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United Marble Fabricators: Providing Distinctive and Award-Winning Stone Projects Since 1987

Nestled within a vast array of buildings in historically rich Watertown, Massachusetts stands United Marble Fabricators. President John Kilfoyle leads the family-owned company. A growth machine from its onset, United Marble has become successful by consistently going beyond “just good enough,” past “is this our best effort” — resulting in outstanding projects installed throughout much of New England’s affluent residential market.

John Kilfoyle, like many of the business leaders interviewed in the Slippery Rock, grew up being involved in his father’s shop. While other kids were spending time off from school traveling with family or having summer fun with friends, John was busy learning stone fabrication from the ground up. Coming into the company as a full-time employee in 2008, he already knew how to produce and estimate projects from his years spent in the shop helping out wherever he could. This story recounts those days, and what it took to get the company to where it is today.

“United Marble Fabricators was started in Somerville, Massachusetts by my father, Tom Kilfoyle, in 1987. My father was a tile installer by trade and came into the natural stone industry by way of needing stone for the tile projects he was doing. Shower seats, thresholds, jamb kits and soap shelves all needed to be fabricated. At the time, there were only a few shops in New England

Peter Marcucci

*Photos Courtesy
United Marble Fabricators*

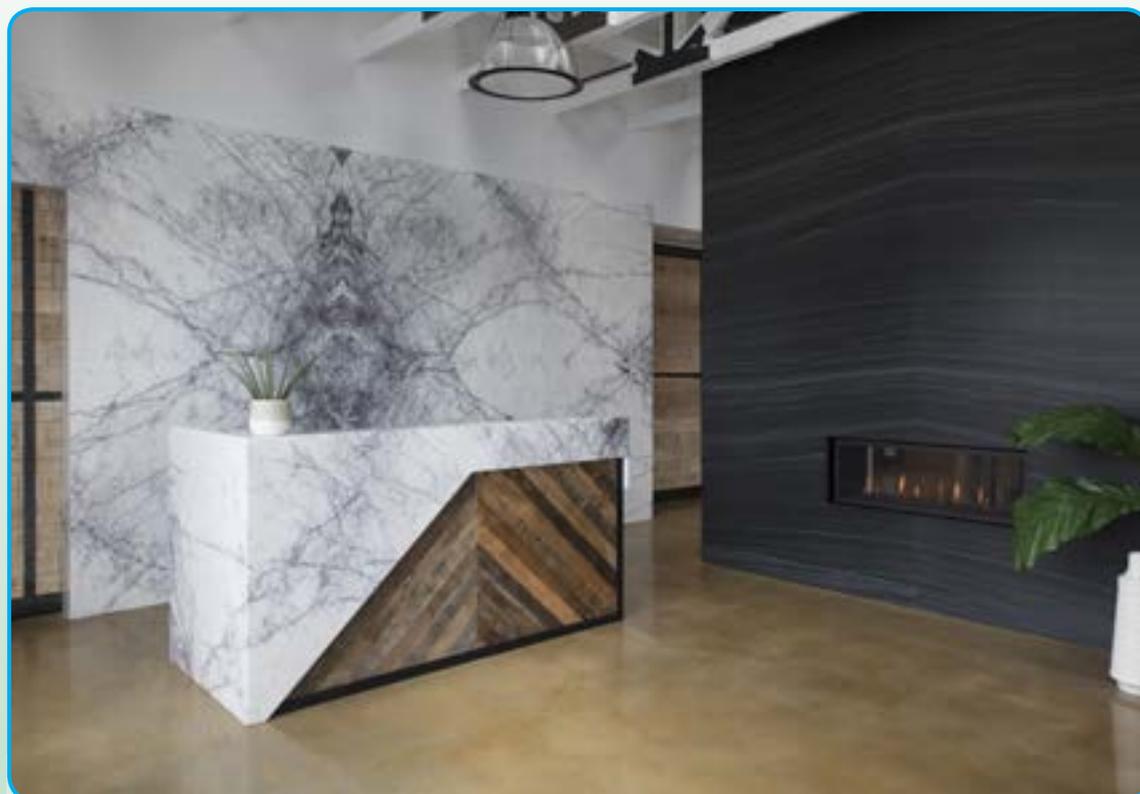
that could make them. Tired of waiting weeks for his parts, he decided that he wanted to begin cutting them on his own. At that time, stone importers and distributors would only sell slabs to companies that had a bridge saw, so in 1987 he bought a saw and incorporated under the name United Marble Fabricators.”

The bridge saw was a simple and beautiful fully manual Terzago, and it became a great and reliable workhorse when later fitted with a laser, but was retired in 2015 to make room for the company’s next growth stage, as well as for one big safety reason: it didn’t have a tilt table, and every once in a while when loading or unloading, a marble slab would bite the dust.

Building Success in a Luxury Residential Market

According to Kilfoyle, United Marble Fabricators is very fortunate to be in the Massachusetts market, because the housing growth over the last eight years has been remarkable. “Even through the Great Recession, the growth rate in suburban Massachusetts was unrivaled. Overall, clients who live in this market have a lot of concentrated wealth, are educated, know what they want, and have a very distinctive style.

[Please turn to page 2](#)



The United Marble Fabricator showroom is a showcase of the art of bookmatching.

Natural Stone Institute Announces 2018 Grande Pinnacle Award

The winners of the 2018 Pinnacle Awards were announced during the Natural Stone Institute Awards Ceremony at TISE 2019 in Las Vegas, Nevada. Fourteen projects were honored with Awards of Excellence, and the best overall project was selected for the Grande Pinnacle Award.

The 2018 Grande Pinnacle Award was presented to Mario & Son (Liberty Lake, Washington) for their work on Aura — the first time a sculpture has been awarded the Grande Pinnacle.

Carrara marble conjures thoughts of elegance, timelessness and refined taste, begging to be caressed and admired. Aura is as much about the marble as it is the spaces in between, conveying



a light and airy feel, a startling juxtaposition to what one typically associates with heavy, rugged stone.

The stone needed to be solid and dense enough to retain structural integrity when carved thinly with a lot of negative space. An eight cubic foot, half-ton block of statuary grade Bianco Carrara C marble was sourced in Pietrasanta, Italy and meticulously tested for any fissures. It would ultimately be reduced down to a mere eighty pounds, while retaining most of the original volume.

Inside this framework is a continuous band, weaving in and out of itself, playing with light and shadow among suggestively feminine curves.

[Please turn to page 5](#)

United Marble Fabricators

Continued from page 1

“We fabricate many materials, but the core of our business is still marble. We’ve been able to create a niche for ourselves within a luxury residential market, and don’t have to worry about how many kitchens we are doing this week because we are mostly working on custom projects. It’s not uncommon for us to be hired by a custom builder on referral from an architect or interior designer and be brought in during the planning stage. Early on we are involved in the conversation about what the client wants, such as an extra thick mitered edge, or the builder saying, ‘We are thinking about using this type of material. What would you recommend?’

“We also continue to do tile installations. A typical project for us is a new custom build, and we will handle all hard surface for the entire project; kitchen, pantry, wet bars, fireplaces, master and kids’ baths – basically all the stone and tile throughout the house. This has let us provide a lot of accountability for a general contractor or an architect, because

there’s a single source and only one company that they need to go to. From the general contractor’s standpoint, it serves them very well, because we understand the entire scope of the project and can schedule accordingly. An example of this would be prioritizing finishing the master bathroom to open it up for the wallpaper crew.

“So we have the ability to create a schedule that works around the overall build schedule, because we are providing our own project management for the job. This is a huge bonus for the homeowner and is probably our biggest advantage. When we’re involved in a bid and there’s multiple companies also bidding, oftentimes the reason we get the job is because of our project management ability and somebody’s confidence that we can effectively manage the scope in a way that will get them what they want, when they want it. You would think that in a service society where everything is about price, price, price, it would hurt our volume, but there’s a surprising amount of people who understand value and are willing to pay for the value we offer. It’s

also created a lot of loyalty from our clients, because it eliminates the fear of the unknown for them. They know what they are going to get, and if a designer has a particularly difficult client who is picky about finishes, they know our build quality is always a priority. So that service and intangible assuredness that we provide is very important.”



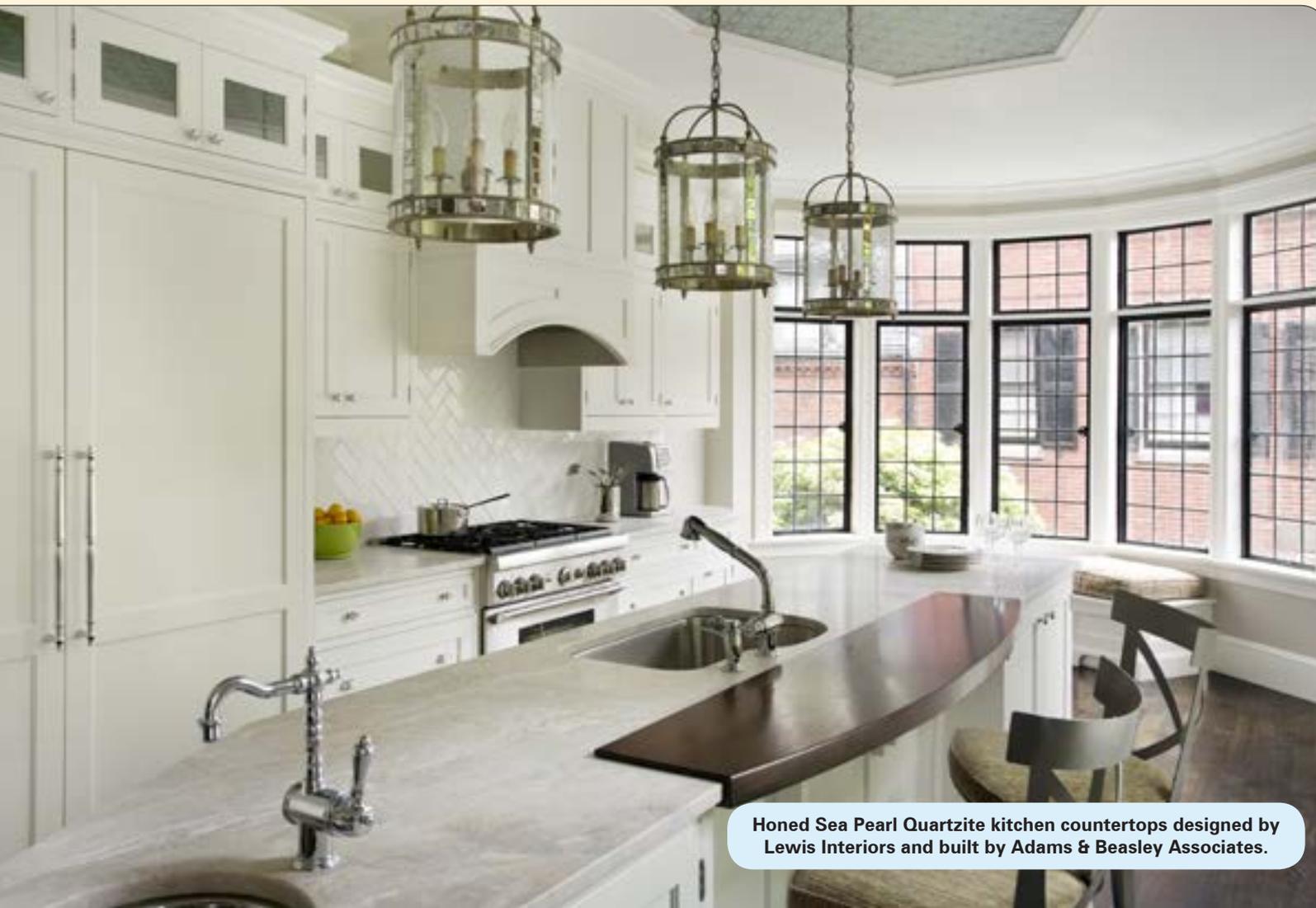
Mitered Calacatta master vanity countertop with matching backsplash and mirror frame designed by Lewis Interiors and built by Adams & Beasley Associates.

High Tech to the Rescue

If you’ve ever visited Boston, you know it is one heck of a big city, with every inch of concrete and pavement packed with buildings of all sizes. To say that space is at a premium would be an understatement. Watertown is just beyond Boston’s outskirts, and it,

too, is packed with buildings. So much so, in fact, that the United Marble Fabricators’ long, skinny building covers 90 percent of its lot. Needless to say, a prudent, efficient plan was needed when dividing up floor space for its 1,500 square foot showroom, and 7,000 square foot shop and warehouse. Moreover, production equipment and protocol needed to be super-efficient, too, continued Kilfoyle.

“We went from a manual shop to a fully digital shop within one year. It was a hairy year, but it happened and it taught us a lot, because when using technology you need to have a very defined process and need to have very defined roles or, essentially, the project doesn’t move. I think that these were our biggest challenges in adopting new technology. I also think that once we were able to create that process, technology helped our projects come together faster and actually reduced our rework rate by a lot. Quality wise, we are able to produce very, very complex things that we weren’t able to produce when we were a purely manual shop. An example of this would be our ability to bookmatch slabs. This is a really big thing for us, and the ability for us to do the layout work up front was not something we could easily do when we were manual.

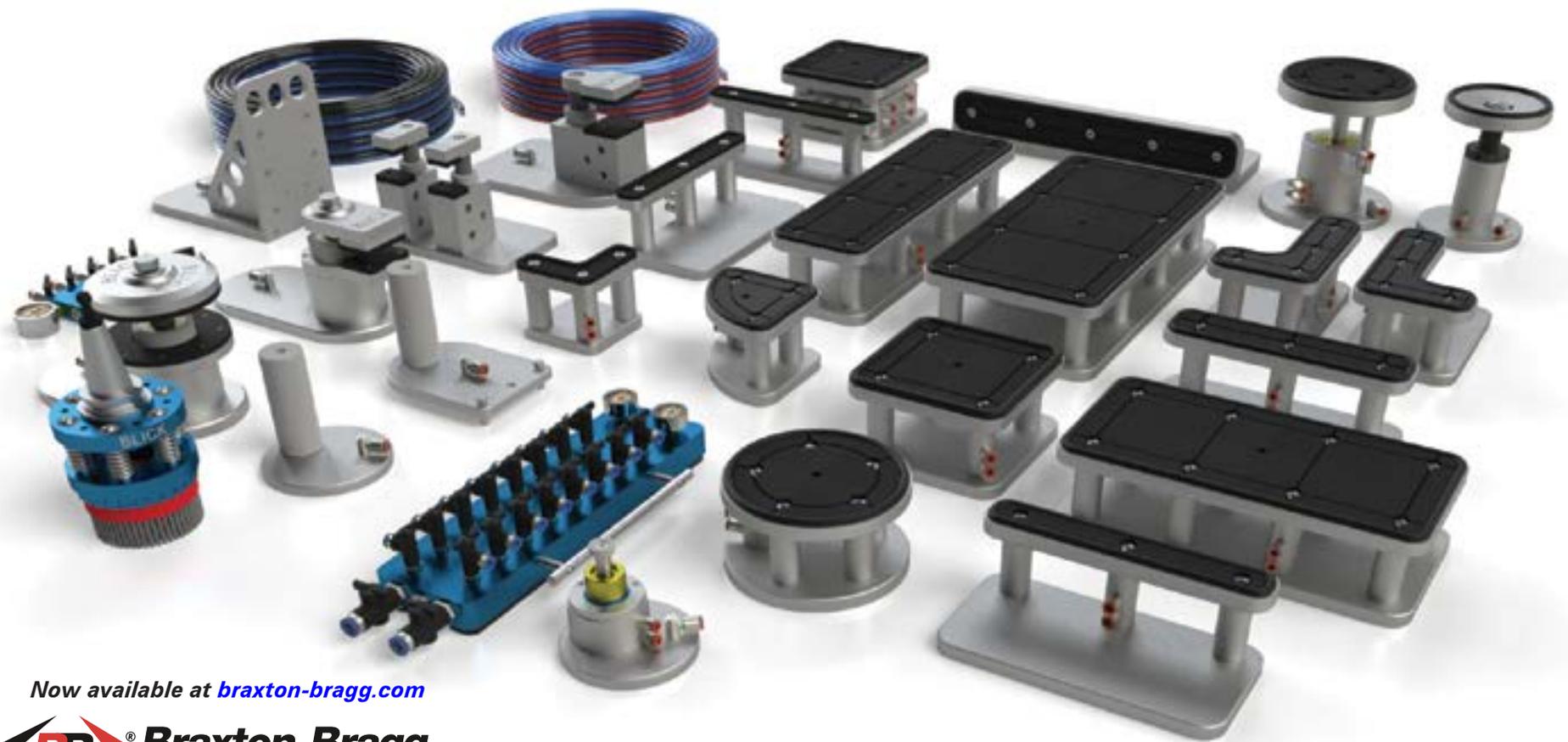


Honed Sea Pearl Quartzite kitchen countertops designed by Lewis Interiors and built by Adams & Beasley Associates.

Please turn to page 7

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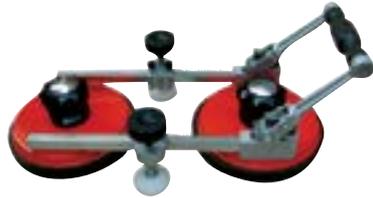
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In This Issue

DEPARTMENTS: Industry Spotlight

United Marble Fabricators: Providing Distinctive and Award-Winning Stone Projects Since 1987, by Peter Marcucci [Begins on 1](#)

Meet St. Henry Granite: The Mega-Crystal Marvel, by Steven Schrenk [Begins on 32](#)

The 2018 Pinnacle Awards [Begins on 13](#)

Creative Stone Worx Owner Robert Foster Receives Patriot Award from ESGR [Begins on 15](#)

John Huarte, University of Notre Dame Alumni, Gives Back [23](#)

Training and Education Sponsored by Braxton-Bragg

What It Takes to Be a "10", by Ed Hill [Begins on 5](#)

Are You Complying With Crane Safety Regs? [11](#)

Industry Topics, Tips and Regulars

Home Shows: Yes or No? by Sharon Koehler [11](#)

The Stone Detective, by Frederick M. Hueston [Begins on 12](#)

Stone Restoration and Maintenance Corner, by Bob Murrell [Begins on 14](#)

Safety First, by Codiak San Herrell [16](#)

Safe Driving 101, by Sam Venable [17](#)

What Have **You** Gained? by Sharon Koehler [20](#)

What Do You Do With **Your** Stone Remnants? by Stephanie Vierra [Begins on 26](#)

Stone and Tile Industry News

Stone Interiors Employee Mark Blanda Jr. Awarded Stone Scholarship [8](#)

Creative Edge Master Shop Sold to Iowa Investor Weaton Capital [12](#)

Alpha Introduces New EZ Leveling Systems for Tile [15](#)

Peter de Kok Receives 2018 Migliore Award for Lifetime Achievement [20](#)

LPI Announces New Version Laser Templater is Fastest Ever [35](#)

Debate on Chinese Quartz Duties/ Tariffs Continues [35](#)

Classifieds and Marketplace [30, 31](#)

"It is important that we know where we come from, because if you do not know where you come from, then you don't know where you are, and if you don't know where you are, then you don't know where you are going. And if you don't know where you are going, you're probably going wrong."

