includes: (2) Blades, (1) Spacer, (5) Bolts	$51.95

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So You Want to Go into Commercial Work?

Continued from page 1

You can step into the commercial job arena by letting large general contractors know that you want to be on their bidders list. The way to do this is to simply call the GC and ask whoever answers the phone that you are with XYZ Granite and Marble Contractors and want to speak with the person who can put your company on the list of companies to call for bidding on stonework.

The person you speak to may or may not ask you a whole lot of questions about your company history, but they will want to know that you have a sufficient level of insurance and have workman's comp insurance as well.

You will be required to furnish a current certificate of insurance and you may find that you may not be sufficiently insured for some larger projects. If that should happen, simply call up your agent and get a quote for

the additional cost, and then you can decide if you want to increase your insurance so that you are eligible to bid.

The contract you will receive will be very long and should spell out what the GC expects from you, how and when you will be paid, and what will happen if you do not perform in a timely manner. I want to emphasize that if you are going to go into commercial work that you have a good lawyer who specializes in construction law to help guide you through this part of the process.

Some contracts have clauses that you should definitely cross out. There is no room to write about those many clauses here, but you should ask your lawyer about them.

When you get your first contract, do yourself a favor and read the whole thing. It will be boring and tortuous to read through, but it will pay off for you in the long run because you will be familiar with the legal language of construction.

The next thing you need to know about commercial work is that the legal risks for non-performance are a lot higher than with residential work. Oftentimes, the granite and marble work is one of the last items to be installed, but all of the subcontractors, like concrete, steel, drywall and electrical who do their work at the beginning of a job often go way beyond their schedule on the calendar. And guess what? The GC will tell the remaining subcontractors that the job deadline remains the same, and they expect the finish contractors like cabinetry, stone, tile, carpet, and painting to still meet the deadline.

"The debt is like a crazy aunt we keep down in the basement. All the neighbors know she's there, but nobody wants to talk about her."

– Ross Perot

This is grossly unfair, but the GC expects you to know this going in, and it is implied that you will have the potential overtime figured in to your bid – so make sure that you do. If you do not meet the deadline, there is a thing called liquidated damages which is a penalty paid by the GC for every day that they are late turning over the project to the owner. The amount of liquidated damages can range anywhere from a few hundred dollars a day to tens of thousands of dollars a day, depending on the size of the job. The GC will then turn around and begin to assign the damages to the subcontractors according to the subcontractor's portion of blame. Most of the time, a liquidated damages clause is used to keep a fire under subcontractors and keep them in line.

Getting paid can also be fraught with land mines, so please read this next part carefully. In construction, payments are usually made on a monthly basis. It is common that you will be required to have your monthly billing, called a pay application, sent in by the 20th of each month, and that you will be paid by the 15th of the following month. In most cases, the GC will not care if you are one or two days late with your billing, but sometimes the GC will be a real stickler and not accept a late pay application, and you may find yourself in a bit of a cash flow crunch, so be sure to get your pay apps in on time.

You should be aware that apparently it's okay for the owner and GC to more than occasionally be late paying you. Also, there is a concept called **retainage** that you should be aware of. **Retainage** is a portion of the agreed upon contract price deliberately withheld until the work is substantially complete, to ensure that contractor or subcontractor will satisfy its obligations and complete a construction project.

With **retainage**, you can expect to not receive payment in full until the job has been finished for several months. **Retainage** is typically 10 percent, meaning that if you should bill for $1,000 you will only actually receive $900.00, with the rest coming much later. This will all be in your contract, so be sure to read it.

Lastly, if you should find yourself in the position of not being paid according to the terms of the contract, you do have recourse through something called a **"mechanic's lien"** or **"construction lien."** (Mechanic's liens in their modern form were first conceived by Thomas Jefferson, to encourage and protect construction in the new capital city of Washington. They were established by the Maryland General Assembly, of which the city of Washington was then a part. – *Wikipedia*).

Basically, it means that you may have to wait a long time to see payment, but the property cannot be sold to another party until the current owner clears all liens. Unfortunately, this legal process can take years, and sometimes mechanic's liens have been paid decades later.

Those are just a few things that you should know going in. The rewards of participating in commercial work can be great, but you will have to up your business skills to deal with the increased level of legal documentation and common business practices of the commercial side of construction.

Buckingham Slate Withstands the Test of Time

Continued from page 40

"Slate tiles are still split by hand. There has never been a machine (in Europe or USA) invented to replace hand-splitting. It's a bit of an art, labor intensive, and the demand is unlikely to go away any time soon," said Jones.

