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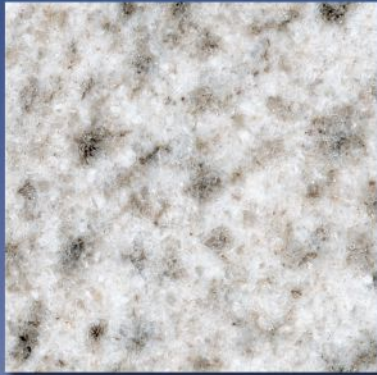
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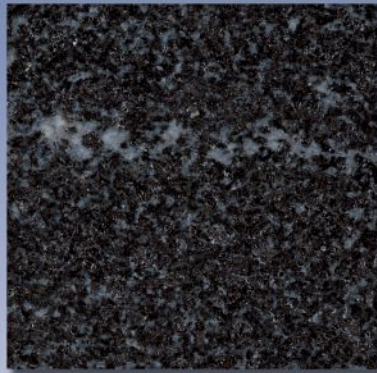
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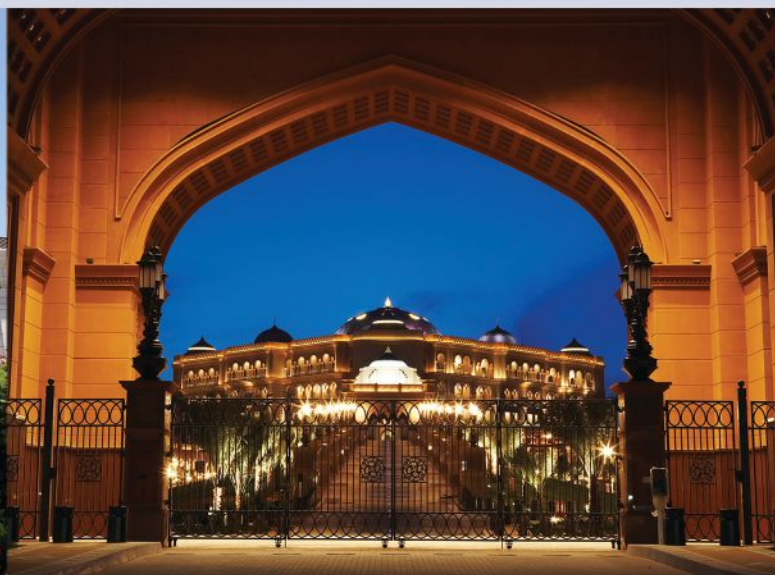
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***On the Cover:** Safety was top priority for a home in Cary, NC, using Calacatta marble in 5 cm and 3 cm thickness. The kitchen featured two seamless 10-foot-long double islands made from the Calacatta marble. Fabricated and installed by ROCKin'teriors of Raleigh, NC. Story begins on page 128.*

***Coming Next Month:** In April, Stone World will take an in-depth look at the latest developments happening with some of the largest Brazilian stone producers, including new quarrying operations and an overview of their stone-processing operation. Moreover, the next edition will show what equipment and practices fabricators are using to maintain high safety standards in their shops.*

STONE WORLD (ISSN: Print 1052-6994 and Digital 2329-2822) is published 12 times annually, monthly, by BNP Media, Inc., 2401 W. Big Beaver Rd., Suite 700, Troy, MI 48064-4903. Telephone: (248) 362-3700. Fax: (248) 362-0317. No charge for subscriptions to qualified individuals. Annual rate for subscriptions to nonqualified individuals in the U.S.A.: \$132.00 USD. Annual rate for subscriptions to nonqualified individuals in Canada: \$169.00 USD (includes GST & postage); all other countries: \$187.00 (int'l mail) payable in U.S. funds. Printed in the U.S.A. Copyright 2016, by BNP Media. Periodicals Postage Paid at Troy, MI and at additional mailing offices. All rights reserved. The contents of this publication may not be reproduced in whole or in part without the consent of the publisher. The publisher is not responsible for product claims and representations. For SINGLE COPY SALES OR BACK ISSUES ONLY: contact Ann Kalb at (248) 244-6499 or KalbR@bnpmedia.com. POSTMASTER: Send address changes to: STONE WORLD, P.O. Box 2144, Skokie, IL 60076. Canada Post: Publications Mail Agreement #40612608. GST account: 131263923. Send returns (Canada) to IMEX Global Solutions, P.O. Box 25542, London, ON, N6C 6B2. Change of address: Send old address label along with new address to STONE WORLD, P.O. Box 2144, Skokie, IL 60076. For subscription information or service, please contact Customer Service at: (847)763-9534.

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SEEING THE INDUSTRY GROW

I know what you're thinking, "That picture isn't of Jennifer Richinelli." As you may, or may not, know I am the managing editor here at *Stone World* magazine, Jason Kamery. Jenn was hoping to write this letter but unfortunately has been sick recently and unable to write. Don't worry, by the time you read this she will be back in action and you will all be able to see her in Chicago for Coverings. By the way, you can read our preview for the 2016 edition of Coverings on page 82.



Last year when *Stone World* covered CNC machines, we took the perspective of the fabricator, having them share their experiences and hesitations about making the investment in the machines. This year when Jenn and I were planning the article, we decided to take a slightly different approach and talk to the CNC manufacturers. We thought it would be important for fabricators to see what the CNC manufacturers are saying about their own equipment, their opinion of the future of the CNC machine and their own observations from working with fabricators around the country. You can read more about it on page 58.

Recently, we have all been extremely busy; traveling all over the world to see as many shows as possible. Personally, I went with our publisher Dave Madonia to Xiamen, China, to see the Xiamen Stone Fair. While we will cover it in future issues of *Stone World* all I'll say for now is that I was blown away by the sheer size of the show. I don't think I have ever seen a show so big in my life. Jenn recently went to Vitoria, Brazil, for the Vitoria Stone Fair. On page 100 of this issue, she covers in detail how companies from all around the world promote the use of natural stone.

As the first quarter of the calendar year comes to a close, we are excited and interested to learn what fabricators are dealing with this year, both positive and negative, in their day-by-day business. Whether it's seeing us in Chicago or sending us an email, let us know how your business is doing and how you continue to strive to improve.

A handwritten signature in black ink that reads "Jason Kamery". The script is fluid and cursive.

Jason Kamery, Managing Editor

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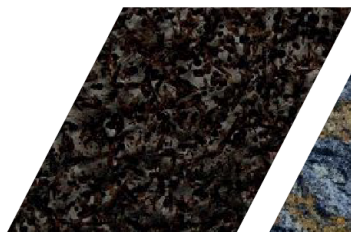
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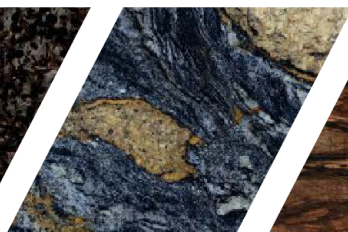
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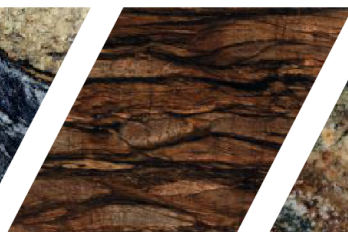
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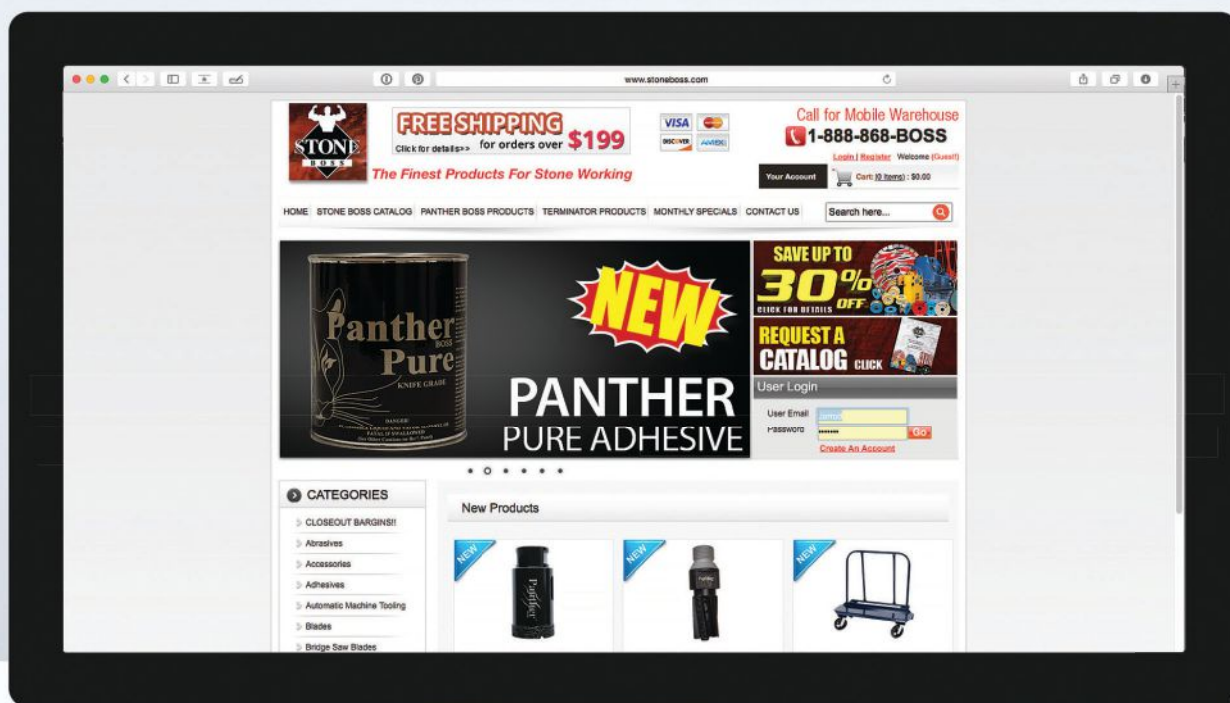


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COVERINGS WELCOMES CHICAGO-AREA PARTNERS TO EXPAND CREATIVE PROGRAM . . .

Coverings, the largest global tile and stone exposition in North America, has partnered with the School of the Art Institute of Chicago (SAIC) and Chicago Mosaic School to develop unique programs that investigate the use of tile as a medium for creative design. Coverings attendees will have the opportunity to view an exhibition of tiled benches, designed and built by students from SAIC, and participate in interactive educational classes presented by the Chicago Mosaic School, when the show takes place April 18 to 21 at McCormick Place in Chicago.

"Partnerships with the School of the Art Institute of Chicago and the Chicago Mosaic School not only allow Coverings to support the dynamic creative landscape in Chicago, but also provide opportunities for Coverings attendees to think about tile and stone materials in unexpected ways," said Karin Fendrich, Coverings show director. "These programs challenge both future and current tile and stone industry professionals to truly understand just what these materials are capable of producing for design projects and how their qualities are best utilized from a technical standpoint."

Over the course of a three-week workshop, SAIC students studying Architecture, Interior Architecture and Fine Arts, will learn about the process of selecting tile materials, creating construction and installation drawings, and fabricating and installing the product to look and perform optimally. During the course, the National Tile Contractors Association will provide instruction on installation techniques, methods and standards. Teams of students will then collaborate to create benches that incorporate tile and stone as the primary construction material. These benches will be on display for Coverings attendees to enjoy, and a panel will judge the benches for the most creative design and exceptional technical execution during a special ceremony held Monday, April 18 at 4:30 p.m.

"The creation of this workshop course with Coverings gives SAIC students the means to explore materials and techniques in collaborative and engaging ways, while establishing connections with the professional world," said Guinevere Johnson, course director and lecturer at the School of the Art Institute of Chicago. "It also will expose this student group to not only the many ways in which tile can be used, but the wide range of professional opportunities available in this international industry — ranging from highly technical skilled work to creative product design."

Through the partnership with the Chicago Mosaic School, Coverings attendees will have an opportunity to interact with tile as a creative medium during workshop and demonstration sessions held at the show. During the demonstration sessions, Chicago Mosaic School instructors will educate attendees on how the different tools and materials can create various mosaic effects, while the interactive workshops will provide hands-on introductions to materials best suited to mosaic applications and the techniques required for handling and application during a mosaic project.

"There is an extraordinarily vast opportunity to use tile in creative and artistic expressions," said Karen Ami, Founder and Executive Director of the Chicago Mosaic School. "Holding these sessions at Coverings creates an opportunity for trade professionals, whether designers or contractors, to interact with tile in an imaginative way that allows them to expand their material vocabulary."

Two workshops and two demonstrations will be held each day on April 18 through 20, with limited capacity for each session. Advanced registration for the workshops and demonstrations is required and can be completed during general show registration.

Learn more about the SAIC Student Bench Exhibit and the Chicago Mosaic School sessions, and register to attend Coverings for free, at coverings.com.

CERAMIC TILE AND STONE CONSULTANTS ANNOUNCES WINNER OF 2016 STONE SURVEY CONTEST . . .

Ceramic Tile And Stone Consultants, Inc. (CTaSC), a national company providing marketing research and business planning services, announced that Nancy Epstein, founder and CEO of Artistic Tile in Secaucus, NJ, is the raffle winner of a \$600 Apple gift certificate. She was one of a substantial number of industry members that participated in the sixth-annual Stone Survey conducted by CTaSC.

More than 1,582 manufacturers, quarries, importers, distributors and fabricators were invited to take the Stone Survey. Developed by CTaSC using progressive online technology, the confidentiality of all participants was assured by compiling data anonymously. Each person who completed the survey was offered a free summary of the survey results and an entry into the raffle for the \$600 Apple gift certificate.

Participants answered a series of questions based on their business category. Importers and distributors were quizzed on the types of stone they buy and sell, slab and tile sizes, sales by type of customers, and sales by types of applications. Fabricators were asked to answer questions about their fabrication business, including equipment and tool brands, purchase and selling price of stone, annual sales and types of finished products and stone types that are fabricated.

The 2015 Stone Survey results are included in the “Catalina 2015 Natural and Manufactured Stone Product Industry Report” prepared by Catalina Research, a prominent research firm, and CTaSC. This comprehensive publication, which has been updated from 2013, provides an in-depth analysis of the U.S. and Canadian stone industry based on U.S. government statistics and market resources. The report contains the timely data that allows users to evaluate market size, growth potential, end-use markets, factors driving demand, profitability, market share and the competitive environment.

“It’s essential to have reliable and detailed information about the stone industry,” said Donato Pompo, president of CTaSC. “The information and data lets us know what’s going on in the market so we can capitalize on the opportunities. It also helps us further understand how the current state of the economy will affect our future business challenges and opportunities.”

WOMEN IN STONE ANNOUNCE NEW WEBINAR SCHOLARSHIP . . .

The Women in Stone program is now accepting applications for a scholarship providing a one-year all-access pass to the MIA+BSI Webinar Series. Applications will be accepted until Friday, April 29.

The Women in Stone Webinar Scholarship was created to help women advance their careers in the stone industry through education. It supports the program’s mission to recruit, retain and advance women in the stone industry. “One of the goals of Women in Stone is to be an essential partner in the success of members by expanding on existing educational offerings,” said Kim Dumais of Miller Druck Specialty Contracting and 2016 co-chair of the Women in Stone Steering Committee. “Not only will the recipient of the Women in Stone Webinar Scholarship have the opportunity to gain valuable technical and practical knowledge, she will also gain knowledge in effective communication strategies key in establishing successful relationships within all aspects of our industry.” Past webinars in the MIA+BSI webinar series have covered safety, communication and leadership skills, and design trends.

Applicants must have less than five years of experience in the natural stone industry, work for an MIA+BSI member company for at least six months prior to applying and be employed by an MIA+BSI member company at the time the award is presented.

To access an application and learn more about the Women in Stone program, please visit www.marble-institute.com/womeninstone.

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BULGARIA			5,526	2	19,972		
CANADA	1,069,138	4,762	1,224,410	7,501	225,984	1,929,441	64,959
CHILE	127,428	37					
CHINA	20,389,933	25,032	15,380,311	11,705	3,017,062	1,110,406	1,500
COLOMBIA			4,110	1			
CROATIA			16,564	16			
DENMARK			11,306	3			
DOMINICAN REPUBLIC			402,084	808		15,925	40
ECUADOR			13,047	2			
EGYPT			354,278	788			
FINLAND						3,250	10
FRANCE	55,748	17	1,017,064	706		7,730	2
GERMANY			151,157	149		46,032	1,170
GREECE	48,186	134	1,448,669	948			
HONG KONG	82,019	62	46,129	47	7,602		
INDIA	13,415,113	16,461	1,491,121	1,587	1,040,499	216,457	467
INDONESIA			302,520	392	2,976		
ISRAEL	35,463	21	402,537	345	23,508		
ITALY	8,887,926	6,095	9,732,082	14,215	60,975	388,641	1,706
JAPAN	36,381	3	12,000	1	3,150	2,274	1
JORDAN			42,220	46		5,292	19
KOREA	13,827	10	3,730	1		18,198	22
LEBANON			195,094	113		9,408	336
MEXICO	63,811	79	3,400,154	4,904		164,471	247
MOROCCO			85,720	119			
NAMIBIA	39,320	49					
NORWAY	92,138	42				23,620	57
PAKISTAN			245,680	140			
PERU			592,091	499	22,431	7,500	82
PHILIPPINES	18,800	54	218,879	1,987			
POLAND	4,100	2					
PORTUGAL	80,325	85	1,034,601	1,151	33,155	8,098	241
ROMANIA			36,713	44			
SAUDI ARABIA	157,019	177					
SINGAPORE	33,393	92	2,823	1			
SOUTH AFRICA	489,852	370	39,350	19		4,633	9
SPAIN	2,659,603	4,245	1,472,098	1,615	320,021		
SWITZERLAND	27,456	3,005					
SYRIA			118,511	158			
TAIWAN	484,031	334	186,244	82	18,480		
THAILAND			47,507	55			
TUNISIA			108,517	70			
TURKEY	79,176	74	22,667,160	46,995		106,285	10,628
UNITED KINGDOM	156,949	70	51,137	25	29,440		
URUGUAY	52,940	33					
VIETNAM	30,422	99	189,805	213	42,723	98,316	124
ZIMBABWE	27,578	21					
OTHER			29,274	23		89,633	815
TOTAL DECEMBER 2015	84,784,393	110,420	63,302,060	97,819	5,414,539	4,474,198	82,707
TOTAL DECEMBER 2014	94,919,685	155,599	61,148,411	84,527	6,332,259	4,469,846	91,143

*includes marble, travertine, alabaster and other calcareous stone, **tonnage figures not available, ***includes dolomite, sandstone, quartzite, basalt, porphyry and other non-specific monumental or building stone SOURCE: U.S. Department of Commerce

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STATISTICS

December 2014 | Exports from the U.S. *Customers value in dollars does not include insurance or freight*

COUNTRY	GRANITE		MARBLE*		SLATE**	OTHER***	
	U.S. \$	TONS	U.S. \$	TONS	U.S. \$	U.S. \$	TONS
ARAB EMIRATES			28,817	448		10,475	9
ARGENTINA						13,816	40
ARUBA			4,000	2			
AUSTRALIA			20,871	2		4,010	1
BAHAMAS	123,581	60	86,013	20		31,293	14
BARBADOS	63,405	56					
BELGIUM						981,200	4,485
BELIZE						7,440	1
BERMUDA	12,285	6	7,211	10			
BRITISH VIRGIN ISLANDS	30,277	5	11,795	2			
CANADA	1,080,931	2,193	1,781,871	16,776	80,240	4,188,578	47,326
CAYMAN ISLANDS	14,711	12	25,319	20	57,080		
CHILE			7,994	2			
CHINA	2,217,868	6,340	222,954	238			
COSTA RICA	12,821	1					
DOMINICAN REPUBLIC					4,284	15,390	18
FRANCE						12,205	2
GERMANY	3,649	8	12,116	2			
GREECE			25,845	26			
HONG KONG			41,525	11			
ICELAND					16,048		
INDIA	10,809	18					
ISRAEL			23,708	20			
ITALY	103,200	344	763,959	768			
JAMAICA			22,140	11		15,400	5
JAPAN	10,601	3			25,000		
KOREA	3,150	1	5,336	3		9,459	2
MALAYSIA	9,682	3					
MEXICO	128,992	94	105,056	123		18,330	6
NETHERLANDS			58,699	763			
NEW ZEALAND						40,059	51
NICARAGUA	5,115	2					
NORWAY			5,000	1			
PERU					14,634		
RUSSIA	2,850	1	467,827	10			
SAINT KITTS			55,112	34			
SAUDI ARABIA			133,343	15			
SINGAPORE	5,021	15	11,735	3		4,704	19
TAIWAN			3,772	1		25,472	259
THAILAND			30,368	217			
TRINIDAD	15,346	31	7,986	2			
TURKEY			23,570	313		2,653	1
UNITED KINGDOM	602,518	50	6,198	2	50,962		
VIETNAM			3,427	17			
OTHER	3,650	1	25,633	17			
TOTAL DECEMBER 2015	4,460,462	9,244	4,029,200	19,879	248,248	5,380,484	52,239
TOTAL DECEMBER 2014	5,547,759	8,771	3,055,540	21,727	323,173	3,721,122	11,494

*includes marble, travertine, alabaster and other calcareous stone, **tonnage figures not available, ***includes dolomite, sandstone, quartzite, basalt, porphyry and other non-specific monumental or building stone SOURCE: U.S. Department of Commerce



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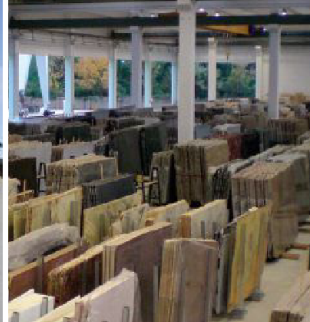
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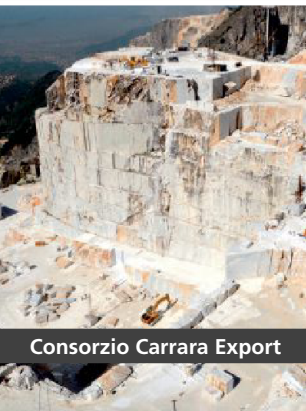
Basaltina



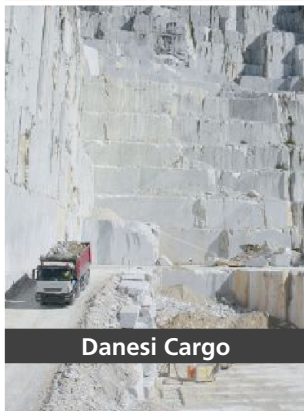
B.L.M.