– Sir Terry Pratchett

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2018 Grande Pinnacle Award

Continued from page 1

The luminous nature of the stone allows light to penetrate the thin edges producing a glowing halo effect, hence the title of the sculpture, *Aura*.

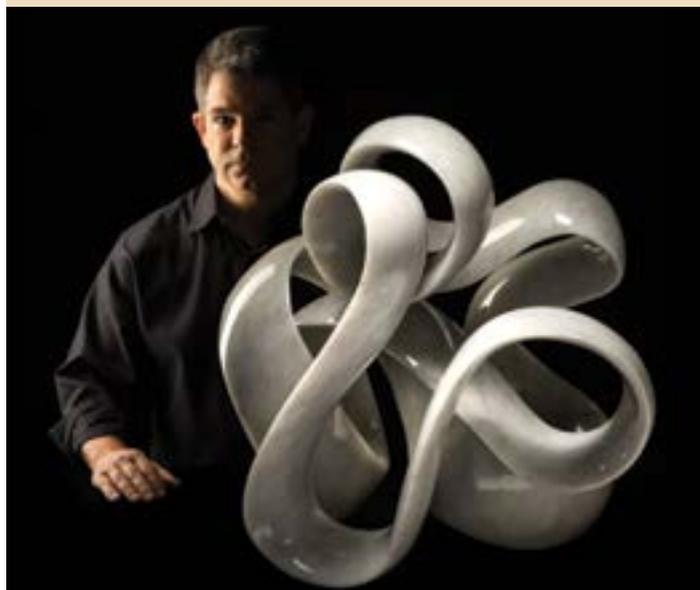
The sixteen month execution of this work began as

a small metal ribbon bent into a pleasing, asymmetrical shape, capable of being displayed and viewed from multiple perspectives, with no defined “base.” Utilizing modern technology, this metal prototype was digitally scanned and refined within a 3D computer

modeling program, and eventually 3D printed to scale in plastic. An Old-World measuring device, the Macchina di Punta, was employed to mark specific points on the model that were transferred to the block, allowing the shape to be copied into the marble by hand, in the tradition of the Old Masters. Hammer and chisel methods eventually had to yield to hand-held, rotary abrasives, as the piece became thinner and more fragile. The entire piece was meticulously hand sanded to achieve the deepest and most spectacular polished finish.

Please turn to page 13 for additional coverage of the 2018 Pinnacle Awards.

Joey Marcella with *Aura*, 2018 Grande Pinnacle winner



TRAINING & EDUCATION

What It Takes to Be a “10”

Clients often ask me, “How are we doing? Are we on track? How do we compare to other companies who have done this?”

Ed Hill
Synchronous Solutions

...There are always opportunities to improve both financial and quality of life metrics for the company and its people. This should be the driving philosophy of the organization.

They are referring to the practice of Synchronous Flow. They ask this upon completion of the initial implementation of the Synchronous Flow principles, when their score on a scale of ten would be about a three. And they continue to ask it as their use of the principles matures over the years. These people understand that Synchronous Flow is all about continuous improvement, so they are always looking for better ways to do business.

They also understand that practicing Synchronous Flow is more a matter of behavioral discipline than just following a set of techniques. It is a new way to do business. It is a new language of operational control. Used most effectively, it can be a transformational journey in the operational performance of a company.

Synchronous Flow is a common sense approach to business management. The process flow is synchronized around a strategically selected Control

Point, and all other functions work to serve that point. The primary metric is throughput (\$T), which is the measure of value added by the company. Planning, scheduling and tracking the business is accomplished daily using \$T as the common metric. Protective buffers of orders-in-process are managed constantly to achieve a smooth flow of information and materials through the system from the sale through the completion of each order. The company uses the information from the various Synchronous Flow reports to identify and address the most advantageous opportunities for continuous improvement.

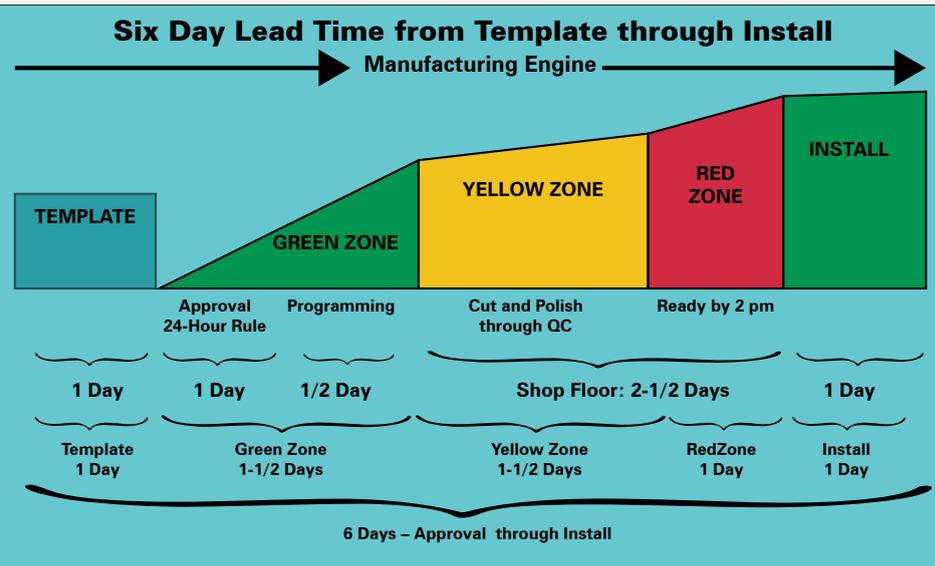
The driving philosophy of the organization should be that there are always

opportunities to improve both financial and quality of life metrics for the company and its people. The degree to which a company practices those principles with diligence and discipline will define the performance of the operational system.

While the basic elements of Synchronous Flow can be implemented in a matter of months, the time frame from the initial introduction to a consistently good level of operational performance will probably be at least one year. It takes that long to instill all the disciplines of the Synchronous Flow business process. Moreover, it takes that long to change the culture of the organization to one that follows the Synchronous Flow principles habitually as the basis for all routine procedures and decision-making. The driving principle of the business should be the capture of every opportunity for continuous improvement toward operational excellence.

To be scored a “10” would require excellence in all the principles of Synchronous Flow.

Please turn to page 8



Synchronous Flow production chart of a stone shop shows optimization of time and scheduling to build maximum efficiency.

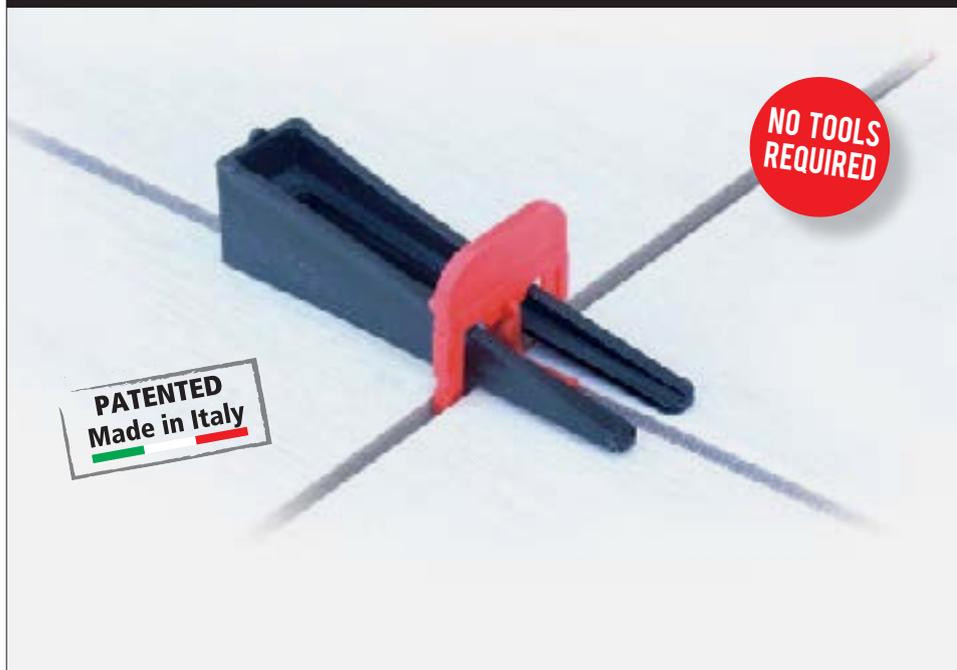
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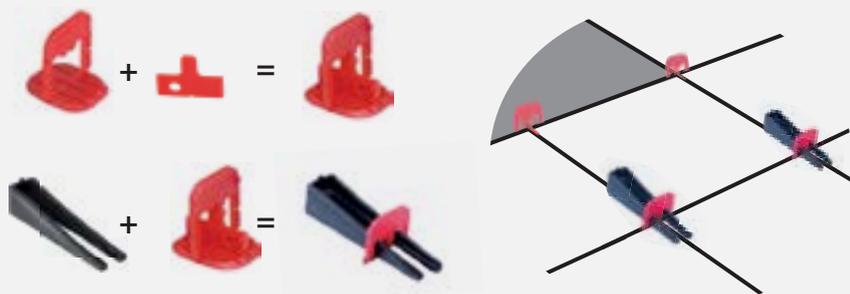
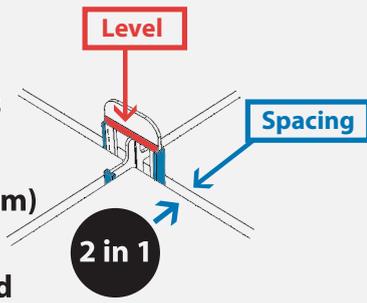
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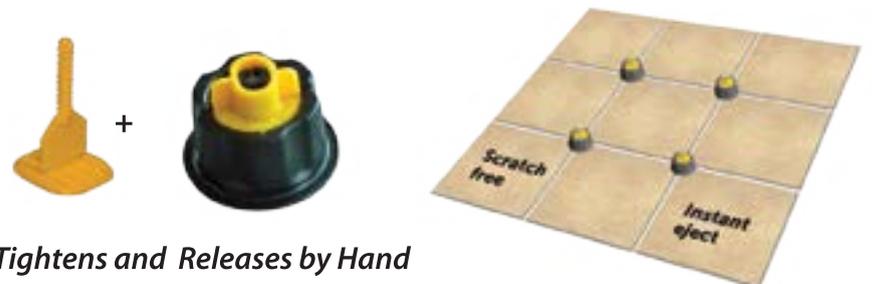
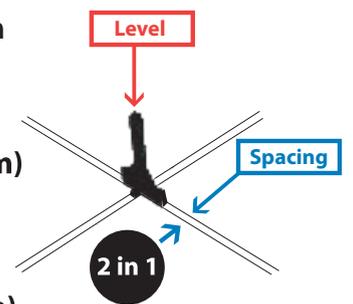
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United Marble Fabricators

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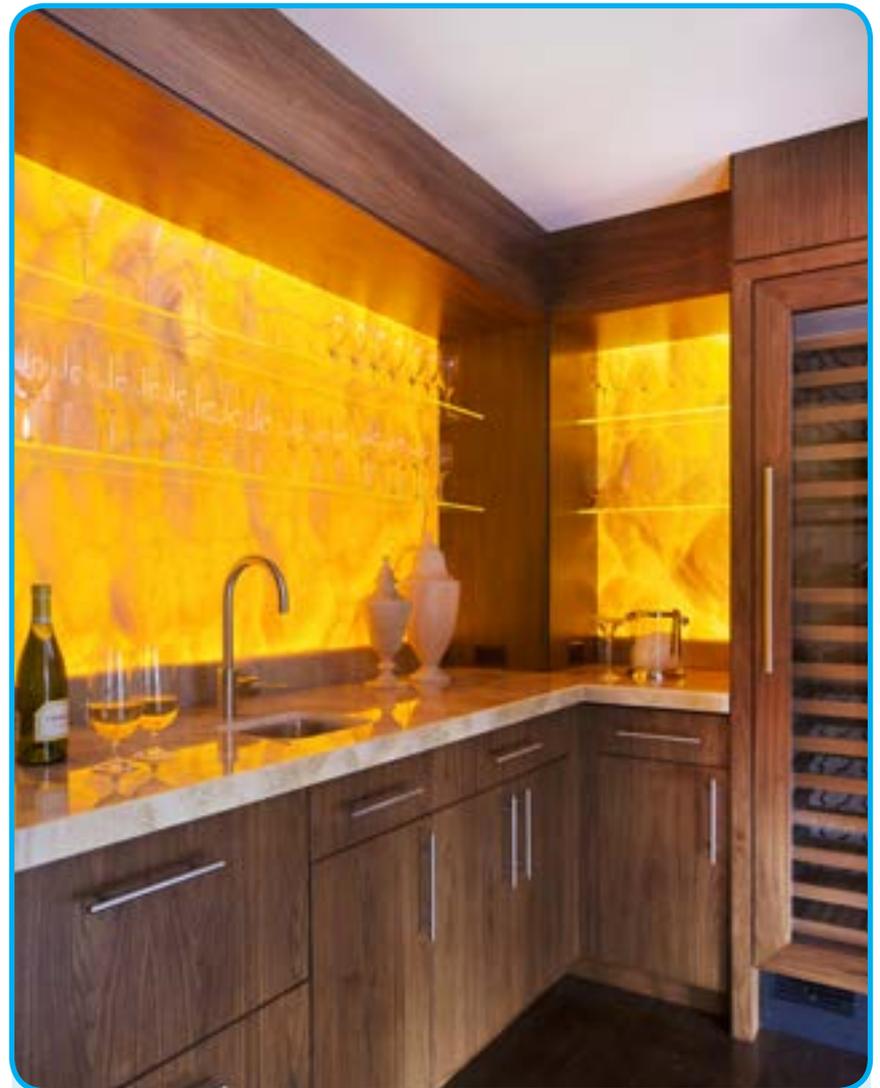
Using technology, we're now able to render and mock-up these projects and give clients options, and then roll with them. Anything that can be imagined, if it can be fabricated in stone, we are able to do it because of technology.

"The greater Boston area is our mainstay, but we also do a lot of work in Cape Cod, Nantucket and Martha's Vineyard, as well as Stowe, Vermont and the lakes region in New Hampshire. What we often find is that most of these clients live out of state; they have their own team, rely on technology for everything, and don't have the time to come to my shop. So if they're selecting their slabs and need a full workup with full renderings, that's how we are going to make that job a reality for them. What we've been able to do is to understand how technology can help us to deepen our niche and be a very high-tech company that's very involved in every step of the process with the customer, even if they are not physically present."

United Marble Fabricators' production consists of 75 percent marble; a staggering percentage compared to most shops that sell that

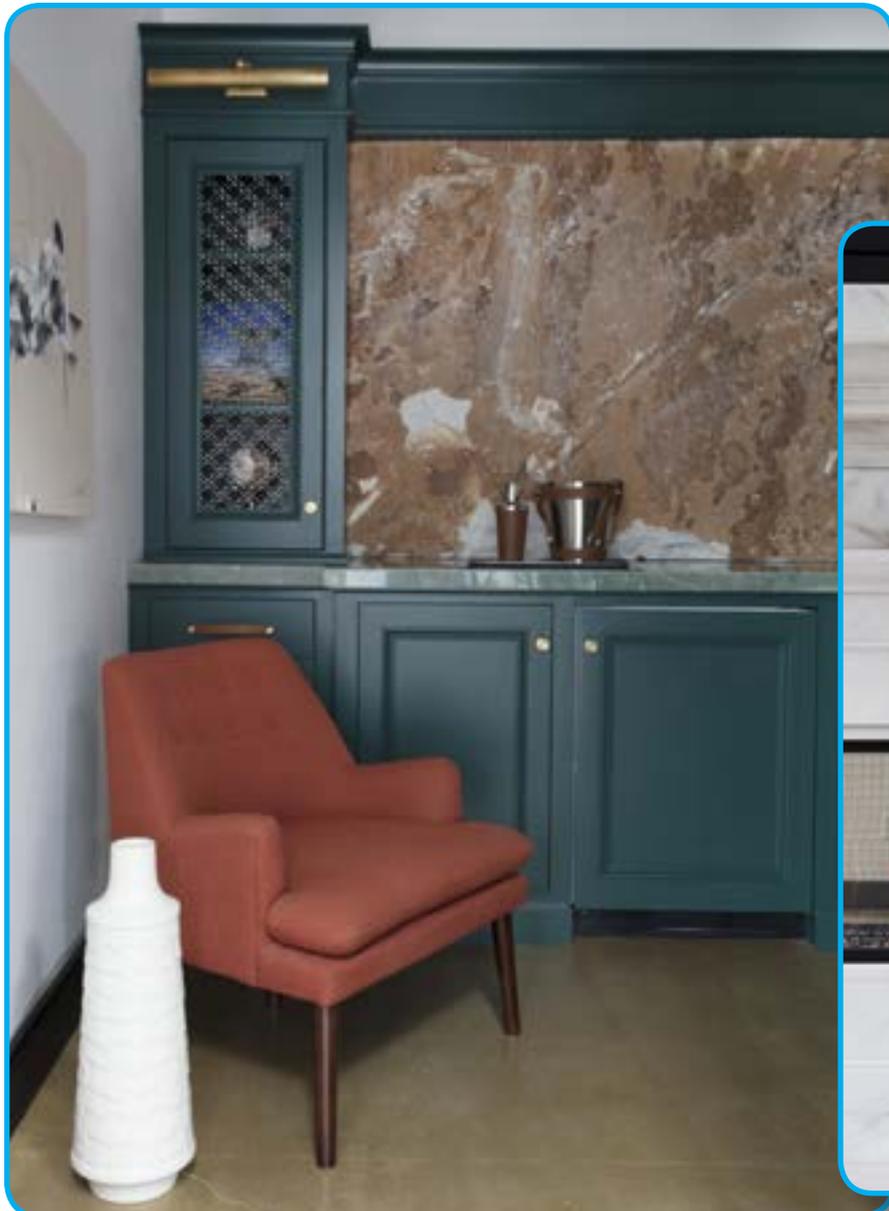
amount just in granite. Importing a lot of marble from Italy, the company also brings in containers of limestone and marble from France and Portugal, and quartzites from Brazil. They also work with a lot of importers and distributors in the U.S., explained Kilfoyle. "It's great for many of our remote clients who live in the New York City area, and don't have time to make a trip up to see our inventory or visit Boston just to see a distributor's slabs. So we are flexible in that respect, and don't have a high pressure environment to sell our own inventory. Sure, it would be great if people only bought our material, but that's impossible. There is so much choice in the world."