Building for the Future

When Mr. Berger passed away, Jones and Claud bought his share of the business. Now, Jones spends most of his time in production, developing new aggregate products and keeping things running smoothly.

His son, Brad Jones Jr., handles sales. While the partners didn't plan to make Buckingham Slate a family business, Jones Sr. said he wouldn't mind if things turned out that way.

"I get a lot of pleasure out of having him here," Jones said.

"We finally after eight years have all the parts of this thing where we really want them," he said. "All are in good shape, but we're always adding some new twist, always developing some new aggregate product. Those kind of things we're just doing all the time."

And it's that innovation, along with the strongest slate on the planet, that will keep Buckingham Slate around for another 150 years.

For more information about Buckingham Slate, visit their website at buckinghamslate.com.

The Fabricator's Choice for More Than a Decade!

"Excellent quality and excellent price."

– Kathi Upchurch, Castech, Inc.

"Great quality for the price."

– Hershel Margaretten, Imperial Marble

"Absolutely the best for the money!"

– Frank Earls, Trinity Custom Stone

My boss called me into his office and asked, "Bill, why is the Viper our best-selling turbo blade year after year?" Thinking quickly, I said, "Sir, I don't know but I'll find out!" After a little checking I realized that not only has the Viper® Professional Turbo been our best-selling blade for over a decade—the race isn't even close. Braxton-Bragg has the largest selection of turbo blades in the industry but the Viper® always wins. Since sales popularity is determined by our customers, I called several shops and asked them. The overwhelming response was that the Viper® was the best value for the money.

Excited, I called the boss and shared this news with him. He responded with, "Bill, value for money is a good overall evaluation, but it doesn't tell me the details. I want to know why!"

Now, I have been in the stone industry for over 10 years, but listening to our customers, I began to learn some new things about blades.

Viper® Turbo Granite Dry Blade

Consistent

I was told that Viper® was consistent, but this confused me because the manufacturer is continuously improving the product and upgrading the manufacturing process. Delving deeper I learned that frequently customers try cheap blades from China in an attempt to save money. Most customers have reported that sometimes the blades work, other times they don't, and when they don't—you can ruin the stone and damage your saw. Consistency to them means that the blade always does the job and you never have to worry about it ruining your job, reputation or equipment.

Chip Free

Smooth, chip free cutting was mentioned by several customers. They stated that blade hop, scratching and the extra work of repair are not an issue with Viper® Turbo blades. I also learned that frequently, cheap blades veer off course and flex too much. Checking with a blade manufacturer, I was told that this was usually caused by an inferior core. The lesson seems to be that saving money on a poor quality blade doesn't make sense if you lose time or have to repair the stone.

Durable

"Consistently durable" was also a frequent response. Some blades are fast, some are durable; the Viper® is consistently both fast *and* durable. Long life translates to value. Inconsistent life has been frequently mentioned as a problem with other, inexpensively-priced turbo blades.

Price

Viper® is not our least expensive turbo blade, nor is it our most expensive blade. It *is* our best-selling blade. What seems clear is that many of our customers believe that it is the best combination of quality and durability available today.

Item #	Description	MSRP	OUR Price
1020	Viper® Turbo Granite Dry Blade, 4″ x 5/8″, Quad Holes, 15,000 RPM	~~$26.95~~	$18.64
1022	Viper® Turbo Granite Dry Blade, 4-1/2″ x 5/8″, Quad Holes, 13,300 RPM	~~$28.95~~	$19.51
1023	Viper® Turbo Granite Dry Blade, 5″ x 5/8″, Quad Holes,12,000 RPM	~~$29.95~~	$20.97
17453	Viper® Turbo Granite Dry Blade, 6″ x 5/8″, Quad Holes, 10,000 RPM	~~$37.95~~	$24.95
1024	Viper® Turbo Granite Dry Blade, 7″ x 5/8″ KO, 8,500 RPM	~~$52.95~~	$34.95
41349	Viper® Turbo Granite Dry Blade, 8″ x 5/8″ KO, 7,500 RPM	~~$61.95~~	$44.95
41350	Viper® Turbo Granite Dry Blade, 10″ x 5/8″, 6,000 RPM	~~$119.95~~	$89.95
41351	Viper® Turbo Granite Dry Blade, 12″ x 5/8″, 6,200 RPM	~~$149.95~~	$119.95

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Playing Hide and Seek with Granite

Scott Sowers
usenaturalstone.com
All photos © Amesse Photography

When guests and visitors approach the entrance of the Boston Children's Hospital they are greeted by a "hide and seek" style wall made of Mesabi Black® granite. The stone provides a backdrop for the intricate design of animals and foliage, which the project's architect and designer, Mikyoung Kim calls "Playful Nature in the City."