Campolonghi Italia



Consorzio Carrara Export



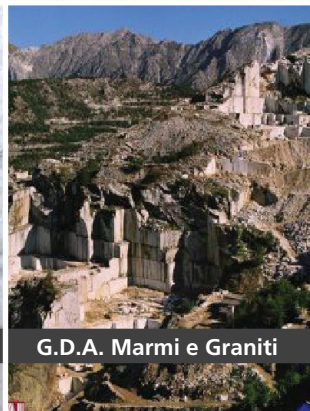
Danesi Cargo



Decolores Italia



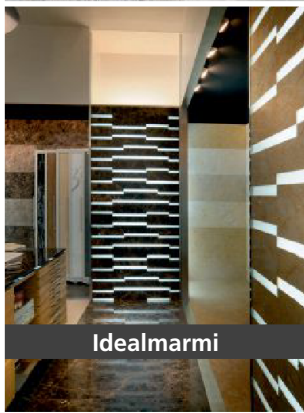
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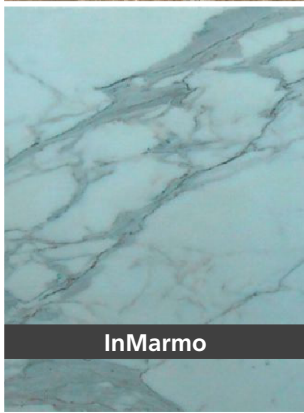
G.D.A. Marmi e Graniti



I Conci



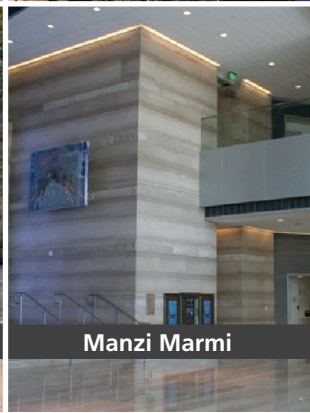
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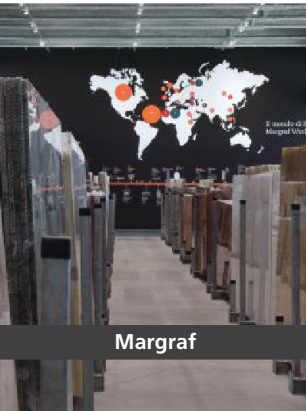
InMarmo



La Ponte Marmi



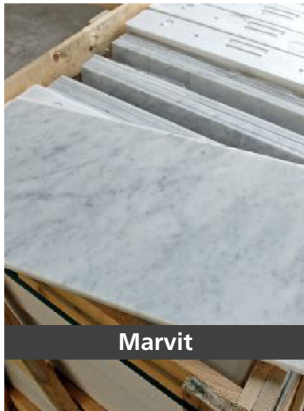
Manzi Marmi



Margraf



Marmi Colombare



Marvit



Salvini Marmi



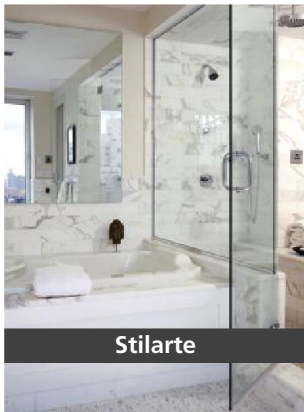
Santucci Graniti



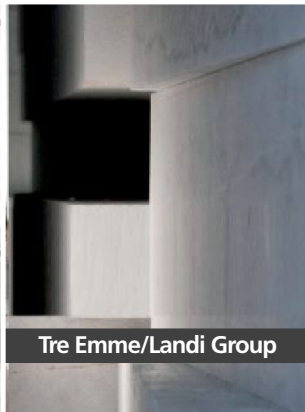
Savema



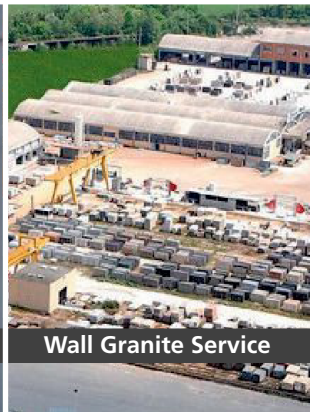
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2014 YEAR-END IMPORT STATISTICS

2014 | Imports to the U.S. *Customers value in dollars does not include insurance or freight*

COUNTRY	GRANITE		MARBLE*		SLATE**	OTHER***	
	U.S. \$	TONS	U.S. \$	TONS	U.S. \$	U.S. \$	TONS
ANGOLA	4,234	3					
ARAB EMIRATES	161,795	138	333,563	284			
ARGENTINA	1,141,551	1,522	14,804	10	17,630	6,758	2
AUSTRALIA	4,537	15	35,144	2		49,246	48
BELGIUM	268,042	332	1,698,511	541	2,072	43,621	142
BOLIVIA						13,239	18
BRAZIL	638,090,061	1,048,270	2,167,508	1,436	6,746,325	1,352,692	2,876
BULGARIA	15,152	5	1,772,825	1,565	107,840		
CANADA	12,794,411	29,824	8,500,133	26,017	4,049,868	28,133,009	1,573,014
CHILE			22,162	20			
CHINA	253,027,769	405,050	139,237,058	112,828	34,519,961	8,504,820	19,734
COLOMBIA			270,878	486	5,822		
CROATIA			137,586	142			
CZECH REPUBLIC	3,698	1	52,896	67			
DENMARK	20,000	27	21,848	6			
DOMINICAN REPUBLIC	136,415	217	4,087,712	9,015		10,965	18
ECUADOR			435,670	110			
EGYPT	42,634	92	5,161,382	9,485		2,334	2
FINLAND	27,120	32				33,862	101
FRANCE	152,402	66	9,589,713	13,746	680,270	151,551	150
GERMANY	190,618	129	5,064,274	3,632	81,961	709,527	9,563
GREECE	141,692	76	11,030,389	5,818	24,119		
HONDURAS	33,258	33	331,392	103	11,018		
HONG KONG	488,679	502	1,410,845	788	25,137	7,149	1
INDIA	170,166,097	227,773	8,885,777	8,306	15,722,085	6,126,091	14,676
INDONESIA	218,016	247	5,388,825	6,392	24,848	94,467	155
IRELAND	31,526	37	28,391	43			
ISRAEL	50,638	42	6,208,508	6,067	7,988	162,920	197
ITALY	128,401,850	119,242	127,064,454	116,810	1,215,788	2,241,288	19,717
JAPAN	51,950	11	11,277	3		131,533	17,414
JORDAN			445,549	484		31,000	68
KOREA	241,157	321	202,335	53	46,061	125,119	368
LEBANON			1,003,331	222			
LIECHTENSTEIN			145,472	51			
MADAGASCAR						8,260	13
MEXICO	777,946	364	53,515,549	78,916	29,477	2,128,760	2,651
MOROCCO			968,231	894		42,339	15
NAMIBIA	73,550	69					
NETHERLANDS			402,428	868	27,663	33,190	20
NORWAY	341,131	177				108,064	214
PAKISTAN	22,533	21	1,556,597	3,084		4,565	1
PERU	30,790	10	9,645,857	9,314		7,480	82
PHILIPPINES	151,661	464	1,941,746	3,077	13,580	46,492	74
POLAND	54,014	49			3,712		
PORTUGAL	405,963	390	16,377,111	15,438	389,320	21,996	27
ROMANIA	22,439	20	464,107	643		13,391	2
RUSSIA						10,930	99
SAUDI ARABIA	4,284,926	5,529					
SIERRE LEONE			2,283	1			
SOUTH AFRICA	5,689,916	6,569	126,176	104	82,354	701,745	2,833
SPAIN	24,169,655	42,317	20,925,522	32,640	4,690,460	66,138	77
SRI LANKA	45,356	51					
SWEDEN						29,040	37
SWITZERLAND	26,212	21	74,655	60			
SYRIA			1,386,564	1,682			
TAIWAN	14,465,064	9,817	3,301,496	1,644	46,895		
THAILAND	306,671	19,552	80,030	128	70,920	10,127	20
TOKELAU	29,193	22					
TUNISIA			750,441	437			
TURKEY	595,654	771	293,243,019	670,057	52,233	469,578	2,231
UNITED KINGDOM	1,671,880	930	1,236,890	355	2,193,415	120,490	157
URUGUAY	344,414	227	3,153	1			
VENEZUELA	64,412	17					
VIETNAM	237,812	3,076	1,092,545	1,335	78,160	1,136,462	1,415
ZIMBABWE	189,878	138				173,568	353
OTHER	102,876	116	889,710	592	5,730		
TOTAL YEAR 2014	1,260,009,248	1,924,724	748,744,322	1,145,802	70,972,712	53,063,806	1,668,585

*includes marble, travertine, alabaster and other calcareous stone, **tonnage figures not available, ***includes dolomite, sandstone, quartzite, basalt, porphyry and other non-specific monumental or building stone SOURCE: U.S. Department of Commerce

2013 YEAR-END IMPORT STATISTICS

2013 | Imports to the U.S. *Customers value in dollars does not include insurance or freight*

COUNTRY	GRANITE		MARBLE*		SLATE**	OTHER***	
	U.S. \$	TONS	U.S. \$	TONS	U.S. \$	U.S. \$	TONS
ANGOLA	19,059	9					
ARAB EMIRATES	128,095	126	161,489	256			
ARGENTINA	1,049,473	1,612	36,799	7	4,078	130,511	218
AUSTRALIA			3,225	8		20,973	19
AUSTRIA	2,798	5	7,543	2			
BELGIUM	36,559	23	553,029	220	2,110	359,855	276
BRAZIL	604,068,780	723,086	2,089,185	2,219	6,619,222	1,679,529	2,229
BULGARIA			731,934	830	126,313		
CANADA	11,883,027	38,572	6,728,802	11,845	3,958,483	20,882,538	1,181,692
CHILE						9,328	54
CHINA	259,331,178	376,175	122,769,063	133,405	33,763,159	5,152,798	11,885
COLOMBIA			489,469	547			407
CROATIA			20,808	21			
DENMARK			8,420	1	2,942		
DOMINICAN REPUBLIC	116,298	237	4,145,935	9,457		9,962	20
ECUADOR			329,296	61			
EGYPT	66,283	59	5,429,685	9,985			
FINLAND	50,736	202					
FRANCE	151,708	86	9,492,520	8,664	216,497	289,511	1,317
GERMANY	746,850	463	4,071,882	3,508	160,164	592,661	10,894
GREECE	115,842	85	10,606,992	5,700	13,867	10,549	32
GUATEMALA			32,890	40			
HONDURAS	78,224	164	65,474	17			
HONG KONG	813,783	712	969,028	579	8,788		
INDIA	156,162,267	210,474	5,880,495	7,255	16,124,260	2,990,942	6,706
INDONESIA	129,008	140	5,140,330	4,961	8,101	288,214	384
IRELAND	5,000	1	42,948	17			
ISRAEL	83,554	79	6,456,380	7,328	4,106	11,540	20
ITALY	140,844,073	88,368	117,516,334	91,480	1,239,858	2,052,575	13,798
JAPAN	153,214	21	22,094	6		2,259	1
JORDAN			183,109	236			
KENYA	28,294	4					
KOREA	137,224	187	125,056	34	2,818	69,979	360
LEBANON			615,715	83			
LIECHTENSTEIN			6,644	1			
MALAYSIA	11,314	2	8,570	21			
MEXICO	552,633	363	55,135,957	70,766	20,321	1,339,092	3,065
MOROCCO			404,575	424			
NAMIBIA	543,290	1,214					
NETHERLANDS	3,330	11	435,393	148			
NEW ZEALAND			11,244	7			
NORWAY	425,714	282				135,743	279
PAKISTAN	84,813	92	1,793,545	1,295			
PERU	71,753	63	13,529,263	13,656	25,730	16,045	78
PHILIPPINES	185,342	499	1,958,807	3,199	43,471	15,775	44
POLAND	11,364	1	179,431	2,563		14,201	4
PORTUGAL	254,765	295	13,140,990	17,123	312,635	18,109	52
ROMANIA			295,947	393		54,956	8
RUSSIA	2,067	7					
SAUDI ARABIA	8,122,533	9,539					
SINGAPORE	17,783	42	22,100	13			
SOUTH AFRICA	6,093,805	5,325	15,185	171	107,253	934,555	2,651
SPAIN	17,899,026	26,941	23,584,795	25,065	3,517,819	14,188	8
SRI LANKA	26,180	112					
SWEDEN	4,529	1	10,985	2		36,597	26
SWITZERLAND	22,937	18	3,647	7		60,513	175
SYRIA			740,705	1,059		43,990	45
TAIWAN	20,645,478	20,814	4,156,682	2,302	38,065		
THAILAND	106,856	60	85,862	113	210,582	7,710	1
TOKELAU	42,200	36	41,690	67			
TUNISIA	11,859	25	705,656	854			
TURKEY	570,645	787	276,866,429	518,903	78,528	500,196	3,469
UNITED KINGDOM	1,115,048	685	766,524	304	1,615,201	39,644	24
URUGUAY	347,075	250					
VIETNAM	180,120	143	1,220,007	1,655	268,029	869,692	1,234
ZIMBABWE	273,803	209				69,623	199
OTHER	116,245	116	888,814	764		75,083	66
TOTAL YEAR 2013	1,233,943,834	1,508,822	700,735,376	959,647	68,492,400	38,799,436	1,241,740

*includes marble, travertine, alabaster and other calcareous stone, **tonnage figures not available, ***includes dolomite, sandstone, quartzite, basalt, porphyry and other non-specific monumental or building stone SOURCE: U.S. Department of Commerce

2014 YEAR-END EXPORT STATISTICS

2014 | Exports from the U.S. Customers value in dollars does not include insurance or freight

COUNTRY	GRANITE		MARBLE*		SLATE**	OTHER***	
	U.S. \$	TONS	U.S. \$	TONS	U.S. \$	U.S. \$	TONS
ANTIGUA	208,459	60	91,023	22		2,654	1
ARAB EMIRATES	17,185	5	78,983	104		91,887	118
ARGENTINA			3,427	3		158,230	462
ARUBA	59,686	37	333,830	258			
AUSTRALIA	86,509	135	177,557	446	87,058	30,673	21
AUSTRIA						14,692	11
BAHAMAS	1,056,735	1,063	3,024,943	9,413	57,528	586,715	536
BAHRAIN	19,185	4	46,344	2		2,753	1
BARBADOS	376,795	187	151,688	37	3,550	14,125	9
BELGIUM	754,585	2,059	47,921	5	3,439	81,227	277
BELIZE	10,197	10	11,496	28		16,760	2
BERMUDA	214,506	47	154,295	176	25,330	95,786	124
BRAZIL	445,105	130	14,824	5		725,563	1,859
BRITISH VIRGIN ISLANDS	239,714	138	334,485	85	182,478	47,198	10
CANADA	21,706,539	29,745	29,523,614	252,107	3,082,461	35,735,370	123,167
CAYMAN ISLANDS	274,662	91	224,680	298	9,962	213,193	55
CHILE			169,084	201	6,625		
CHINA	16,789,553	46,662	510,238	3,186	170,033	82,822	116
COLOMBIA	27,698	24	54,740	24			
COSTA RICA	21,516	21	232,676	48	31,545	112,746	91
CURACAO			7,752	1			
CZECH REPUBLIC					21,997		
DENMARK	3,006	1			14,387		
DOMINICAN REPUBLIC	70,822	47	35,645	14		133,471	77
ECUADOR	2,994	1	8,077	1		30,116	50
EGYPT	2,625	1					
FINLAND			91,398	47			
FRANCE	50,283	3	90,700	1,238	177,000	54,576	62
GERMANY	175,106	283	181,756	83	8,849	275,320	747
GUATEMALA	16,011	25	114,670	14		5,414	47
GUYANA						17,945	23
HONDURAS	30,779	49	23,170	15			
HONG KONG	98,535	185	85,635	9		70,334	50
INDIA	63,966	125	170,576	595	10,584		
INDONESIA			2,797	1	5,099	13,290	35
IRELAND			4,000	1			
ISRAEL	5,564	2	52,933	15			
ITALY	7,700,573	18,919	6,499,081	7,295		120,707	174
JAMAICA	59,372	23	637,996	4,213		30,465	27
JAPAN	125,279	191	307,277	3,358	15,007	114,921	463
KOREA	444,932	1,140	51,510	183	3,958	251,661	527
KUWAIT			33,056	20	91,433	9,900	2
LATVIA			40,533	696			
LEBANON						3,707	1
MACAO			2,537	1			
MALAYSIA	132,739	42	4,500	1		18,000	170
MARTINIQUE			7,700	1			
MEXICO	3,153,308	5,378	1,868,428	3,736	72,571	540,006	1,023
MONACO			12,720	218			
MONTserrat						5,750	1
MOROCCO			19,501	1			
NETHERLANDS	48,796	37	27,538	22	41,310	50,809	8
NEW ZEALAND	8,701	1	12,257	6		614,184	880
NICARAGUA	24,394	8	55,795	29		35,225	8
NIGERIA	105,897	17	100,000	10		12,500	10
NORWAY	21,500	43					
PAKISTAN	51,140	16					
PANAMA			120,287	51	13,584	3,788	1
PARAGUAY			77,971	123			
PERU			6,805	56		3,666	3
PHILIPPINES	18,241	8				3,112	1
POLAND	63,982	225				10,000	19
QATAR	14,102	4	53,162	14		7,440	8
RUSSIA	13,680	3	35,115	11	19,789		
SAINT KITTS	42,939	9	68,068	21		26,281	67
SAINT LUCIA	197,827	65	20,990	4		2,568	2
SAUDI ARABIA	133,350	26	106,086	766	3,344	7,930	1
SINGAPORE	132,684	77	32,148	67	487,735	21,308	103
SOUTH AFRICA					11,581	73,017	74
SPAIN	49,082	131	11,560	7	52,653	148,125	18
SWEDEN					15,779		
SWITZERLAND	2,620	18	35,660	3	5,124	9,000	1
TAIWAN	183,678	598				24,858	20
THAILAND	37,460	5	39,873	12	7,770	3,200	1
TRINIDAD	43,388	40	228,903	353	10,558	69,894	57
TURKEY	4,470	1	221,659	1,546		18,186	21
UNITED KINGDOM	4,066,554	662	356,508	2,378	395,876	129,187	143
VENEZUELA	32,132	20	513,546	519	12,619	115,896	124
VIETNAM						432,914	2,243
OTHER	340,477	143	596,668	1,534	20,715	76,780	37
TOTAL YEAR 2014	60,081,617	108,990	48,260,395	295,737	5,179,331	41,607,845	134,189

*includes marble, travertine, alabaster and other calcareous stone, **tonnage figures not available, ***includes dolomite, sandstone, quartzite, basalt, porphyry and other non-specific monumental or building stone SOURCE: U.S. Department of Commerce

2013 YEAR-END EXPORT STATISTICS

2013 | Exports from the U.S. Customers value in dollars does not include insurance or freight

COUNTRY	GRANITE		MARBLE*		SLATE**	OTHER***	
	U.S. \$	TONS	U.S. \$	TONS	U.S. \$	U.S. \$	TONS
ANTIGUA	67,609	41	92,244	69	13,075	16,013	24
ARAB EMIRATES	43,302	9	211,668	350	5,178	89,846	67
ARGENTINA			142,568	75		68,640	243
ARUBA	9,919	23	206,852	549		33,406	25
AUSTRALIA	56,899	18	62,686	19	174,746	81,539	59
AUSTRIA	22,935	38					
BAHAMAS	1,001,383	436	1,650,218	3,041	75,261	186,546	136
BARBADOS	275,624	172	178,638	90	22,638	19,607	4
BELGIUM	316,792	841			5,590		
BELIZE			88,555	89			
BERMUDA	219,964	57	80,148	524	43,820	6,027	19
BOLIVIA			34,145	27			
BRAZIL	7,629	3				1,388,761	6,987
BRITISH VIRGIN ISLANDS	176,891	95	243,970	489	14,792	77,540	27
CANADA	31,561,855	38,029	22,767,359	225,134	2,998,474	28,373,337	131,367
CAYMAN ISLANDS	260,171	96	233,187	144	8,344	102,165	30
CHILE	3,495	1	36,663	138		58,915	132
CHINA	18,969,692	48,848	383,538	540	16,914	360,295	218
COLOMBIA	3,550	5	42,255	99	2,618	76,958	149
COSTA RICA						95,974	142
CURACAO	4,901	2	102,350	179	2,808	2,796	3
CZECH REPUBLIC	7,475	15			4,135		
DENMARK						6,097	1
DOMINICAN REPUBLIC			3,359	1		3,250	3
ECUADOR						100,882	270
EGYPT			27,000	22			
FINLAND						19,325	48
FRANCE	43,845	14	60,682	29	113,219	11,466	3
GERMANY	166,516	226	126,241	1,112	31,853	2,439,658	7,249
GREECE			185,546	611			
GUATEMALA	30,000	8	107,469	47	22,387		
HONDURAS	15,218	4	25,973	38			
HONG KONG	330,732	599	56,934	107		12,000	1
INDIA	116,422	292	141,290	224		38,764	163
INDONESIA			15,533	22		5,400	13
IRELAND	17,169	2			17,825		
ISRAEL	48,143	40	36,673	13		3,392	8
ITALY	5,327,618	15,058	1,098,502	4,378		358,476	985
JAMAICA	28,113	15	146,552	72	18,661	45,530	80
JAPAN	91,982	135	743,969	5,583	6,796	232,320	277
KENYA					38,468		
KOREA	289,485	596	145,886	1,201		209,679	371
KUWAIT	7,000	3	22,000	1		2,800	17
LATVIA	3,563	1	18,000	1		30,000	30
LEBANON			21,432	6			
MACAO			7,492	6		4,130	1
MALAYSIA	66,477	42				2,745	15
MEXICO	2,405,587	5,967	1,411,952	4,953	225,861	340,783	2,043
MONTserrat			3,043	3			
MOROCCO			3,998	1			
NETHERLANDS	132,135	24	13,387	3	66,094	8,720	97
NEW ZEALAND			5,575	2	36,246	304,823	3,386
NICARAGUA	2,582	1	24,448	12	10,010		
NIGERIA	71,489	27	35,090	11			
NORWAY	8,450	2				6,800	21
OMAN	2,564	2					
PANAMA	42,378	63	122,166	309		15,417	3
PARAGUAY			18,505	20			
PERU			22,656	17		14,094	26
PHILIPPINES	9,285	2				3,448	1
POLAND	4,356	7	64,000	43	9,153		
PORTUGAL	44,116	81					
QATAR	36,765	3	9,720	3			
RUSSIA	39,830	45	5,824	2		2,584	1
SAINT KITTS	56,519	22	62,939	61	7,570	4,200	6
SAINT LUCIA	38,268	26	21,656	8	12,357	7,019	7
SAUDI ARABIA	200,147	344	186,390	74	12,278	31,864	46
SINGAPORE	91,301	40	10,780	12	28,650	6,988	30
SPAIN	220,467	673	200,334	110	10,386		
SWEDEN			14,567	1		43,818	10
SWITZERLAND	42,706	70	23,505	5		5,650	7
TAIWAN	542,244	1,807	19,484	3		108,467	178
THAILAND			14,770	6	7,985	16,286	3
TRINIDAD	142,299	120	63,346	112	3,000	126,849	215
TURKEY			335,698	579			
UNITED KINGDOM	3,560,588	298	262,754	561	352,559	87,730	18
VENEZUELA	117,434	22	659,613	653		375,824	314
VIETNAM	10,795	5			20,178	18,485	27
OTHER	417,314	209	667,123	1,227	21,826	167,045	168
TOTAL YEAR 2013	67,831,988	115,624	33,830,900	253,821	4,461,755	36,261,173	155,774

*includes marble, travertine, alabaster and other calcareous stone, **tonnage figures not available, ***includes dolomite, sandstone, quartzite, basalt, porphyry and other non-specific monumental or building stone SOURCE: U.S. Department of Commerce

STONE SOURCE ACQUIRES MISSION STONE AND TILE

NEW YORK, NY — Stone Source has announced the acquisition of Mission Stone and Tile, based in Nashville, TN. Mission Stone and Tile offers natural stone and porcelain tile – including “Mission Originals,” a collection of original, exclusive designs to residen-

tial clients, the design community, builders and developers. The company has a 3,500-square-foot showroom and 9,000-square-foot warehouse in Nashville, TN, as well as a 1,200-square-foot showroom in Chattanooga, TN. Mission Stone and Tile founder and CEO, Mary Elizabeth Oropeza, has assumed a new role within Stone Source

as the director of residential design and procurement nationally. Oropeza will be responsible for expanding the company’s residential product portfolio with the development of original designs, product sourcing and the integration of “Mission Originals” at all Stone Source operations nationwide.

“I am very pleased to announce our acquisition of the Mission Stone and Tile business,” said Joe MacIsaac, president and CEO of Stone Source. “Not only do we expand our footprint and gain entry into the Nashville and Chattanooga markets, but we are pleased to have Mary Elizabeth Oropeza join us as a member of our design and procurement team, leading the expansion of our residential product portfolio nationwide. Mary Elizabeth has demonstrated success introducing her original product designs, and we believe all 11 Stone Source showrooms and our customers will benefit from her instinctive eye for design and experience in identifying design trends in the residential products space. In addition to the two Mission Stone and Tile showrooms, we are very excited about the platform Mission has established for online sales.” Max Lestz, regional manager for the Mid-Atlantic region, will expand his role to lead the Nashville team. Oropeza will remain in the Nashville office and will work with Lestz to ensure a successful transition. The acquisition of the Mission Stone and Tile business is the second acquisition for Stone Source in the past year. Stone Source previously purchased Alan Court & Associates in East Hampton, NY.

TOM SCHLOUGH RECEIVES 2015 MIGLIORE AWARD

OBERLIN, OH and CHESTERTOWN, NY — Tom Schlough, owner of Park Industries in St. Cloud, MN, is the recipient of the 2015 Migliore Award for lifetime achievement. The award was presented to Schlough at The International Surface Event (TISE) West 2016 in Las Vegas, NV.