Their stone distributors include, but are not limited to, Marble & Granite Incorporated, DiPietro Trading Company, ABC Worldwide Stone and European Granite & Marble. Once slabs are received, they are photographed and stored in Slabsmith, where architects, designers and homeowners can see exactly what is in inventory, and are able to select what they want. Once a job is underway we template with a Prodim Proliner 8CS. Data is then input to AutoCAD where cleanup work, offsets and



This stunning backlit Honey Onyx bar was awarded a 2015 Pinnacle Award of Excellence in the Residential Interior category.

Below and Left: two vignettes from the UMF showroom.



semi-final drawings are rendered. Those drawings are then sent to the client for their approval, so they have full visibility on exactly what they are getting, including dimensions, seams, edges and veining. Once approved, the drawings are put into Alphacam and programmed for cutting on a Sasso K600-XL Extreme 5-axis saw. A Northwood 138EDS CNC then completes shaping and edge profiles. A Sasso K-LUX surface polisher is also employed for honing, polishing or leather texturing. A Water Treatment Solutions recycle system keeps fresh water consumption to a minimum, while multiple jib cranes, strategically placed to move material around the shop, keeps safety to a maximum for the company's eighteen employees, including of six full-time installers, six shop personnel, four in the main office and two designers.

Please turn to page 19

What It Takes to Be a “10”

Continued from page 5

Practice of these principles must be ingrained within the culture of the organization and must be habitual behaviors of its people.

Protective Capacity Planning

The Protective Capacity Plan (PCP) is the primary planning tool in Synchronous Flow. Kept up to date, it will coordinate the three most important elements of a business plan: (1) the projected market demand by product and market segment, (2) the internal operational capacity needed to meet that market demand and (3) the financial goals of the company.

Like a “three-legged stool,” adjusting any of the three will affect the other two. The objective is to balance those three elements of the business plan in order to optimize the realities of the projected business environment.

The PCP also indicates the \$T and Productivity Score goals for the coming months. The Expense Control section indicates the status of the business relative to the desired financial goals and shows the effect of possible actions to bring the business into alignment with those goals.

An excellent Synchronous Flow company would keep the PCP current weekly with updates from sales and operations and would use it as a primary planning tool for the business. The PCP should serve as a “what if” analysis for any possible business scenario. The current status of the PCP is the first report on the agenda for the monthly Focus Meeting.

Finite Capacity Scheduling

The Control Point should be finitely scheduled to the amount of \$T determined necessary to meet the projected market demand and to satisfy the financial goals of the company (from the PCP). The scheduling metric should be Throughput for the business system rather than common efficiency or unit metrics because \$T is reflective of the operational labor content and is directly related to the financial goals of the company.

Each day should be “level-loaded” as closely as possible to the desired \$T in each value stream. Level Loading is a primary principle of Synchronous Flow. It is recognized that a business system has finite (not infinite) capacity and that filling the available capacity to a reasonably consistent standard will achieve much better operational performance than a highly volatile mix of workload day to day. While overtime is an accepted method to address peaks in demand, excessive and constant overtime is recognized as ultimately destructive to the business system.

An excellent Synchronous Flow company would strive to “level-load” each value stream each day based on information from the PCP, and giving consideration to all known issues that would affect the timely process flow of orders.

\$T Tracking

Knowing the amount of \$T required to meet the daily demand at a given financial goal (from the PCP), the business should track the daily and cumulative monthly earning of \$T by product and Control Point Team.

This information, up to date with the previous day’s completions, should be reported at the morning Buffer Meeting. The business system must be structured to take definitive actions just as soon as the business begins to fall behind the cumulative goal in any month. Tracking and responding to the daily and cumulative status of \$T earned relative to the goal will minimize any financial statement surprises at the end of the month.

An excellent Synchronous Flow company would review the \$T Tracking Report, including the previous day’s completions, at each Buffer Meeting. Actions would be taken as soon as any metric is reported as behind the cumulative goal for the month. The report would be emailed daily to all Senior Management and an analysis of the trends would be reported at the monthly Focus Meeting.

Coordinated Release

Control the amount of WIP by issuing (releasing) new orders into the system based on the completion of orders from WIP. This information is summarized daily on the \$T Tracking Report.

The concept is that less WIP is better, which will create a higher velocity of orders through the system.

An excellent Synchronous Flow company would understand that all information and materials for every released order should remain in motion until the order arrives in the Control Point Buffer. This company would understand that the true objective is the smooth flow of orders through the business system from the sale through completion of each order (line water through a pipe). Any stagnant inventory is a clear indication of a bottleneck and would be the target for immediate management action.

Protective Capacity

Maintain and manage the necessary levels of Protective Capacity at all non-constraint functions. The philosophy should be that Protective Capacity is necessary to absorb the normal variability of the business day. The amount of Protective Capacity necessary is a function of the normal variability experienced by the business system and can be posted on the PCP to drive the staffing calculations. Ideally, the operations portion of the business, including all support functions, should operate up to full capacity and with occasional (but not excessive) overtime at the prevailing market demand. Control of the operations for peaks or valleys of demand should be tested using the PCP for the most correct response.

Please turn to page 10

Stone Interiors Employee Mark Blanda Jr. Awarded Stone Scholarship

Stone Interiors, a countertop fabrication company based out of Loxley, Alabama, has been around for over 20 years. And Sales Representative Mark Blanda, Jr. has been with them nearly as long.

Mark has been a member of the Stone Interiors family since he was a kid. He grew up watching his father (who also worked for Stone Interiors) construct monuments, commercial buildings, and just about anything that had to do with granite.

This year, Mark, Jr. won an internal company competition, getting him an all-expenses-paid trip to one of the largest industry conventions in the country. The contest had employees coming up with a creative solution to a challenge that they identified within the business. Mark Jr.’s submission dealt with minimizing equipment downtime by storing backup parts and conducting regular maintenance for key machinery and equipment used in the shop.

Even before he was an official employee, all of Mark’s school



Mark Blanda, Jr., Sales Representative at Stone Interiors

projects had to do with stone and construction. As a senior in high school he started officially working for Stone Interiors, cutting samples and taking care of odd jobs. Since then, Mark has successfully navigated through various positions in the shop and office. He’s had a hand in just about every aspect of the stone business, including fabrication, CAD, and data input.

But Mark says he’s found his

calling in sales. “I love interacting with people, and seeing the space both before and after we beautify it. I take pride in knowing what we’ve accomplished for our customers.”

Thanks to his winning submission, Mark, Jr. will be joining Stone Interiors executives on a trip to Coverings: The Global Tile and Stone Experience in Orlando, Florida, April 2019.

“There are many qualities which we need in order to gain success, but the three above all—for the lack of which no brilliancy and no genius can atone—are Courage, Honesty and Common Sense.”

— Theodore Roosevelt

Want of foresight, unwillingness to act when action would be simple and effective, lack of clear thinking, confusion of counsel until the emergency comes, until self-preservation strikes its jarring gong - these are the features which constitute the endless repetition of history.
 – Winston Churchill

...And It's Not Even Halloween

A Massachusetts business owner doesn't know who broke into her company, but she does know they had to have been pretty strong.

Donna Brewer, owner of Savino Empire Monuments in Pittsfield, tells the *Berkshire Eagle* that someone cut a hole in her front fence one Wednesday morning and made off with a 350-pound granite headstone worth about \$1,700.

She's been in business for 21 years and has never had a headstone stolen.

She says the gray granite piece would have required "two real big strong guys" to carry, plus a truck.

She says it never occurred to her that someone would steal a headstone, so her security cameras don't cover the front display area.

Brewer has asked area headstone engravers and cemeteries to keep an eye out for it.

Police are investigating.

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What it Takes to Be a “10”

A Synchronized System Leads to Success



Continued from page 5

An excellent Synchronous Flow company would understand that Protective Capacity is not excess capacity, but is essential capacity. This company would insist that the operations system should function within the identified parameters of work hours required as indicated on the PCP and would expect a quick response to any significant changes in projected market demand. Flexing the workforce, both up and down, should be a skill-set of management and the business system should be designed to accommodate this flexibility.

Buffer Management

Maintain and manage the Control Point Buffer and all feeding buffers at all times. Assuming a “level load” of \$T each day, Operations Management should constantly manage the “health” of each buffer zone relative to the date and time each order should be in the Control Point Buffer.

Hold Buffer Management meetings at least one time per shift identifying all the issues that have the potential to affect the performance at the Control Point. Responsibility assignments should be made for each issue identified. Follow-up, to assure complete accountability, should be accomplished at the next Buffer Management meeting (or before as necessary). The Buffer Management Log Book should be posted with a clear definition of each threat to healthy buffer status in each zone each day including the projected cause and the assignment of an owner for each issue. The objective of Buffer Management is the assurance that the desired \$T can be earned every day of the month.

An excellent Synchronous Flow company would be driven by the Buffer Management concept in all of operations. This company would understand that having the right product in the right place at the right time is much more important than typical production efficiency metrics. The focus of Operations

Managers should be maintaining the “health” of the buffers rather than just keeping the people busy.

Octane

The relative value of each hour of time at the Control Point is expressed as Octane. It is the measure of effectiveness at the company’s strategically selected point of focus. Any improvement in the performance of the Control Point will flow directly to the bottom line of the company. The daily Octane Report will reveal the true contribution to the organization from each product, customer, market segment, and many other selected areas of focus.

It will also indicate the most costly issues that affect the performance of the organization at the Control Point.

An excellent Synchronous Flow company would analyze the Octane Report weekly to identify and address actions toward any chronic issues affecting the Control Point. The Octane Report would be used to analyze the \$T contribution for each customer, market segment and product line. Chronic issues attributable to any customer should be shared with that customer with the objective of working together to eliminate the causes. Progress reports should be made at the daily Buffer Meetings on any improvement projects underway. A report on Octane trends should be included in the monthly Focus Meeting.

Incentive Systems

Synchronous Flow provides an array of opportunities for employee incentive and profit share systems. Using \$T as the primary metric and calculating the Productivity Score (\$T divided by \$OE), the incentive payouts can be designed to take affect only when the company has earned its desired levels of financial performance. The payout can be linked to any number of performance goals.

An excellent Synchronous Flow company would utilize the Productivity Score as a motivating factor for the workforce and would link incentive payouts to the achievement of performance goals.

Focus Meeting

The Focus Meeting is the point at which all of the elements of

Synchronous Flow come together to form a holistic view of business operations. The objective is the identification of the greatest opportunities to improve company performance and quality of life for its people. The Focus Meeting is held monthly to formally review the status of the company relative to its goals in Net Profit, Lead Time, Customer Service and Continuous Improvement initiatives. At one point and at one time, all strategic and tactical circumstances of the organization should be brought to focus at one meeting, which is attended by the company’s leadership team and members of ownership. The primary objective of the Focus Meeting is to come away with several clearly identified opportunities for significant improvement in business performance and quality of life. The test for effectiveness of the Focus Meeting is the elimination of the issues identified for performance improvement initiatives.

An excellent Synchronous Flow company would use the Focus Meeting as a rally for continuous improvement within the company toward both financial performance and quality of life for all the company’s people. A world class organization is one that thrives on continuous improvement. The attitude of the business leaders should be excitement at the opportunity to address opportunities for performance improvement.

In the final analysis, the answer to the “How are we doing?” question rests with the owners of the organization. Ultimately, the degree to which the business is achieving the

goals of the owners will determine the “score” of the operations system. How the company is doing toward meeting all the goals of the owners is the most important question. That would include excellent financial performance, a good return on the investments and a distinguished quality of life for all the stakeholders of the company. It could also include the chance to build a business of growing value to pass on to the next generation or to sell for retirement income. Or any number of other ownership goals.

The point, as emphasized in *The Goal* by Dr. Eli Goldratt, is every question about business performance should be measured against an established and clearly communicated set of goals. Performance to goals should be the driving focus of daily management. New goals should be set every month at the Focus Meeting with specific assignments to address the most advantageous opportunities. These concepts must be within the culture of the organization and should be a way of life for its people. Once that is consistently the case, the company could earn an excellent performance score.

Ed Hill is President of Synchronous Solutions and is based in Charlotte, North Carolina. He can be reached at EdHill@SynchronousSolutions.com and at 704-560-1536 to identify and address the most advantageous opportunities for continuous improvement.

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“Didn’t you hear? We’ve been acquired by Halloween.”

Home Shows: Yes or No?

A long time ago I worked for a company owned by a man who strongly believed in the “Home Shows” as a great place to get leads and develop business. So every spring and fall we got premier booths at all the local home shows and we went to pitch ourselves.

One season, the man who owned the company was in another state, so he relied on our branch manager to get all this done. The rub was that the branch manager hated the home shows. He thought that they were a waste of time and money so he never went. That probably wasn’t so bad, but after spending two or three days in the booth promoting our business and talking to people, we would come back with a notebook full of leads, and he would grab it and promptly throw it in the trash! He didn’t want to waste any more time, effort or money on “home show foolishness.”

So, who’s right? Obviously they both believe they have valid reasons for their opinion. So, can they both be right? Actually, in this instance, both of them can. It depends on how you treat the home show and the people who are your potential, future customers. If you just throw a table in a

booth and sit in a chair all day, most of your leads, if you get any at all, probably won’t be worth squat. But there are also golden opportunities and leads to be mined at home shows.

There are certain “tricks” to having good home show results and leads. The first thing to do is set up a great, interesting booth. Even if your booth is not in a prime spot, it can still be interesting and eye-catching. Try making it a walk-through booth where people can enter and look and touch your displays. It’s much easier to engage someone in conversation when they are not standing in the crowded, busy aisle.

Get a BIG, colorful banner with your company name on it and display it where everyone can see it. People only retain about 20% of what they hear. They are much more likely to retain it longer if they read it. However, when you introduce yourself, make sure to not only say your name but your company’s name as well. For Example, “Hi, I’m Jake with ABC Stone. What can I help you with today?”

Lots of people go to the home shows for the giveaways. We have all seen this: a table at the front of the booth, layered with giveaway bags, towels, rulers, key chains or whatever else there

Sharon Koehler
Artistic Stone Design

might be. People just walk on by and pick that stuff up and don’t even stop to see what the company is about. Keep your giveaways either on your person (like hang the bags on your arm) or in the back of your booth so they actually have to walk in and check you out to get a freebie.

Be sure to have business cards handy, especially if you are not the person who will call them later to meet with them. If they met you at the show and your name is Jake, but John is actually going to be calling them, be sure to give them John’s card and make them aware that he will be the one touching base with them. If it is going to be you, let them know that, too. If you balk at this idea because nice business cards can be expensive, look into someplace like Vistaprint.com or Gotprint.com. They routinely have great deals. (People who go to a lot of networking events also frequently use these cost-effective resources.)

People have a tendency to think that they don’t have to qualify home show attendees. The fact that they are at the home show sort of prequalifies them automatically. That is not the case at all.



People also attend home shows to find out about windows or floors. Just because someone walks into your booth to look around doesn’t mean they are your stone customer. You need to qualify they stepped into your showroom, shop or store. Who knows, maybe you can turn them into your stone customer, but then again, maybe all they care about is windows or floors. You just won’t know until you take the steps to qualify them.

Treat your booth like your showroom. Keep it clean and organized. Set it up to flow like your showroom does – and no dirty or chipped samples! Keep it free of dust and dirt. (Easier said

than done, I know, but try.) Bring a photo album of pics of previous work and testimonials. If you have any awards or accolades, bring them. Show yourself off.

Home Shows can be expensive to participate in. So why not make the most of it? It’s not about getting hundreds of leads. It’s about getting your business out there in front of qualified, potential future customers who are interested in your product. Ten good leads are better than 100 bad ones. Your Home Show experience is up to you.

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

TRAINING & EDUCATION

Are You Complying With Crane Safety Regs?

U.S. Department of Labor Issues Final Rule on Crane Operator Certification Requirements

IN November 2018, The U.S. Department of Labor’s Occupational Safety and Health Administration (OSHA) published a final rule that clarifies certification requirements for crane operators, and maintains the employer’s duty to ensure that crane operators can safely operate the equipment. The final rule will maintain safety and health protections for workers while reducing compliance burdens.

Under the final rule, employers are required to train operators as needed to perform assigned crane activities, evaluate them, and document successful completion of the evaluations. Employers who have evaluated operators prior to December 9, 2018, will not have to conduct those evaluations again, but will only have to document when those evaluations were completed.

The rule also requires crane operators to be certified or licensed, and receive ongoing training as

necessary to operate new equipment. Operators can be certified based on the crane’s type and capacity, or type only, which ensures that more accredited testing organizations are eligible to meet OSHA’s certification program requirements. The final rule revises a 2010 requirement that crane operator certification must specify the rated lifting capacity of cranes for which the operator is certified. Compliant certifications that were already issued by type and capacity are still acceptable under this



final rule.

The final rule, with the exception of the evaluation and documentation requirements, will become effective on Dec. 9, 2018. The evaluation and documentation requirements became effective on February 7, 2019.

For more information on crane safety and training there are several resources available through www.osha.gov/dcspliances/cranes.html, including fact sheets, safety checklists and more.

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Creative Edge Master Shop Sold to Iowa Investor Weaton Capital



From left: Nate Weaton and Jim Belilove

Creative Edge Master Shop, which was founded by Jim Belilove 30 years ago, has announced a transition of ownership to a chosen buyer, Weaton Capital, which will continue Belilove's legacy and retain operations in Fairfield, Iowa. The sale includes two other divisions of Creative Edge (ToolKeepers and Resilient Flooring) with Belilove remaining as a principal for four years.