Ian Downing, associate at Mikyoung Kim Design in Boston says: "The project works together as a complete experience, the combination of the birch trees etched into the hide and seek wall at the front entry provides a sense of arrival and the blue paving on the paths create a subtle but playful entry that is unique to Boston. The wall is designed to entice the patients, families and healthcare providers at the hospital to explore and discover different elements each time they enter the campus."

The design team knew that the stone chosen for the 1,200 square foot structure would have to provide needed contrast and act as a suitable canvas for the project's engraved art. Mesabi Black granite was a natural choice. Mike Butler, regional sales manager at Coldspring, the Minnesota-based stone supplier and fabricator for the project, commented: "Mesabi Black is widely used throughout the country because it's aesthetically appealing. The grain structure and stark grey-black color is something that appeals to many artists. Another advantage of using Mesabi is that it looks great in many different finishes, so you can get a contrast in color without using a different stone." According to Downing: "The stone selection was an integral part of the design process, because we wanted to integrate natural, durable materials into the design."

Getting the stone to come out the way the designer intended was an enjoyable challenge for Coldspring, who has worked with the designer on multiple projects. Butler says: "When Mikyoung's office come to us with an idea or a concept, they often have Coldspring thinking outside of the box to achieve exactly what they are looking for. We tend to do a lot of samples and a lot of conference calls, which is great because it gives both of us the ability to collaborate and problem solve together."

An intricate dot matrix stenciling and sandblasting process was used to get the graphics onto the face of the polished stone. The light portions of the image are recessed slightly by sandblasting and white paint is applied to the stone to give the images dimension.

The art files were provided to Coldspring in a vector format, which allowed them to be converted to a mask that was then applied to the stone and sandblasted. Kayla Strand, sales coordinator, notes that a great deal of coordination was required to ensure that the artwork looked exactly as the MYK office intended: "Once the artwork was perfected the rest was up to the craftsman in our facilities. With over 200 pieces of granite, and unique images on each piece, we had to layout and line up each adjacent piece to ensure that the full image flowed across the entire block."

The sheer size of the wall also complicated the job. Strand says: "Since the wall was so long and the graphics at such a high resolution, the wall had to be broken up into sections. We had to make sure each section was scaled correctly and the steps to create the halftone pattern had to be identical on each section to make sure the final graphics matched."

While other stones were discussed during the design process, the choice to use Mesabi Black was never in doubt. Long-term maintenance of the ANSI/NSC 373 certified stone is minimal and the art is expected to stand the test of time and delight visitors for many years to come.

Reprinted from usenaturalstone.com

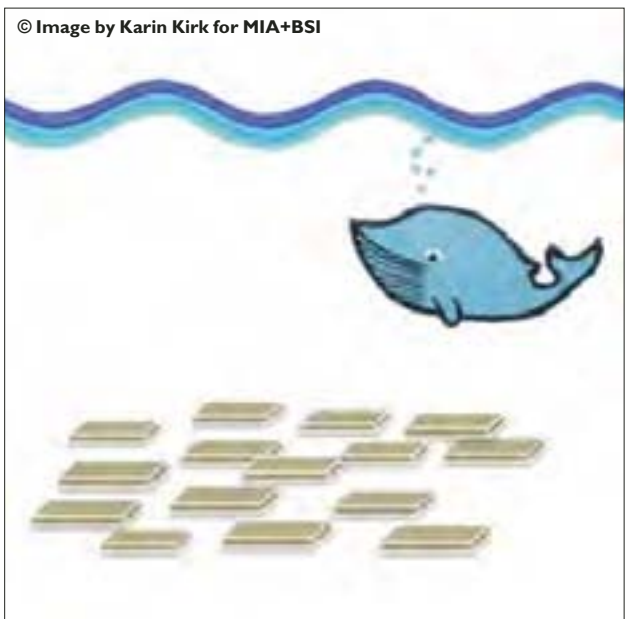
Slate: From the Ocean Floor to Your Floor

Continued from page 23

Slate is made of compressed and recrystallized clay materials.

Instead, compression re-aligns the flat mineral grains, giving the rock a pronounced linear texture that often is at right angles to the original sedimentary layering. As the rock heats up, the minerals recrystallize and grow into each other, yielding a stone that is non-porous and sturdy.