Under Schlough’s leadership, Park Industries became a leading pioneer



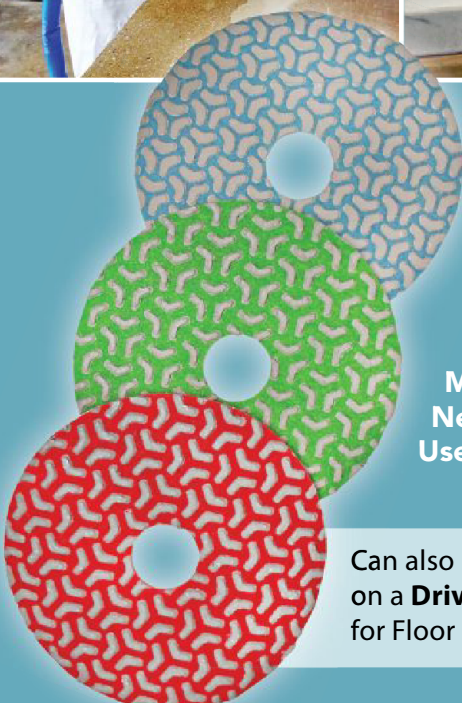


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Tom Schlough receives the Migliore Award for lifetime achievement from Dan Rea, 2015 Marble Institute of America (MIA) president.

in the development of stone processing solutions. Schlough's creativity led the company to many achievements, including introducing the first diamond-tipped disc saw for cutting granite slabs (1979), developing a CNC router for dimensioning, shaping and

cutting marble and granite (1998), and introducing a system to process full dimension stone into thinstone veneer (2003). Schlough's entrepreneurial spirit and driving desire to further expand the stone processing industry has also resulted in numerous patents. Although Schlough retired from day-to-day operations at Park Industries in December 2013, he and his wife remain involved in the company as principal owners.

In a letter nominating Schlough for this award, Joan Schatz, COO at Park Industries said, "For over 48 years, Tom Schlough has demonstrated a strong commitment to quality, ethical business practices, growth, and professional excellence for the stone industry."

Brenda Edwards, owner and general manager at TexaStone Quarries, who has worked with Schlough through several stone associations added, "Tom has benefited the stone industry in so many ways. He is well-

respected, not only in the industry, but in his community. He gives of himself to everyone around him. I am very proud to have been a business associate, board member and friend with Tom during his reign at the helm of Park Industries."

When accepting the award, Schlough thanked his family, coworkers and customers.

"Customers first — you are the reason we are here," he said. "Everybody has good and bad days and together, we can get through. In retrospect, it wasn't always easy, but if I had known then what I know now, I would have done the same thing. It has been a great ride."

PACIFIC SHORE STONES ANNOUNCES EXCLUSIVE DISTRIBUTION AGREEMENT WITH NEOLITH

AUSTIN, TX — Pacific Shore Stones announced that it has reached an

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ASTM C880
Flexural Strength: 1.610 psi

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exclusive distribution agreement with Neolith in Arkansas, Oklahoma and Tennessee. This agreement is in addition to the existing one covering distribution in Austin, San Antonio, Corpus and the Valley area (South Texas). Neolith is a high-performance compact surface that is suitable for many applications, including countertops, vanities, cladding, large format flooring and facades.

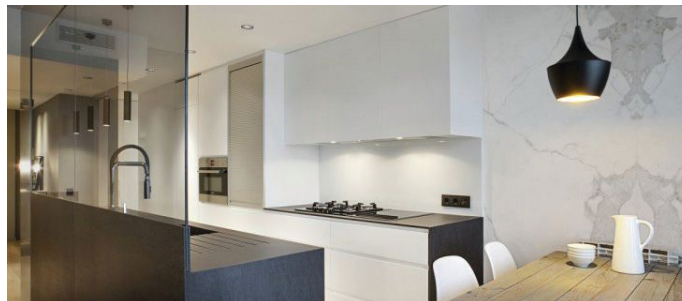
"As a company we're committed to bringing new surface products and technology to our clients," said Pacific Shore Stones operating partner, Vinny Tavares. "Over the years we've seen the market evolve, and we're proud to offer the Neolith product line since it offers such amazing versatility."

"Our partnership with Neolith continues to go from strength to strength and we're pleased to be able to bring this innovative surface solution to more of our clients," operating partner, Marco A. Pereira

added. "We hope to continue to grow this partnership with Neolith going forward."

A launch event celebrating the new distribution agreement was held recently at the company's location in Tulsa, OK. Launch events will also be held in coming weeks at additional Pacific Shore Stones locations. Certified official fabricator training courses will be run in these areas by Pacific Shore Stones' Neolith technical representative, Jesse Nelson.

Neolith is a manmade product comprised of natural elements. The production of Neolith replicates, in a matter of hours, the same process natural stone goes through over thousands of years, using extremely high pressure and temperature. The result is a



Shown here, Neolith's Estuario on the wall, Basalt Black on the countertop/island and Arctic White on the backsplash.

lightweight product which is resistant to fire, UV damage and scratching. It is also waterproof, easy to clean and fully recyclable, and has been awarded Greenguard, Greenguard Gold, NSF, and Kosher certification.

Pacific Shore Stones offers a selection of colors from Neolith's Colorfeel, Fusion, Iron, Textile, Timber and Classtone collections. This includes new colors recently debuted by Neolith at KBIS, such as Calacatta Gold and La Boheme.



RAPTOR Quarry Drill | Production Evolution

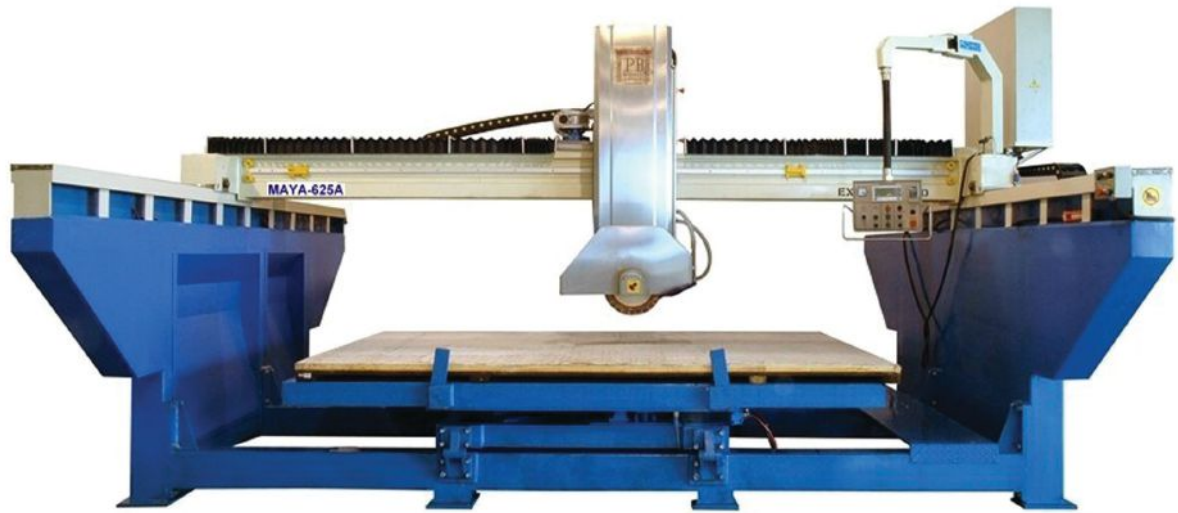
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SUZANNE MARZULLO RECEIVES 2015 MIA NATURAL STONE SCHOLARSHIP AWARD

OBERLIN, OH and CHESTERTOWN, NY — Suzanne Marzullo, sales manager at Dente Classic Stone in Pittsburgh, PA, was the 2015 recipient of the Marble Institute of America's (MIA) Natural Stone Scholarship Award. The award was presented to Marzullo at The International Surface Event (TISE) West 2016 in Las Vegas, NV.

Marzullo joined Dente Classic Stone in 2014 in a clerical position, but her leadership skills and knowledge from her previous experience as an interior designer helped her quickly get promoted to sales manager. She now works directly with architects, designers and consumers. In her essay, Marzullo expressed hope that winning the award would benefit not only her own future, but also those around her. "As a woman in the stone industry, my hope is that this opportunity will

raise the standard for Dente Classic Stone, the fabricators we supply and our customers' appreciation of the product they use and enjoy every day," she wrote.

"Suzanne has impressed me with her work ethic and professionalism," said Elizabeth Baker, vice president at Dente Classic Stone, in a letter of recommendation for Marzullo. "Her integrity towards her work is unquestionable, as has been evident from her demeanor in the short time she has been with us. She comes to work every day eager to learn more about the process of quarrying, fabricating and installing natural stone."

The Natural Stone Scholarship Award covers travel and registration expenses for TISE West and



Suzanne Marzullo (center) accepts the 2015 MIA Natural Stone Scholarship Award from award sponsors Kathy Spanier (Coldspring) and 2015 MIA President Dan Rea (Coldspring).

is designed to help aspiring stone industry professionals gain valuable technical and practical knowledge, meet and network with leading stone professionals and explore potentials for future leadership.



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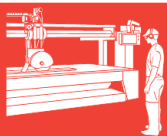
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A multi-faceted stoneworking operation

Through various acquisitions, Sims-Lohman has grown to be an extensive fabrication business — with locations in six states

by Sara Garafalo



Among the lineup of machinery utilized by Sims-Lohman in the fabrication process is a Titan CNC stoneworking machine from Park Industries of St. Cloud, MN.

Cincinnati, OH-based fabricator Sims-Lohman has been in business since the company was locally founded in 1971 under a different name. Years later, in 1998 and in an effort toward expansion, the Steinman family, who remains

the owner today, bought Moellering Industries. They also purchased Sims-Lohman, a design-oriented cabinet company, and adopted the name. Following this acquisition, two granite fabrication companies located in Cincinnati, OH, and Columbus,

OH, were acquired in 2006 and 2007, thereby entering the company into the granite sector. Sims-Lohman, which distributes kitchen cabinets and fabricates granite, quartz surfacing, laminate, cultured marble and solid surface countertops, currently has



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Approximately 400 team members work throughout the different locations, with shifts varying by time of year — either two or three.



An expansive inventory of slabs allows customers options when it comes to their countertop designs.

eight locations in Ohio, three in Indiana, three in Kentucky, one in Pennsylvania, and its latest acquisitions in Huntsville, AL, Nashville and Knoxville, TN. The business is geared toward selling to professionals, custom and production residential builders, remodelers, designers and architects. Its principal markets are Indiana, Ohio, Pennsylvania, Kentucky, Tennessee and Alabama, and the company also serves home center retail stores, such as The Home Depot and Lowes, in some areas.

“We have four Marble Institute of America (MIA) accredited natural stone fabricator manufacturing facilities located in Cincinnati, OH (153,000 square feet), Columbus, OH (38,000 square feet), Indianapolis, IN (52,000 square feet) and Pittsburgh, PA (45,000 square feet),” said Dan Sullivan, operations manager for Sims-Lohman. The main location is in Cincinnati, where the company is equipped with machinery from Park Industries of St. Cloud, MN. The lineup includes two Yukon bridge saws, a Sierra bridge saw, a Titan CNC stoneworking machine, a Destiny CNC stoneworking machine, a Velocity edge polisher and the newest addition — a Fastback edge polisher. All machinery was purchased directly from Park Industries, unless existing equipment was acquired with new acquisitions.

For all supplies and CNC tooling purchases, the company uses a variety of brands, among them ADI, with distributors including Braxton-Bragg, GranQuartz, Granite City Tool, Performance Abrasives, Regent Stone Products and Salem Stone. For templating, Coraplast, Corrugated Plastic

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The average size of the kitchens the company works on is between 60 to 80 square feet.

and LT-55 Laser Templators from Laser Products Industries of Romeoville, IL, are utilized, with the latter equipment being digitized.

Approximately 400 team mem-

bers work throughout the different locations, with shifts varying by time of year — either two or three. Additionally, there are eight installation crews in the Indianapolis location,

10 in Cincinnati, 10 in Pittsburgh and 10 in Columbus.

The production rate varies, but usually averages 400 kitchens per week, depending on the season. The approxi-

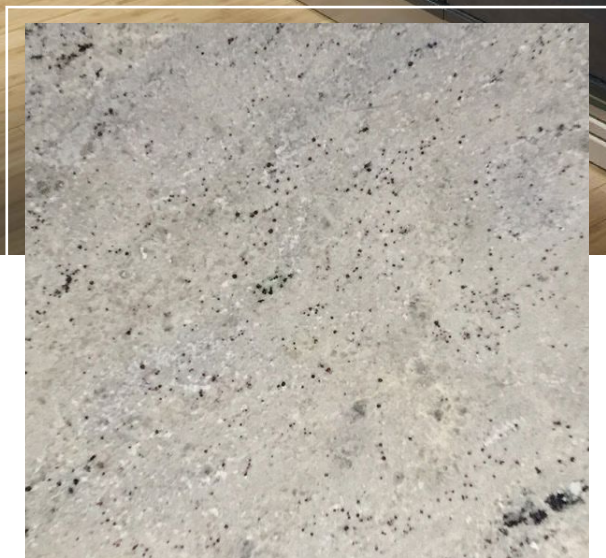
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While the majority of Sims-Lohman's work is in the residential market, the company also does some commercial projects.

mate size of kitchens worked on is usually 60 to 80 square feet. In total, the company produces \$50 million in counter-tops annually, across all locations.

Naturally, managing a company of this size, with many locations, does present its obstacles.

One of the main problems Sims-Lohman faces is finding and hiring capable industry-leading team members. "Hiring great talent, at all levels of the company and in all our locations, is one of the top challenges to the organization," said Jodi Burke-Toncar, human resources director. "In the markets we operate, the demand for talent is high, accompanied by low unemployment rates. To attract new team members, we offer the opportunity to join a growing company that makes safety the top priority. We offer competitive wages, benefits, a steady work schedule, and in many cases, an opportunity to learn new skills and have a career path with Sims-Lohman."

As the company looks to the future, they are clearly thinking of more growth. "Short term, we would like to continue expansion in Northeast Ohio and into Tennessee and Alabama," said Sullivan. "Long term, we would like to reach \$200 million in sales by the year 2020." □

Sims-Lohman Cincinnati, OH

Type of Work: 90% residential, 10% commercial

Machinery: two Yukon bridge saws, a Sierra bridge saw, a Titan CNC stoneworking machine, a Destiny CNC stoneworking machine, a Velocity and a Fastback edge polishing machines – all from Park Industries of St. Cloud, MN; tooling and accessories from Braxton-Bragg in Knoxville, TN, Gran Quartz in Tucker, GA, Granite City Tool in Waite Park, MN, Performance Abrasives in Cincinnati, OH, Regent Stone Products in Virginia Beach, VA, and Salem Stone in Winston-Salem, NC; LT-55 Laser Templators from Laser Products in Romeoville, IL

Number of Employees: Approximately 400

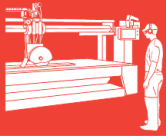
Production Rate: 400 kitchens per week



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Building a handcrafted operation

While Stone Restoration of America has experience in countertop fabrication, the Charlotte, NC-based company now concentrates on custom stone restoration and can offer its customers a diversity of services

by Jason Kamery



The Charlotte facility, where Stone Restoration of America is based, is a 25,000-square-foot area. The company also has a satellite office in Raleigh and one coming to Myrtle Beach, which is anticipated to be 3,000 square feet.

One of the biggest lessons learned by fabricators from the 2008 recession was that a business must be adaptable. Some changed their target market; others changed the foundation of their business. For Stone Restoration of

America, located in Charlotte, NC, the company changed entirely. "A small group of us originally started in 1993 just polishing marble floors," said John Lambert, president of Stone Restoration of America. "As we started to build a reputation in the area, people

would ask us to do more. We went from one employee, all the way up to 120 employees. We also went from fabricating kitchen countertops to now providing services for maintaining buildings and parking decks, as well as having the capacity to perform



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When fabrication is needed, the company does the majority of it by hand using its Denver bridge saw.



company has 11 restoration crews, all varying in size up to 30 people large, as well as having six additional maintenance crews.

When fabrication is needed, the company does the majority of it by hand using its Denver bridge saw. "We have a lot of skilled guys that can do everything by hand," said Lambert. "They can do rough cut, a lot of good router work, and grind and polish." The company also does a significant amount of stone polishing work each month. Depending on how busy it is, it will polish 30 to 50 thousand square feet.

Stone Restoration of America does a great deal of work in the field and repair work. The company uses tooling and accessories from Stoneway Supply, located in Pineville, NC; sealers from Prosoco, located in Lawrence, KS; as well as Aqua Mix and Tenax, located in Charlotte, NC. Additionally, they rely on Daltile as a source of stone and tile, among other suppliers.

The Charlotte facility, where Stone Restoration of America is based, is a 25,000-square-foot area. The company also has a satellite office in Raleigh and one coming to Myrtle Beach, which is anticipated to be 3,000 square feet. "We are licensed in the two Carolinas, Virginia and Georgia," said Lambert. "Our business grew 58% last year and a big part of that is the beach business which is starting to grow." While the company has no real stone inventory, they do a lot of stone matching for their restoration projects. "We are fortunate to have a lot of resources for when it comes to matching stone on a restoration project," said Lambert. "We have samples everywhere that are usually

"We have a lot of skilled guys that can do everything by hand," said Lambert. "They can do rough cut, a lot of good router work, and grind and polish."

waterproofing and restoration for large capital projects."

Right before the economic downturn, the Charlotte market was flooded with fabricators that it didn't make sense for Stone Restoration of America to continue fabricating kitchens. While fabrication isn't the focus of its business, it still has six workers on staff who can fabricate. "Recently we finished, and were nominated for a Trinity Waterproofing Award from SWRI for a 25,000-square-foot granite plaza at Two Wells Fargo Center," said Lambert. "We had to de-

clad and waterproof the existing plaza, planters and old water features of the center. All the granite, about 5,000 pieces, had to be removed in-tact, labeled for location and stored off-site due to limited jobsite space. Because some pieces broke and some other work had to be done, we still had to fabricate 6,000 square feet." The granite used for the project was supplied by Coldspring of Cold Spring, MN.

The six fabricators that Stone Restoration of America has are cross trained so that the majority of their time is in the field as stone setters. The



The company has 11 restoration crews, all varying in size up to 30 people large, as well as having six additional maintenance crews.

pretty close, and we have guys who have been in the business long enough to look at a stone and know what it is and where we can get it." Because of the invaluable knowledge his employees have, Lambert has a strong

employee retention rate and is fortunate to have people wanting to work for him. "You can see it all around, and I think all businesses see it, there is a shortage of skill workers out there, who can do what we can do," said Lambert.

"We have a retention rate of seven to 10 years for our employees. I believe a lot in giving our employees good benefits and a profit sharing program. As far as training new employees, our approach is to have a steady mix of inexperienced

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Stone Restoration of America does a great deal of in the field and repair work. The company uses tooling and accessories from Stoneway Supply, located in Pineville, NC; sealers from Prosoco, located in Lawrence, KS; as well as Aqua Mix and Tenax, located in Charlotte, NC.

workers with experienced workers and giving them on-the-job training. We believe it's the best way to train a new employee and to understand they may make mistakes, but you have to work with them. We have also been very fortunate that a lot of people want to work for us."

According to Lambert, the company is looking to grow on its previous year's success and keep adding new projects to work on. "For the next five years, we just want to keep adding more projects to have more stability and be poised for even more growth," he said. □

Stone Restoration of America Charlotte, NC

Type of Work: Stone restoration
Machinery: Denver Bridgesaw
Number of Employees: 120

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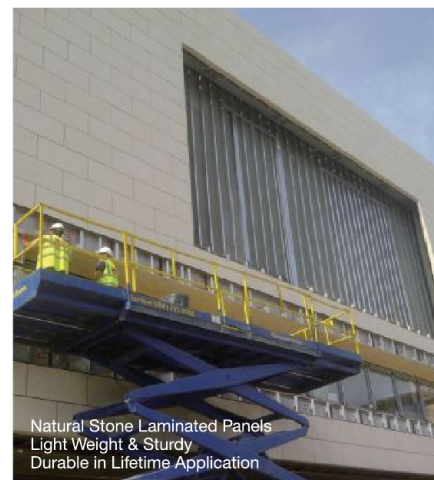
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Insights from CNC manufacturers

Companies from around the world give their thoughts on the future of CNC machines

by Jason Kamery



Stone World recently asked a few CNC machinery companies to explain the importance of the CNC machine, the future of them and their observations from working with fabricators.

As fabricators invest more into CNC machines, the producers of these state-of-the-art machines are not standing idle. *Stone World* recently asked a few CNC machinery companies to explain the importance of the CNC machine, the future of them

and their observations from working with fabricators. Participants include:

- Mark Lauzon, *Sasso*
- Ann Greco, *Salem Stone*
- Alex Elzein, *Prussiani*
- Francesca Catena, *Helios*

- Doug Cicchini, *Baca Systems*
- Cevin Moberly, *CMS Brembana*

Describe the CNC machine(s) you offer fabricators.

Lauzon: With over 50, five-axis

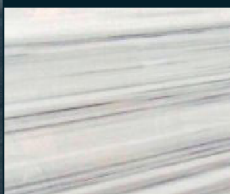


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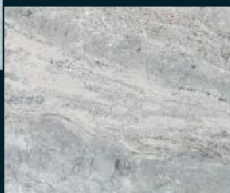
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CNC saws installed in North America, including seven in the Seattle market alone, our K Series 5 Axis CNC saws are proven performers.

Greco: Salem Stone offers the Italian made Denver line of CNC equipment. Our line of CNCs are designed using the same technologies used in the ultra-high precision metal fabrication industries. This ensures accurate

We offer 100% Made-in-Italy technology with the best quality raw materials: solid structures with anti-corrosive stainless steel coatings, PVC welded bellows, recirculating ball screws and linear guides for the best realization of the finished products and for the best endurance during the time.

Cicchini: Baca Systems designs and manufactures the Robo SawJet system,

performance CNC machining center technology, including 5-axis CNC machines and high-performance waterjet cutting systems. For more than 25 years CMSNA has provided customers in the stone industry specific solutions that focus on efficient production, high machining accuracy and maximum cost-to-benefit ratio.

Why should fabricators be investing in CNC machines?

Lauzon: Any shop looking to adapt and compete in a hyper-competitive market should not be without CNC cutting technology. The value this technology transcends what the machine actually does in the shop is a fantastic stepping-stone for transitioning to a digital shop. Suddenly, digital templating makes sense, and files and workflow can be managed in the cloud. Schedules and production data can be accessed by staff members on the fly, leading to increases in organization and productivity. Leveraging CNC technology, stone shops can now operate with the efficiency of small factories without the massive investment. In short, you won't only be able to compete, but win.

Greco: In today's competitive market, there is an increasing need to separate companies from their competitors and CNC technology is a vehicle to accomplish this.

tolerances and very long-term reliability. Salem and Denver continually work and strive to improve machine offerings to meet the needs of the customer's application, market demand and evolution.

Elzein: Prussiani has been an innovator in the design and build of stone working machinery for the past 25 years. Our competitive advantage is that we have been building rugged CNC saws, routers and waterjet combos solely for the stone industry.

Catena: Starting from the needs of our customers, we have developed a wide range of CNC machines from simple photo etching machines, automatic sandblasters, pantographs, polishing machines up to large 8-axis fab centers and bridge saws.

which utilizes a KUKA robot instead of a CNC-based Sawjet. Our team has been integrating robotic-based cutting solutions for nearly 30 years in manufacturing processes in the automotive, marine, bath, aerospace, wind turbine and thermoforming industries. We integrate the robot with the combination of a saw and a waterjet, providing a very flexible and productive cutting solution for fabricators. The robot can run for five years before the first scheduled maintenance, and the drive system is completely sealed, preventing the water, dust and silica from damaging the drive components.

Moberly: CMS / BREMBANA is the North American presence of CMS Industries, OEM, ISO 9001:2001 Certified, and leading worldwide supplier of solution-oriented, high-

Greco: In today's competitive market, there is an increasing need to separate companies from their competitors and CNC technology is a vehicle to accomplish this. CNC technology enables the ability to provide accurate repeatable productivity and output as well as custom niche market offerings. CNC bridge saws will dramatically increase production, decrease waste, and at the same time, reduce labor costs — also enabling the reallocation of labor and resources. CNC routers enable consistent quality, reliability and a separation from your competitors.

Elzein: We are in the time and age where technology is everywhere around us, and we should take advantage of it. The stone industry has almost matured on the machinery side, and technology has come a long way



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on software and hardware. I believe that now is the most opportune time to invest in technology to compete, and remain a serious player in our industry.

