

Stone World

Fabricator E-News

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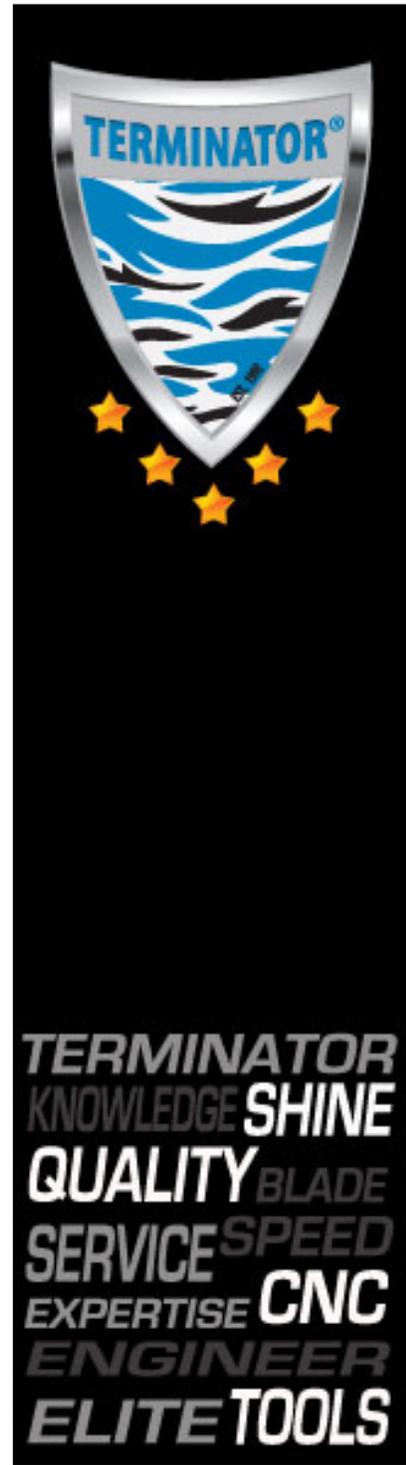
In This Issue ...

- [Industry Insight](#)
- [Inside the Shop](#)
- [Fabricator Issue of the Month](#)
- [Project Spotlight](#)
- [Shop How-To](#)
- [Industry Happenings](#)

Industry Insight

There's no substitute for craftsmanship
by *Michael Reis, Editor*

A couple of years ago, I generically referred to industry low-bidders as "hacks with rail saws." Understandably, quite a few fabricators who use rail saws contacted me to object with this blanket classification. Although I didn't mean to imply that all fabricators who cut slabs with a rail saw are "hacks," their protests resonated with me. Since that time, I have visited and reported on dozens of stone fabrication shops across the U.S. The operations have come in all shapes and sizes -- from three-man shops with a bare minimum of technology to companies with well more than 150 employees and the very latest in computer-controlled robotic equipment. [Read More](#)



Inside the Shop

Marble Palace, Stockton, CA
by Jennifer Adams, Managing Editor

Catering to developers in Northern California, Central Valley and the San Francisco Bay Area, Marble Palace, Inc. is a large supplier of Piedrafina recycled marble as well as natural stone and quartz surfacing. Based in Stockton, CA, the company works out of a 32,000-square-foot facility, which also includes a showroom for customers to view its array of products. [Read More](#)



Oldcastle Surfaces, six locations in the Southeastern U.S.

From its beginning in the early 1980s, Oldcastle Surfaces has grown to include six locations around the Southeastern region of the U.S. By continuously investing in its machinery as it expands, the company has been able to tailor its efforts to focus on the various market segments it serves. [Read More](#)



Fabricator Issue of the Month

A look at quarry production in India
by *Michael Reis, Editor*

Last year, Indian stone producers exported \$124.66 million worth of granite to the U.S., ranking the country third among all of the world's stone suppliers in that category -- just above Italy. Although India's stone industry was affected by the recession, it is rebounding at an extremely fast pace, as last year's granite export total was nearly 40% higher than in 2009. The following is a look at some of the quarries in operation in India, all of which produce material for the U.S. market.