Slate is fine-grained because the original mud particles were tiny. This makes slate smooth and sleek, as well as impermeable to water.



Shale
Made of flat-lying clay particles that settle out on the ocean floor

Slate is commonly grey, but can also be black, green, purple, brown, or brick red. In most cases, the color of slate tells us something about the marine environment where the mud was deposited. Black and dark grey slates get their color from organic carbon. Red and purple slates are tinted by the oxidation of iron, which means that the ocean water was shallow or there were currents that mixed oxygen into the water. Green slate is the opposite of red – it's caused by the reduction of iron in quiet or deep waters where little oxygen was available. A mottled, rusty tone on the surface of some slates is caused by groundwater that percolated along the natural seams in the rock, oxidizing the minerals along the way.

The Metamorphic Spectrum

The amount of heating and squeezing a given stone underwent depends on where it was in the tectonic collision zone. The more intense the heat and pressure, the more durable the stone became.

A slight amount of metamorphism creates a soft slate. Further compression produces a harder slate. As the rock is exposed to increasing heat and pressure, its minerals grow larger, and transform from dull clay to sparkly mica. At this point the stone is geologically termed phyllite. Phyllite shares its name with phyllo dough – as they are both made out of thin layers. (Phyllite is not nearly as tasty, and makes terrible baklava.) Phyllite looks similar to slate but has a sparkle or a metallic sheen to it. If the stone is heated even more, the mica minerals get bigger and the rock becomes glittery, creating a rock called schist.

There is no definitive point when shale becomes slate, slate becomes phyllite, and so on. It's a continual gradation, depending on the conditions the stone endured. Thus, you are likely to encounter stones from various points along the metamorphic spectrum. A general rule of thumb is that the degree of sparkle in a stone increases with more intense metamorphism. This "sparkle index" shows us that shale is dull grey, slate is slightly glossy, phyllite takes on a sparkly sheen, and schist is full-on glitter.

In the natural stone vernacular, the term "slate" refers to stones that willingly cleave along thin layers. At a stone yard or tile showroom, "slate" will include actual slate, along with phyllite and schist.

When selecting slate, you can use the idea of the metamorphic spectrum to help you identify stones that are suitable for your needs. Low-grade slate, which has not been subjected to much metamorphism, may split along its layers. Higher grades of slate are more robust; and phyllite is also strong and resistant to cracking. Schist can sometimes be troublesome because the larger mica grains are prone to peeling off.

Please turn to page 46

© Image by Karin Kirk for MIA+BSI

For Stock Removal and Honing Scratches on Internal Radiuses, Use...

Scorpion™ CNC Vacuum-Brazed Sink Profile Wheels

- Can be used on any type of stone
- All brazed sink wheels feature center water feed
- Available in ½ Gas thread
- Vacuum-brazed sink wheels with ½ Gas attachments are ideal for CNC applications
- They have only one diamond layer and do not change their shape
- Consequently, the shape of the internal radius is the same all around

Item #	Description	MSRP	OUR Price
55023	Scorpion™ Brazed Profile Wheel, T-30, (3cm), R3, 1/2" D, 50 Grit	~~$159.95~~	$103.95
55024	Scorpion™ Brazed Profile Wheel, T-30, (3cm), R3, 1/2" D, 100 Grit	~~$159.95~~	$103.95
55025	Scorpion™ Brazed Profile Wheel, T-30, (3cm), R3, 1/2" D, 200 Grit	~~$159.95~~	$103.95
55026	Scorpion™ Brazed Profile Wheel, T-30, (3cm), R3, 1/2" D, 400 Grit	~~$159.95~~	$103.95
55027	Scorpion™ Brazed Profile Wheel, T-30, (3cm), R3, 1" D, 50 Grit	~~$183.95~~	$119.95
55028	Scorpion™ Brazed Profile Wheel, T-30, (3cm), R3, 1" D, 100 Grit	~~$183.95~~	$119.95
55029	Scorpion™ Brazed Profile Wheel, T-30, (3cm), R3, 1" D, 200 Grit	~~$183.95~~	$119.95
55030	Scorpion™ Brazed Profile Wheel, T-30, (3cm), R3, 1" D, 400 Grit	~~$183.95~~	$119.95

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Slate: From the Ocean Floor to Your Floor

Continued from page 45

However, some schists have less mica and more quartz, and are exceptionally strong. Your best bet for evaluating a given stone is to examine the edges and look for signs of flaking. Also, note how much sparkle the stone has. A bit of shine is an indication of a stronger slate.