Catena: Eight reasons: To be more competitive on a market, which is more and more global; to triple the working hours: a CNC machine can work 24

hours a day contrary to an operator; to simplify the staff management; to comply with delivery terms; to improve productivity and profit; to improve time management: the fabricator can dedicate his time to look for new customers, capture new jobs and schedule marketing actions; to make the creativity faster and more accurate; and

finally to produce high-quality work at a more efficient rate.

Cicchini: Investing in SawJet technology immediately adds to the bottom line by significantly speeding up the fabricating process, increasing material yield, and providing a safer environment for workers. Faster production and increased yield leads to being more competitive in the marketplace, and the additional capacity created allows for additional business to be added in the same manufacturing space. The Baca Systems robot uses digital template files, reducing the chance of mistakes and removing hours of labor associated with setting up a manually-templated job. Using a robot instead of a conventional bridge-based saw solution will increase profit by eliminating the maintenance and repairs that are common with bridge-based CNC sawing equipment.

Moberly: CNC machinery will produce a straighter, more precise end product with tighter tolerances. This is what started the trend of stone fabrication companies investing in this type of equipment. This type of precision is now common in all facets of manufacturing. Small gaps, perfectly matched seams, completely square edges and corners, or slight curves and angles that need to match existing walls. These are the types of things that designers and engineers are looking for. CNC machines also provide great labor savings, which is important to all companies.

From your perspective, what are fabricators looking for in CNC machines?

Lauzon: Like cell phones, the cost of 5-axis sawing technology has decreased in recent years as the features and ease of use have increased, making now a fantastic time for both small and large shops to deploy or update existing CNC sawing technology. Consider that most shops today are producing anywhere from 70 to 80% eased edge and/or mitered edges. If you are not currently automated, the

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logic for your first CNC machine tool to be a 5-axis saw makes a world of sense. You can miter, cut out sinks, core faucet holes and execute radius work with extraordinary precision and unprecedented speed.

Greco: Along with a reliable machine, it is very important to have a user-friendly software for the operator to interface with that is easy and simple

ity at the same time. A CNC machine must offer user-friendly software with simple digital interfaces. A CNC machine must be the result of the stone fabricator needs: speed, excellence of the finished products, easy use and immediacy, low indexes of rupture or failures and safety.

Cicchini: Ease of use, low maintenance, low operating cost, reli-

advancing technology to expand the usefulness of a machine and the ease of operation.

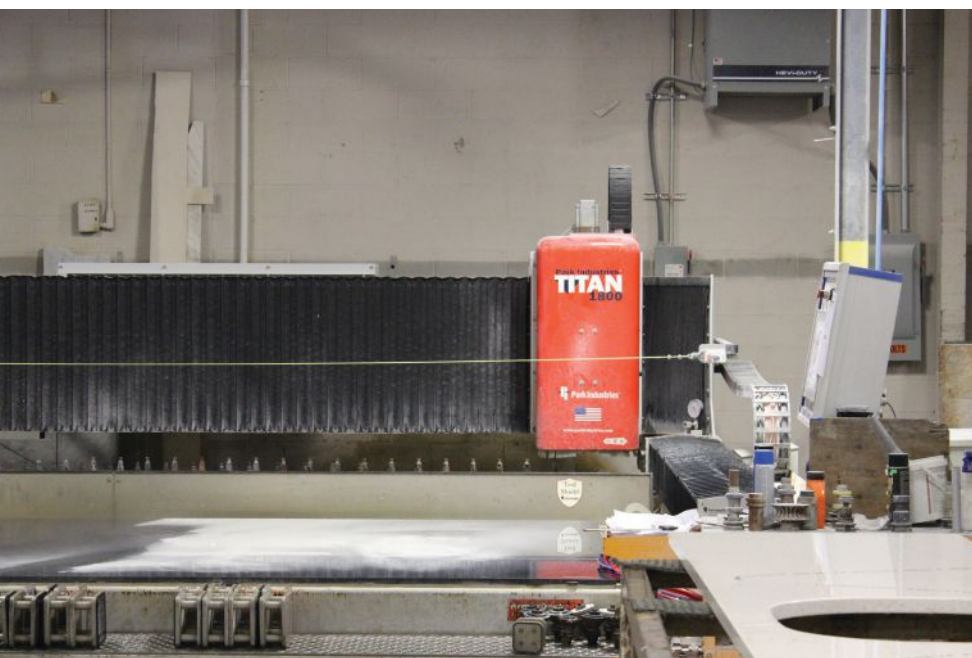
What is the future of CNC machines, or how are you looking to improve them?

Lauzon: Going forward I would expect that most of the changes to CNC sawing technology will focus on software and machine reliability. Again, it's like cell phones — the core technology is mature, so the biggest areas we can expect change will be in user interface and software. That's why Sasso engineers work closely with our customers to continually refine the designs and ease of use of our machines.

Greco: We believe in constant improvement and bridging the gap between customers and machine engineers through communication. This enables us to continually improve and develop our machine lines to meet the latest customer and market demands. We will continue to pioneer and provide cutting edge technology — enabling higher quality, faster processing times and the ability to meet customer and product demand.

Elzein: We continue to experiment with total automation in order to improve efficiency, thus increasing productivity. As the industry matures, profits will decline. Increasing productivity through automation and embracing computerization will become essential to survival in the industry.

Catena: The future of CNC machines is the synchronism between several machines — making different machines working all together. Having the highest number of interpolated axis, which moves simultaneously through robotic systems, to make the job of the modern stone operator easier, safer, more productive and profitable. The aim of our engineers is making the digital technology more and more user friendly and cost effective.



Lauzon: Going forward I would expect that most of the changes to CNC sawing technology will focus on software and machine reliability.

to use. Our software is Windows and icon based and is easy to learn and very simple to use. It also tracks jobs, time and pieces processed, and enables you to job cost. More importantly is support — a strong technical service department to support the machine to include readily available parts is a key component to choosing the right machine.

Elzein: We hear from our customers that software, productivity and tech support are very important to them. For that reason, Prussiani has established a training, and service center in St. Louis to deliver all of the above to our customers.

Catena: The stone operators are looking for simplicity and productiv-

ability, small footprint and flexibility for manufacturing are all critical for fabricators. There are robots that have been running for over eight years, two shifts per day and the robots have had absolutely no downtime or parts replaced during this time. Having a machine that is available every day and can be relied on to be able to process the production required for the day is extremely important to fabricators. Also, having a system that can be programmed at the machine by an operator with no CAM experience is a big advantage, allowing them to run the equipment without investing a great deal of training.

Moberly: The main concerns that I have seen are: quality of build and



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Cicchini: Our robot-based solution already addresses many of the weaknesses of the CNC-based technology. Having a SawJet solution that includes a motion system can move quickly from one point of work to the next, that can work in the fabricating environment without requiring a large

amount of maintenance or resulting component failures, and requires a very small amount of floor space provides many advantages as compared to the current available CNC machinery. We have also developed software tools that provide production reporting, protection against collision, automated

calibrations and other technological developments that improve uptime, performance and overall capability.

Moberly: The future for our industry is very exciting and software plays no small part. We have machines now that need virtually no programming. Most of it can be done automatically with very little input from an operator or programmer. The newest version of our software (coming soon) has some excellent new 3D capabilities, some advanced 5-axis tool path options and cloud back up, just to name a few. From the machinery side, we continue to push the design of new machines and update the existing line to meet the expectations of our customers. Material and part handling has always been difficult in the stone sector, so we are looking at ways we can help automate even these areas.

What new plans do you have for your future CNC machines?

Lauzon: We take customer feedback seriously, and in the case of our 5-axis saws, we are now working on our fifth generation. Incremental refinements and a constant focus on user experience drives our design team. The explosive growth of our 5-axis CNC saws in the U.S. market is a testament to our dedication and passion for building outstanding machine tools.

Greco: Our new line of CNC saws and machining centers differ from the competition. Denver CNC machines use top-class electro spindles and CNC-OSAI control units with digital interface. This is the go to controller for critical CNC machining applications that demand consistent reliability. Support is also readily available here in the U.S. The "X" axis has a rotating female block rather than a rotating ball screw, which drastically reduces vibration and noise equating to faster process speeds, higher quality and tighter machining tolerances. The "Y" axis drive system



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Elzein: We have just introduced our sawing and jetting machine, the Cut & Jet with 5-axis technology. We have also outfitted Cold Spring granite with two dual spindles Tango belt cutting machines that have made a great and positive impact on their productivity.

Catena: Great news for Helios technology, we are developing and improving the software with new codes in order to make it more and more accessible to all, just doing everything with a touch.

Cicchini: Robotic technology is always evolving at an extremely rapid

pace, and as a result, new technology is always becoming available that can be implemented for the Robo SawJet and provide benefits for our customers. The KUKA robot that we use in our system is also used in applications for industries such as aerospace, automotive, medical treatment, machining, measurement and countless other manufacturing processes. Development in these other applications can often provide new technology that is applicable for the SawJet application, resulting in a constantly evolving product that is always being improved with additional capability.

Moberly: We've been showing a new Sprint Jet with a vacuum manipulator at the European shows last fall. Some new model waterjets configured with the U.S. market in mind, 3 - 5 axis with superior safety and sound protection and a built in dredge for spent garnet removal. We are also seeing a renewed interest in our VNT systems. This is our "Slab on, parts off" production system that can be used on our 5-axis machines.



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AS 821CH
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CNC TOOLING

ALPHA PROFESSIONAL TOOLS

CNC Tooling for Dekton®



Alpha® has introduced a series of CNC tooling for Dekton, crystallized glass and other vitreous materials. These finger bits and core drill bits are designed for CNC machines and radial arm workstations and come with a 1/2-inch gas thread, designed for the tool holder. The diamonds and matrix have been uniquely selected to minimize blow-out at the bottom of the stone, since most CNC router fabrication is done upside-down. In addition, these tools utilize the superior technology that has made Alpha a leader in the stone industry.

www.alpha-tools.com

BETTER VACUUM CUPS, INC.

SS200 and SS200400 vacuum cups

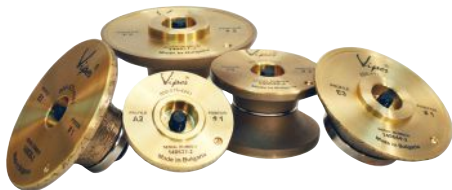


Better Vacuum Cups, Inc. has introduced its SS200 and SS200400 stone and glass vacuum cups. The company reports it is an absolute game changer with features never heard of in the stone/glass CNC arena. No longer do you damage your \$300 tool or your \$500 cup when they collide. Now your \$800 mistake costs you zero when using our Better Vacuum Cups SS series cups. Just install the foam gasket in seconds after damaging the rubber lid.

www.greenbvc.com

BRAXTON-BRAGG

5500 Viper Router Profile Group



Viper CNC tooling is a CNC tooling system featuring a 6 mm layer of diamonds on each profile wheel, including the polishing steps — ensuring the longest tool life in the industry and at a price that can't be beat, according to Braxton-Bragg. It features seven steps — five metal and two ceramic polishing steps — and they are all produced with a standard 35 mm bore. This allows a job to be completed fast. All of Braxton-Bragg's CNC tooling is accompanied by data sheets with complete set-up information, including pre-calibrated setting parameters, detailed operating information and maintenance instructions, reports the company.

All tools are carefully balanced and inspected by strict quality-control standards.

There are six profiles offered, including two types of radius profiles, ogee straight, double eased, bevel, full bullnose and demi bullnose.

www.braxtonbragg.com

DIAMAX INDUSTRIES

Hurricane finger bit



Diamax Industries introduces the Hurricane finger bit. The new finger bit is designed to offer the same performance Diamax's customers have come to expect, but at a lower price. It has the identical high-quality segments as the company's regular Cyclone CNC line. Diamax designed the Hurricane finger bit for exceptional efficiency without sacrificing speed. It will cut all types of material, including granite, marble and engineered stone. It is available in 1 3/8-inch and has an RPM of 4500 to 5500. Remember, high performance no longer has to be high priced.

www.diamaxinc.com



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CNC TOOLING

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The new Advant-Edge machine



Following extensive research into ergonomics and safety, Granite City Tool partnered with Kremin to develop the Advant-Edge offline dressing machine, which provides a comfortable and safe environment to do the valuable but tedious maintenance of the CNC tooling. With an actual precision spindle that accepts almost every tool holder on the market, the Advant-Edge provides a true concentric rotation that no other machine of its type offers. The product also has a variable speed drive that allows for adjusting speeds to dress everything from diamond one to final polish.

www.granitecitytool.com

LACKMOND STONE

Tyrolit CNC tooling



Lackmond Stone is an authorized distributor of Tyrolit CNC tooling in the U.S. Tyrolit is the original CNC diamond tool manufacturer specifically for stone, and has been producing tools in Thiene, Italy, since 1986. Tyrolit continues to lead the stone industry in the development of new technology and is now combining its advanced manufacturing technology with Lackmond Stone's distribution model. From custom shapes and common profiles to finger bits, core bits and multi-stack blades, Tyrolit manufactures and Lackmond Stone supplies the tooling needed to get the job done. Lackmond Stone also has experienced knowledgeable CNC service technicians and CNC specialists to help train CNC operators onsite. The company's high-standard service and extensive stock-on-hand allows it to get CNC tools to its customers when they need it, according to Lackmond Stone.

www.lackmondstone.com

SALEM STONE

Drill Bits



Salem Stone began selling stone CNC tooling in 2002 and today represents the finest lines of tooling on the market. Finger bits are widely used tools for sink cutouts in countertop fabrication and customers are looking for the highest quality, consistency and reliability in these tools. BDT, Indiam and KDrills, are three of Salem's most popular brands of finger bits. Available in a wide variety of sizes and lengths for either manual or CNC operations, Salem Stone supplies hundreds of satisfied customers with repeat sales and an almost zero return rate. Salem Stone continues to grow in this very competitive market by offering any finger bit you need in a price range to fit your budget.

www.salemdist.com

REGENT STONE PRODUCTS

Extra High Speed line of CNC profile wheels



Marmoelettromeccanica has an Extra High Speed line of CNC profile wheels — available through Regent Stone Products, Inc. — which can run at speeds twice that of any other competition on the market. Speeds can reach as high as 400 inches (10,000 mm) per minute. Through extensive research, Marmoelettromeccanica has developed a new matrix of diamonds and metals that are capable of these never seen before speeds. By using a high percentage of copper in the matrix, these wheels can diffuse heat much better and keep the diamonds functioning at a high level. They are also offered at 40 to 50% less than other high-speed wheels on the market, making them a great value for the high-production fabrication shops.

www.regentstoneproducts.com



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CNC TOOLING

STONE BOSS

Panther Finger Bit



Stone Boss offers the Panther Finger Bit, which are high-speed finger bits that work well for all types of granite. These fast-cutting bits can run at 5,500 to 6,000 rpm with a feed rate of 15 to 20 inches per minute.

www.stoneboss.com

TERMINATOR DIAMOND PRODUCTS, INC.

Zares II 3D Optical CNC tool measuring system



The Zares II 3D Optical CNC tool measuring system, distributed exclusively by Terminator Diamond Products, Inc., was the winner of Best in Technology and Best Product, Marketplace at The International Surface Event (TISE) 2016. This system measures a tool in under 10 seconds and is multiple times faster than manual set-ups and laser systems. It integrates with CNC machines, eliminates machine down time, prevents user error and prints precise tool labels instantly.

www.terminatorodia.com

WEHA

Top Racer High Speed CNC diamond finger bit



The Weha Top Racer Diamond Finger Bit is among the fastest cutting CNC finger bit on the market and is unbelievable on granite, marble — and especially engineered stone and quartz materials, according to the manufacturer. Designed for production work, the Top Racer can run up to 36 inches per minute fully engaged. With its eight segment design, the 22 mm x 40 mm finger bit will remove material at an incredibly fast rate. The faster the Top Racer runs, the better it performs.

www.tenax4you.com

ZENESIS

Zenesis™ finger bits



The all-new Zenesis 4- and 7-segment finger bits — available from GT Diamond — provide top CNC performance on all stone materials. They deliver precise, quiet, chip-free cutting at faster speeds and can be used on soft to medium-hard materials (4 segments) or medium to hard materials (7 segments). The enhanced design utilizes our most advanced diamond pattern to date, which increases durability and prevents premature wear so that the finger bits will last even longer. Zenesis finger bits do not need to be “dialed in.” They can operate effectively at almost any rpm and feed rate. RPM is 4,700 to 5,500 and the feed rate is 12 to 16 inches per minute.

www.zenesistechnology.com

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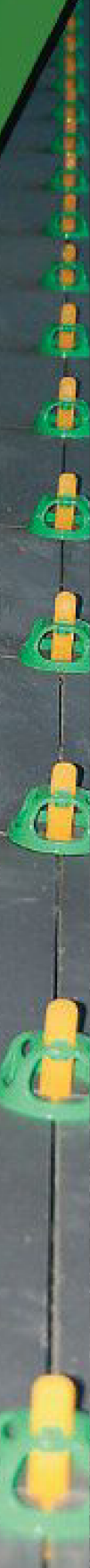
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New Products for 2016



Coverings 2016

Booth 7348

Coverings looks to expand on last year's success

The international stone and tile show welcomes Chicago-area partners to extend its creative program and draw more visitors to the 2016 event



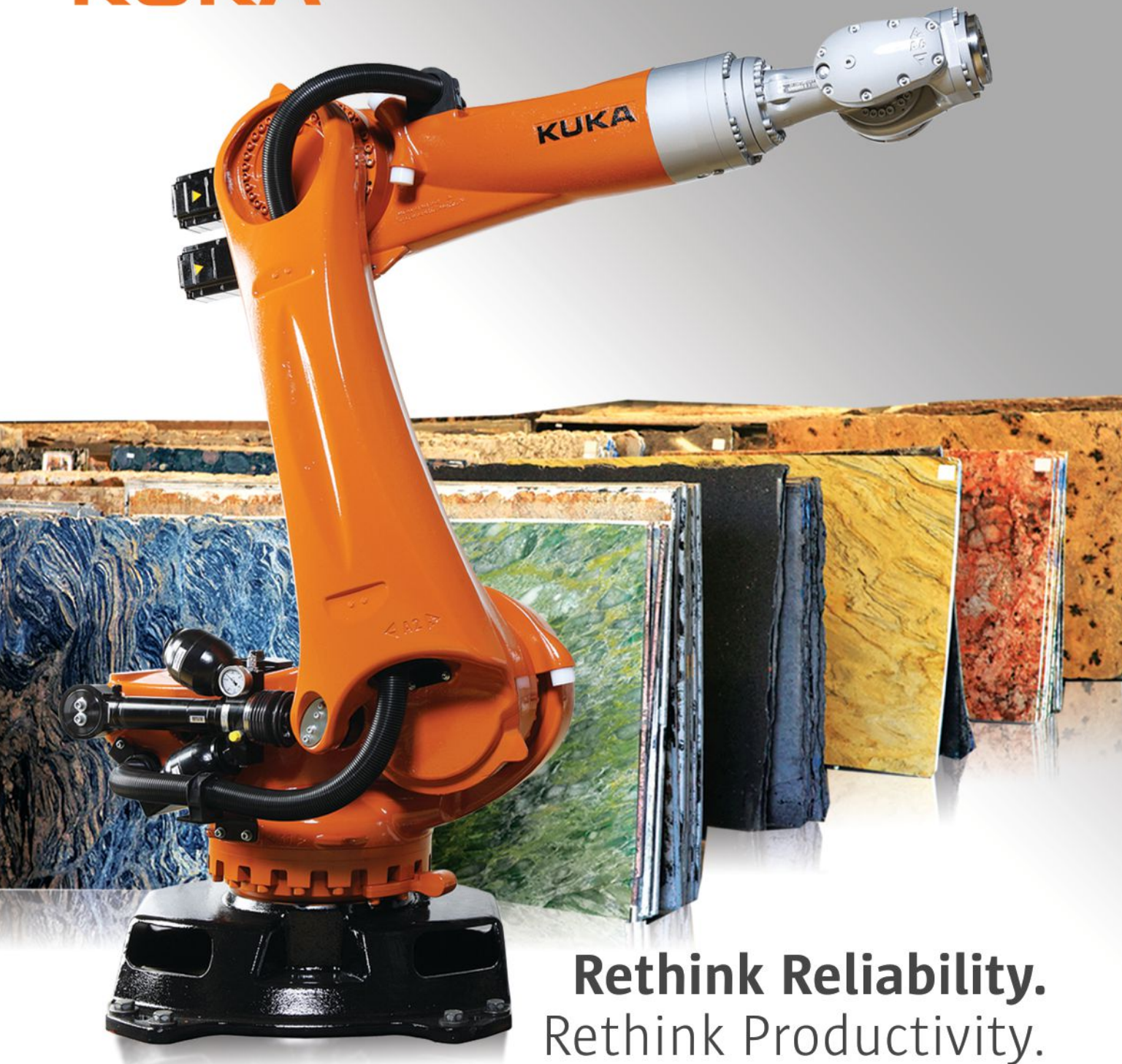
Coverings 2016, the largest global tile and stone exhibition in North America, is scheduled from April 18 to 21 at McCormick Place in Chicago, IL. After experiencing double-digit growth last year, Coverings — now in its 27th year — intends to reach even larger attendance numbers at this year's event.

Held at the Orange County Convention Center in Orlando, FL, last year's edition of the show drew in its largest crowd since 2009, with approximately 23,000 attendees from more than 40 countries. It showed a 10% growth over the previous year. With the Chicago venue spanning 420,000 square feet, show organizers

only expect attendance to flourish, with an estimated 1,100 exhibitors and more than 75 specialized training and education sessions offered.

"We're thrilled to bring Coverings to Chicago in 2016," said Karin Fendrich, Coverings Show Director. "We're looking forward to sharing the tile and stone resources that Coverings

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Coverings will include Rock Stars, the emerging leaders program, Installation and Design Awards (CID), Fabricators Forum and much more. The CID Awards honor the most superior designs and installation of tile and stone. Open to architects, designers, builders, contractors, distributors, retailers and installers, the CID Awards celebrate creativity and technical prowess in the use of tile and stone in residential, commercial, international and sustainable projects.

Sponsored by TileLetter and Contemporary Stone & Tile Design, Stone World's sister publication, winning projects will be announced during the CID Awards & Opening Night Celebration, which will take place on the first night of the show, April 18. The free event, which was developed last year, will include a presentation of the winners — who must be present to accept their awards, otherwise the projects will be disqualified and new winners will be awarded, with the exception of international projects — along with a live showcase of the projects and a cocktail reception, which will embrace a special "Taste of Chicago" theme.

In addition to the exhibition and show floor activities, Coverings 2016 will include an extensive educational program, featuring more than 70 seminars. The following is just some of the many sessions being offered. For a complete list of all educational programs, go to coverings.com.

provides designers, architects, contractors, installers, fabricators, retailers and distributors alike. The Chicago market has a vibrant architecture and design community, and we are excited to play an active role there in the year ahead."

This year, Coverings has partnered with the School of the Art Institute of Chicago and the Chicago Mosaic School to develop programs that use tile as a medium for creative design. "Partnerships with the School of the Art Institute of Chicago and the

Chicago Mosaic School not only allow Coverings to support the dynamic creative landscape in Chicago, but also provide opportunities for Coverings attendees to think about tile and stone materials in unexpected ways," said Fendrich. "These programs challenge both future and current tile and stone industry professionals to truly understand just what these materials are capable of producing for design projects and how their qualities are best utilized from a technical standpoint."

White Alpha

White just got **whiter**.

Introducing White Alpha - a new exclusive granite from Granos. With its background color of purest white, this material is perfect for countertops. White Alpha's technical data is greater than usual white stones in the market, making it a superior choice for both interior and exterior projects.

 OWN QUARRY



Close up



The Italian Trade Agency pavilion at Coverings

For this year's Coverings show held from April 18-21, 2016 in Chicago, IL, the Italian Trade Agency (ITA) will present a large group of the most innovative and internationally renowned Italian suppliers of dimensional natural stones.