TAB India -- Golden Fantasy and Rosette quarries
by *Michael Reis, Editor*

Since its foundation in 1995, TAB India has been one of the country's most dynamic stone producers, as it has continually invested in its stoneworking facilities as well as its quarrying operations. Among its latest developments, TAB India has started production of brand new colors to the world market in 2011. [Read More](#)



Pokarna -- Silver Waves quarry
by *Michael Reis, Editor*

Constantly striving hard to offer new exotic colors, Pokarna Limited has gone operational with its Silver Waves quarry in South India. This new shade offers a unique material with random wavy movement of contrasting white and black. [Read More](#)



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Project Spotlight

Private Residence, Greensboro, NC by *Michael Reis, Editor*

When building his own home, Andrew Lowery of Lowery Custom Construction, Inc. in Madison, NC, took advantage of his natural talents as a stonemason, but also incorporated some more contemporary stonework. The resulting design serves as a showcase of stoneworking talents in both masonry and slab-processing. [Read More](#)



Blue Cross/Blue Shield Headquarters- Chattanooga, TN by *Jennifer Adams, Managing Editor*

With a sense of community and caring at the forefront for BlueCross BlueShield of Tennessee (BCBST), it was not surprising that the company wanted to create a warm, inviting aesthetic throughout its headquarters campus in Chattanooga, TN. The campus sits on Cameron Hill, and with its sweeping views of the city and its surrounding mountainous terrain seen from every direction, inspiration to achieve these aesthetic goals was found in the natural elements which make up this spectacular landscape. Nowhere is the result of this more evident than in the reception building where a combination of natural materials such as river rocks, various wood species and granite are prominent features of the design palette. [Read More](#)



Lincoln Center Promenade, New York, NY by *Michael Reis, Editor*

In recent years, New York City's famed Lincoln Center has undergone a redesign of its public areas. The Manhattan icon, which includes architectural works from legends such as Gordon Bunshaft, Eero Saarinen, Wallace Harrison and Philip Johnson, has been updated with a range of redesigns of its Central Plaza, North Plaza and 65th Street interface. As part of this work, natural stone from India was used prominently to highlight and connect the various elements of the Lincoln Center grounds, including Josie Robertson Plaza. [Read More](#)

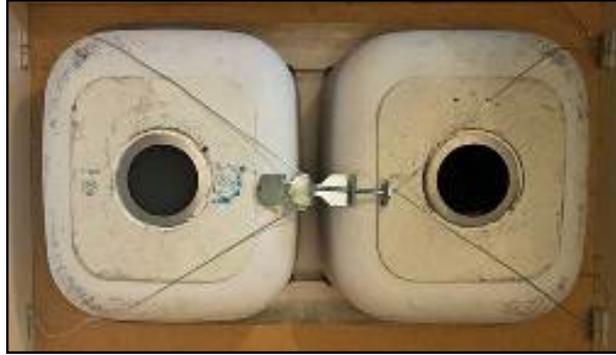


Shop How-To

Developments in countertop installation products

by *Michael Reis, Editor*

Advancements in technology are allowing natural stone to be installed with greater efficiency, and they are addressing very specific jobsite needs. In particular, companies are introducing new products to help the fabrication sector in the preparation and installation of vanities, kitchen countertops and undermount sinks. New developments have also been introduced for scratch treatments, material seaming and transport. Also of interest, new adhesives have been formulated for higher levels of performance, and they are specifically engineered for the needs of tile and stone installations. The following is a look at some of the new products that companies have established to ensure a top-notch finished installation. [Read More](#)



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Industry Happenings

Marmomacc offers free admission to Verona Fair

Marmomacc, the leading international stone industry trade show, is offering free admission to trade visitors who pre-register online. By pre-registering at www.marmomacc.com/freebadge2011, users will be able to have their own entry badge, thereby saving over \$35. This year's event takes place from September 21 to 24, 2011, in Verona, Italy. [Read More](#)



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Coverings sets dates and venues through 2015