"Nate Weaton is a born- and-bred Iowan and Fairfield resident with deep roots in this community," says Belilove. "He plans to be involved in daily operations at our factory. While provided the investment capital, he's not an arms-length investor. Rather, he's a 'roll-up-your-sleeves' investor."

Weaton says that his company's guiding principle is to protect and value the founder's legacy when they invest in a company. "We hung out our shingle because we want to be local, we want to invest in Iowa businesses," he says.

Back in 1988, abrasive-waterjet technology was relatively unknown, used for cutting frozen vegetables and windshields, its artistic potential untapped. Creative Edge pioneered the use of waterjet-technology to create intricate, Renaissance-quality designs for stone and tile flooring. Today Creative Edge is known worldwide for creating more than 10,000 floors and wall murals in hotel lobbies, airports, children's hospitals, churches, and government buildings. Some CEMS high profile, award-winning projects

include the Astronaut Memorial at Kennedy Space Center, visitor's center at West Point and the entryway to Disney World in Florida. Recent award-winning projects include the marble front lobby medallion at the Bellagio Las Vegas; the steel-and-granite "Spotlight on Broadway" sidewalk in Times Square; and the 70,000-square-foot terrazzo floor at Pittsburgh International Airport.

To be noted, Creative Edge is one of the few Iowa companies that exports a made-in-the USA product to other countries, contributing to both the national and local economies. "People often think this level of artistry could only be created overseas with cheaper labor," says Belilove. "But Creative Edge installations are actually a perfect combination of American manufacturing and American design."

Nate Weaton of Weaton Capital feels his new association with CEMS is a perfect fit, like "inserting a square peg in a square hole." Weaton brings a wealth of relevant experience to Creative Edge, with a background of both entrepreneurial ventures and large public-company experiences. "You keep doing what you're doing," he says. "You build on the really great thing, which

The Stone Detective

Frederick M.

The Case of the Popping Slate

IT was one of those rare cold mornings in Florida. OK – so, not as cold as Chicago or the Midwest back at the end of January. But in Florida when it gets below 60 degrees Fahrenheit, that's considered cold! I guess I'll have to wear socks with my flip-flops. (Just kidding – I don't wear flip-flops. They don't go with my fedora.)

It was so cold, the heat came on in my office for the first time EVER. I was starving, in the mood for a hot cup of Joe. So, off I went to visit Flo at the local greasy spoon.

I walked outside and just as I was getting into the ole Woody, my phone rang. "Stone Detective here," I answered, my teeth chattering. The caller had a high-pitched voice sounded like they were doing a cartoon voice impression. I couldn't tell if they were a guy or gal. When a name was mentioned (Chris or Kris?) that didn't help, either. Anyway, the voice was squeaky and difficult to understand, so I listened carefully as the caller described their problem.

I got the picture that the business this person worked for had a slate wall that was getting these odd white blooms on the surface. I asked all the standard questions, such as how old was the wall? How long had the problem existed? Squeaky really didn't have any answers, but suggested that I come take a look at it. I made an appointment to call them back shortly and shivered my way over to the Diner.

The project was in a little town outside of Boston, and the Weather Channel said it was really cold there. So I guessed I

would be shivering even more, as they needed me there ASAP. I made arrangements for an inspection, and asked them to gather as much information for me as possible before I arrived. I got into the ole woody and headed back to the office to chill (literally) and make arrangements for my flight to Iceland, Massachusetts (LOL).

Well, the day came for the big chill. I headed out the door with all my winter gear, wondering if the airline was going to charge me extra for all the coats I was wearing. Have you noticed how they charge for everything, nowadays?

I got to the airport and found my seat on the plane. Once we were in the air I had to use the restroom, so I asked the flight attendant how much it was to use it. She laughed and kiddingly said, "They're not charging... yet." At least I hoped she was kidding.

I arrived in Boston and headed for my rental car. I was hoping they would have it running with the heat on! To my surprise, they did. I put the address in the GPS and off I went. It was cold but the roads were clear. It looked like they had

[Please turn to page 18](#)



in the case of CEMS, are beautiful installations that Jim has created globally. This has impact, and I wouldn't think of changing the brand."

Belilove laughs when he shares the way he pictures the transaction. "I was driving the stagecoach, and then Nate Weaton climbed aboard," he says. "We came to an agreement, and without stopping it or changing how Creative Edge operates, he will now have the reins. It's the same stagecoach and the same direction. I'm now the seasoned sidekick, sitting shotgun."

About Creative Edge Master Shop

Creative Edge Master Shop is the pioneer and world leader in the application of waterjet technology to architectural fabrication. Since its founding in 1988, the company has completed more than 10,000 projects and introduced the world to the remarkable possibilities of waterjet fabrication for architecture and design. Headquartered in Fairfield Iowa, the company has contributed its signature products to a number of landmark architectural projects including O'Hare

International Airport, Astronauts' Memorial at Kennedy Space Center, Federal Reserve Bank in Minnesota, Disneyworld's Magic Kingdom, Pittsburgh International Airport, Lackland Air Force Base, The Bellagio, Caesars Palace, The Cosmopolitan and many other Las Vegas venues, and shopping centers, airports, hotels, casinos, convention centers and prestigious residences throughout the world.

For more information, visit www.creativeedgemastershop.com.



OTHER PROJECT TEAM MEMBERS

Pelli Clarke Pelli Architects
FOX Architects
Architects

- **Euomarble S.r.l.**
- **A. Lacroix et Fils Granit Lte'e**
Stone Fabricators

STONES

Statuario Venato Extra marble
Arabescato Vagli marble
Basaltite Extra Dura basalt
Jet Mist granite

JURORS' COMMENTS

"As good as you can get with a material that is complicated to use. The careful selection and control of this project truly embodies the beauty of Statuario marble and its unparalleled veining."

(•NSI Member Company•)

Commercial Interior

Rugo Stone, LLC

Lorton, Virginia

Stone Consultant/Supplier
/Fabricator/Installer

2000 L Street
Alexander Court
Washington, DC

Alexander Court was an ambitious project merging two existing office buildings into one larger structure, whose combined lobby is now the largest office building lobby in Washington, DC.

Designed by renowned Pelli Clarke Pelli in collaboration with Washington, DC based Fox Architects, the building utilizes 90,000 square feet of stone. Alexander Court offers frontage along four major thoroughfares, including an expansive lobby fronting L and 20th Streets featuring an iconic twelve-story atrium.

The project architect desired to use only the finest Statuario Venato Extra marble for the 15,000 square feet of lobby wall stone. Continuous vein pattern matching on the lobby walls,

some as long as 180 feet, replicate the vein pattern of the quarry wall face. Innovative virtual dry set software allowed the designer to see the actual slabs selected for each wall in true shop drawing elevations. This highly detailed process yielded unprecedented results for the marble's finished appearance.

Beyond the main lobby, the entire project relied on the Statuario and the Basaltite for all the paving and wall surfaces at the sky

lobby, the fitness center, penthouse lobby, and the 16 elevator cabs that feature marble manufactured onto lightweight aluminum honeycomb wall panels. Jet Mist granite paving, steps, and solid planter walls were used for the building entryways.

The public lobby and core bathroom flooring is more minimalist and relies on dense and durable grey/black Basaltite basalt accented with inlaid stainless-steel pavers to provide a

subtle, yet strong foundation for the striking marble wall features. Bathroom vanities are topped with Arabescato Vagli marble.

The lobby desks are all clad in stone as well, and exhibit a complex geometric design.

Alexander Court is receiving high praise from the architectural, commercial development, and commercial leasing communities for its high design, craftsmanship, and tenant amenities.

Please turn to page 25



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4,000 lb. capacity. For fabrication and transportation to the job site. 82" L x 44" W x 58" H *Shown with optional caster kit CK-4 - \$104.40
Model TR-4482

\$1341⁰⁰
was \$1490.00



Heavy Duty Shop Cart
4,000 lb. capacity. For use in your shop and/or warehouse. 54" L x 38" W x 62" H
Model HDSC-48

\$643⁵⁰
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Six Wheeled Fabrication Cart
3,200 lb. capacity. Move anything from full slabs to countertops with an efficient 360 degree turning radius. 48" L x 28" W x 47" H
Model FC-48

\$513⁰⁰
was \$570.00



Heavy Duty Backsplash Cart
3,200 lb. capacity. Built to help move cut backsplash pieces around the shop. 84" L x 42" W x 84" H
Model HDBSC-8472

\$1879²⁰
was \$2088.00



Bundle Rack
6,000 lb. capacity per opening. Store bundles or slabs in your shop or warehouse with this well designed, patented rack! Package 4-W60

\$567⁰⁰
was \$630.00

Stone Restoration and Maintenance Corner

Calculate Your Operational Costs

One of the most common questions I get asked is, "What can I charge, or do I charge for this project?" My response is usually something like, "If you do (this many steps), the price is roughly \$x/step/ square feet (also modified by your location, employee wages, travel costs, and other operating factors). So where does this figure of "\$x/step" come from? Well, for most businesses, the answer is that the figure should come from operational costs plus profit.

For over 30 years now, I have received calls asking how much diamond discs are and what the expected life or square footage is to be expected. These numbers are essential (when comparing one diamond to another), but not really that important in the scheme of operational costs. Don't get me wrong – getting 50,000+ square feet out of a set of expensive metal

Bob Murrell
M3 Technologies
Photos by Bob Murrell

bond concrete diamonds is efficient, for sure. However, when you get down to it and do the math, you come up with a diamond tooling cost factor that, even with many variables, stays relatively consistent.

First, let me apologize in advance for the following mundane math – it's simple, and necessary to quantify these costs. Are you ready? Let's do it!

I have been calculating these numbers through the years and have come up with an average diamond tooling cost factor of between \$.05/ square feet / step and \$.10/ square feet / step.

The math goes something like this: Let's say your M3 Triple Thick resin diamond disc costs you \$15 (that's \$75.00 per set using five discs each grit, under



Diamond tooling costs when using TX set of 5 is approximately \$.05 to \$.10 per step, per square foot.

a 17-inch machine). Let's say you get between 1,000 square feet and 2,000 square feet of life on average from these resin discs, on an average hardness marble. That works out to be $\$75 \div$ (divided by) 1,500 (average, square feet) = \$.05/ square feet /step. Let's say you do three steps (220 grit, 400 grit, and 800 grit), so that is 3 steps x \$.05/ square feet = \$.15/ square feet, for this particular diamond tooling cost example.

So now that we have the floor properly honed (etching and minor scratches removed), it is time to polish, right? So what does the polishing cost factor add to the diamond tooling cost?

These calculations go something like this: If you are using Majestic 5X Gold (which I highly recommend), and you purchase the 45 pound container size (which is the best value per pound price) at \$410, that equates to $\$410/45$ pounds = \$9.11 per pound, on average. You get approximately 200 square feet / pound, to 250 square feet /pound of coverage. We will average that at 225 square feet / pound.

Therefore, $\$9.11 \div$ (divided by) 225 (square feet / pound) = \$.05/ square feet for polishing powder costs.

If blending is acceptable, then no hand tool work for the edges/borders may be necessary. However, in some cases edge work is necessary. This very tedious and hard work will need to be completed before each floor machine grit. In other words, you will have to do 220 grit around the edges, then overlap your floor machine 220 grit to that... then the 400 grit with the hand tool, again followed by the floor machine. You get the picture. About 100 linear feet per hour should be achievable.

Next, you may need to include the impregnation or sealing process costs. Let's say you are using Majestic Low Odor Solvent Based Impregnating Sealer, at a cost of about \$125 per gallon. If, on a medium porous polished stone, you get about 600 square feet to 1,000 square feet per gallon, your average cost is about $\$125 / 800$ square feet = \$.15/ square foot, just for the product. Figure in about

three man hours to apply.

For all of your ancillary material costs, such as Tape & Drape, blue and/ or red tape, contractor's paper, rags, Majestic pH Neutral Cleaner for your rinse water, natural (hog hair) pads, PLP 12,000 grit diamond impregnated pad for clean up after polishing, mop heads, and various other items (like machine maintenance and drive plate replacement), you can add about \$50 per 1,000 square feet, on average.

What about employee costs, gas, inventory, vehicle maintenance, overhead – and of course, profit? For employee costs, let's assume that the above scenario costs are based on approximately an 8-10 hour day to accomplish about 500 square feet to 1,000 square feet per day. Let's average that to 750 square feet/day for a three honing step marble job, plus polish. This will most likely

require two technicians, one experienced and one helper. The experienced technician will get roughly \$25/hour to \$40/hour (depending on industry rates where you're located), and the helper will get \$10 to \$20/ hour. So that is $\$32.50/\text{hour}$ (average) x 9 hours = \$292.50 for the experienced technician, and $\$15 \times 9$ hours = \$135 for the general laborer. The total labor cost is $\$427.50/\text{day}$ for 750 square feet of general marble restoration.

If the project is 35 miles away, of course you have the gas expense (let's call it \$.50/mile for an even number) and travel time to and from the jobsite. Also, if the project is to be sealed, it is best to wait overnight (forced air drying is possible) before impregnating. That would mean an additional trip back to the jobsite. Keep these potential costs in mind.

[Please turn to page 18](#)



Majestic Low Odor Solvent-Based Impregnating Sealer is approximately \$.15 per square foot.



Polishing marble with Majestic 5X Gold costs approximately \$.05 per square foot.

"It's only publishers and some journalists who believe that people want simple things. People are tired of simple things. They want to be challenged."

—Umberto Eco

Creative Stone Worx Owner Robert Foster Receives Patriot Award From ESGR

Creative Stone Worx is a small, bustling, thirteen-year-old fabrication company located in Jacksboro, Tennessee.

In fact, the company is so small, that including its owner, Robert Foster, it consists of just five fabricators. One of those employees, Army National Guard Reserve Airman Clark Woods, has just been called back to active duty for a year-long stay in Poland beginning in March 2019.

So what does an owner



T.J. Johnson, representing ESGR, presents the award to Foster.

who is going to lose one-fifth of his workforce do? Well, for starters, he receives the Patriot award from the ESGR (Employees

Support to Guard Reserves), for going above and beyond for his country and employee Clark Woods.

Please turn to page 24

Alpha Introduces New EZ Leveling Systems for Tile

Alpha Professional Tools® is excited to introduce two new tile leveling systems which not only minimize lippage, but they speed up the installation process saving time and expensive labor costs. The EZ Wedge and EZ Click are next-generation tile leveling which maximize performance and can be installed in tile corners, thus requiring very few pieces to obtain a perfect, lippage-free and professional result.

The patented EZ Wedge is designed to be inserted into a clip (or clip & tab on corners) and tightened by hand, as no pliers are needed. The wedge can then be easily removed and re-used numerous times.

The EZ Click uses base screws with a unique cap, which locks into place, to spin on and off the threads to level the tiles. The patent-pending cap also comes with a proprietary scratch-prevention edge design, that will kick out sand

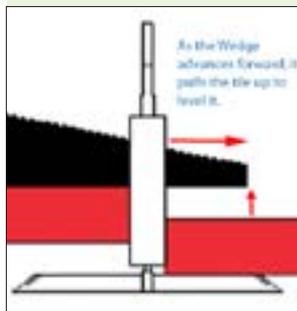
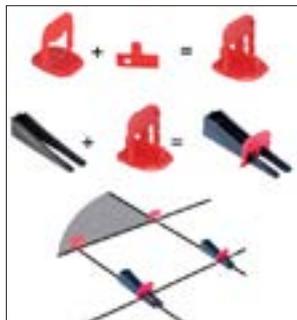
or debris while tightening the cap.

Both systems come with a wide selection of sizes, to accommodate a variety of installations, as well as giving the installer a choice of their preferred method.

Detailed specifications and more information on these systems can be found at www.alpha-tools.com.

Alpha Professional Tools® was founded in 1986 and has become a leading manufacturer of quality tools for professionals in the natural/engineered stone, porcelain, ceramic, glass, construction, marine and automotive industries. Alpha® provides the best products for cutting, drilling, shaping and polishing all types of materials. In addition to providing the best products in the industry, Alpha Professional Tools® offers a variety of services to support their products.

For more information, contact Alpha Professional Tools® at 800-648-7229.

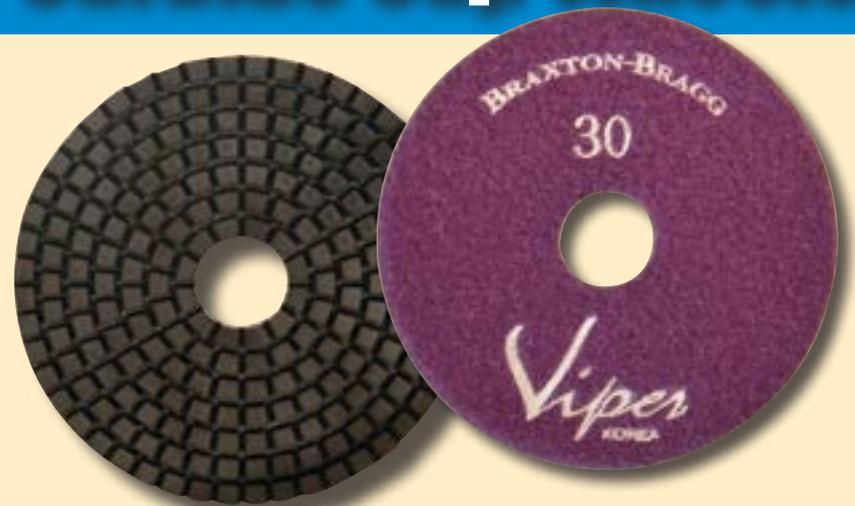


As the wedge advances forward, it pulls the tile up to level it.



A variety of spacer sizes are available to fit your project.

Finally! Eliminate Bouncing & Chipping Caused by Metal or Carbide Cup Wheels



The Viper® 30 Grit **Bites** like a Cup Wheel, **Smooths** like a Polishing Pad.

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.



Item #	Description	MSRP
OUR Price		11051



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Safety First

Codiak San Herrell
Solid Surface Designs

IT had been a normal day in the shop, so far. I was walking back to my work area after lunch, headed toward my helpers when someone ran up to tell me that one of them had degloved their finger between two slabs, narrowly missing getting it crushed, but still peeling some skin off. He had held onto a slab a little too long after the clamp was released.