The following Italian stone producers will be exhibiting at the ITA booth:

2P TRADING Srl - 2P Trading has taken the traditional production of tiles, slabs and cut to size into a new and vibrant environment where customer care, superior selection of materials and an ever-increasing attention to the quality of products is the company aim. The flexibility of the company's structure allows 2P to produce a wide variety of stone, ranging from those traditionally produced in its local quarries to the more exotic materials requested in today's market, with the objective of supplying our valued clients with the best possible service. New for 2016 are six new materials: BiancoLatte, Vision, Rigato, Grigio Versilia, Calacatta Crema and Calacatta V. - **Booth: #2452**

ADAMANTEA SRL - Adamantea is a leading supplier of marble and precious stones for world-wide high-end projects. Adamantea's success is an in-depth understanding of the industry, commitment to quality and prompt delivery. - **Booth #2651**

BASALTINA - The elegance and solidity of Basaltina have long made it a favorite of architects and interior designers. Its distinctive color, unmatched beauty and exceptional resistance have made it the ideal stone for high-profile projects as its powerful visual impact adds a distinctive touch of class. Basaltina is unique as no other stone can match its subtle coloring and textures. These are a result of both the natural characteristics of the lava from which it is formed and the company's superlative craftsmanship. Basaltina stone is ideally suited to both interiors and exteriors. - **Booth: #2752**

B.L.M. - B.L.M. srl has several quarries in the Custonaci region of Sicily. The company produces beautiful Pearl of Sicily (Perlato di Sicilia), Pearl Light Perlantino and White Picasso (Botticino Sicilia). Through the advanced technology used in both the mining and fabricating process, B.L.M. offers top-quality finished products and its natural stone has been used in many projects around the World. B.L.M. professionalism guarantees optimum service. - **Booth: #2454**

CAMPOLONGHI ITALIA - Campolonghi is a leader in the stone industry with a long history of successfully completed projects in every part of the world. From slabs to simple flat panels to the most complex tridimensional structures, Campolonghi will satisfy the needs of the most demanding clients. The company's 80,000-square-foot showroom is a display of hundreds of granites, white and colored marbles, travertines, onyxes and several other stones, from the classical to the newest materials on the international market. - **Booth: #2749**

CONSORZIO CARRARA EXPORT - Born in 1995, Consorzio Carrara Export was set up to help companies promote their exports by offering direct support and assistance and carrying out promotions and market penetration activities. The C.C.E. is a no-profit association for small- and medium-sized companies placed in Massa Carrara or neighboring provinces. Today, some of the most important companies of the stone sector of the apuan area join the Consorzio. - **Booth: #2450**

DANESI CARGO - Since 1954, Mr. Umberto Danesi set up his freight forwarder company in his name, located in Carrara, then changed it to Danesi Spedizioni srl. The entire Danesi family is involved in sea, inland and airfreight shipments being Carrara the historical and major center of natural stones market and technical processing. On January 2007 sister company Danesi Cargo srl started her activities in B/B and full container shipments of Coils and marble/granite blocks. In a couple of years Danesi Cargo srl developed her actions in shipping business increasing it in volume and countries involved. Branch offices are now active in Brazil, USA, India, China and Turkey. - **Booth: #2657**

DECOLORES ITALIA - Decolores Italia is an experienced and dynamic firm strongly present in the natural stone industry. Directly connected with the major marble quarries in Carrara, it specializes in supplying the most prestigious white marbles such as Statuario, Calacatta, Bianco Carrara and Venato, accompanied by onyx, travertine and other rare materials. The company's inventory averages 1 million square meters, which is available in 2 and 3 cm slabs and specific cut-to-size when needed. - **Booth: #2449**

EUROGRANITI - Eurograniti SRL was founded in 1992 in Comiso, Italy. The company works in the production and marketing of marble and granite. Thanks to the family's experience in the stone sector and their passion for the search for new materials and working techniques, today the company has been very successful in the international market, offering its

customers only the highest quality of products. - **Booth: #2454**

G.D.A. Marmi e Graniti SRL - GDA Marmi SRL has been working in the world stone market for over 50 years. It has built its activity on a solid basis like experience, professionalism and high production capacity. GDA Marmi SRL owns the "Madielle" quarry, which is one of the most important quarries for extension and size. From different sides of the quarry, can be extracted different kind of materials: White Carrara Venato, White Carrara Venatino, Statuarietto, Arabescato M. and Bardiglio. - **Booth: #2550**

I CONCI - I Conci srl creates products of a highly refined design using natural stone. The color, shape, elegance and harmony of natural marble is what the company communicates through products such as wash basins, bathtubs, showers and furnishing accessories. The company can create customized products to meet its customers' specific requirements with regard to color and shape. Consolidated skills and constant technological innovation allow the company to be in complete control over the processing work: from quarrying the solid stone to cutting it into thin large-sized slabs; from enhancing a particular natural texture to treating a surface so that it has the feel of a smooth river-worn pebble. As the company holds worldwide exclusivity rights, it can offer its customers unique stone and marble which is carefully selected by stone experts and sourced from its own quarries. - **Booth: #2550**

IDEALMARM - Ideal Marmi is a company specialized in the processing of marble, granite and engineered manmade stone products like thresholds, window sills and corners. Co-exhibiting with Domos, the group has enlarged its range of products with tiles, mosaics, moldings, cut-to-size pieces and customized projects. The companies carry out all phases of the production process directly, from the procurement of the blocks in the quarry to the finished products; passion, quality, flexibility and service are its daily strength. - **Booth: #2548**

INMARM - Inmarmo Ltd. was established by the will of three members who compose it, and is engaged in the processing and trade of natural stones. The juncture of three different professional experiences, has created an innovative idea of stone materials, as well as innovative for the sector is the fact that the shareholding is "pink," 100%, being composed exclusively of women. - **Booth: #2559**

ITALIAN TRADE COMMISSION - ITA - Italian Trade Agency, is the Italian government organization which promotes the internationalization of the Italian companies, in line with the strategies of the Ministry for Economic Development. The ITA Los Angeles office has a program of activities to promote the Italian Natural Stone Industry in the U.S. market through a wide range of programs aimed to assist Italian and foreign businesses connect with each other. - **Booth: #2553**

LA PONTE MARMI - La Ponte Marmi Srl is an international company which serves the marble and granite sector since 1966, and it offers different alternatives to the world market with a large selection of products and finishings. It supplies a wide range of granites, marbles, limestones and onyx in slabs, tiles and any type of cut-to-size pieces. Thanks to our large experience we can offer a complete turnkey package for private and public projects, and it is able to satisfy every kind of customer's needs. Competitive prices, customer service and quality of the products are our final goal. - **Booth: #2552**

MANZI MARMI - Founded in 1958 in Trani, Puglia, Manzi Marmi fabricates natural stone ranging from serial to custom-designed production. The material used comes exclusively from company-owned quarries located in Southern Italy. The production cycle is organized in order to guarantee quality and service to the clients with the least impact on the environment with a responsible use of mineral resources. - **Booth: #2758**

MARGRAF SpA - Margraf's story started in Chiampo (Vicenza, Italy) in 1906. Today Margraf is a leading, world stakeholder in this field. Among many other pluses, Margraf owes its worldwide established reputation to its skillful extraction of marble and the ability to transform it into finished slabs or tiles and to provide a huge array of excellent products for building construction and architecture. - **Booth: #2457**

MARMI COLOMBARE - Marmi Colombare srl was founded in 1978 by Borchia Luigi. Now Marmi Colombare srl is carried out by his three sons, Andrea, Claudio and Matteo. The factory is located in Verona, Italy, and is equipped with the most up-to-date machinery. Marmi Colombare

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The Leatherhead
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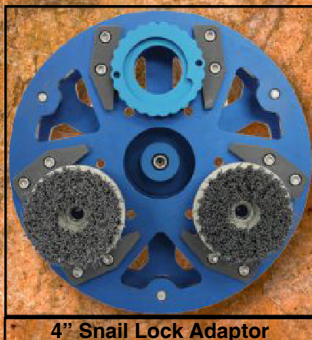
LEATHERHEAD MINI

Leatherhead Mini includes a 4" and 5" snail lock adaptor. It also fits into most tool racks.

Leatherhead Mini
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Frankfurt Adaptor



4" Snail Lock Adaptor



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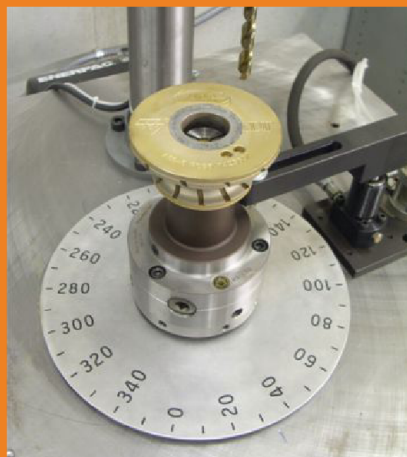
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srl specializes in the production of marble tiles, marble slabs, cut-to-size, mosaics and moldings. It deals just with marble, and its products are shipped all over the world. The company's attention to details in the selection of raw materials has always been imperative and passion of all our team. – **Booth: #2448**

MARVIT - Marvit is one of the leading specialized manufacturers of marble tiles, mainly made with the finest Italian marbles of Carrara. Tiles are supplied calibrated and beveled in different sizes, with a thickness of 3/8. With over 40 years' experience in working natural stone, Marvit is synonymous with quality, reliability, competence and innovation. – **Booth: #2755**

SALVINI MARMI - Salvini Marmi is located in Brescia (Italy), near its own Botticino quarry and is working in a covered area of about 100.000 square feet. All processes are guaranteed with utmost efficiency and

quality, targeting the "tradition meets technology" philosophy. Daily standard production: 60 ton of blocks, 8,500 square feet of tiles and 3,800 square feet of slabs. – **Booth: #2756**

SANTUCCI GRANITI - The advanced stoneworking capabilities of the Santucci Group are not only evidenced at its plant in Carrara, Italy, but also in completed architectural projects throughout the world. Working with some of the top names in architecture and design, the company has become renowned for unique cut-to-size projects in a broad range of materials.

In 1995, the company broke into separate divisions. Santucci Graniti srl is the slab department; Santucci Armando srl is the cut-to-size division; and Santucci U.S. Corp. in Miami following closely all clients across U.S. – **Booth: #2556**

SAVEMA - Savema is an international leader in the processing of marble, granite and other natural stones, founded in 1975 by initiative of two families, Piacentini and Volterrani. Thanks to the founders' market talent and their long-term experience in the stone business, in less than a decade Savema has established itself as one of the leading global players for the supply of architectural stone works for projects of high quality and large scale. At the same time, Savema started the processing and sales of marble, granite and other stone in slabs / semi-finished products, becoming one of the best-known distributors for many marble workshops and importers worldwide. – **Booth: #2655**

S.I.L.MAR/Menga Marmi - Since 1967, S.I.L.MAR. has been a leading supplier of marble tiles, cut-to-size and slabs. Production includes Breccia Oniciata Damascata, Botticino Fiorito and Semiclassico, Bianco Carrara, Grigio Bardiglio, Fior di Bosco, Perlino White, Giallo Reale, Cremaluna, Mystery/Rhino White, Grey Fossena, Thala Grey and Beige. S.I.L.MAR. is located in Botticino, named after the famous stone. Menga's Marmi was born in Trani in 1900, and processes marble and stone in various sectors, from construction to urban architecture of various styles. – **Booth: #2757**

STILARTE Srl - Since 1999, Stilarte Srl is an Italian company based in Modena specializing in the production of marble and natural stone mosaics and tiles. It exports its Made in Italy products all over the world. The company can offer a wide range of mosaics and tiles in different patterns, sizes and finishes. Its products are manufactured and selected with the highest quality standards and satisfies all the different market requests from the ancient look to the latest modern style. – **Booth: #2456**

TRE EMME - LANDI GROUP - Tre Emme and Landi Group have a long time tradition in the marble business that starts at the beginning of the last century. Thanks to the efforts during more than four generations, to a dynamic organization and to the promptness in the service offered, the company quickly became one of the leading companies involved in the natural stone business. – **Booth: #2554**

WALL GRANITE SERVICE - Located in Bolgare (BERGAMO) north of Italy, Wall Granite Service specializes in the production of high-quality granite and marble thinner tiles. It produces a complete range of colors and materials, from the standard to the exotic and exclusive ones, in a variety of sizes and many finishes. The company guarantees speedy delivery for high-quality materials with a competitive price. – **Booth: #2653**



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Sunday, April 17, 2016
2:15 p.m. - 3:15 p.m.

Restoration and Maintenance Standards - 2016 Updates to the Dimension Stone Design Manual

Speaker: Ted McFadden, Sureshine Care and Restoration Services

Location: S103ABC

MIA recently updated its Dimension Stone Design Manual to include a new chapter on restoration and maintenance. Learn best practices for diagnostics, repairs, restorative processes and maintenance from top committee members. Leave with a guide to dealing with the toughest restoration problems and a network of people who provide solutions.

Monday, April 18, 2016
9:30 a.m. - 10:30 a.m.

ANSI Dynamic Coefficient of Friction Test for Natural Stone Surfaces

Speaker: Chuck Muehlbauer, Marble Institute of America

Location: S103D

In our litigious society, nothing in the stone industry carries the level of liability as public walking surfaces. With the 2014 withdrawal of test method ASTM C1028, stone suppliers and specifiers do not have a test method available to document the safety of their surfaces. The MIA technical department has recently completed a comprehensive study using the ANSI A137 DCOF test method, which was written for ceramic products. The results are encouraging, suggesting that this test method may be equally applicable to stone products. Attend this session to learn how the issue of slip/fall liabilities could be addressed by adoption of this test method.

Monday, April 18, 2016
10:45 a.m. - 11:45 a.m.

Natural Stone Characteristics: Protection, Maintenance & Restoration

Speaker: Joseph Salvo, Miracle Sealants Company

Location: S103D

This one-hour seminar provides a working knowledge of where natural stone comes from, how it is

formed, how it is extracted and how it is processed. Attendees will learn techniques for protecting, maintaining and restoring different types of natural stone in various applications. Knowing the key characteristics of various stone types will help members of the design community properly specify natural stone and understand the care procedures associated with maintaining its beauty and functionality over time.

Monday, April 18, 2016
1:30 p.m. - 2:30 p.m.

How to Maximize your Online Marketing Presence

Speakers: Lisbeth Calandrino, Fabulous Floors Magazine; Irene Williams, Msg2Mkt, LLC
Location: S103ABC

No matter how hard you try, it's difficult to keep up with today's digital marketing strategies. In the current business environment, everyone looking to grow businesses must be educated on using online tools. If you don't, you're leaving money on the table. The Internet can help you attract new customers and stay in touch with your present ones. This doesn't mean you should throw out direct mail strategies or traditional advertising. In fact, they can combine with online strategies for maximum success. This workshop will provide case studies and ideas to enhance online presence and traditional tactics to be successful business owners.

Tuesday, April 19, 2016
8:00 a.m. - 9:00 a.m.

State of the Stone Industry — Promotion, Safety and More

Moderator: Jim Hieb, Marble Institute of America

Speakers: David Castellucci, Kenneth Castellucci & Associates, Inc.; John Lancto, Surface Products; Dan Rea, Coldspring; Robert Zavagno, Cleveland Marble Mosaic Company
Location: S103ABC

Several major projects have been undertaken in the stone industry. Learn first-hand how industry leaders and peers are addressing matters ranging from government regulation, competing product challenges and forecasting market growth. Don't arrive expecting a PowerPoint presentation as this session is entirely focused on great discussion and responding to your questions.

Tuesday, April 19, 2016
9:15 a.m. - 10:15 a.m.

Exterior Wall Cladding: Making the Transition from Interior to Exteriors

Speaker: Michael Picco, PICCO Engineering
Location: S103D

When the market for stone countertops was growing rapidly, many exterior stone contractors successfully diversified in creating an interior stone division within their corporations to complement their existing exterior stone facade businesses. Currently, the waning interior market is luring many interior contractors to do the reverse and diversify into the exterior cladding sector of the stone industry. While a few have been successful, many have had disastrous results as they embarked into a business arena for which they were inadequately prepared, inexperienced and poorly qualified. This session will explain the basic varieties of exterior cladding systems and the required resume of minimum skills and experience that should be secured before venturing into each variety of work. This discussion is not intended to frighten or discourage the contractor from pursuing this sector, but rather to prevent causing harm to oneself by venturing into an unknown world without the resources needed for survival.

Tuesday, April 19, 2016
10:30 a.m. - 11:00 a.m.

Installation Forum - Commercial and Institutional

Moderator: David Castellucci, Kenneth Castellucci & Associates, Inc.

Speaker(s): Bernie Van Etten, Murphy Marble Co.; Peter Weis, W.R. Weis Company, Inc.; Robert Zavagno, Cleveland Marble Mosaic Company

Location: S104

This open forum for installation professionals is an excellent opportunity to discuss with your installer colleagues many of the challenges involved in commercial and institutional installations. Hear from some of the top installation companies as we discuss installation methods, equipment needs and materials. Come prepared to share ideas and discuss opportunities and challenges that you face every day. All attendees are encouraged to participate by presenting a problem or sharing a solution.

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~Victor DeOliveira, Owner,
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**Tuesday, April 19, 2016
10:30 a.m. – 11:30 a.m.**

Attracting More Designers to Your Showroom — How to Deliver CEU Courses

Speaker: Sarah Gregg, Marble Institute of America
Location: S103ABC

Want to expand your outreach to architects and interior designers? Have you ever had difficulty getting an appointment at a large firm in your area? Consider providing CEUs (continuing education units) to the design community. This session will showcase

how the CEU program works and how to position your company as the leading expert on natural stone in your marketplace. We'll also explore how the various CEU programs work (AIA, ASID, IDC, IDEC, IIDA, NKBA and others) and how to get started giving presentations. This 'how-to' explanation will help you get started down the CEU provider path.

**Tuesday, April 19, 2016
12:00 p.m. – 1:00 p.m.**

The Future of Hospitality Design

Speaker: Andrew Fay, The Gettys Group

Locations: S100A

The Gettys Group looks at global trends and the impact design has on the guest experience, including how culture affects design and the importance of storytelling. Explore how the use of tile and stone can be featured to express highly individualized, branded design "stories."

**Tuesday, April 19, 2016
12:00 p.m. – 1:00 p.m.**

Fabricator Roundtable: Setting Customer Expectations

Speaker: G.K. Naquin, Stone Interiors
Location: Appreciation Lounge - Booth 4448
TBD

**Tuesday, April 19, 2016
1:30 p.m. – 2:30 p.m.**

Perspectives in Benchmarking

Speakers: Duane Naquin, Stone Interiors East;
Eric Tryon, Premier Surfaces
Location: S104

One of the most important aspects to running a successful business is understanding what metrics are important to measure and how to measure your company against competition. This session will define business benchmarking and discuss what metrics should be measured to ensure a company's success. The session will also discuss resources for finding industry benchmarks so a company can better measure their metrics against others in the industry.

**Tuesday, April 19, 2016
1:30 p.m. – 2:30 p.m.**

Understanding Lippage Guidelines for Ceramic and Natural Stone Tile Installations

Location: S103D

Proper substrate preparation and careful planning are more important than ever in tile and stone installations, due to increased use of large formats, minimal grout widths, and modular patterns. It is necessary to understand variable allowances in both workmanship and manufacturing standards. This session will explain the lippage guidelines standard, and will cover how to calculate for acceptable tolerances - an important topic for all tile industry professionals.

**Tuesday, April 19, 2016
1:30 p.m. – 2:30 p.m.**

Safety in your Shop and Silica Regulations Impacting your Employees

Moderator: G.K. Naquin, Stone Interiors
Speakers: Jonathan Mitnick, CCS Stone; Karen



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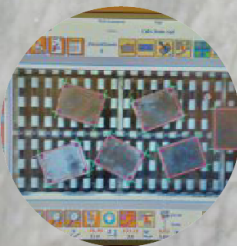
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Rothenberg, Natural Stone Motif

Location: S104

How is the stone industry addressing the proposed OSHA silica rule change? What are leading fabricators doing NOW to reduce silica exposure for their employees? What are the real costs associated with making your shop safer? These and a host of additional questions will be addressed by a panel of fabricators. Make sure you are doing all you can to address silica safety in your facility.

Tuesday, April 19, 2016
2:45 p.m. – 3:45 p.m.

Not Just Granite Any More — Defining Countertop Materials Available in Today's Market

Moderator: G.K. Naquin, Stone Interiors

Speakers: Duane Naquin, Stone Interiors East;

Buddy Ontra, Ontra Stone Concepts

Location: S104

What countertop materials are fabricators using today? Learn how fabricators are adapting their tooling and material handling practices to adjust to the changing countertop market. Whether the products are natural stone, quartz or other manmade materials, learn what current and future products customers demand. Explore these and other topics with a panel of industry leaders.

Wednesday, April 20, 2016
8:00 a.m. – 9:00 a.m.

Managing a Successful Family Business Forum

Moderator: Tony Malisani, Malisani, Inc.

Speakers: Sandya Dandamudi, GI Stone; Puji

Pinnamaneni, GI Stone; Bernie Van Etten,

Murphy Marble Co.; Michael Van Etten,

Murphy Marble Co.

Location: S104

Working in a family business can be a challenge. Why are some businesses successful, while others struggle? What are the best practices? Join a panel of stone professionals from three different family businesses as they share their experiences. Plan on joining this robust Q&A session.

Wednesday, April 20, 2016
9:15 a.m. – 11:15 a.m.

Stone Trends 2016

Speaker: Vince Marazita, Marazita & Associates
Location: S103ABC

In these lean construction years, it is crucial to understand the direction of the market for dimensional stone. In the U.S., natural stone is trending as a well-accepted building material used in anything from countertops to high-performance buildings. This

session covers information, sourcing, marketing and application trends in the stone industry over the last year, with examples of award-winning projects that have been recognized for their use of natural stone.

Wednesday, April 20, 2016
9:15 a.m. – 10:15 a.m.

The New Canvas: How Hospitality Designers Are Using Tile and Stone as Design Drivers

Moderator: Mary Scoviak, Boutique Design Magazine

Speaker: Rocco Laudizio, Slick+ Designusa

Location: S102

At a time when less is more, hotel and restaurant designers are using an array of new tile and stone elements to pump the impact of architectural surfaces. They're exploring new solutions from dramatic textures to tactile finishes and a range of colors and metallics to make strong visual statements on every surface that surrounds the guest.

Wednesday, April 20, 2016
1:30 p.m. – 3:00 p.m.

Women in Stone Workshop - Speed Mentoring and Round Table Discussion

Speakers: Kim Dumais, Miller Druck; Allyson Humphries, Walker Zanger; Marcella Prado, Latirete; Kathy Spanier, Coldspring

Location: S103ABC

Participate in an organized rotation to build relationships and establish a network of peers within the stone industry. Providing you the opportunity to share knowledge and experience with others allows our organization to satisfy our mission to recruit, retain and advance women in their careers. Discuss sales and communications strategies, leadership, technical knowledge and more.

Wednesday, April 20, 2016
2:45 p.m. – 3:45 p.m.

Fabricator Forum

Moderator: Eric Tryon, Premiere Surfaces

Speakers: Ross Accardi, Sprovieri's Custom

Countertops; Karen Rothenberg, Natural

Stone Motif; Hank Strauss, Mountain Marble

Location: S103D

This open forum for residential countertop fabricators is an excellent opportunity to discuss with your colleagues many of the challenges involved in the residential countertop market. We will cover everything from fabrication methods, equipment needs and materials to customer expectations, personnel and sales strategies. Come prepared to share ideas and

discuss opportunities and challenges that you face every day. All attendees are encouraged to participate by presenting a problem or sharing a solution.

Wednesday, April 20, 2016
2:45 p.m. – 3:45 p.m.

Let Nature do the Work: Designing with Natural Stone

Speakers: Vince Marazita, Marazita & Associates
Location: S104

Many materials science and design courses stress the importance of understanding the nature of materials from origin to fabrication and from aesthetics to performance. The session provides an introduction to the geology and fabrication of natural stone materials. Learn how understanding the basic geological classifications and the Mohs Hardness Scale can help in achieving beautiful, functional and long-lasting designs. Review case studies of projects and designs that embrace the geological qualities and aesthetics and that let the stone 'do the talking' in the final design.

Wednesday, April 20, 2016
3:15 p.m. – 4:15 p.m.

Supplier and Buyer Guide: Creating International Standards for Importing and Exporting

Speaker: David Carnevale, Carnevale & Lohr
Location: S103ABC

Have you ever had business disagreements about the import or export of stone? MIA has joined with leading stone companies to create comprehensive standards, guidelines and procedures for communicating, understanding and executing natural stone purchase and sale agreements to the benefit of both parties. Whether you are a supplier who has purchased for years or a fabricator looking to source for the first time, learn best practices as they apply to international natural stone purchases.