Coverings, the annual international tile and stone exhibition, is returning to familiar turf in 2012, when the doors open April 17 to 20 at the Orange County Convention Center in Orlando, FL. Additionally, the Coverings Board of Directors have announced future dates and venues for the show through 2015. In 2013, the show is headed for the first time ever to Atlanta and the Georgia World Congress Center from April 29 to May 2. Then it's back to Las Vegas in 2014, but this time to the Las Vegas Convention Center. The dates



Faucets



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for that show also are April 29 to May 2. And peering even further ahead, in 2015, it's back to Orlando and the Orange County Convention Center from April 14 to 17. [Read More](#)

Belenco is established as a producer of premium quartz surfacing in Turkey

Belenco of Turkey has invested in a 160,000-square-foot, state-of-the-art factory to manufacture innovative designs in quartz surfacing using the latest Bretonstone technology from Italy. With sophisticated laboratories, R&D facilities and a strong product development focus, Belenco is striving to cater to a discerning market. It is working to produce the largest slab format possible, and the factory has an annual capacity of nearly 6 million square feet of material in all sizes and designs. [Read More](#)



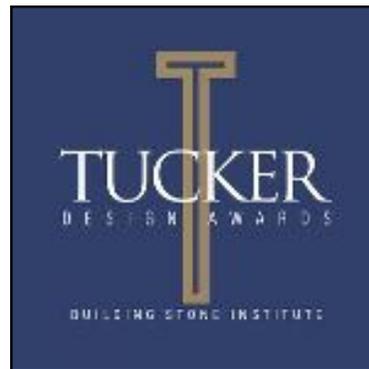
Mackson Marble & Granite develops new web site

Mackson Marble & Granite would like to invite homeowners, designers, architects and developers to visit its new Web site at www.macksonmarble.com. The Web site is compatible with all Internet browsers as well as mobile tablet devices such as iPad, iPad 2, Samsung Galaxy Tab, etc. It is also compatible with smartphones such as iPhone and Blackberry. [Read More](#)



BSI announces Call for Entries for Tucker Architectural Awards

Sponsored by Building Stone Institute (BSI), the Tucker Awards are recognized as one of the most prestigious architectural design awards in the country. Tucker Awards honor those who have achieved excellence in design through the incorporation and use of natural stone in their building or landscape project. The Tucker Awards are presented biennially. The next presentation will be in St. Louis, MO, in May 2012, and the Call for Entries has begun. For additional information, visit www.buildingstoneinstitute.org/awards.html, call BSI at 518-803-4336, or e-mail info@buildingstoneinstitute.org.



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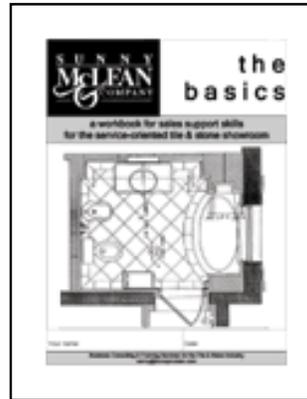
the basics, by Sunny McLean

This new workbook offering training in sales support skills for tile and stone businesses by Industry Expert Sunny McLean is a workbook for high-end tile and stone or kitchen and bath showrooms that need well-trained and professional sales associates.

In today's competitive environment, selling is not just about product and price anymore. A productive sales associate must meet the customer's expectations for top quality service, professional knowledge and a competent, pleasant sales experience. The Basics enables a new-hire to develop important support skills and a more experienced associate to update their existing skills.

Written in a workbook format with lessons, illustrations, activities and tests, The Basics provides a self-managed program that can be completed in as little as eight hours of work time, spread over four weeks. [Follow this link](#) to purchase this item or call 248/244-1275 to order by phone.

To view more products for the Stone Industry, visit AECStore.com.



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This edition of **Stone World Fabricator e-News** was sent to you because of your expressed interest in natural stone and ceramic tile. This monthly e-newsletter offers industry updates, application features, practical tips, and commentary on stone and tile design, sent directly to your inbox. We welcome you to a readership of architects, interior designers, specifiers and consumers.

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