On the weeks prior to this event, I had prided myself on keeping a decent track record of low recordable accidents under my watch. But instead of getting down on myself, I knew our team needed to learn and grow from this narrow escape.

In after-event analysis, the forklift driver and the slab guider may have been too comfortable with their jobs, underestimating the magnitude of a possible accident. And obviously, the guider's hand shouldn't have still been on the slab. Should we have Instituted the procedure of the

guider announcing "clear" after picking or releasing the clamp? We learned a few important things from this incident: never forget that slabs weigh thousands of pounds. You can never be too careful even doing routine tasks moving a slab. Always follow safety procedures and protocols, check your fall zone, and call "Clear" when releasing a load.

Solid Surface Designs uses the Southwest Missouri Safety Company to help keep up to date with OSHA's rules and regulations. We have an in-house safety/maintenance man, Brad Stanley. We hold a safety meeting once a week to help keep us safety minded. It is a time to bring concerns and ideas to a group, to focus on handling terror-like incidents or natural disaster protocol.

To help with implementing steel toes company wide, we are having a "boot truck" make visits to sell employees nice boots. This plan uses a payroll deduction payment method, worked out



Two ideas to promote safety in the shop: A handy storage space and easy access for eye protection for visitors; a lock out tag for cranes and hoists.



with our company. We are also advocate of the common "lock out tag out." As well as seat belts and safety glasses. Safety glasses being many managers or safety committee's main headache. We found that after being diligent and reminding employees continuously does pay off and workers will start humoring you.

As for customers and visitors, we have safety glasses stationed next to the door coming from front office to shop, also from the showroom to shop. The customer safety glasses are also a different style of glasses than employees wear to prevent over circulation.

We are constantly doing air sample testing to monitor silica levels to prevent serious illness.

Let's face it, safety is always going to be a major topic in any business. Easily preventable injuries that are not prevented can put a dent into a company's bottom line. A team can institute a book full of rules and policies, but without constant awareness and enforcement, your record for non-recordable accidents will never reach as many days (without an incident) as you want it to. And even if you achieve a good safety record, you cannot let yourself become complacent about the

Enforcing mandatory hearing protection and eye protection for all shop personnel is not easy. Getting fabricators to comply with wearing safety gear is a problem that all shops share.



importance of constant personal safety vigilance for yourself and your peers, or dismiss the risk of working with and moving heavy materials.

Codiak San Herrell is a native of Aurora, Missouri. He is Warehouse Supervisor with Solid Surface Designs, where he serves on their safety and LEAN committee. Codiak is CPR/AED certified and currently working on other certifications.



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Safe Driving 101

I have just learned some excellent advice for wet-weather driving emergencies. It works for rain or snow.

This tip comes from Campbell Countian Ray Penn. Years ago, he made a discovery that not only involves safe motoring, but also spiffy dressing. If that's not the epitome of multitasking, I'll eat a dipstick along with my hat.

It occurred during the days of Ray's doctoral studies at Northwestern University. (At this point he broke into the NWU fight song, gleefully chanted during athletic events whenever "the other" school scores, which is often: "Hey, hey, that's OK; you will work for us some day!") How weird. You never hear anything like that during games at Tennessee, at least not from Vol faithful. But I digress.)

On weekends, Ray would pilot his Chevette from the NWU campus in Evanston, Illinois, to his tiny (population 450) hometown in central Illinois. After visiting his folks and doing laundry, he'd head back to school.

"I always took the toll road around Chicago," he said. "It's a multiple-lane road, and I usually drove in the middle lane."

Ray continued as only a novelist would appreciate: "It was a dark and stormy night, rain pelting



my windshield like a sandblaster. Suddenly, to my panic, both wiper blades fell off at the same time!"

Misfortune like this is bad enough when it happens to a single blade. To have it occur in stereo is off-the-charts bizarre.

Ray's vision instantly was reduced to zero. Yet he knew he had to get off the road to assess the situation. He turned on his right blinker and crept over, inch by inch, fervently praying nobody was passing on the right. Finally, he reached safety.

"Still hyperventilating, I tried to figure out how to replace those blades," he said.

"Somehow, my eyes fell to my laundry basket. On top were two pairs of black,

Sam Venable
Department of Irony

knee-length socks. Braving the deluge, I put one on top of the other on each wiper arm. To my surprise and relief, they did the trick until I was able to find a service station.

"Ever since then, my travel motto has been 'Long black dress socks. Never leave home without them.'"

(Hint to fellow UT alums: A 12-pack of Wally World white crews oughta work just as well on our pickup trucks.)

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

"Criticism may not be agreeable, but it is necessary. It fulfills the same function as pain in the human body. It calls attention to an unhealthy state of things."
Winston Churchill

Is Your Real Name Clark Kent?

A reporter who helped police catch a robbery suspect followed up with another good deed by finding an 89-year-old suburban Detroit woman with dementia who had wandered away from home in sub-freezing temperatures.

WWJ reporter Mike Campbell was covering Barbara Kasler's disappearance when he spotted her one Wednesday morning in her pajamas and slippers along a street in

Shelby Township. Campbell took Kasler into his vehicle and cranked up the heat until police arrived. She was taken to a hospital for observation.

Campbell says he was just "in the right place at the right time," but police tweeted that "We owe you lunch!"

Not long before, Campbell helped police apprehend a man suspected of looting a fire-damaged shopping center in the Detroit suburb of Warren.

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Stone Restoration and Maintenance Corner

Continued from page 14

So let's add it all up and take a look:

Diamond tooling = \$.15 sq. ft. x 750 sq. ft. = \$112.50

5X Gold Powder = \$.05 x 750 sq. ft. = \$37.50

Ancillary costs = about \$37.50

Wages = \$427.50

Mileage = \$35.00

Optional impregnation = \$.15 (impregnator cost) x 750 sq. ft. = \$112.50,

Plus 3 man hours at \$15

(general) and another \$35 for mileage = \$192.50

Total materials plus labor cost = \$824.50

At \$.50 to \$1.00 (average to \$0.75) per step, per square foot that would be 750 sq. ft. x 5 steps, including impregnation, or \$3.75 x 750 = \$2,812.50. Subtracting your approximate materials costs from that: \$2,812.50 - \$824.50 = \$1,988.00 (profit).

Remember, even after you have paid yourself, you are providing the building or facility, utilities, phone and internet services, insurance and licensing, truck, machines and equipment, products, doing the training of the employees, selling, absorbing any call backs, and whatever else comes along.

So you see, that \$1,988 gets whittled down very quickly. This is merely an example using

best-case scenario numbers, but it should give you something to start with. There is money to be made in the restoration business, but like anything else, it takes money to make money.

Another suggestion I can give you is to invest in an ISSA Cleaning Times manual. This handy little guide will give expected times for stripping, general cleaning, dilution rates, and conversion charts. Trust me, you need this manual. Go to www.issa.com to order one. They used to be about \$10 back when I got mine. They may be a little more now, but they are worth the investment.

As always, I recommend submitting a test area to confirm both the results and the procedure prior to starting a stone or hard surface restoration or maintenance project. Also, the best way to help ensure success is by partnering with a good distributor that knows the business. They can help with technical support, product purchase decisions, logistics, and other pertinent project information.

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.



Don't forget to figure in for some consumable accessories like tape and drape, rags, paper towels, pads, and other required products.

Stone Detective

The Case of the Popping Slate

Continued from page 12

pushed all the icebergs to the side of the road.

I arrived at the office building, parked my car, and when I got out, I could hardly see for the fog my breath was putting out. That's cold, folks, especially for this Florida Boy.

I entered the building lobby and Squeaky was waiting for me. Squeaky was a slightly-built man and when he spoke I thought he was imitating Mickey Mouse. No offense to all you Disney fans, but that's what he sounded like to me.

He introduced himself and took me right over to a partition on the wall that was clad in slate. It was a small wall about four feet high and maybe 10 feet wide. As I walked closer I immediately noticed that there were numerous spalls with a white haze to them. Normally, when you see this condition you would suspect a moisture problem. However, this wall was in the middle of the room, so it wasn't an exterior wall, or a wall containing any plumbing.

I pulled out my moisture meter to see if the wall was wet, and it was dry as the Sahara. (Not the casino, but the desert.) Now I was scratching my head. I thought I was going to have to pull a tile off the wall or take a sample to send out for lab analysis, but I thought I would investigate a little more.

By this time the building's engineer had come by, and he appeared to know more than Mickey did. He told me that the wall was about 10 years old, and they first noticed the problem about six months ago. That's odd, I thought. I asked him if there had been any extreme temperature or humidity changes in that period. He snorted a laugh, rolled his eyes and said, "Not that I know of. It shouldn't - our entire HVAC system is computerized. But if you really want to, we can look at the old data."

"Great. Let's take a look," I said. Well, to make a long story short, I discovered there was a two-week period where the air conditioning had failed, and the humidity level skyrocketed. BINGO, we have a huge clue!

Now I knew where the moisture was coming from: it's called *humidity*. Apparently, moisture had accumulated on the slate surface.



Spalling is not normally associated with interior stone installation, but crank up the humidity high enough and you will get condensation. This case is a rare example of what can happen on unsealed, unprotected stone.

It penetrated into the slate and caused several areas within the slate to break down and spall. This is a typical problem with certain slates when exposed to moisture.

I told him those spots could be removed and filled, and the spalling shouldn't come back as long as the HVAC system is working.

Another baffling case solved - this was worth a trip to the frozen North. I'll thaw out, eventually!

The Stone Detective is a fictional character created by Dr. Frederick M. Hueston, PhD, written to entertain and educate. 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.

"Appalling hubris is the stock-in-trade of the political class."

James Fenimore Cooper, 1838

United Marble Fabricators

Continued from page 7

Whetting Customer Appetites While Educating

“We’ve been at this location since 1994 and completed a shop expansion in 2007 to add shop space to the back of our building,” continued Kilfoyle. “At that time, our showroom was the least attractive part of the company, and it was getting to the point where just samples on the wall were not much to look at. So in 2014 we decided that we were going to redo our entire showroom and office area and design a space that felt like the interior of a house. We would display a kitchen, a bathroom and some pretty magnificent living spaces where someone would feel as if having entered a beautiful home, and where our entire team could work in comfortable and beautiful surroundings.

“Working with Jason LaGorga of DesignCrossover Architecture, we were able to take our building that was built in the 1930s, and peel away all of the layers that people had added through the years. What we ended up with were these really cool exposed trusses and 12-foot ceilings. We added skylights and a glass facade entry that brought in tons and tons of natural light. Again, we didn’t want a typical showroom that was just a storefront. We wanted an immersive environment where clients could come and get a real sense of our capabilities and what we can do with natural stone, and then put their own design spin on it. We wanted to showcase what we can

do in the most impressive way that we could to get the creativity flowing, especially for the homeowners and interior designers. By creating these spaces that have bookmatched walls and a big, commanding fireplace, we are really able to show how far you can go. Everything was designed in-house and was completed in 2016, and it’s been absolutely huge for us. Clients come in, feel comfortable and know that we know what we are doing. Our designers work directly with the end users who have an idea or a concept, diving into the materials to arrive at what they actually want. There’s a tremendous number of people who come in with an interior designer, and in those circumstances we play a more supporting role.

“Then there’s client education. In the last few years as quartzites have scooped up such a big portion of the market, there is so much misinformation surrounding those materials that we’ve needed to re-educate people. They come in with some preconceptions saying, ‘I don’t want to use marble. I want to use a quartzite,’ because of something they’ve seen or heard. We do a ton of marble kitchens, and the misinformation is a big hurdle for a lot of people. There’s a lot of information out there that says not to use marble in a kitchen, or you’ll regret it. So, yeah, there’s a tremendous amount of education done here, and because today’s clients have done their own research and they are looking to have all that information validated, we need to know our stuff.”

Please turn to page 22

United Marble Fabricators was awarded the 2016 Kitchen of the Year for this project. One focal point of the room is this beautiful, flowing expanse of marble backsplash.



What Have You Gained?

The AMA (American Medical Association) and the CDC (Center for Disease Control) plus countless others have been saying for years that adult Americans are growing (no pun intended) on the overweight and obesity scales. Over 40 percent of adult Americans fall into the overweight or obese categories, and we show no signs of reversing this trend. Even New York tried to weigh in (pun intended) on the epidemic by trying to ban those large sodas. Remember that? It wasn't that long ago. And it is not a laughing matter.

Think about it. Back in the day, we had to work a lot harder and be a lot more physical to get things done. If you wanted to talk to a co-worker you had to get up and walk over to them. These days you just sit at your desk and send a text or an e-mail. Business meetings were held somewhere that you physically had to walk to. Now it's Facetime, Skype, emails and texts – no physical effort involved. Moms don't chase kids anymore. They drop them at a sitter or daycare and go to a desk and sit all day. Housework was the same. Washed clothes had to be lugged outside and hung on a line. Now, we just shove wet clothes in a dryer. Vacuuming could offer some physical exercise, but nowadays we have automatic vacuum cleaners. You program it and while you are at work, it vacuums for you. We don't have to grocery shop anymore. No more walking up and down the aisles looking for deals. You can conveniently just sit at your computer and order. Then you either drive to the store where they load it into your car for you, or they can even deliver it to your house – whichever you prefer.

Sharon Koehler
Artistic Stone Design

Don't have the energy to walk your dog? Call Wag or Rover. Don't want to wash your car? Run it through a car wash, or call a mobile detailer.

Food back in the day was fresh and just plain healthier. There were very few prepackaged meals with all the nitrates and preservatives. Don't want to cook or microwave anything? No worries, just order from Uber Eats or Grubhub. Kids used to play outside when they got home and on the weekends. Now, it's video games taking the place of making up games and outdoor fun with their peers.

Granted, with all these wonderful, modern advances we are more productive, but we are also gaining weight. I used to work at a big box hardware store. When I was a floor associate, I got plenty of walking exercise, and everything was good. When I started getting promotions and moving up, I started spending more time at a desk. I started gaining weight. I was younger then, and didn't pay much attention. I wish I had, because now I am finding it dang near impossible to get it back off! Being overweight can increase your chances of diabetes, heart disease, stroke, liver disease and many other ailments.

So, if you are like me and work in the world of desk jockeys, what can you do? The first and most obvious answer is of course – GO TO THE GYM. Don't just join the gym but actually go. Have no fear: if a gym membership isn't plausible, there are things you can do to help yourself out.

One thing you can do is get a fitness tracker (like a Fitbit). I have one and I have set it for 30

minutes of inactivity. When it detects no physical activity for 30 minutes it vibrates on my wrist. That is my cue to get up and walk around, even if it is just down the hall or out to the back. Most can be set to your preference, whether it's a 30-minute, 60-minute, or 90-minute alert. They also keep track of your steps. Ten-Thousand (10,000) steps a day is recommended, but you can work up to it. You can start at say 3,000 and gradually increase over time to 10,000, and more.

There are also exercises that you can actually do at your desk. Leg exercises are great at your desk. Sit in your chair and raise one leg out straight. Hold for 5 seconds. Then lift it up as high as you can and hold for 5 seconds. Do each leg 15 times. You can also try chair squats. Sit tall in your chair. Extend your arms out in front of you. Stand up – keeping your arms straight out in front of you. Reverse the process and sit down. Do this 15 times. (A note of caution before you do any chair exercises – If your chair has wheels, either put the brakes on or anchor it up against your desk or a wall.)

Stretches are also great at your desk. Is your neck feeling stiff? Put your hands by your sides, palms in. Raise them up to shoulder height palms down. Bow your head and roll your head around in a circle 10 times clockwise and 10 times counter clockwise. There are stretches for all parts of your body that can be done at your desk.

There are other things you can do when you have a desk job. Talk a walk at lunch (weather permitting); get an ergonomically correct ball chair or a desk that will let you stand up part of the time. If you Google desk exercises you will see hundreds of different things you can do to help you stay out of the desk jockey weight gain trap. The point is, take advantage of technology and all the information available at your fingertips. Our innovations and inventions should help us live better lives, not make us sick.

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

Peter de Kok Receives 2018 Migliore Award for Lifetime Achievement

Peter de Kok (founder of GranQuartz) is the recipient of the 2018 Migliore Award for Lifetime Achievement. As one of the Marble Institute of America's earliest members and a long-time member of the Building Stone Institute, it is highly symbolic that de Kok becomes the first recipient of this award since the merger of the two associations.



Mr. Peter de Kok, recipient of the 2018 Migliore Award for Lifetime Achievement

Peter de Kok's career in the natural stone industry began in the 1950s with his father, Theo, importing Impala granite from South Africa to Europe and North America. That eventually expanded into the introduction of numerous other stones into these markets. It was at this time that Peter had the good fortune of interning with Deutsche Steinindustrie AG, providing him an opportunity to experience first-hand the stone technologies being developed in Europe.

Peter would later be instrumental in getting little known stones specified for high profile projects in iconic North American cities. New and exciting natural stone colors were being discovered by the building trade and producers of monuments, but stone in the kitchen countertop business was yet to come.

Peter launched GranQuartz Trading, Inc. in mid-1970 in Atlanta, Georgia, and began introducing new machining technologies. A new factory would then begin developing efficient diamond tools to affix to these machines. The stone workshop would become a faster, cleaner, and healthier place to work, giving the industry a more positive image for future job seekers.

It was also at this time that Peter began a long-term commitment to multiple stone associations, predominately the Marble Institute of America and Building Stone Institute. He was constantly looking for opportunities to innovate the quarry segment. In 1986, there

were no trade shows yet in North America for showing large capital equipment. If a buyer wanted to see the new technology, it required travel to Europe in order to witness the advantages of the new trends.

Peter provided substantial support for the creation of StonExpo and later served multiple terms on the StonExpo Federation.

De Kok's support of multiple industry initiatives during this decade, including a five year term on MIA's board of directors, is impressive. Since his semi-retirement in 2012, he has been a constant advocate for the supplier community, the need for better industry data, advancement of the Women in Stone program, and the call for an industry check-off program.

When asked why it has been so important to give back to the industry, de Kok replied: "The industry was very good to me, so it seems reasonable to me to try and support the associations in any way possible to help them and the industry grow. To be honored by my peers in this way gives me tremendous pleasure. I am proud to have played a small part in the industry."

To learn more, please visit www.naturalstoneinstitute.org/migliore.