Thursday, April 21, 2016
9:00 a.m. – 10:00 a.m.

Wholesale and Slab Distributors Forum

Moderator: Tom Harty, Stone Source

Speakers: Carl Harris, Elmar New England; Kyle

Keith, Terrazzo Marble and Supply; Ralesh

Malhotra, Universal Granite and Marble

Location: S103D

This forum features an in-depth discussion of strategic issues critical to running successful wholesale and slab distribution companies. Topics will include a host of operational issues, including building strong fabricator relationships, networking with the design community, freight issues and much more.



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An international effort to promote natural stone

Stone companies from around the world gathered at the Vitória Stone Fair | Marmomacc Latin America in February with one common objective — to promote the use of natural stone

by Jennifer Richinelli



This year's edition of the Vitória Stone Fair | Marmomacc Latin America was held from February 16 to 19, 2016 in the stone-rich region of Espírito Santo, Brazil.

The stone industry once again joined together in Vitória, Espírito Santo, Brazil, for Vitória Stone Fair | Marmomacc the Latin America, which was held from February 16 to 19, 2016. A region rich in stone production, Espírito Santo sets the tone for the promotion of natural stone.

Facing an economy in recession and a currency devaluation never seen in Brazil, many entrepreneurs had to slow down in 2015, according to show organizer, Milanez & Milaneze, in partnership with VeronaFiere. "Exceeding expectations on the local market and knowing how to deal with

the international market, the stone sector had to reinvent itself," stated Milanez & Milaneze. "The exchange rate differences introduced an important component and proof that everything was fine at the 41st edition of Vitória Stone Fair | Marmomacc Latin America."

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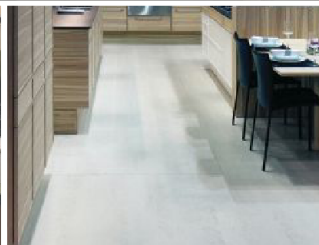
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During the stone exhibition, MIA president David Castellucci and MIA+BSI CEO Jim Hieb provided a keynote address about the MIA+BSI's Natural Stone Promotional Campaign to a standing room only crowd.

This year's event attracted approximately 25,500 visitors, with foreign attendees coming from 60 different countries. The U.S. comprised 25% of attendance, followed by large showings from Italy, China and Spain.

"The results are very positive," stated Tales Machado, the President of Sindirochas (Stone Association from

Espírito Santo). "In fact, every year, the number of visitors increases during the event. This year, we received buyers from new markets, such as Trinidad Tobago, that participated for the first time in the Vitória Stone Fair. Besides the presence of international delegations, there was also a significant presence of the local market."

For Cecilia Milanez, director of Milanez & Milaneze, the fair offered attendees a diverse range of new materials and technology. "The show surprised visitors and buyers seeking new materials, equipment and technology innovation," she said. "We had a large number of international and national visitors. These results reinforce



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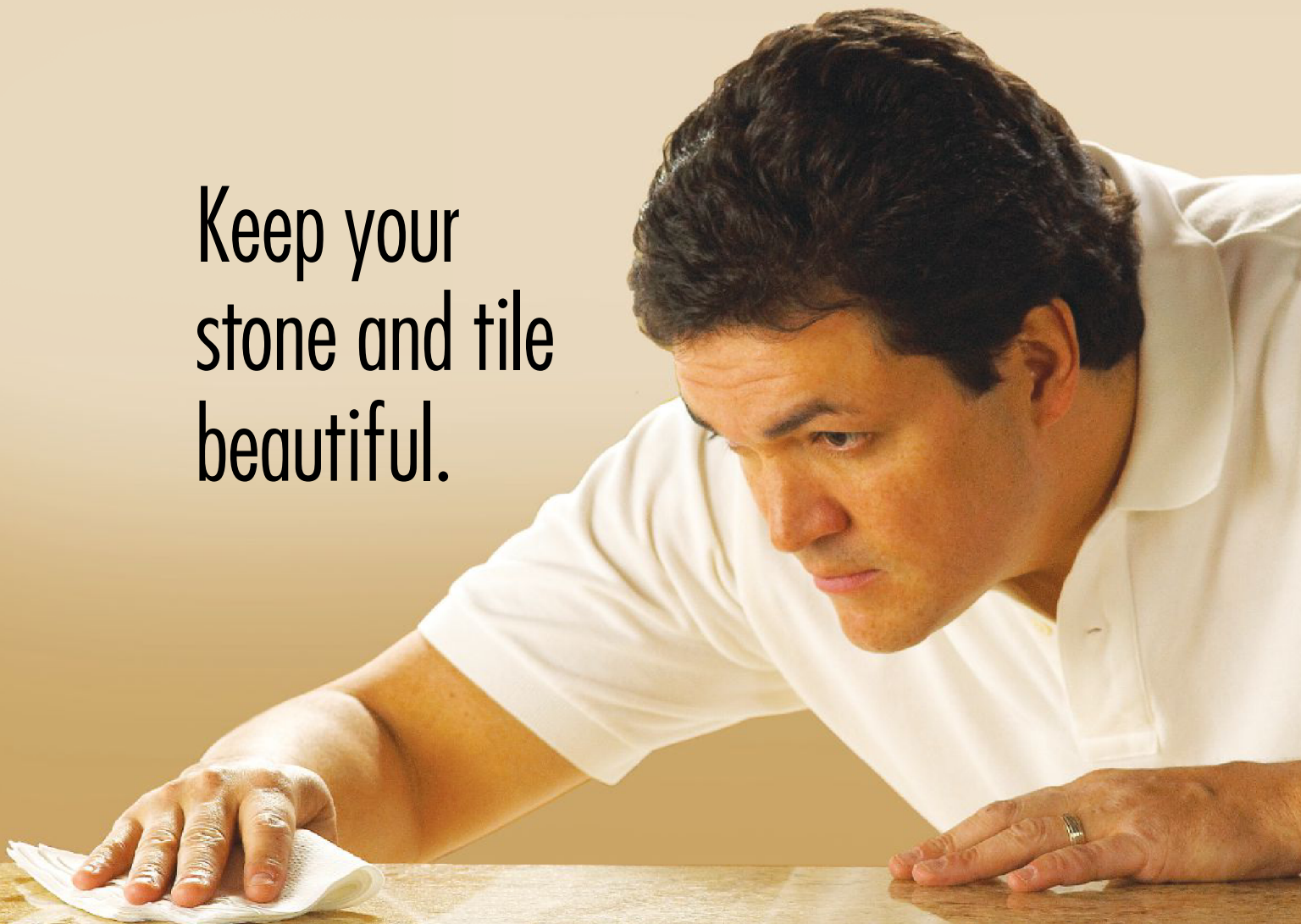
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the importance of an international fair in Brazil. Today we can say that the event is a showcase of Brazilian dimensional stones."

Natural Stone Promotional Campaign

This was the second consecutive year the MIA+BSI exhibited at the show. The organization is dedicated to unifying the stone industry, and was successful in gaining several new members. MIA president David Castellucci and MIA+BSI CEO Jim Hieb provided a keynote address about the MIA+BSI's Natural Stone Promotional Campaign to a standing room only crowd interested in learning about the launch of usenaturalstone.com and the success of several positive stories about natural stone published in key consumer and architectural magazines.

This keynote address and key industry meetings held at Vitoria Stone Fair served as the backdrop for perhaps the

biggest story of collaboration the natural stone industry has seen since 2008. Shortly after M S International (MSI) announced the initial financial pledge to support the MIA+BSI-led Natural Stone Promotional Campaign, approximately 25 members of Centrorochas (Brazil's The Center for Exporting Industries of Dimension Stones) were the first companies outside of North America to join the industry initiative. The combined MSI and Centrorochas pledges — along with support from Daltile, Polycor, Pedrini, Tenax and others — provided the seed monies to launch the multi-year campaign.

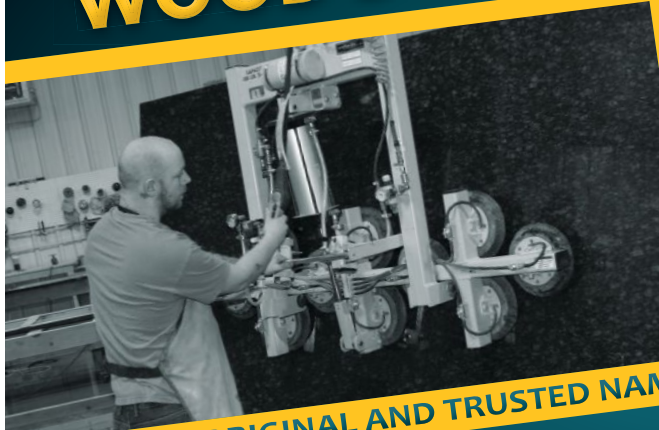
The real impact of the campaign will be seen in the spring of 2016 as campaign content will begin to be shared with stone companies for redistribution on social media and other online outlets. MIA+BSI is also building a database of marketing professionals who are sharing story ideas and pictures to be used in the campaign. "It is exciting to see

an article published in a magazine that reaches 500,000 people, but it is more exciting when that same article is redistributed on social media sites where the impact is much larger," said Hieb.

The viral marketing component of the campaign is vitally important when you recognize that over 43% of all consumer buying decisions are made from research done online." The online component of the campaign allows for a global impact.

The Vitoria Stone Fair also introduced the first winners of MIA's 2015 Kitchen of the Year, Tithof Tile & Marble in Northbrook, IL, and Bath of the Year, Walker Zanger in Sun Valley, CA, Pinnacle award winners. Both awards were sponsored by the Fair and included travel arrangements to attend the event/show. The success of both awards prompted the Vitoria Stone Fair to commit to support both awards again for 2016. MIA+BSI will soon announce the Call for Entries for 2016 consideration. □

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The Vitoria Stone Fair-Marmomacc Latin America once again was a showcase of a variety of new stone materials, including exotics and other specialty stones. The following is a sampling of some of the many products that were on display



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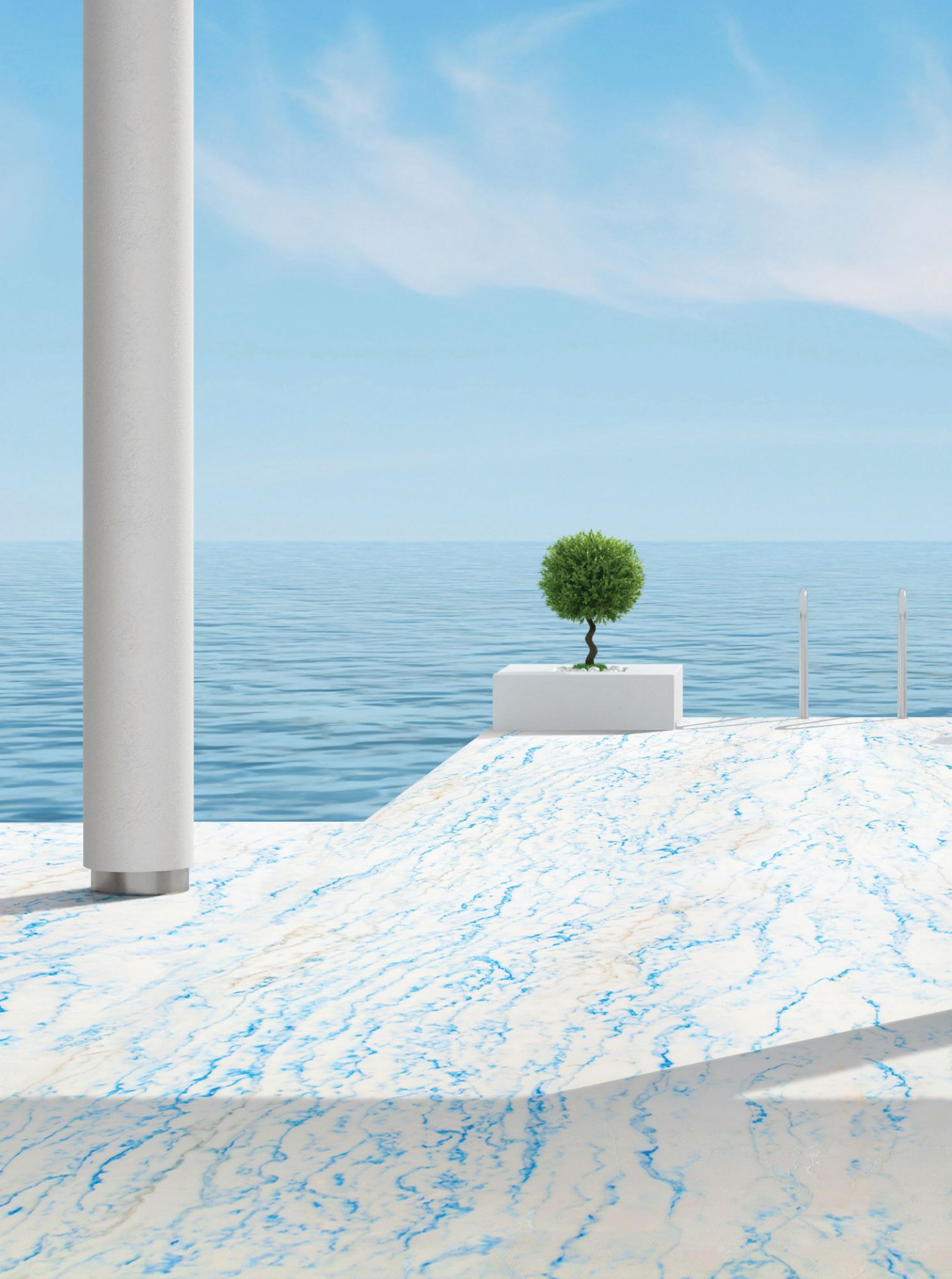


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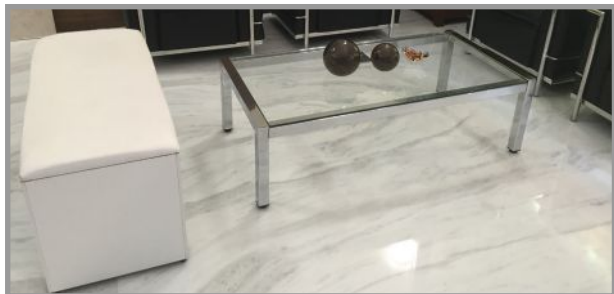
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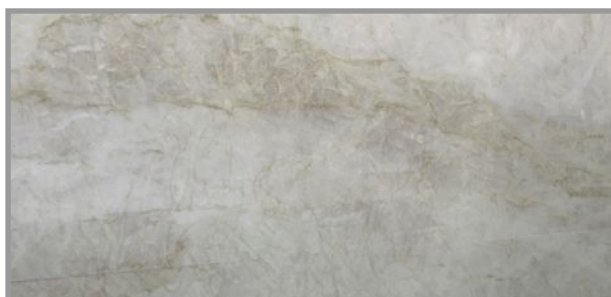
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Cache Valley Bank in Logan, UT, has occupied the same location since 1984, and in January 2014, the decision was made to extensively remodel the interior of the building using several different types of granite.

Renewing the life of a Utah bank

*A restoration of the interior of Cache Valley Bank
in Logan, UT, relied on a palette of granite to create an
elegant and functional modern banking facility*

by Sara Garafalo

Cache Valley Bank in Logan, UT, has occupied the same location since 1984, and in January 2014, the decision was made to extensively remodel the entire interior of the building. One of the goals of the new design was to create

an environment consistent with the late Victorian era, but at the same time, keeping it a fully functional and modern banking facility.

To accomplish this, several different types of granite were used throughout the space, all fabricated and installed

by Evolution Design, Inc. of Smithfield, UT. First completed was the employee break room, featuring Verde Fantastico countertops with a 4-cm ogee edge. The material was supplied by M S International, Inc. (MSI) of Orange, CA. The chimney in this room was tiled out

One of the goals of the new design was to create an environment consistent with the late Victorian era, but at the same time, keeping it a fully functional and modern banking facility.



of pennies by Gary Olsen construction of Logan, UT.

In the central area of the bank, a total of 51 slabs of Typhoon Green granite, also supplied by MSI, were employed for the wall columns, teller line and vault. For the custom-designed lobby workspaces and teller cage workspaces, six slabs of Galaxy Black granite, supplied by Daltile of Dallas, TX, were selected. Lastly, a single slab of Steel Gray granite from MSI was used for the executive office custom furniture. All of the stone had a 3-cm thickness, with varied slab sizes and a polished finish.

"The Typhoon Green granite provided beautiful colors and subtle graining that was interesting without being overwhelming," said bank owner, Peter Daines. "Many samples were examined, but when the Typhoon Green was found, we knew it was exactly what we wanted. We think it sets the tone of elegance, charm and warmth. The carpet's dramatic pattern, the extensive use of walnut woodwork, heavy window treatments and coffered ceiling with glazed moldings, all combine with the granite to create a period feeling that permeates the space."

Being it was a complete interior redesign, some obstacles were encountered. "As one of the owners, the biggest challenge was creating the



There were 51 slabs of Typhoon green granite, supplied by MSI of Orange, CA, used for the wall columns, teller line and vault.



The motif used on the top of the vault, creating a multimember crown molding complete with dentil mold, was a bit of a challenge as it was something that the fabricator never contemplated prior to this project.



"The Typhoon green granite provided beautiful colors and subtle graining that was interesting without being overwhelming," said bank owner, Peter Daines.



design," said Daines. "We had an idea of what we wanted the finished product to be, but getting the setbacks, overhangs and dimensions so they all worked together was challenging. As far as watching Evolution implement our design concepts, I know two things. First, they were very professional and patient about working with us as we tweaked the design. Secondly, what we asked them to do was a bit out of their comfort zone. The large amount of vertical granite up the columns on the walls, with complicated reveals was new to them. The motif we used on the top of the vault — essentially creating a multi-member crown molding complete with dentil mold — was something that they had never contemplated prior to this project."

Brett Brunson, owner of Evolution Design, Inc., agreed that the project was a collaborate effort. "We had done similar type reveals, but not on such a large scale or on vertical columns," he explained. "We did do samples of all of the reveals and edge details to have approval from the owners before fabrication.

"The fabrication wasn't too complicated, but getting the exact margins that they wanted on the dental portion of the molding was a little tricky based on our tooling options," Brunson went on to say. "We were able to accomplish

"Many samples were examined, but when the Typhoon green was found, we knew it was exactly what we wanted," said Daines. "We think it sets the tone of elegance, charm and warmth."



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First completed was the employee break room using Verde Fantastico, supplied by MSI of Orange, CA, with a 4-cm ogee edge detail. The chimney here was tiled out of pennies by Gary Olsen construction of Logan, UT.

what they wanted by utilizing our bridge saw and running two parallel cuts to create the desired spacing. We fabricated the rest of the pieces for the crown molding on our CNC machine and installed it all one layer at a time.”

According to Brunson, the columns were prepped with ½-inch Durock cement board. “We then adhered everything with Latapoxy 310 adhesive and Mapei’s Granirapid mortar,” he said.

The renovation started in January of 2014 for Evulion Design, the bulk of the stonework was completed by July of 2015. “There were so many phases, but we roughly dedicated a day a week — or sometimes two days a week — to them throughout that time period,” explained Brunson. “So we handled our main residential work load the other days of the week and scheduled in por-

tions at a time as they needed them.”

As for the installation, typically three installers were on site at any given phase of the job. “Usually they were there for a day or two per week, as we finished sections at a time,” said Brunson.

Ultimately, all the hard work paid off, as all who see the new space are complimentary. The city of Logan, UT, the Cache Chamber of Commerce

and the Historical Society have all expressed their satisfaction with the end result and many of the contractors involved have been singled out with attention and awards.

“Perhaps the nicest compliments we, as owners, have received is from our long list of contractors (we prefer to call them craftsmen and artisans) who tell us it was the most fun they’ve had at work in years,” said Daines. □

Cache Valley Bank Logan, Utah

General Contractor: Gary Olsen, Gary Olsen Construction, Logan, UT

Bank Owners: Peter and George Daines

Architect: Christian Wilson, Design West Architects, Logan, UT

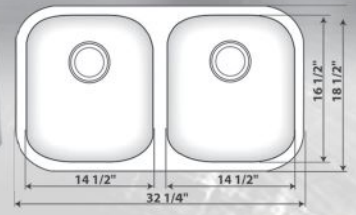
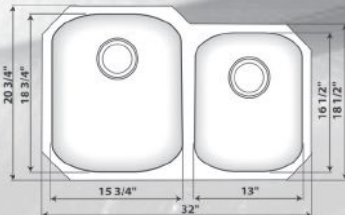
Designer: Melle Dettenmaier, Design West Architects, Logan, UT

Stone Fabricator/Installer: Evolution Design, Inc., Smithfield, UT



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Creating a town square

With the completion of an elegant stone courthouse, a new public gathering space is established in the city of Madera, CA

by Sara Garafalo



Photos courtesy of James Ewing Photography

In December 2009, design began on a brand new structure that would become the Madera Courthouse, in Madera, CA. Los Angeles-based architectural firm AC Martin, was commissioned to design the 105,000-square-foot four-story building.

In December 2009, design began on a brand new structure that would become the Madera Courthouse, in Madera, CA. Los Angeles, CA-based architectural firm AC Martin was commissioned to design the 105,000-square-foot,

four-story building, which had been positioned to connect with the existing historic courthouse and courthouse park, creating a new town square. One of the primary goals for the new courthouse was to showcase the pride of democracy and to provide a place

to assist the workings of the American justice system.