Uses of Slate Today

Today, slate is most commonly used as flooring, but it has a long history of use as a roofing material. Most slate tile is split apart, rather than cut with a saw. This produces a slightly irregular "cleft" surface that adds texture and interest to a room. Slate's colors are deepened with an enhancing sealer, which emphasizes the natural variations in the stone.

While slate was originally used mostly in the Northeastern US due to the proximity of slate quarries, slate's popularity has spread nationwide. Quarries in the US still operate, and slate from India, Asia, and South America have also become commonplace.

At the Montana Tile and Stone showroom in Bozeman, Montana, owner Price Wills and fabricator Ari Kaufman praised slate flooring as carefree, durable, and in high demand. They reported that porcelain tile that is manufactured to look like slate has captured some of the market for flooring tile. But their allegiances clearly lie with natural slate. One advantage is that slate is easy to cut, shape, and trim, allowing for nearly limitless patterns. Unlike porcelain, the trimmed slate pieces are reusable elsewhere within a pattern, and "you can get creative with it," explained Kaufman. Wills described "a push for authentic materials" among his clients. "You just can't replace the real McCoy." Since their showroom opened in 2001, natural slate flooring has remained a customer favorite, and is particularly popular for the rustic aesthetic of Montana homes.

Slate has evolved from a schoolroom staple, to fireproof roof, to a classic flooring material. In every application, slate is reliable and undemanding. After all, if it can last for millions of years on the ocean floor, it will serve you well on your own floor, too.

Karin Kirk is a geologist and science educator with over twenty years of experience. She has taught college level geology, online courses and organized field trips. She currently works as a freelance science writer and education consultant. She brings with her a different perspective to the stone industry. Karin most recently presented a program at TISE 2017.

Finally, a Manufacturer Who Listens to a Repairman

Now the Strongest Guarantee in the Industry—12 Months!

*I am Bill Roberts and I **approve** this message!*

Hercules® Single Speed with Hydroplaning System

A Repairman's Story

My name is Bill Roberts and I repair routers for Braxton-Bragg. Over the years, I have worked on hundreds of routers made by most manufacturers including Sector, Stinger, MEM and others.

I Have Seen a Lot of Wear and Tear...

Routers get a lot of hard use. Some parts simply wear out, and some occasionally break. Over the years I saw patterns and often wondered why manufacturers did not beef up more of the critical parts.

Nobody Listened

From time to time, I communicated ideas but for the most part, did not see any changes.

Finally, Somebody Did

Then about three years ago, I was asked to provide detailed information on my experience with Hercules® Routers. Since Hercules® is our best-selling router, I had a lot of practice repairing them. Now I finally got the chance to take one completely apart and find the most worn components.

Little Things Matter

Often it was the little things that mattered. An engineer in a lab does not know the real world of a stone shop, and how the shape of the power cord, the thickness of a belt, or the type of bearings used can affect performance.

Single Phase Power

It costs more to produce a powerful router with single phase power than with 3-phase, but when asked about making it 3-phase, I told them that many shops only had single phase power...and they listened!

21 Improvements Later

Well, to make a long story short, the manufacturer has implemented 21 improvements in the design of the Hercules® Router. These improvements make it perform better and last longer. I believe you will agree with me that this is the most reliable router you have ever used.

Now the BEST Guarantee in the Industry—12 Months!

Because of the changes, the router is now backed by a 12-month guarantee—the longest in the industry. I would have to say that this is the most reliable router that Braxton-Bragg has ever sold.

Best Guarantee!

Bill R Roberts

Item #	Description	MSRP	OUR Price
55095	Hercules® Router Edge Profiling Machine, Single Speed with Hydroplaning System	~~$3,448.95~~	$1,995.00
	F.O.B. Knoxville, TN		

Fax 800-915-5501

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Designed to give you professional results using Hercules, Master, Magnum, and Sector, when fabricating stone countertops. These fabricator-tested router bits use a special manufacturing process that bonds an extra-thick layer of diamond abrasives to help you achieve great results, and up to 300% longer life.

Position 1 is a Metal Bond/Sintered Router Bit. This very aggressive and long lasting first step is used for quick stock removal and rough edge shaping. Supplied with 2 bearings. The first bearing is over-sized to allow the second tool to refine the profile edge. The second bearing is used when only using the first profile bit.

Position 2 is a Metal Bond/Sintered Router Bit. This second step removes lines, leaving a smooth, honed finish on the edge making it ready for polishing.