"People crushed by laws have no hope but to evade power. If the laws are their enemies, they will be enemies to the law; and those who have most to hope and nothing to lose will always be dangerous."

— Edmund Burke, Irish Statesman 1729–1797

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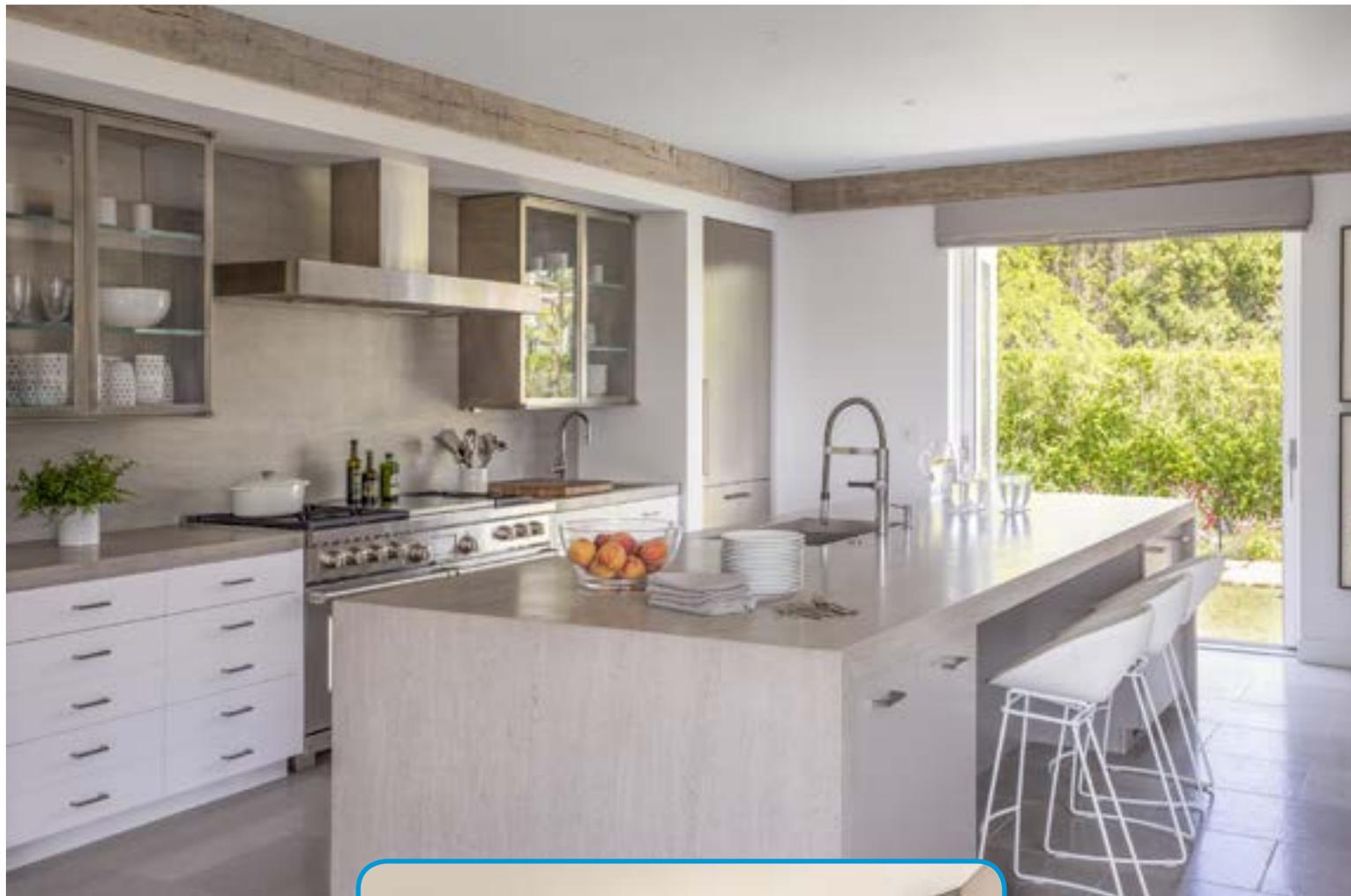
Continued from page 19

United Marble Fabricators is a member of the Natural Stone Institute (NSI), and the Stone Fabricators Alliance (SFA). Both organizations, according to Kilfoyle, are a great resource aid in educating clients.”

Defining a Future and Who They Are

“Success really boils down to what your end game is,” continued Kilfoyle. “What’s your purpose? Why are you doing this? I think what we have here is this real kind of growth mindset that is deeply-rooted; we want to be pushing those boundaries of what’s next and presenting solutions and asking how do we overcome obstacles with natural stone? It’s that sort of attitude that this company has, taking on projects that other companies won’t or can’t or don’t want to. This is the heart and soul of this company and it comes from our people who have created that culture, and their willingness to sometimes take a second look at things and think, ‘We can definitely do that in stone.’”

“We would not be in business without the people we have on our team. We must be the most fortunate company in the industry to still have people who have been with us through all of it. We run a very lean team, and the only way we can have a lean team is because we have a very capable team who work well together. Qualified people can go anywhere



they want to, and it says a lot about the quality and integrity of our people that they’ve stayed with us for so long. They’ve built the company, and they’re the ones who asked how high do we jump when we decided to go fully digital. They are passionate, they are really involved and engaged and like to show off what they do, whether it’s design or fabrication or installation. To be able to stand back and look at a finished product and think, ‘I helped build that’ is the single reason that got me into this industry. There’s something about coming to work, grabbing a slab of stone, and turning it into something, and where at the



Custom kitchen and bath for residential customer features Tao Grey brushed limestone counters and large format floor tiles in the master bath.

modern era. I see a lot of growth opportunity that is based in automation. Let’s face it, if you don’t automate as much as you can to create efficiencies where you can, your time here is limited.”

As for John Kilfoyle’s father, Tom Kilfoyle is 67 years old and still very active with the company, working every day with the shop and field crews. According to John, his knowledge cannot be replaced or replicated, and he’s still an incredible resource that will take on any challenge, any time.

Past honors for United Marble Fabricators include two Natural Stone Institute Pinnacle Awards. The first in 2015 was for Excellence in the Residential Category ([See photo page 7](#)) and the second was in 2016 for Kitchen of The Year ([page 19](#)).

For more information visit www.unitedmarble.com.



end of the day you can say, ‘Man, we did good!’ You don’t get that in a lot of industries, and it’s contagious throughout the shop when it happens.

“Moving forward, our goal is to not be known as solely a stone fabricator. We want to be a full circle company that’s involved in the entire lifecycle of stone, whether it is importing unique

inventory, fabrication, installation, maintenance or restoration. What we are endeavoring to build is a natural stone company that has developed competency in every phase of the natural stone product cycle. What that involves is a whole lot of growth, education and learning. We’ve done well at taking the baseline that my father built and bringing it into the

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John Huarte, University of Notre Dame Alumni, Gives Back

If you've heard of Arizona Tile's founder, John Huarte, you probably know a little of his history with the University of Notre Dame, where he helped revive the Fighting Irish football team as its star quarterback in 1964.

It is no secret that Huarte has strong and lasting ties with his alma mater. The shared legacy between John and the University of Notre Dame is one that is so profound, it can still be felt by many, years after the glorious comeback of the 1964 Fighting Irish football team. Though his Heisman-winning battle to bring the University's losing football team to victory was fought long ago, his devotion to the University remains true.

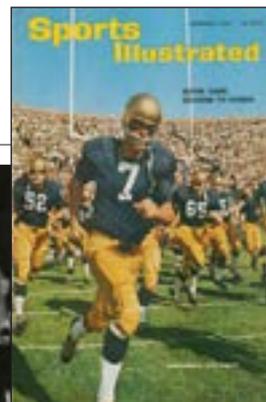
In November 2018, John along with his wife Eileen, had the opportunity to give back to Notre Dame via a gracious donation of



Arizona Tile Founder John Huarte receives the 1964 Heisman Trophy as quarterback of the Notre Dame Fighting Irish

\$1 million, intended to establish an endowment for grants in aid to student-athletes. Though generous, the gesture is a small way for a grateful graduate to give back to the school that gave him so much. Growing up in a sports-loving

family on his father's citrus farm, John's appreciation for Notre Dame began at a mere 12 years of age. Listening to Notre Dame radio at the time only heightened his admiration for the University. When his older brother decided to



enroll he decided that he too would follow suit.

Once enrolled at the University, John joined the football team but did not see much playing time. However, upon completion of his first few years and more notably, as a member of the

Huarte on the cover of the Nov. 1964 Sports Illustrated

unsuccessful football team, John suffered an injury to his shoulder that would have likely cost him his entire football career. Had he opted for surgery, as was recommended by three different doctors, the fate of John and his beloved team would have most certainly been altered.

During his senior year, however, at the recommendation of one more doctor and urged by first-year coach, Ara Parseghian, John decided against surgery, allowing his shoulder to rest instead. This decision bought him time to regain strength and return to the football field, heralding a flurry of victories.

Giving Back

With the help of his strategically "mined" team, John and Ara led the Fighting Irish to an impressive 9-1 season. At a crossroads where the course of his life could have changed, John found unwavering support and sound advice. The ripple effect of such advice led him to win coveted awards, play on more than five professional football teams, and grow his most beloved prize to date: his family. Now more than 54 years later, the gracious alumni has found the opportunity to give back.

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Creative Stone Worx Owner Robert Foster Receives Patriot Award From ESGR

Continued from page 15

“Clark is one of my men who knows how to do everything, and his absence will definitely push us back a bit, but it is worth it in the end,” explained Foster. “He has been deployed before, and when he is again, we’ll just go from there. It will affect our workflow for a short while, but by the time everybody pitches in we will pick right back up. As for his family and the year that he’s gone, I will keep in touch with his wife, Kayla, for anything that his family needs. Needless to say, upon his return, Clark will always have a job here.”

To clarify, the ESGR is an organization that works to mitigate and enhance relationships between business owners and veterans or military personnel. Most are reservists. Representing the ESGR and presenting the

Patriot Award to Foster was Todd Johnson. Johnson was an active duty member of the U.S. Navy for twenty-four years, and is now retired and works for Braxton-Bragg’s sales department while simultaneously training all branches of military service members and their employers about the ESGR and USERRA (the Uniformed Services Employment and Reemployment Rights Act).

“What we do is to educate both service members and their employers in regard to the USERRA Act,” explains Johnson, “and spell out their rights and responsibilities. Depending on how long they’re gone, we spend most of our time with the employer’s human resources department by educating them on what a service member should be receiving while they are deployed, and their entitlements when they return. Nine times out of ten, when we educate, there is never a problem,



All the team members at Creative Stone Worx understand they will have to take up the slack while Clark is deployed. “We are a family first and foremost. That’s just the way we do things,” said Foster.

and when there is, we have procedures in place to help mitigate it as fast as possible to get the service member back to work.

“What we did in this case, because Airman, Clark Woods has been deployed and left his job before, and Creative Stone Worx is such a small company, is to present Robert Foster with the Patriot Award on behalf of the ESGR and in recognition for the Army National Guard Reserves. Airman Clark is doing more than most by serving his country, his community and his family, and for Robert Foster to see that value

Below: Clark applies a hand-finished touch to a custom-length countertop.



and to have him as an employee is unbelievable and so deserving of the Patriot Award.”

The entire staff at Braxton-Bragg wishes to thank Clark Woods for his unwavering patriotism and Robert Foster for his

unwavering support for the brave that assure our country’s freedom.

For more information or to nominate someone for this award visit www.esgr.mil/Employer-Awards/Patriot-Award

**Commercial Interior
Columbia Stone Inc.**

Tualatin, Oregon
Stone Installer/Fabricator

**Apple Steve Jobs Theater
Cupertino, California**

Columbia Stone's contribution to the Apple Steve Jobs Theater is a good example of how to achieve success when working with a difficult stone. Approximately 12,000 square feet of heavily veined Serpegiante limestone from Italy was applied as two major elements: 2-inch thick radial wall cladding and 10-inch thick, two-piece carved handrails. The design requirements of this project specified precise radial fabrication of +/- 1 millimeter and 1/4-inch custom sanded caulk joints with 0 to + 1/32 inch tolerance.

Material was selected from only half of the limestone quarry bench level 4 to get the specific color and veining for blending.

The first block was cut to the thickness required for radial wall cladding or handrail pieces. Rough

slabs were cut and dry laid for initial review of color and characteristics. Once an area was approved, individual pieces were sent to 5-Axis CNC cutting machines for rough carving.

The pieces were dry laid again to assure the quality established for color and blend was still being met. Once all pieces in a group were fully approved, they were sent to the Andrusko Group of artisan carvers for detailing then moved to an offsite sandblaster for finishing. All finished pieces were returned to Campolonghi for final detailing, one more dry lay, final cut to size and touch up.

Final approval by Apple was required before the stone could be loaded for shipping. During the inspection process each piece was given a unique mark, including details for positioning to assure that each piece was located correctly on the wall.

The support of the stone involved a custom designed series of tube steel and Unistrut, to allow for a very tight tolerance installation. Custom color sanded caulking was selected due to the high seismic design requirements in California.

The result is a beautiful use of



a difficult stone, which will be showcased for years to come inside a very iconic modern design structure.



Please turn to page 28



**OTHER PROJECT
TEAM MEMBERS**

Foster + Partners
Architect

• **Campolonghi Italia SpA**
Stone Supplier / Fabricator

• **PICCO Engineering**
Stone Drawings / 3D Modeling

• **Andrusko Group**
Stone Carver

STONE

Serpegiante limestone

JURORS' COMMENTS

"There is a kind of joy about the play of recess and solidity, along with the striations. Reliefs and sculptural podiums are exemplary. Flawless execution, deliberate details, and material choices made this an instant frontrunner for the entire jury."

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What Do You Do With Your Stone Remnants?

Stone takes thousands, and in some cases, millions of years to be formed by the Earth, and will last for many more years once it is installed in a project. Therefore, careful thought and attention should be paid to designing, constructing, and using natural stone correctly and efficiently so waste is reduced or eliminated. Attention is also being paid to reducing waste in the construction and demolition processes, and in the quarrying and fabrication processes of natural stone as well.

Sustainable approaches to addressing waste at every step of the process conserve water, electricity, and the materials themselves. The leftover materials from fabrication or construction are known as remnants. Natural stone remnants can be used somewhere else in a project or in another project entirely and should not go to waste or end up in a landfill. There are many different ways to address this issue and many advantages to identifying and using natural stone remnants in a project

Ways to Reduce Waste

Several key steps should be taken to reduce waste before it is even generated. You or your project team should be prepared to ask a number of key questions during every stage of the project. What can be done at the beginning of the design process to address waste? Plan well by designing the project in detail before finalizing any orders. Computer

Stephanie Vierra
usenaturalstone.com
Natural Stone Institute



modeling and programs like Building Information Modeling (BIM) can keep accurate records of materials needed for the specific design and will revise the amounts when a change is made in the BIM model. Are there any design strategies that would help ensure that only the exact amounts of a material needed for a project are ordered? Use standard and consistent measurements and sizes on a project whenever possible. This will contribute tremendously to less waste, because the stone will be easier to fabricate and simplifies the packaging of the material. The project will also be easier to construct. How can using one type of stone reduce waste? Different looks can be achieved by simply applying different finishes to the same stone, which will reduce the amount of stone that needs to be quarried and fabricated. What type and how much packaging is necessary to complete an order? Coordinate with the supplier to reduce the amount of packaging that is used or needed for the stone. Packaging should also be

recyclable whenever possible. What can be done with any leftover stone? Some stone suppliers have buy-back policies. Be sure to ask about this in advance to know what your options are for returning unused stone. Where is the best place to finish the stone? When a stone is finished off-site in advance of arriving at a job site, this helps to reduce and eliminate waste. Any time a contractor has to finish or further cut materials onsite, this will cause waste. Ask to have as many of the finishing and details done offsite before the materials arrive on the project site. How can the stone remnants be used? Stone remnants, whether large or small, can be created into accent pieces or support another design element. There are a few additional things you should consider before you decide to work with remnants. Your choices of stone types may be limited if you want to work with remnants. However, stone remnants, including granite, quartzite, marble, limestone, travertine, and many

others, can be found at stone yards or fabricators in various shapes, sizes and quantities. They tend to be small pieces, so that may limit what can be done with them or how they can be used. The stone might be damaged, perhaps with scratches that came from saws, grinders, or from being outside and exposed to wind, rain, and the elements. Some of these issues can be resolved through further cutting or polishing, or eliminating those pieces from the project. Make sure to ask for the highest quality remnants so you can be

assured that the end result will be of a high quality as well. This approach to using remnants can also save money, since many companies will offer discounts on these materials that would otherwise go to waste.

Remnants are often turned into smaller decorative objects or feature elements such as a tabletop, backsplash, cutting board, small countertop, mosaics, or a fireplace hearth. How about a unique, one of a kind, bowl sink made from a leftover block of stone?

[Please turn to page 27](#)



A combination retaining wall and bench made from stone remnants.



It is estimated that 170 million tons of construction debris is produced every year in the U.S. alone. Left, above: An average home construction project creates 8,000 pounds of waste per every 2,000 square foot of house. Right, above: Much of this waste is made up of the building materials. In order to keep more materials out of overflowing landfills, the materials are subject to regulations at the local, state and federal level, making it even more appealing to consider finding alternative uses for remnants.



Granite remnants at a stone yard safely stored and reserved for selection and fabrication.

“If men will not be governed by the Ten Commandments they shall be governed by the ten thousand commandments.”