"The historic fabric of the city of Madera relates to the development of resources from the nearby Sierras," explained Tammy Jow, senior designer at AC Martin. "With that in mind, the

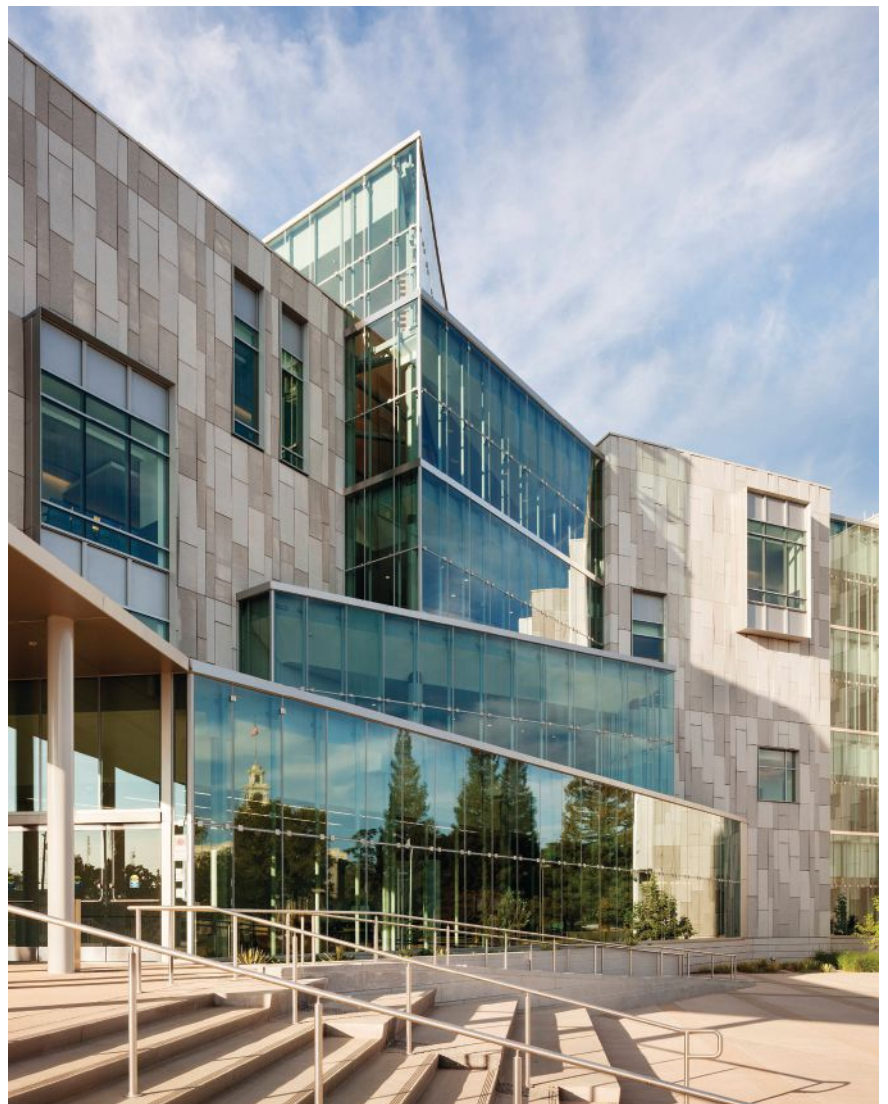


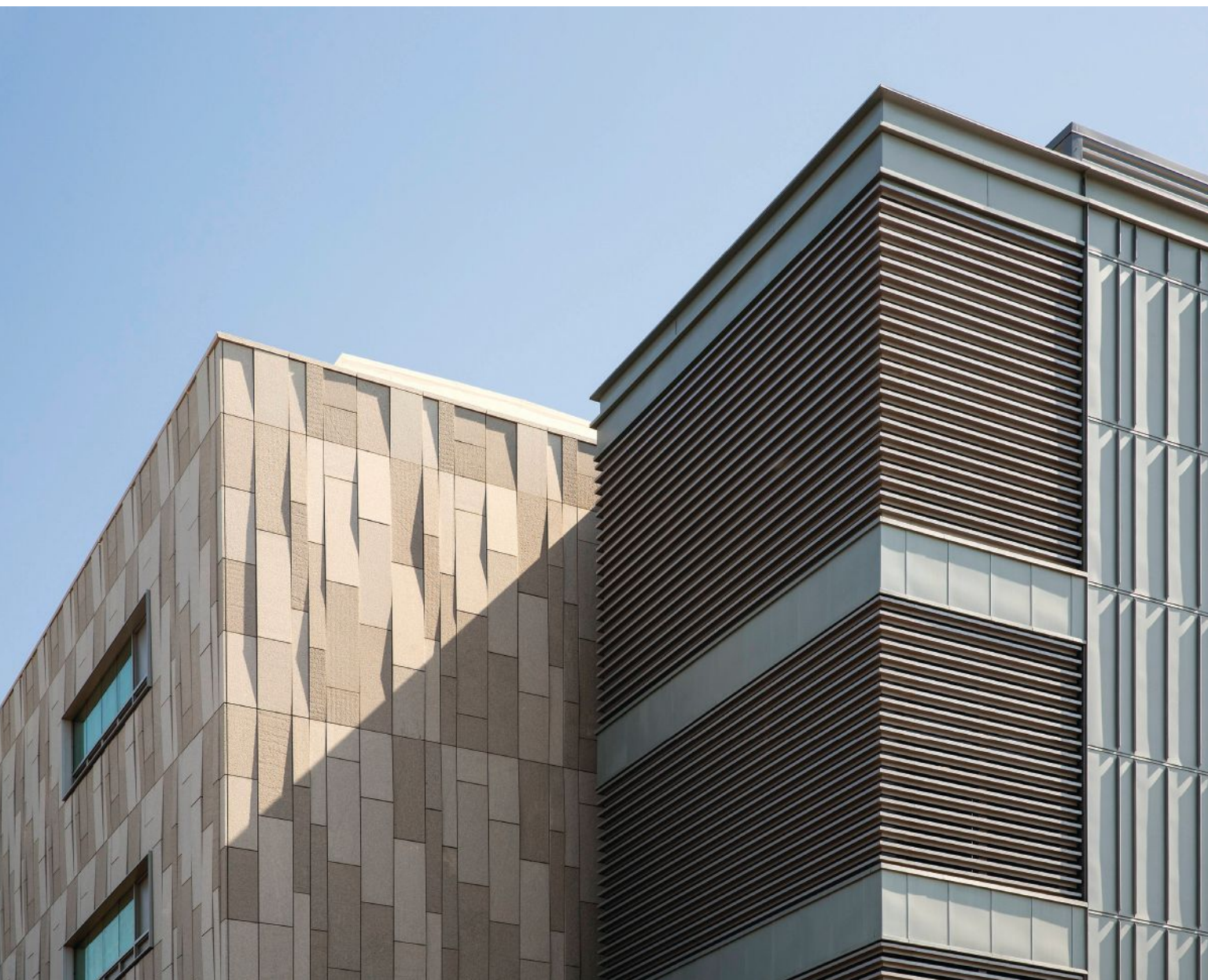
The exterior of the building boasts mechanically attached Sierra White™ granite in a vertical, basket-weave pattern.

Approximately 25,000 square feet of stone was utilized to create a challenging, but unique facade. "The design creates an eye-catching identity by using texture and shifting planes," said Dan Rea, senior vice president of sales and marketing for Coldspring®.

judges of the Madera Superior Court asked that this same metaphor be used in the new courthouse design. Specifically, the judges requested the use of granite from the nearby Sierra White™ quarry, wood from the Sierra National Forest and glass to represent the spectacular waterfalls and winter ice formations in the area."

Construction on the courthouse commenced in early 2012. The structure is composed of four stone modules with a central atrium or "glacier." The granite stone modules are from the local Sierra White™ quarry in Raymond, CA, which is owned and operated by Coldspring® of Cold Spring, MN. The Sierra White™ granite was used primarily on the exterior walls, but was





Four different finishes on the stone were used, including thermal, Diamond® 10, Diamond® 200 and Diamond® 300. Additionally, a three-dimensional appearance was created by a multiple of plane axis on the face of the stone, causing dramatic lighting effects

also featured on the atrium's interior design, as an accent on the window openings and on the corridor portals.

Additionally, the exterior of the building boasts mechanically attached Sierra White™ granite pieces, which were supplied by Coldspring®. Installed in a vertical basket-weave pattern, the stone was engineered in house by installer SMG Stone's engineering department in Sun Valley, CA. The pieces were then transformed with a waterjet finish, adding texture to the base pattern. Further enhancing the design of the courthouse are exterior flag posts fabricated from Academy

Black® granite, also from Coldspring's quarry in Clovis, CA.

"The stone complemented the building and the adjacent building materials, specifically the metal panels," said Solomon Aryeh, owner of SMG Stone, who both installed the stone and worked closely with the architect on design development. "The stone was part of the project inspiration, as the architect's intent was to recreate the strads at half dome in Yosemite." In total, approximately 25,000 square feet of stone was utilized to create a challenging, but unique, facade. "The design creates an eye-catching identity

by using texture and shifting planes," said Dan Rea, senior vice president of sales and marketing for Coldspring®. "Sierra White™ is one of the most consistent natural stone materials quarried around the world. The design intent called for a 'natural' appearance for the building's exterior skin. A stone exterior that illustrates the subtle changes found in nature."

To accomplish this, four different finishes were used, including thermal, Diamond® 10, Diamond® 200 and Diamond® 300. "Diamond® 10 richly highlights the stone's reflective crystals, enhancing and contrasting



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Sierra White™ extends into the interior of the building at a few limited locations -- on corridor portals and at window openings in the atrium.

glass. The transparency of this 'glacier' reveals the warmth of the wood wrapped walls in the lobby. 'Madera' in Spanish means 'lumber' or 'wood.' Wood is used responsibly and detailed beautifully in the interior spaces to transition from the monumental scale of the courthouse to the intimate scale of the individual.

The main obstacle faced by the team existed in the intricacy of the exterior facade's vertical basket-weave pattern. The natural configuration created staggered joints instead of a typical continuous line where the pieces of stone met. During installation, it became a challenge for the installers to hoist the pieces onto the scaffold. SMG Stone overcame this obstacle by using an electrical chain fall with two men staged on the bottom floor and two at the top floor feeding the installers the large stone pieces.

The courthouse opened its doors in September 2015. So far the reaction has been overwhelmingly positive, and the building is in the process of completing LEED certification for sustainability. The granite from the Sierra White quarry contributed to the idea of using regional materials toward the pursuit of LEED certification. The quarry, which is only 20 miles from the project site, is well within the range of the 500-mile radius for regional materials.

with the depth of the darker colors," explained Rea. Diamond® 200 is a consistent, coarse-textured surface that exposes the natural beauty of the stone's crystals on a pronounced jagged background, while Diamond® 300 is a heavy water pressure treatment which reveals the radiant crystals within the stone's surface through a dramatically coarse texture."

Additionally, a three-dimensional appearance was created by a multiple

of plane axis on the face of the stone, causing dramatic lighting effects. A typical facade module is 16 feet high x 8 feet wide, and piece sizes were generally around 3 square feet.

"The pattern alludes to the natural striations seen at Half Dome in the Yosemite Valley," added Jow. "Ice and water influence the design of the central atrium, which is organized in a series of geometric angles and forms with a skin of ultra-clear



The courthouse opened for business in September 2015. So far, the reaction has been overwhelmingly positive, and the building is in the process of completing LEED certification for sustainability and 20-mile proximity to the Sierra White™ quarry in Raymond, CA.

"There is a great sense of pride in the building by the local citizens of Madera, CA," said Jow. "So far, I have only heard good comments. The staff of the courthouse invested countless hours of their personal time, championing the project with a hands-on approach, working with the state, design and contracting teams. They should be highly commended for the success of the project." □

Madera Courthouse Madera, CA

Architect: AC Martin, Los Angeles, CA
Stone Supplier: Coldspring®, Cold Spring, MN
Stone Contractor: SMG Stone, Sun Valley, CA

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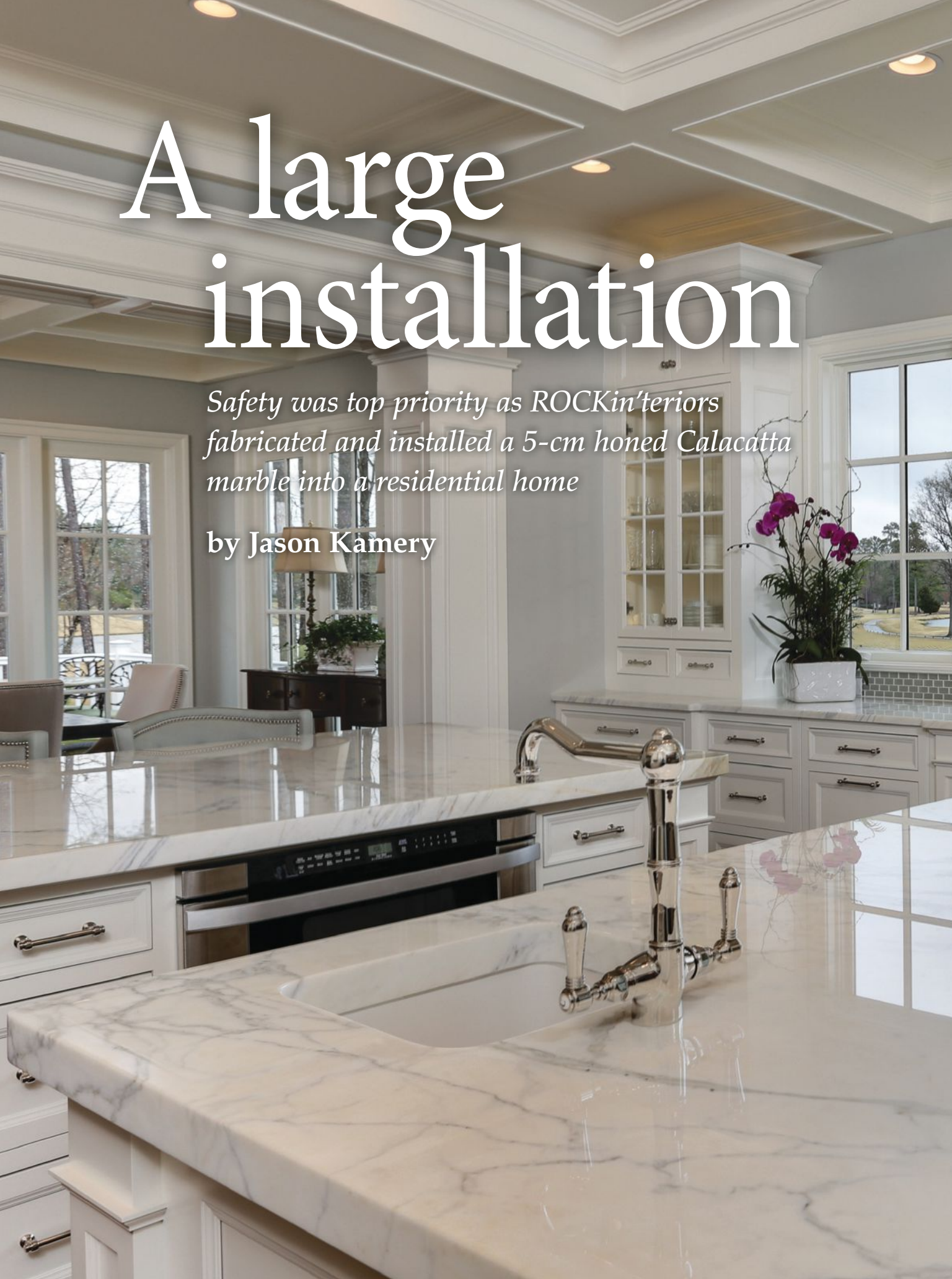
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A large installation

Safety was top priority as ROCKin'teriors fabricated and installed a 5-cm honed Calacatta marble into a residential home

by Jason Kamery





The 8,627-square-foot home was built in 1997, and the homeowner decided to have the entire kitchen frame gutted so that ROCKin'teriors could give the space a much more open concept, with unique countertop and cabinet designs.



ROCKin'teriors acquired the slab - raw and customized it for a 5 cm thickness and paired it with a matching parameter of the countertop in 3 cm of the same exotic Calacatta marble, from a matching block.

ent the option to go to Italy, but being a busy family, they chose to select the block based on our recommendations and from the quarry's pictures."

ROCKin'teriors acquired the slab raw, customized it for a 5 cm thickness and paired it with a matching parameter of the countertop in 3 cm of the same exotic Calacatta marble, from a matching block. The kitchen features roughly 175 - square feet of stone in a 325 - square foot space.

It was about a six-month project because the stone was a special order from Italy. Before the renovation began, Grandlienard knew that they would have to allocate more time for the installation process because of the time it takes to receive shipments across the Atlantic. In order to get the two 10-foot seamless island slabs into the home, they had to use a special crane. The project required 10 men, along with a crane operator.

"Fabrication was pretty uneventful, though the weight and size of the slab made the safety of our installation team especially important," said Grandlienard. "We are used to high-touch residential installs like this, though we never underestimate the importance of safety. It's better to have an excess of installers on-hand, rather than strain with fewer craftsmen.

"It is always a bit nerve-racking doing a custom cut of this size," Grandlienard went on to say. "The nerves are there up until we deliver and install the project. Plus, safety is always our highest priority, so we

A homeowner came into ROCKin'teriors, located in Raleigh, NC, to discuss a residential remodeling project of an 8,627 - square - foot home in Cary, NC. While they and ROCKin'teriors' owner, Laura Grandlienard, were discussing the homeowner's options, as part of the design process, the owner fell in love with the conference table, which has a thickness of 6 cm. "At the same time, we had just brought in another 5-cm honed Calacatta [marble] for another project," said Grandlienard. "The owner of the new 5-cm honed Calacatta provided this client with a testimonial, stating that she had no regrets for

having a special order submitted for their family home. Customer referrals like this really drive our business, as does recognition as a top-quality stone service provider in the area."

The 8,627-square-foot home was built in 1997, and the homeowner decided to have the entire kitchen frame gutted so that ROCKin'teriors could give the space a much more open concept, with unique countertop and cabinet designs. The kitchen features two seamless 10-foot-long double islands. "This project is unique in that it was a special order straight from Italy's Calacatta marble quarry," said Grandlienard. "We offered the cli-



In order to get the two 10-foot seamless island slabs into the home, they had to use a special crane. The project required 10 men, along with a crane operator.

had to be mindful and not rush a delicate process.” ROCKin’teriors used a Zonato bridge saw to cut the slab and make sink cutouts. They then polished the stone top and bottom and created a smooth “eased” edge to complement the interior environment. The countertop was sealed after the installation.

Since the homeowner did not have time to fly to Italy and visit the quarry, she was nervous it would not meet her dreams once it arrived. “I reassured her that any premium exotic Calacatta marble will sell,” said Grandlienard. “So, if it arrived and wasn’t exactly what she wanted, then we would re-order to her desires, and resell the slabs. When the container hit our door from Italy, it was just so over the top gorgeous. The client said, ‘I don’t know how I worried so

much; it is amazing and beautiful.”

Since the completion of the kitchen renovation, the owners have told Grandlienard, that “it’s a treat” every time they enter their new space. “Each day, they always see something new and unique about their stone,” said Grandlienard. “We’ve been told guests always offer pleasant commentary about how breathtaking the space is now. It’s been such a success, in fact, that we have now moved onto a third phase of another project for the homeowners. ROCKin’teriors has had a hand throughout the whole house. We ensure our service is the best quality throughout the entire process, which is why we have a lot of repeat customers.”

According to Grandlienard, clients have said to her, “I was told to call

ROCKin’teriors because ‘my project is complicated.’ You can say it’s our niche. The ROCKin’teriors team is trained to take on highly customized residential or commercial work and special orders. The more detailed our client is, the better. With projects like this, our teams’ craftsmanship is taken to another level of excellence. The more that happens, the more fun we have aspiring to new benchmarks for our services.” □

Residential Home Cary, NC

Fabricator and installer:

ROCKin’teriors, Raleigh, NC

Stone Supplier: Calacatta, Calacatta, Italy



"Our objective was to design a ranch house that would allow the family to re-connect with the outdoors and closely follow the cycles of days and seasons, something that often is lost in the hectic pace of day-to-day city life," he said.

Photo credit to Mark Menjivar

Reconnecting with the outdoors

Inspired by ruins nearby, architect Tobin Smith used nature and local stone to create a getaway ranch house

by Jason Kamery

With the thoughts of childhood summer camp in mind — when you slept in a screened cabin, heard the noises of the night, felt the changes in weather and awoke at sunrise — architect Tobin Smith set out to create a retreat inspired by outdoor living. "Our objective was to design a ranch house that would allow the family to re-connect with

the outdoors and closely follow the cycles of days and seasons, something that often is lost in the hectic pace of day-to-day city life," he said. "Devices, including gear driven louvers, roll-up canvases and large pocketing glass doors, open and close the structure. A palette of materials suitable for both interior and exterior conditions, including stone, concrete, steel and

wood, allow floor, wall and ceiling planes to continue from inside to outside — unifying the various spaces." The family camp comprises three kid cabins, a master cabin and a central mess hall gathering space, all linked by screened porches and corridors.

Big Tree Camp is located 75 miles from San Antonio, TX, and its architecture features a Texas quarried,



In total, approximately 5,000 square feet of face stone was employed for the home's design.

iron-rich, rust-colored sandstone. The same material from the same source is used for both exterior and interior applications, and it is installed in the same manner so that the distinction between outdoors and indoors is minimized. In the fields along the road on the way to the ranch, stone remnants of structures – walls and chimneys – can be seen. Many of those building remains are over 100 years old and are the same sandstone. Smith knew this was a regional material and the appropriate choice for a contextual modern addition to the landscape.

“The house is tucked behind a stone wall on the north side,” said the architect. “It’s a geometric outcropping that serves as a wind block in winter months. The facade steps both in plan section housing program and planters, and a lightweight modern structure peer above it, hinting at what lies beyond. The same wall is experienced on the inside as well and serves as a reference as you move from one end

of the structure to the other. Carrying the masonry to the interior makes this stone element appear to be a mass rather than a veneer, particularly where penetrations reveal the overall thickness. This adds a sense of strength to this critical piece of the project and gives it importance.”

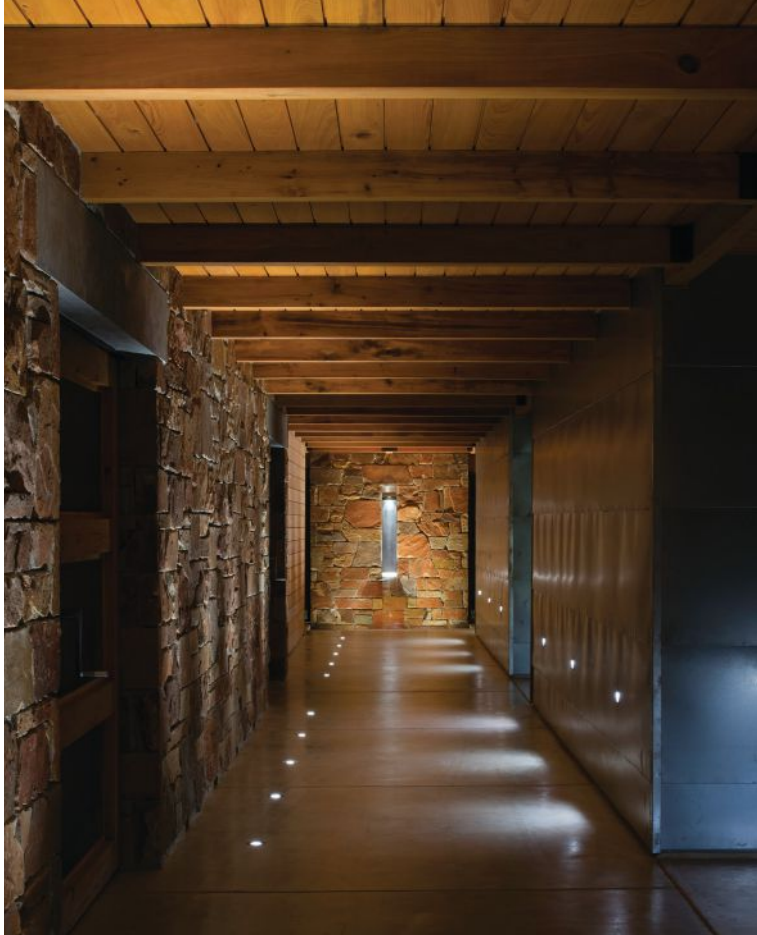
Utilizing a local source

In total, approximately 5,000 square feet of face stone was employed for the home's design. The residence measures 5,444 square feet with 2,996 of that being air conditioned space. The remaining footage is composed of screened spaces and a two-car carport. Pieces used for the design range from small “chinker” stones — a few inches by a few inches — fitted between the medium and larger pieces, all the way up to pieces in the 1½- to 2-foot range with all of them being approximately 4 to 5 inches thick.

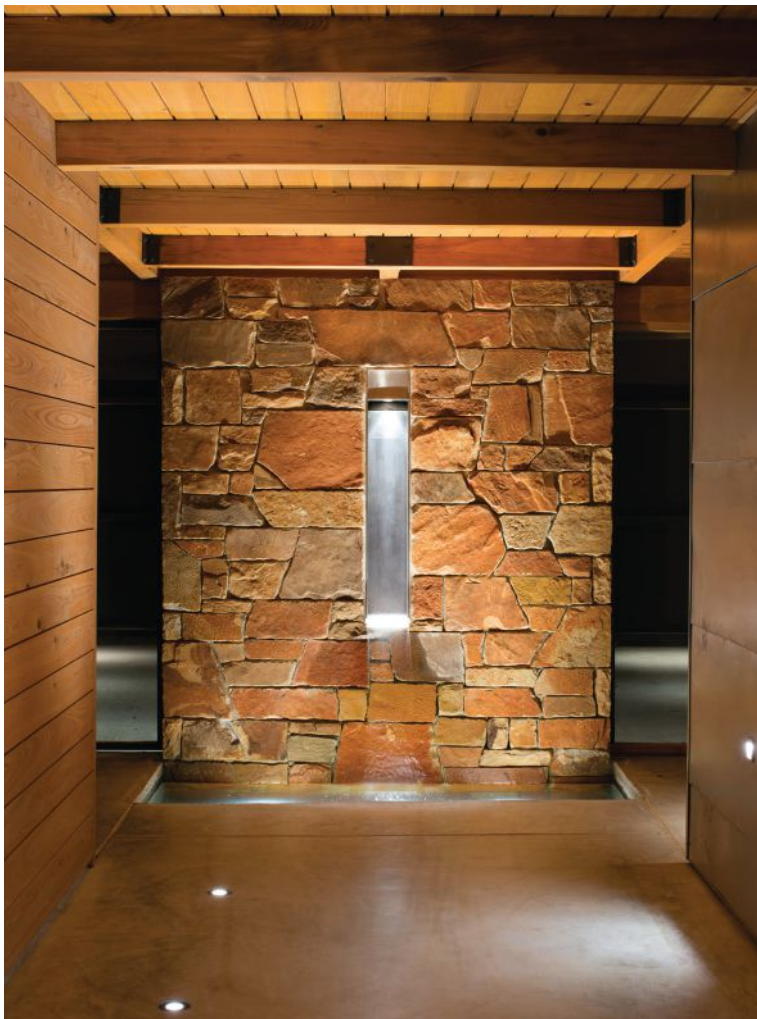
“For the most part, we kept the massive heavy pieces at the bottoms

of walls — specifically at corners to anchor those critical moments,” said Smith. “Getting the stone to lay right was a high-pressure affair. We’d long assumed that we’d follow the example of the nearby ruin, but when a mock-up was built on site, I immediately thought it wasn’t the right solution for our structure. So suddenly there’s a team of masons standing around looking at me. Understandably, the masons and the contractor hadn’t factored in extended contemplation time for the architect since we’d been so confident in the direction we thought we were going, so we had to practice ‘rodeo architecture’ as a friend of mine likes to call it. I had eight seconds to sketch and figure it out, think bull-riding. It took a little longer than eight seconds, but we pivoted quickly and settled on the dry-stacking lay, but not before a few phone calls and emailed photographs to the owners who live out of state.”