- Position 1 comes with 2 bearings
- Use pos. 1 bearing when following it with pos. 2 wheel
- Recommend running speed is 9,000 RPM
- 6mm layer of diamonds for long tool life
- Same geometry as Viper CNC profile wheels
- 8 & 10mm bolts included with all bits

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2cm Radius Router Bits

Item #	Description	MSRP	OUR Price
55000	Viper A-20 (2cm), Radius Router Profile Wheel, Pos. 1	~~$275.95~~	$179.95
55001	Viper A-20 (2cm), Radius Router Profile Wheel, Pos. 2	~~$248.95~~	$161.95

3cm Radius Router Bits

Item #	Description	MSRP	OUR Price
55020	Viper A-30 (3cm), Radius Router Profile Wheel, Pos. 1	~~$415.95~~	$270.95
55021	Viper A-30 (3cm), Radius Router Profile Wheel, Pos. 2	~~$386.95~~	$251.95

2cm Demi Bullnose Router Bits

Item #	Description	MSRP	OUR Price
55002	Viper B-20 (2cm), Demi Bullnose Profile Wheel, Pos. 1	~~$388.95~~	$252.95
55003	Viper B-20 (2cm), Demi Bullnose Profile Wheel, Pos. 2	~~$379.95~~	$246.95

3cm Demi Bullnose Router Bits

Item #	Description	MSRP	OUR Price
55004	Viper B-30 (3cm), Demi Bullnose Profile Wheel, Pos. 1	~~$519.95~~	$337.95
55005	Viper B-30 (3cm), Demi Bullnose Profile Wheel, Pos. 2	~~$508.95~~	$330.95

2cm Bevel Router Bits

Item #	Description	MSRP	OUR Price
55010	Viper E-20 (2cm), Bevel Router Profile Wheel, Pos. 1	~~$328.95~~	$213.95
55011	Viper E-20 (2cm), Bevel Router Profile Wheel, Pos. 2	~~$312.95~~	$203.95

3cm Bevel Router Bits

Item #	Description	MSRP	OUR Price
55012	Viper E-30 (3cm), Bevel Router Profile Wheel, Pos. 1	~~$472.95~~	$307.95
55013	Viper E-30 (3cm), Bevel Router Profile Wheel, Pos. 2	~~$443.95~~	$288.95

2cm Ogee Router Bits

Item #	Description	MSRP	OUR Price
55006	Viper F-20 (2cm), Ogee Router Profile Wheel, Pos. 1	~~$349.95~~	$227.95
55007	Viper F-20 (2cm), Ogee Router Profile Wheel, Pos. 2	~~$334.95~~	$217.95

3cm Ogee Router Bits

Item #	Description	MSRP	OUR Price
55008	Viper F-30 (3cm), Ogee Router Profile Wheel, Pos. 1	~~$423.95~~	$275.95
55009	Viper F-30 (3cm), Ogee Router Profile Wheel, Pos. 2	~~$340.95~~	$221.95

2cm Full Bullnose Router Bits

Item #	Description	MSRP	OUR Price
55014	Viper V-20 (2cm), Full Bullnose Profile Wheel, Pos. 1	~~$362.95~~	$235.95
55015	Viper V-20 (2cm), Full Bullnose Profile Wheel, Pos. 2	~~$357.95~~	$232.95

3cm Full Bullnose Router Bits

Item #	Description	MSRP	OUR Price
55016	Viper V-30 (3cm), Full Bullnose Profile Wheel, Pos. 1	~~$555.95~~	$361.95
55017	Viper V-30 (3cm), Full Bullnose Profile Wheel, Pos. 2	~~$526.95~~	$342.95

4cm Full Bullnose Router Bits

Item #	Description	MSRP	OUR Price
55018	Viper V-40 (4cm), Full Bullnose Profile Wheel, Pos. 1	~~$611.95~~	$397.95
55019	Viper V-40 (4cm), Full Bullnose Profile Wheel, Pos. 2	~~$583.95~~	$379.95

5cm Straight Z Profile Router Bit

Viper®

Item #	Description	MSRP	OUR Price
10459	Viper Z-50 (5cm), Straight Z Router Profile Wheel, Pos. 1, 36 Grit, 2" OD x 2" H, 9,000 RPM Max	~~$292.95~~	$190.95

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55800	Stone Pro Seam Machine **Notice:** *Sold individually, not as a set.*	~~$1,135.00~~	$795.00

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