— G.K. Chesterton

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**OTHER PROJECT
TEAM MEMBERS**

Gensler
Architect

Pierre-Yves Rochon
Designer

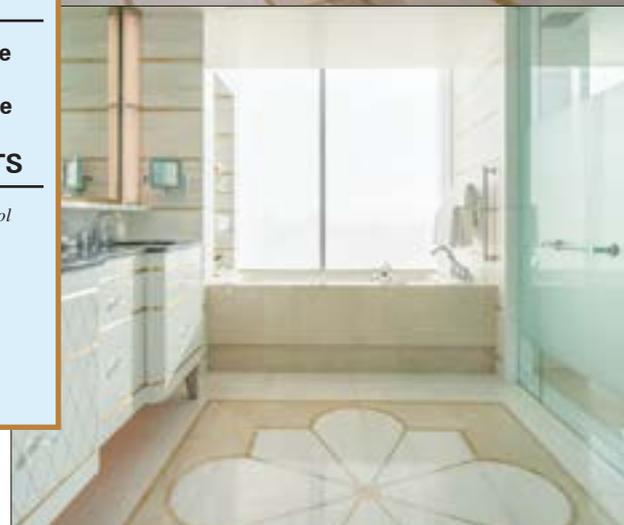
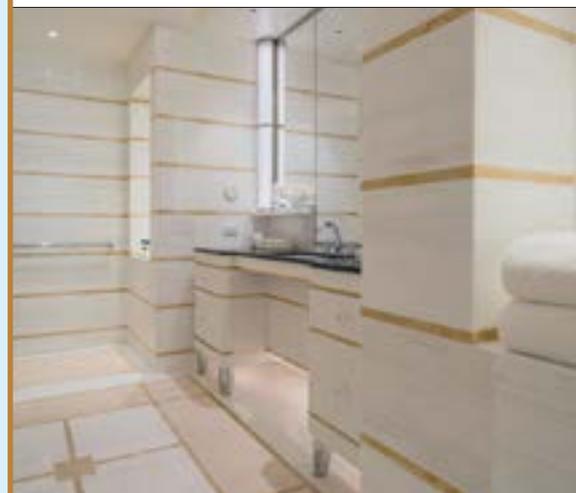
STONES

Bianco Dolomiti marble
Crema Marfil marble
Amarillo Negras marble

JURORS' COMMENTS

"An extraordinary effort to control the stock selection and achieve a uniformly pleasing texture in these eclectic personal spaces. This project is executed well and fits the brand."

Commercial Interior
SMG Stone Company, Inc.
Sun Valley, California
Stone Installer/Fabricator



Waldorf Astoria Hotel
Beverly Hills, California

Continued from page 25

The legendary Waldorf Astoria Hotel made its debut to the city of Beverly Hills in the summer of 2017. The 12 story tower evokes classic Hollywood glamour and celebrates California style. SMG Stone was the stone installer and fabricator for the interior 170 rooms and 51 suites guest of the hotel. Inspired by the Art Deco and Streamline Modern styles of the 1930s and 40s, the design team resisted trends toward exotic materials and returned to classic tones selecting three natural stones: Bianco Dolomiti marble, Amarillo Negras marble and Crema Marfil marble.

The 12 x 24-inch pieces of Bianco Dolomiti were installed on the bathroom walls and floor. Each of the bathroom walls feature a 1-1/2 inch band of Amarillo Negras in a polished

finished that was bonded with epoxy to the Bianco Dolomiti. This fabrication detail created a 180 degree continuum that wrapped the bathroom in a warm yellow hue. Every one of the wall bands was installed to line up with one another both horizontally and vertically with some walls containing up to seven bands that faded into the door surround. This included bands lining up directly with the soap niche and a horizontal line detail on the light fixtures.

The bathroom floors included a stone medallion consisting of all three marbles. The tub and skirt were composed of Crema Marfil while Bianco Dolomiti was used for the soap niches on the walls.

Desired patterns required joint tolerances of no more than 1/8 of an inch and thin set mortar bed depth of no more than 3/16 inch or else risk completely compromising the design.

Please turn to page 37



Rock On, Dude



Montana has a state song, a state ballad and a state lullaby.

And, Good Golly, Miss Molly, Democratic Rep. Jacob Bachmeier of Havre would like to see the 2019 Legislature declare the “Hippy Hippy Shake” Montana’s official rock and roll song.

It was written in 1959 by Chan Romero when he was a 17-year-old student at Billings Senior High School.

Romero, who now lives in Southern California, tells the *Great Falls Tribune* his song has been featured in seven or eight movies and has been recorded by about 20 groups, including The Beatles. He says he’d be proud to have his song honored by the Legislature.

The bill’s introduction borrows from the song’s lyrics in saying: “WHEREAS, Montanans shake it to the left and shake it to the right and do everything with all of their might...”

I’ll Just Have the Salad Bar...

A moose wandered into a hospital building in Alaska’s largest city and chowed down on some plants in the lobby as workers watched the massive animal in awe.

When a patient mentioned that security staffers were monitoring a moose that got inside the Anchorage building one Monday, Stephanie Hupton dashed out and started recording.

“Didn’t think we’d have a pet moose,” said Hupton, who works in billing at a physical therapy office inside a building attached to Alaska Regional Hospital.

The footage shows the moose browsing around some greenery near an entrance before it stands gazing at the camera’s direction. It briefly lingers before sauntering out through an open door.

Hupton said she never felt threatened

by the mellow creature. It was an experience she never expected when she moved to Anchorage three years ago from Carroll, Iowa.

“It’s definitely different than small-town Iowa,” she said.

The moose got inside through doors that were stuck open because of extreme cold in Anchorage, where temperatures hovered around zero, hospital spokeswoman Kjerstin Lastufka said.

The plants in the warm lobby were likely inviting to the animal, and it ate some of them before leaving after about 10 minutes, Lastufka said.

The moose caused no injuries or any big problems, other than the snacking.

“It was a pretty calm visit,” Lastufka said, “compared to some of our (human) visitors, that is.”

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ISSUE	AD SUBMISSION DEADLINE
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MAY 2019	WEDNESDAY, MARCH 27, 2019
JUNE 2019	WEDNESDAY, APRIL 24, 2019

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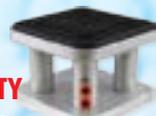
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Meet St. Henry Granite: The Mega-Crystal Marvel

Move around a St. Henry granite kitchen and you'll do a double take as you round the corner of the island to put your coffee cup in the sink.

What looked like straight black from far off turns out to be black and grey opalescent mega crystals nestled within. This is a natural stone that doesn't so much show off as it does reveals itself. With depth and interior movement, St.

Steven Schrenk
Polycor

Now, to Put a Little Shine on that Diamond

All granites polish well, but St. Henry is able to achieve a higher degree of polish than most and rates at a higher luster than other natural stones. St. Henry has an inner luminosity. When the light hits this stone, it almost looks like abalone.



This close up of an antiqued St. Henry sample shows how the crystals still appear dynamic –but not as lustrous.

Henry has a unique visual texture that interacts with your eye as you see it from different angles.

There at the surface and just beneath, you can see the junction of minerals, like a snapshot of a geological event. This slice of igneous rock is telling a story of intense pressure and heat, of cool air and hot magma where extra large crystals became sandwiched together inside the earth. When blocks of the granite are cut into slabs the result is a dazzling crystal like display – some crystals flat, some skewed – making visible cross sections of the minerals. And there it is, this proof of the phenomenon of our ever changing earth, right there under a cutting board, grabbing light from the window and the reflection off the fridge to produce iridescence that geologists call labradorescence. (I think designers just call it, WOW.)

In the photo at center top, the fabricator gave special attention to detail, even polishing the inside of the waterfall overhang to a high polish so even in the shadow there is sparkle.

A granite that sparkles with labradorescence, St. Henry granite will appear black in low or slanting light, and full of large luminous crystals under natural or reflected light



Active, but Not Busy

Black stone is always in fashion but the degree of movement in the stone, texture and polish tend to be more a personal aesthetic. Medium grain black stones like Cambrian Black granite or treated Alberene Soapstone have a strong monochromatic style great for someone who wants a matte black look. Their finer grains give a uniform appearance with minimal patterning. Quarried in Quebec, St. Henry is a medium to coarse grained granite, which is

why it has those unique black and grey mega crystals. Some granites have large quartz or mica crystals, which yield a confetti appearance with a lot of coloration. That means a chunky visual texture and movement within a slab that can be overwhelming to some. St. Henry has a similar visual texture but with quieter range of tones, which makes for a strong appearance that at the same time isn't busy.

The designer of this Quebec City kitchen made bold choices with bold materials, and yet they

complement rather than compete. The bookmatched wood furniture and cabinetry have a strong grain to stand up to the mega crystals of the St. Henry granite and the matte black cabinetry and steel table base provide relief.

Sometimes What Glitters, is Actually Just Glitter

The natural variations in luminosity, crystal size, color and depth of natural granites like St. Henry are difficult to duplicate in a factory. But that doesn't mean some manufacturers don't try. Quartz makers attempt to mimic the luminosity of natural stone crystals with the addition of small, uniform pieces of mirror flakes which comes off as contrived. The repetitive patterns, flat surface quality and lack of depth tend to make the engineered stone look as though you went to a craft store and dumped glitter in there. Sparkly, yes. Luminous with depth, no.

When is Shiny Too Shiny?

Though an ultra-high polish brings out the depth and visual texture of St. Henry's mega crystals, a high shine doesn't work in all designs. Designers can maintain the unique look of St. Henry and subdued visual texture by ordering a honed finish for the slab. Honed finishes and brushed finishes (also called antiqued or leathered, read more on that here) work well for a more matte black tonal palette, and when an abundance of natural light in a kitchen might cause too much glare.

When you hone this granite you don't lose that quality that the mineral has inside, you just quiet it down.

[Please turn to page 33](#)



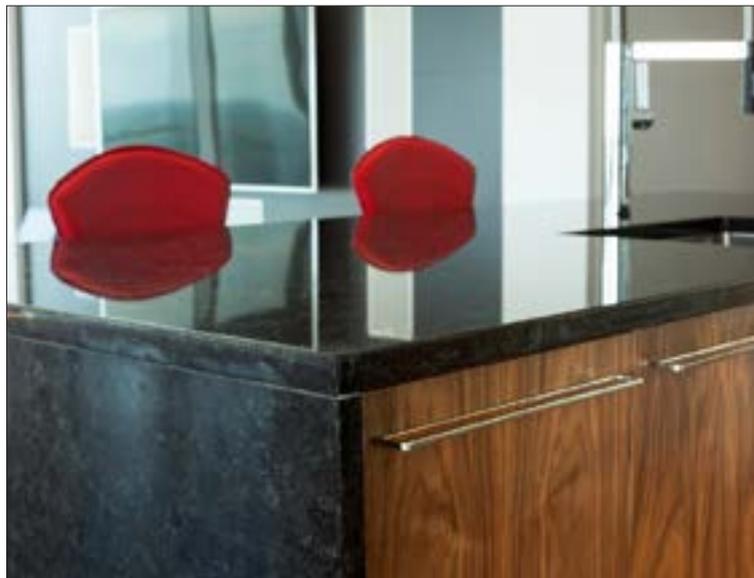
St. Henry Granite

Continued from page 32

At the quarry or at one of Polycor’s U.S. or Canadian plants, we use a flat abrasive brick to flatten the stone. Next we use a special round rigid brush with diamond fragment bristles to finish the surface. As it spins and moves back and forth over the stone, the composition changes. (Granites

for instance, are an agglomeration of minerals - feldspar, quartz, silica - and each one of those minerals has a specific hardness.) As the bristles push down, they wear into softer areas and glide over harder ones. As you progress the surface develops a matte appearance with a subtle luster.

But here’s what’s cool about St. Henry: Because of the hardness



When polished, the mega-crystals in St. Henry granite counters and backsplashes sparkle like abalone shell.

of this granite’s extra large crystals, the antiquing brush slips over their surface and goes deeper in between the rectilinear shapes. What you get are soft undulations, with raised islands you can see and feel. It just makes you want to run your fingers over it and trace out those opalescent shapes.

Polished, honed or brushed, the visual weight of crystals in the stone stand up to strong pairings of dark woods with prominent

grain and metallics, either brushed or polished. And speaking of metallic, the flakes in this stone even resemble the patterns found in galvanized steel, making it a great addition for spaces with an industrial feel.

For more information on St. Henry granite or for samples for your showroom, contact Polycor or visit www.plycor.com/stone/granite/saint-henry-black.

The Dating Game

AN Oklahoma woman looking for love got more than she bargained for when she unwittingly shared her exhilaration about illegally shooting a “big ol’ buck” on a dating app with a state game warden.

Oklahoma Game Warden Cannon Harrison says he uncovered the poaching in a conversation on the app Bumble with a McIntosh County woman. She talked about using a spotlight to shoot the deer at night, outside the rifle season. The woman bragged she only harvested the head and backstrap meat — and she sent Harrison pictures as proof.

The woman has pleaded guilty to charges of improper possession of an illegally taken animal and taking game out-of-season. She and an accomplice face \$2,400 fines.

The incident was posted to the Oklahoma Game Wardens Facebook page.

Quidditch, Anyone?

Minneapolis will soon be home to a major league Quidditch team, a sport inspired by the “Harry Potter” book series that’s gaining popularity among Muggles around the world.



Major League Quidditch announced in December the creation of a franchise expansion team in Minneapolis, Minnesota Public Radio reported. The team will hold tryouts in April and go on to compete in the league’s north division, which includes Indianapolis and Detroit.

Quidditch began as an intramural sport at a handful of high schools and colleges. Now, more than 500 teams in 39 countries try

to emulate the fictional magical sport.

Aspects of the sport had to be changed from the books, which had wizards and witches flying around on brooms, dodging “bludgers” and trying to score with a “quaffle,” all while trying to catch a winged “golden snitch.” In the real world, players use poles instead of brooms, a volleyball for quaffle and dodge balls for bludgers. A person runs around and acts as the golden snitch.

“So, you’re running down the field, broom between your legs, trying to get the quaffle through the hoops and not get hit by the bludgers,” said Luke Zak, founder of the University of Minnesota’s Quidditch team, who called it a “full contact, mixed-gender sport on brooms.”

Zak helped attract the major league team to Minneapolis.

“Over a couple years there started to be this debate in the community over whimsy versus competition, what’s more important,” Zak said.

The launch of the Major League Quidditch organization in 2015 pushed the sport in a more competitive direction, Zak said. People who have never read the books are beginning to participate, with some fans and players traveling from around world to attend the International Quidditch Association World Cup, he said.

The World Cup is a biannual tournament where 29 teams compete to become the world champion. The U.S. National Team won the 2018 title in Florence, Italy, on July 1.

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“All government,
indeed every human
benefit and enjoy-
ment, every virtue,
and every prudent
act, is founded on
compromise
and barter.”

— Edmund Burke

LPI Announces New Version Laser Templator is Fastest Ever

LPI has released Laser Templator v526, the latest version of its custom-designed 2D measuring and templating software program for its hardware counterpart LT-2D3D.

The most notable enhancement in v526 from v521.1 released last September is with its speed. Opening and saving job files for large, complex jobs is more than 30x faster, while small- to mid-sized jobs is up to 6x faster. Functions, such as panning and zooming, now operate at a higher frame rate for improved responsiveness allowing the user to experience smoother transitions. The improvements are geared towards providing an enhanced user experience and make digital templating with the LT-2D3D even easier.

“We are constantly looking for ways to improve our products and that includes listening to our customers and the industry,” said Erik Louis, executive vice president of engineering and operations for LPI. “Last year, we added a CNC integration function to our software to be able to export files that seamlessly integrate with specific CNC brands for a true measure-to-cut experience. This new version now adds speed, which makes measuring and templating small and large jobs even more efficient.”



New v526 software behind the popular LT-2D3D features faster processing and heightened responsiveness for an enhanced user experience.

The Laser Templator software is designed to be user friendly and allow users to easily create and send CNC-ready files directly from the jobsite without having to possess any CAD experience. Laser Templator comes with every new LT-2D3D system. Customers currently using the software can upgrade to v526 for free by following the prompts on their tablet to download the new version. A list of all the new features and improvements to the software is also available upon download.

Customers with questions regarding the Laser Templator v526 upgrade can contact LPI customer

support at 877-679-1300.

Celebrating its 25th anniversary, LPI develops laser measuring equipment and technology solutions for various industries, including countertop, cabinet, glass and construction. LPI has sold over 5,000 lasers to more than 3,000 companies in over 35 countries. LPI products are used by both the world’s leading automated fabricators, as well as smaller, manual shops. LPI has earned a spot on the *Inc. Magazine* Inc. 5000 “Fastest Growing Private Companies in America” in 2017 and 2018, and as one of the top 10 fastest-growing private manufacturers in Illinois.

Debate on Chinese Quartz Duties/Tariffs Continues

Back in late November, the U.S. Government announced another round of preliminary fees on Chinese quartz imports, these ones anti-dumping duties, ranging from 242 to 314 percent. The fees may also be retroactive up to 90 days if they are “unliquidated.” These are in addition to the preliminary countervailing duties set on Sept. 17, which will be 34.38 percent on most quartz products entering the United States from China, and 178.45 percent on two particular companies. Additionally, President Trump has placed tariffs on numerous Chinese goods as a separate action. These tariffs, which are compounded with the new Chinese quartz anti-dumping duties and the countervailing duties are also affecting some tile, stone and stoneworking equipment, in addition to quartz. The initial tariff was 10 percent, with a potential increase to 25 percent in coming months.

In recent months, the debate on the issue has grown, with some manufacturers and fabricators believing the tariffs to be a good thing and others strongly opposed. Two groups, one in opposition and one in favor, have developed in response to the fees, which likely will not be finalized or imposed until Q2 of 2019. The Agglomerated Stone World-Wide Association (A.St.A), which is made up of a group of 14 international surfacing producers (Cambria, Caesarstone, Cosentino, LG Hausys, Cimstone,

TechniStone, Compac, Vicostone, Santamargherita, RMC, Quartzforms, Diresco, Stone Italiana and Topzstone) issued a statement at the end of 2018 stating that it, “reaffirms its firm support of free and fair trade... particularly the preliminary measures adopted by the US Department of Commerce and the USITC as part of their investigations, to impose duties on Chinese producers to protect fair trade in the industry.”

Conversely, the American Quartz Worker Coalition, which purports to represent the interests of more than 200 quartz fabrication businesses, distributors, installers and importers (most publicly MSI, Arizona Tile and Bedrosian Tile and Stone), accounting for more than 5,000 American jobs, issued a statement in opposition to the tariffs Jan. 23. The statement said the group organized to fight the anti-dumping and countervailing duty petition filed by Cambria and “is urging the ITC to consider the significant impact of such duties on American workers and the U.S. quartz market. Specifically, the Coalition warns that duties would create huge cost increases for imported quartz and remove approximately 50 percent of available quartz supply from the market.” The statement also claims the tariffs would “limit consumer choice” and “threaten tens of thousands of quartz-related U.S. fabricating jobs.”

Reprinted with permission from the International Surface Fabricator Association’s e-newsletter www.isfa.org.

“In any moment of decision, the best thing you can do is the right thing, the next best thing is the wrong thing, and the worst thing you can do is nothing.”