Smith spent time supervising the installation, but after they established



The Big Tree Camp is located 75 miles from San Antonio, TX, and its architecture features a Texas quarried, iron-rich, rust-colored sandstone.



an overall intent with a series of guidelines, there were just a few minor tweaks along the way. “You don’t want to micromanage fine craftsmen; it’s important to respect the material knowledge and developed skills they bring to a project and to be trusting,” said the architect. “We made a major adjustment after the original mock-up, changing to a dry-stacked lay — eliminating visible mortar as used on the 1880’s ruin -- and then backed off and let the team work. While the mortar would have dulled and become less flagrant with time, its presence in that first mock-up caused us to change course and I’m glad we did. Now, from a distance, the stone walls appear unified coming together as masses rather than individual pieces, but up close the tightly fitted puzzle of stones becomes evident and the extraordinary craftsmanship is clear. The masons did a masterful job.”

The same 4- to 5-inch-thick stone was used inside and out so that while they were used as a veneer on either side of a water-proofed wood framed wall, it has the heft of a solid masonry wall like the ruin that inspired the project. To further reinforce this perception, Smith returned the stones through punched openings, such as the windows, louvers, so that where the wall is cut, you not only read the 18-inch thickness, but also see stone at that edge. According to Smith, without knowledge of the construction documents or process, you wouldn’t know that the wall wasn’t solid masonry.

For the exterior, they used cast-in-place concrete lintels over penetrations in the stone wall. “These bridge the gap and carry the stone above,” said Smith. “Where possible, we located the galvanized metal scuppers directly above the windows and lintels so that the cascade of falling water when it’s raining becomes a focus and celebrated elements. Given our recurrently drought-scarred landscape, rainfall should be celebrated. Opposite the stone wall, we used steel, glass and screened panels with galvanized metal and cypress wood cladding. Lighter in nature and a distinct contrast to the masonry facade, the southern side of the

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In total, approximately 5,000 square feet of face stone was employed for the home's design.



"Now, from a distance, the stone walls appear unified coming together as masses rather than individual pieces, but up close the tightly fitted puzzle of stones becomes evident and the extraordinary craftsmanship is clear. The masons did a masterful job."

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house offers large pristine views of the tangled oaks and a sense of seclusion in each space. The solid stone wall acts as a protecting shield against the winter wind and the lightweight southern side is designed to catch the southern summer breeze."

Completion

Construction of the house took about a year and a half. Since the ranch is an hour and fifteen minute drive from San Antonio, various crews

camped on-site during construction to save on commute time, maximize work days and efficiently complete their scope of work. "Rural construction projects always require extreme planning and unusual effort because there isn't a Home Depot around the corner and the cost of every contributor spending a couple hours on the road each day would send labor costs soaring," said Smith.

Response from the project has been positive, the Texas Society of Architects

gave It a Design Award in recognition of outstanding architectural design and achievement and the owners greatly enjoy the ranch house. "They gather there as a family around major holidays and enjoy entertaining throughout the year," said Smith. "The family matriarch has repeatedly shared her feelings about the structure with me saying it appears to have grown from the site and belongs there, it's a native architecture. That certainly was the intent and I love her thoughts on the project.

To further reinforce this perception, Smith returned the stones through punched openings, such as the windows, louvers, etc., so that where the wall is cut, you not only read the 18-inch thickness, but also see stone at that edge.

"Ranch houses are delightful to work on and this one was particularly fulfilling as commitment of the full team – owner, architect and contractor – was there leading to a result we're all extremely proud of," Smith went on to say. "If by an act of God something happened to this house and the glass and screen were gone and just the stout shell remained, I do believe those stone elements would make a nice ruin." □

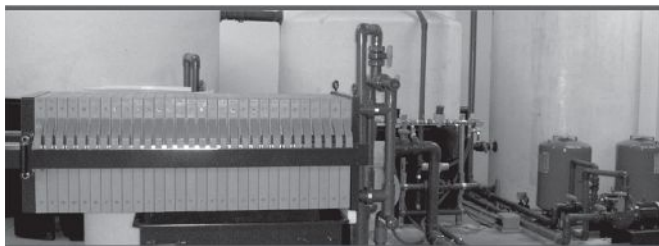
Big Tree Camp Texas

Architect: Tobin Smith



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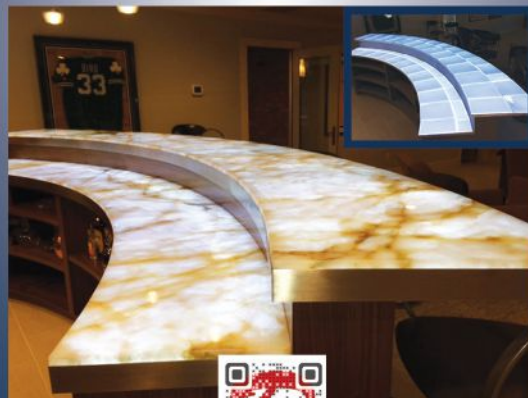
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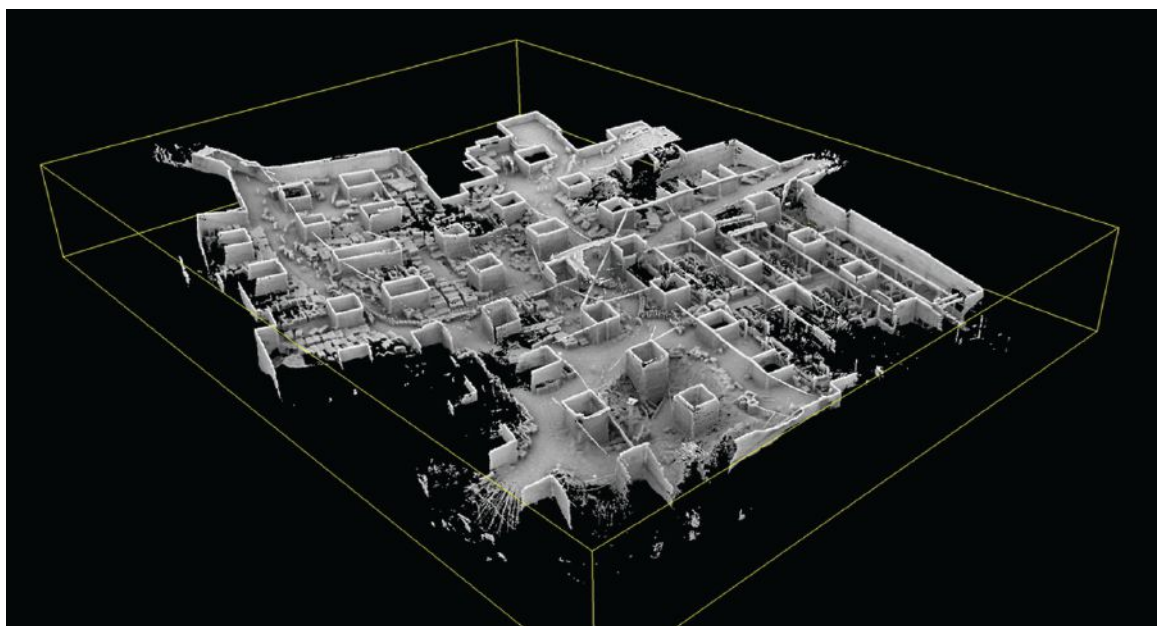


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3D laser scanning expands horizons for North American quarrier

Front line techniques integrate geologic and topographic models, dramatically improving accuracy, planning, safety and cost for the Vermont Danby marble quarry in Danby, VT

by Mark E. Farber, Manager 3D Scanning and Mapping, and Richard A. Hisert, Ph.D., Principal



A 3D point cloud of the Imperial Danby Quarry in Danby, VT, shows the ceiling removed.

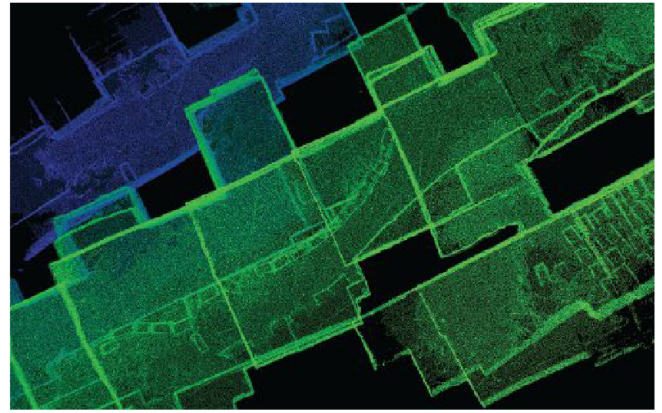
For hundreds, if not thousands of years, the surveying and mapping of mines and quarries has always been one of the most challenging of all the industrial applications regardless of the current state-of-the-art survey equipment and technology. An

experienced mine (or tunnel) surveyor was always someone that had to use their ingenuity to overcome many obstacles not found when working above ground. In many cases, a lot of the survey documentation was “stored” in the surveyor’s memory (job security), not

on paper because until recently, it was very difficult to provide the required 3D technology needed to make its use cost effective and practical for a real time mining operation.

Over the past 15 to 20 years, the surveying and mapping profession

An up close view of a 3D point cloud of the Imperial Danby Quarry was also taken.



has been undergoing a major transformation. From the analogue methods of measuring distances and turning angles — techniques that go back to the Egyptians — to the use of global satellite navigation systems (GNSS) such as the Global Positioning System (GPS) and perhaps more importantly, what is called 3D laser scanning or LiDAR (Light Detection And Ranging).

Today, most people around the world are familiar with the revolution that GPS has brought to society. With a low-cost receiver, it is now possible to know where you are anywhere in the world in real time to within about 10 meters, which is incredible. With additional sophisticated techniques, surveying professionals can increase that accuracy to establish high-precision networks that can monitor even the smallest movements of the earth's crust.

What does the power of GNSS have to do with underground mining and quarrying operations? Unfortunately, not much since the receivers must have a clear line of sight to the satellites. For open pit mines and other above ground operations, GNSS is the preferred method of establishing survey control, but below ground, the game changing innovation is harder to come by.

The power of 3D

Enter 3D laser scanning where like most traditional survey instruments, the scanner is self-contained, and unlike a camera which requires some type of background light source, a scanner is an active system that sends out a beam of laser light and therefore can work even in total darkness — perfect for underground applications. Basically, a 3D laser scanner allows a surveyor to capture and document the dimensions of a space in 3D by capturing millions of measurements quickly and accurately using any number of platforms, including tripods, vehicles, handhelds, and most recently, on an Unmanned Aerial Vehicle (UAV). The technology is agile, highly practical and cost effective.

With it now being practical to accurately determine the real world



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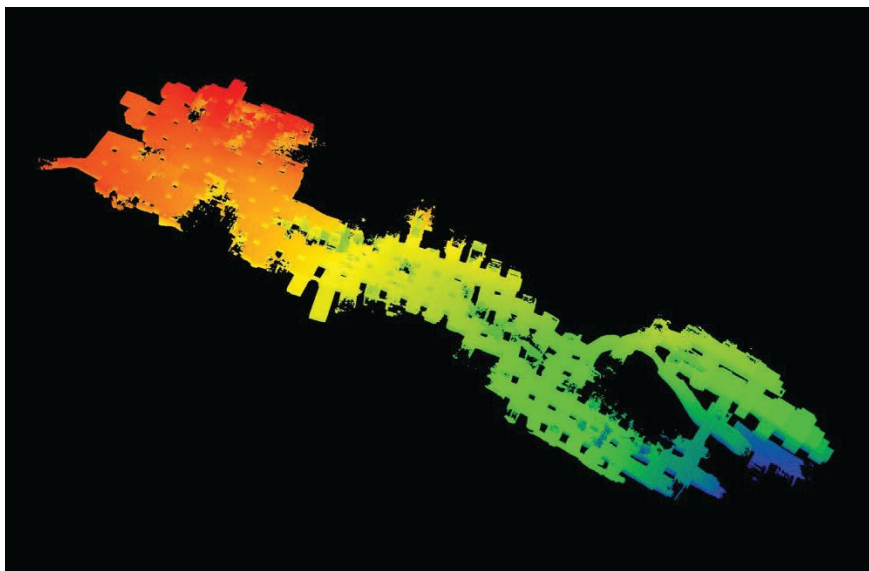
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A 3D point cloud of the entire Imperial Danby Quarry shows the site is approximately 2,800 feet long.



Additionally, a 3D point cloud of a section of the Imperial Quarry, Danby, VT, was also devised.

dimensions of an underground mine, a surveyor has the information needed to create a 3D model of an entire operation, including all of the levels, giving a true and complete picture. This is a major transformation from the standard way of managing the mining activities, as the operator can now be supplied with virtually unlimited computer-generated visualizations in both the horizontal and vertical directions, and planes.

The decision to go 3D

It is this capability that led to the relationship between Vermont Quarries Corp. located in Danby, VT, and H2H Associates located about two hours south in Troy, NY. The historic Danby quarry, owned by R.E.D. Graniti and Mazzucchelli Marmi of Carrara, Italy, has a reputation for

providing one of the finest marble varieties in North America, and H2H has a proven track record of applying breakthrough technical innovation to mining, quarrying and aggregate operations around the U.S.

When the head geologist at the Danby quarry was searching for a mobile scanning consultant, he came across H2H. Previously, they had been working with another survey firm that was using traditional survey methods to simply determine the volume of marble being removed from the quarry.

After visiting the site and determining the status of the existing mapping, H2H proposed that they establish a new survey control network that would cover the entire site. Once that was completed, they would then use 3D laser scanning to develop a 3D geospatially referenced model of the mine

that would have many uses, including tracking inventory volumes, storm water management, structural integrity (pillar alignment) and more.

It did not take long for Vermont Quarries to recognize the potential benefits of using laser scanning to create the 3D model. In addition to those items already mentioned, the data collection is much faster with a laser scanner, more complete, and it is also a much safer method of collecting this valuable data. A multi-year contract was approved to establish the control and then provide quarterly updates documenting the changes that occur as a result of the ongoing mining operation.

The work plan

Physically documenting in 3D the largest underground marble quarry in the world presented H2H with a number of challenges, including the overall scale of the operation. Entering through the same opening that has been in use for over 100 years, twisting and turning for 1 ½ miles inside Dorset Mountain to get to where the Danby marble is now being quarried, you get a true sense of the incredible history of the quarry. Using a survey instrument that is a combination of total station and scanner, H2H established a series of highly accurate and permanent survey control points that can be used to locate the 3D scans and tie all of the information together below ground with that to the above grade surfaces.

The focus was on the massive stone pillars that are left to support the ceiling of the mine. By accurately locating these with the survey instrument, they could

The Danby quarry is the largest underground marble site in North America.

be used to orient and connect the individual scans that were collected for this project using a handheld scanner known as the Zeb1. The technician simply walks around the pillars with the scanner, rocking back and forth in order to collect the required 3D point data. The data is then processed and combined with the survey control data to create the 3D geo-referenced model that is accurate to less than 1 foot in the worst case.

The Zeb 1 was selected from a number of 3D data collection and mapping tools that H2H and IMT use to create a complete model of reality in the most efficient manner possible. The Zeb 1 was selected for the following reasons:

- **Safety** — close quarters, dim lighting and a bevy of extraction and processing equipment make for a potentially hazardous space for workers. The Zeb1 allows survey technicians to collect data in the most safe, efficient, and complete way possible, while minimizing exposure to the conditions inside the mine.
- **Access** — limited line of sight between areas that are to be scanned creates a difficult situation for traditional static LiDAR equipment. The mobile nature of the Zeb1 means that a technician can scan all areas that are accessible on foot and in some cases by boat.
- **Operations** — the process of mobile mapping in the quarry allows the operations to take place without disrupting the daily operations — no shutdown is required.

Deliverables

Using their powerful 3D visualization software, H2H presented the



Vermont Quarries Corp. utilized 3D laser scanning to develop a 3D geospatially referenced model of its quarry that would have many uses, including tracking inventory volumes, storm water management, structural integrity (pillar alignment) and more.

results of their survey to the Danby Quarry management. For the first time, a complete picture and detailed understanding of the quarrying operation was now available. One of the long-time veteran employees, now in his 80s was brought to tears when he saw the 3D images of the quarry where he had worked for a large part of this life.

Since the quarry does not have their own software, the 3D models

were used to create 2D survey plans and maps that everyone was familiar with. In addition to the regular volume updates, H2H is working with the management to incorporate exploratory drilling data and a site 3D geologic model into the 3D topographic model to provide even more valuable data. It looks like the Danby quarry will be adding a new 3D chapter to its impressive history. □

CALENDAR

For all seminars and a more complete calendar of stone industry events, visit www.stoneworld.com.

May 11, 2016

MIA/Stone World Stone Industry Education Seminar hosted by M S International, Edison, NJ. For more information, visit: www.stoneindustryeducation.com.

May 19, 2016

MIA/Stone World Stone Industry Education Seminar hosted by M S International, Seattle, WA. For more information, visit: www.stoneindustryeducation.com.

May 19 to 21, 2016

AIA National Convention and Design Expo, Philadelphia Convention Center, Philadelphia, PA. For more information, visit: www.aiaexpo.com.

June 9, 2016

MIA/Stone World Stone Industry Education Seminar hosted by M S International, Wixom, MI. For more information, visit: www.stoneindustryeducation.com.

June 23, 2016

MIA/Stone World Stone Industry Education Seminar hosted by Cosentino, Toronto, ON, Canada. For more information, visit: www.stoneindustryeducation.com.

July 14, 2016

MIA/Stone World Stone Industry Education Seminar hosted by

Pacific Shores Stones, Birmingham, AL. For more information, visit: www.stoneindustryeducation.com.

September 22, 2016 to June 9, 2016

MIA/Stone World Stone Industry Education Seminar hosted by M S International, Plymouth, MN. For more information, visit: www.stoneindustryeducation.com.

September 28 to October 1, 2016

Marmomacc, the International Exhibition of Marble, Stone and Technology and Building Materials Show, Verona, Italy. Contact: Veronafiore at 39-045-829-8111 (phone); 39-045-829-8288 (fax) or visit www.marmomacc.com.

January 10 to 12, 2017

The Kitchen & Bath Industry Show, Orange County Convention Center, Orlando, FL. For more information, contact Nielsen Expositions at (800) 933-8735 or (770) 291-5409, or visit: www.kbis.com.

January 17 to 20, 2017

The International Surface Event West, Mandalay Bay Convention Center, Las Vegas, NV. Education seminars begin on January 17. Exhibition starts on January 18. For more information, visit www.tisewest.com.

NEW PRODUCTS

M S International, Inc. (MSI), a distributor of flooring, wall tile, countertops and hardscaping materials, has introduced a **free online tool** that offers more than 40 floor pattern designs. The floor pattern tool helps homeowners choose from a broad range of pattern styles and quickly visualize their new tile flooring. MSI encourages industry professionals to make this tool available on their website to increase customer engagement during the sales process.

With the new product, users select one, two or multiple sizes of tiles to be used in the project. The tool offers many floor patterns, including diamond, herringbone, chevron and versailles, and provides the most popular tile sizes to choose from. Once the floor design is selected, users can conveniently calculate the number of tiles needed by inputting the size of the room and adding a percentage allotted for waste.

"With the addition of this web-based tool to our suite of MSI visualizers, we

The screenshot displays the MSI online floor pattern tool interface, which is organized into three main sections:

- Section 1: Select Type of Tile Project:** This section contains three buttons: "One Tile", "Two Tile", and "MultiTile".
- Section 2: Select Floor Pattern:** This section features a grid of 12 pattern thumbnails. The patterns are: Diamond, Traditional, Brickwork, Herringbone (which is highlighted with a dark border), Diagonal Brick, Crosshatch, Brickwork Square, Combinatorial, Standard Plank, Chevron, Corridor Horizontal, and Basketweave Border.
- Section 3: Select Tile Size:** This section contains a row of seven buttons representing different tile sizes: "16 x 32", "12 x 24", "4 x 12", "3 x 6", and three additional unlabeled buttons.

The new online floor pattern tool from MSI.

continue to enhance the customer experience and strive to simplify the design selection and decision-making process for customers, vendors and distributors involved," said Rupesh Shah, president of MSI. "We believe the floor pattern tool will help homeowners feel more confident in choosing a tile

pattern that suits their personal style."

The new tool, along with other industry leading visualizers and design trend tools, are available for tile retailers, designers, fabricators and distributors to embed on their website.

www.msistone.com/tile-floor-patterns/tile-floor-pattern.aspx

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Machine of the month



Lackmond Products, Inc., a leading supplier of diamond tools, carbide tools and equipment, recently created a joint venture with Delta designing a new 7-inch wet tile saw. The Beast7, 7-inch tile saw offers virtually the largest rip and diagonal cutting capacity in its class. It is capable of performing a diagonal cut on a 18- x 18-inch tile, and it can execute a 24-inch rip cut.

Lackmond's new 7-inch Beast tile saw is designed with a heavy-duty rail system, engineered for exceptionally straight, accurate and smooth cuts. It is equipped with a powerful tilting 13 AMP motor to

ensure accurate 22.5- and 45-degree bevel cuts. The Beast7 weighs only 48 pounds and comes with an innovative snake pipe water nozzle, which allows for precise water control and placement. The durable steel pipe saw frame is constructed to withstand the toughest conditions.

"We listened to the tile contractors and designed a 7-inch saw that is a powerful and offers the same cutting capacity as most 10-inch saws on the market, at a much better price point," said Ted Skaff, vice president of marketing.

Lackmond Products offers a three-year warranty on the Beast7, 7-inch wet tile saw.

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STANDARD

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- * Chain of Custody Standard to support NSC 373 - online purchase
- * NSC Guidance for Conformance to ANSI/NSC 373 - online purchase

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- * Promotion of the earth-friendly attributes of natural stone; enduring life-cycle, durability, ease of care and maintenance, recyclability
- * Quarry and manufacturing best practices

ARCHITECTURAL COMMUNITY

- * Development of CEU Presentations to educate architects on the standard
- * Working with an advisory council conducting extensive research to verify and communicate the environmental benefits of natural stone
- * Using the LEED rating system as a guide to substantiate stone as a natural choice in Green Building

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Technology Update



Alpha Tools has introduced the new **PSC-150 Pneumatic Stone Cutter**. This industrial quality tool is equipped with a 2 HP motor, and with a speed governor within the motor that regulates the air consumption according to the torque needed for application. Alpha recognized the need for an industrial quality portable stone cutter that is capable of miter cutting of 1¼-inch (3 cm) materials with ease, so that any stone fabricator can use it when miter cuts are required, without the time-consuming setup. Since it is a pneumatic powered motor, you can save the repair and maintenance costs of electric stone cutters when sink-hole cutting and groove-cutting for rodding applications. The PSC-150 offers kink-free water and air hoses to improve the maneuverability of the stone cutter. The flexibility of the hoses helps reduce operator fatigue and improves the operation. The product comes with an Alpha Eclipse II 6-inch blade which is the recommended turbo blade for granite and engineered stone. It can also utilize a variety of consumables, including the Alpha Katana 6-inch for porcelain panels and slabs, the Hot-Rod 4-inch for ¼-inch steel rods and 1/8-inch fiber glass rods and a Libero 5-inch blade for marble applications.

www.alpha-tools.com

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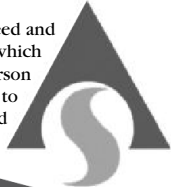
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