Theodore Roosevelt

Go Directly to Jail, and Do Not Pass the Biscuits n’ Gravy

TO identify the burglary suspect who broke into a closed Florida police substation and ate an officer’s chicken dinner, detectives didn’t need to lift fingerprints or get DNA from the discarded meal.

The ID cards authorities say the suspect left behind did the trick.

Boynton Beach police said one Wednesday that officers arriving for a morning shift at a department substation found a broken

window and the remains of a hastily eaten chicken dinner scattered in the kitchen.

Finding a suspect wasn’t hard. They say 29-year-old Yvelande Jean-Pierre left behind her wallet, which contained her two identification cards.

Police say security video shows she spent about 45 minutes in the substation before leaving.

Jean-Pierre is charged with burglary. Court records do not show if she has an attorney.

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“Seriously. What are the odds?”



Weha diamond polishing pads with our Exclusive Geometric Water Displacement Technology Pattern Design!

Weha 4" Quartz Diamond Polishing Pads



The Weha Quartz diamond polishing pads with the Geo Pattern pads are made with high concentration of diamond into each grit, allowing the pad to create a high gloss finish with the speed that other diamond polishing pads can't achieve. Weha Quartz Engineered Stone (ES) Diamond Polishing Pads were made with white resin designed specifically to eliminate all bleeding on Quartz, Engineered Stone materials. However, these premium pads will also work outstandingly on all granite and quartzite stones as well.

Description	MSRP
Weha 4" ES Polishing pad 50 grit	14.00
Weha 4" ES Polishing pad 100 grit	14.00
Weha 4" ES Polishing pad 200 grit	14.00
Weha 4" ES Polishing pad 400 grit	14.00
Weha 4" ES Polishing pad 800 grit	14.00
Weha 4" ES Polishing pad 1500 grit	14.00
Weha 4" ES Polishing pad 3000 grit	14.00

Weha 4" Blitz 7 Step Diamond Polishing Pads

The Weha Blitz Geo Pattern pads are made with high concentration of diamond into each grit, allowing the pad to create a high gloss finish with the speed that other diamond polishing pads can't achieve. These Blitz 7 step pads will polish granite, engineered stone, quartz, and quartzite stone faster than other advertised 5, 6 and 7 step pads, with a much richer, deeper polish. Extreme flexibility and 3mm thick, the Weha Blitz are touted as one of the best premium granite and stone polishing pads on the market.

Description	MSRP
4" Weha Blitz Diamond Polishing Pad 50 grit	14.00
4" Weha Blitz Diamond Polishing Pad 100 grit	14.00
4" Weha Blitz Diamond Polishing Pad 200 grit	14.00
4" Weha Blitz Diamond Polishing Pad 400 grit	14.00
4" Weha Blitz Diamond Polishing Pad 800 grit	14.00
4" Weha Blitz Diamond Polishing Pad 1500 grit	14.00
4" Weha Blitz Diamond Polishing Pad 3000 grit	14.00
4" Weha Blitz Diamond Polishing Pad 5000 grit	14.00



Weha Trilogy 3 Step Diamond Polishing Pads



Weha Trilogy 3 Step Diamond polishing pads are the absolute best polishing pads specifically for Black, Brown, Gray, Engineered Stone, Quartz stone. But they are equally as good on black absolute, Baltic Brown, Uba Tuba, and other dark granites and marbles. Additionally, they work amazing on light colored engineered stone, quartz, granite, marble, as well with zero bleeding. Absolutely perfect for Silestone, Cambria, Caesarstone, Zodiaq, Santa Marhergita, and all other Quartz Surfaces. So many fabricators are using 5 step or 7 step pads to match the polish on these dark quartz materials. Now with the Weha Trilogy, 3 pads and THAT'S IT! Not 3 steps and buff. Not 3 steps and more. 3 steps and put it on the truck.

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2018
Pinnacle Awards

OTHER PROJECT TEAM MEMBERS

Perkins + Will
FFKR Architects
Architects

• **A. Lacroix et**
Fils Granit Lte'e •
Stone Supplier

STONE

Deer Isle granite

JURORS' COMMENTS

"Perhaps only a handful of stone installers exist that can bundle the quality control, engineering, site management, and scheduling of a project with the complexities found in this one."

(•NSI Member Company•)

Commercial Exterior
Dan Lepore & Sons Company
Conshohocken, Pennsylvania
Stone Consultant/Installer

LDS Philadelphia Temple
Philadelphia, Pennsylvania

Continued from page 28

Located in the heart of this historic city and clad in cut stone, the LDS Philadelphia Temple serves as a spiritual gathering place for members of the church and is highly detailed in the Neoclassical revival style of American Georgian architecture. The massing of the building responds to the adjacent Renaissance Revival icons of the Philadelphia Free Library and the Family Courts Building.

The American interpretation of late-Georgian style was selected as a guide for the temple's architectural interiors and was meant to reflect ancient notions of democracy, citizenship, and freedom of religion. Classical architectural orders are used to emphasize the patron's journey through the temple. Beginning at the entry, the detail of the trim and columns is



in the stately and simple Doric order. Spaces become more formalized as patrons travel through the second and third floors as the trim and columns become slightly more embellished in the Ionic order. Light colors and the rich ornament of the Corinthian order are reserved for the most reverent spaces.

The architectural drawings and details for the exterior envelope were done in considerable detail which shortened the time and effort needed to prepare shop drawings and cutting tickets. The large fluted pilasters and carved acanthus leaf capitals are full thickness cubic stone.



The ornamental window surrounds, rusticated base and the two stepped towers are all in cubic stone. The design team worked carefully with the structural engineers to design the building to be able to carry the heavy loads of the thick stone veneer—some

of the pieces weigh over 5,000 pounds. A deliberate effort was made to have this building be true to the historic classical details, but to reduce expense, an effort was also made to maximize the use of thinner (3cm) veneer stone.

Renovation/Restoration
TexaStone Quarries
Garden City, Texas
Stone Supplier

Eggemeyer's General Store
San Angelo, Texas

Eggemeyer's General Store, along with the surrounding buildings in the Historic District of San Angelo, Texas, was originally designed by architect Oscar Ruffini (1858–1957). Providing continuity within District was a main factor for the owner's interest in choosing limestone from a nearby quarry for renovating the storefront.



Of all the materials available to architects for the construction of courthouses, schools, residences, and commercial buildings throughout Texas, limestone has been the obvious choice for the most lasting and stately impressions. Many elements of Ruffini's original designs were incorporated into the final design of this project to capture the architectural antecedents that helped define the culture and design within the area.

Another factor for choosing limestone was to serve as a reminder of the importance of staying true to heritage, and to encourage more use of locally-sourced material. The entire façade was clad with rich, cream colored Cedar Hill Cream limestone from TexaStone Quarries. Every element was hand crafted, from the base stones to the arched cornice which contained the largest pieces weighing 3,000 pounds

each. These allowed the design to appear grand in stature, but not overpower the constraints of the façade. Other elements were fabricated in sections. Large panels above the doors and windows completed the openings and the limestone transitioned to a band where the original masonry existed. Limestone panel veneer completes the façade between the corbels and up to the center cornice arch.



The project presented its own unique challenges with designing around an existing structure. The success was based on the skilled masons and their craftsmanship and the professional relationships that were developed over time. The completed design provides continuity within the historic district and will easily tie in with future projects.

Please turn to page 38



OTHER PROJECT TEAM MEMBERS

Eric Eggemeyer
Client / Consultant

Henry Schmidt Architect
Designer

A J Langford Masonry
Stone Installer

STONE

Cedar Hill Cream limestone

JURORS' COMMENTS

"Well executed attention to detail. A jewel box project that restored and transformed not just the building, but the entire street."

Storefront before renovations



**NATURAL
STONE
INSTITUTE**

2018

Pinnacle Awards

**OTHER PROJECT
TEAM MEMBERS**

**BK Interior Design and
Architectural Planning**
Architect / Interior Designer

MM Galleri
Stone Installer

De Angelis Giovanni, Srl
Stone Supplier

STONE

**Statuario GDA/Statuarietto
marble**

JURORS' COMMENTS

"Remarkable. It's an important time in the industry and this is pushing the envelope. The most innovative use of natural stone among all the submissions. This technology is an industry game-changer!"

Commercial Interior
MM Galleri by Sharikat Stone

Singapore
Owner



Bent and Light
Singapore Showroom
Singapore

Continued from page 37

Inspired by the underwater world in the story of Finding Nemo and born from a desire to break the perception that marble is rigid and heavy, MM Galleri acted on these ideas and had the "Bent and Light" project created as their stone showroom.

This new bent marble technology was not only applied to the showroom's floors, walls, and ceilings, it also forms the creation of furniture pieces, such as a bar counter, spiral shaped table, benches, and more that maximizes marble's flexibility and versatility.

Bent and Light utilized a proprietary process for reinforcing thin slices of marble with fiberglass to aid flexibility to recreate the underwater experiences depicted in the movie. Bent marble imitates the shapes of those

environments including a garden with corals, jellyfish, and other underwater life. Decorative lighting is also a critical part of the design.

Challenged with how to apply the thin marble pieces so that the patterns achieved a continuous veining appearance, the team covered the seams with a special treatment to make the joining pieces appear more fluid.

The innovator's inspiration became reality in his desire to maximize the use of marble but also reduce stone waste. This method

requires only 5 percent of natural marble material compared to a normal application since the resource is utilized more efficiently and minimal waste is produced.

Fabricated in Indonesia, the process required the incorporation of a model built with production sequence numbers. Installation of the 530 meter showroom in its 4th floor Singapore location carefully followed the model sequence numbers and was completed without any drilling into the material.



**OTHER PROJECT
TEAM MEMBERS**

St. Petersburg Group
Architect

•**ASI Stone Imports**•
Stone Supplier

Intrepid Enterprise
Stone Installer

STONE

Teakwood sandstone

JURORS' COMMENTS

"The natural variegation of the stone introduces a delightful contrast to the rigid lines of the geometrical faceting. Exceptional control and workmanship."

(•NSI Member Company•)

Commercial Exterior
TAB India

Hosur Taluk, India
Stone Quarrier/Fabricator

**The James Museum of
Western and Wildlife Art**
St. Petersburg, Florida

Built to conjure the magnificence and particular beauty of the southwestern United States, the clients and their design team set off on a mission to find a material with the correct striations that evoke the canyons and ravines of Nevada, Arizona, and Utah.

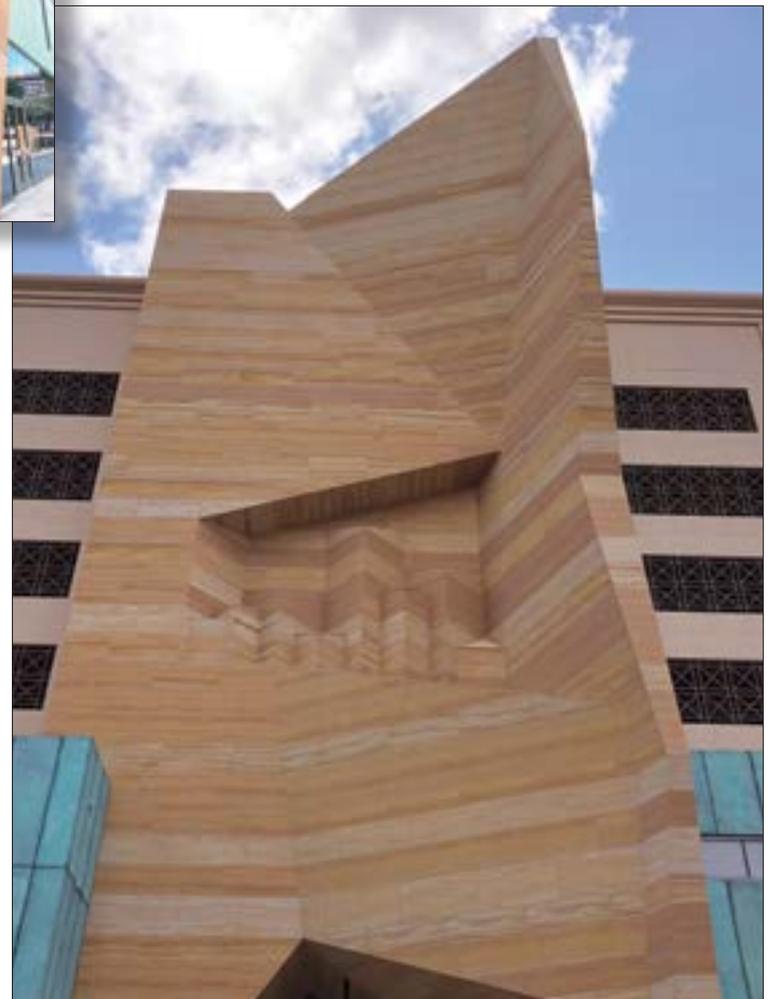
Teakwood sandstone from near Jaipur, India was ultimately selected to complete the exterior "Mesa" facade and the interior "Arroyo" gallery and event space of the museum.

Procurement and fabrication of the stone for the museum were both large undertakings due to the very particular veining and style requirements of the building design and the complexity of the cutting required. A team of experts representing all aspects of the job flew to India to agree



on a range of color and texture suitable for the different elements of the building. The complex cutting of angled pieces in addition to the vein and shade matching required that each piece from every row had to be cut from the same blocks. There was a massive amount of pre-planning each block and then pre-laying the entire project prior to shipment. A photo of each section had to be approved prior to packing. Because of the exact matching required, ensuring nothing was broken in the process was critical to the project success. 31,500 square feet comprised of 4,406 unique panel pieces with thicknesses ranging from 2cm to 5cm were shipped to the project site. Installation was no less complex, taking 10 months to complete.

Please turn to page 39





OTHER PROJECT TEAM MEMBERS

Jacobsen Construction
General Contractor

•Mountain Valley Stone•
Stone Supplier

•RJ Masonry•
Child Enterprises
Stone Installers

STONE

Mountain Valley
quartzitic sandstone

JURORS' COMMENTS

"Seamless restoration of a historic temple where it is virtually impossible to see what is new and what is old – which is often the goal of historic renovation projects. This is when applying old world techniques make sense."

(•NSI Member Company•)

Renovation/Restoration

Delta Stone Products

Heber City, Utah
Stone Fabricator



Continued from page 38

Provo City Center Temple
Provo, Utah

The Provo Tabernacle was originally built in 1882 and has been a center for the community's activities for the last 100 years. In the early morning of December 17, 2010 a misplaced electrical light started a fire in the attic which completely destroyed the building except for the exterior masonry walls.

After working through a preliminary design at the October 2011 LDS General Conference, President Monson of the Church of Jesus Christ of Latter Day Saints, announced that the tabernacle would transition to the Provo City Center Temple. The design then began in earnest and required 14 months to complete.

Construction for the project took approximately 4 years and 8 months. The building was dedicated on March 20, 2016.

In order to transform the tabernacle to a temple, a majority of the temple support spaces had to be located in the basement and under the north plaza. This would require excavating down 40 feet below the building with the help of 411 micropiles.

To create the design vocabulary for the building, historic details were used from the original Provo Tabernacle and other inspiration came from Victorian Design movements: Eastlake and High Gothic Revival. Most of the exterior of the shell and some of the original stone was able to be salvaged and reused.

In an effort to match the

historic look of the structure and its existing material, and because of the dense and durable nature of the stone, Mountain Valley quartzitic sandstone was selected.

This was used to replace damaged stone accents and to create new accents and landscape elements. This stone was also used extensively throughout the new underground parking structure.

Herculean efforts during the structure's design, construction, and fabrication have preserved the integrity of this beloved historic landmark for future generations.

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See the video at:
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*Actual Customer - Tim Zeng,
Granite Installation Specialists*

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17867	Viper® 3-Step Granite Dry Polishing Pad, 4", Step 1, Red	\$25.95
17868	Viper® 3-Step Granite Dry Polishing Pad, 4", Step 2, Lt. Blue	\$25.95
17869	Viper® 3-Step Granite Dry Polishing Pad, 4", Step 3, Orange	\$25.95
178691	Viper® 3-Step Granite Dry Polishing Pads, 4", Steps 1-3	\$76.95

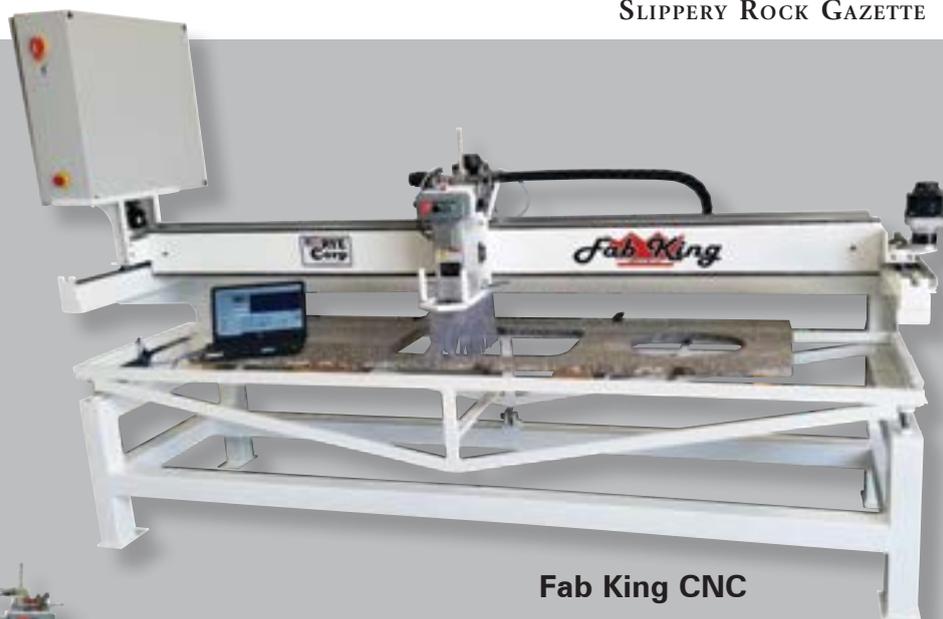


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Tilt-A-Slab Table

The RYE-Corp Tilt-A-Slab worktable is designed to allow a one man operation to lay a heavy stone slab down for effective stone fabrication or when cutting the slab with a rail saw. This tilt table that takes the stress out of slab handling. Top surface of 2x4s is designed for easy replacement.

Rydrator



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