

A Positive Outlook for 2010



Trisha Schmitt
VP of Corporate Marketing

With a successful showing at the Kitchen and Bath Industry Show (KBIS), VT's Stone Surfaces Customers have much to look forward to in the coming months. During the show, VT reached out to current customers in attendance and forged valuable new partnerships; all with the goal of continuous improvement and growth.

In an effort to keep our stocking product mix fresh and in-line with the current surfacing trends, VT has added eight new colors to our Granite line in Georgia. This expands the palette to 20 inspiring colors and also introduces a new price group named the Commodity Group. This group, which is priced

economically, features two granite colors; Bainbrook Brown and Burlywood. Price Groups 1 and 2 saw the addition of the colors Wheat and Caledonia, respectively. Giallo Fiorito and St. Cecilia Classic join Price Group 3 and Blue Butterfly joins Price Group 4. Last but not least, Absolute Black is priced in Group 5.

VT HAS ADDED EIGHT NEW COLORS TO OUR GRANITE LINE IN GEORGIA

With these new additions come updated Color Cards and Granite sample boards. These items will be available to order in the near future. For pricing and additional information about the new granite options, contact your Territory Sales Manager.

VT Handy Work



VT California Stone Facility uses their skills to turn Cosentino Stone into a puzzle piece floor display in the Cosentino Anaheim, CA, Distribution Center.

Each piece was individually routed and matched using the CNC Router, which uses a Combitcut waterjet to precisely cut the stone to the exact specifications.

Facing Faucet Facts



By Jason Nottestad
National Customer Service
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If you work on enough countertop projects, it's inevitable that a faucet situation will pop up at the end of a job and ruin your day.

Sadly, the words "minor problem" and "faucet hole" rarely go together. Most of the faucet issues I've worked through ended up costing someone hundreds of dollars.

Is there a way to avoid that "someone" being you or your company? The best way I've found is to look at a faucet as the thing it truly is: a part in a system. The plumber can't look at a faucet as a "stand-alone" item; it's connected to the water lines, which are connected to the shut-off valves, which are connected to

You get the point. To the plumber, the faucet is part of the plumbing system. He needs to look at each part of that system, as it relates to the faucet, to make sure everything works properly. To you – the granite guy – the faucet is part of the countertop system. If you're not looking at each part of the countertop system as it relates to the faucet, you're leaving yourself open to oversights and errors.

So how does a granite guy do this? To start with, you need to know the faucet and plumbing accessories your client has chosen.

Is it possible to see how something fits into a system without knowing the exact details about it? I doubt it.



Fixture meets reality: Here's a tall faucet that needs a deeper setback than normal, but there's not much space left.



Don't think a client can get too particular on location, especially with a faucet like this? Dissatisfaction with the location of the sprayer led to a complete refabrication of this top.

The ideal situation for me is to have the faucet and the end user on the jobsite at the time of template. That way, the templater can remove the faucet from its box and position it to the customer's satisfaction. This allows the templater to determine if the requested placement will actually work within the countertop system.

Is there a raised snack bar behind the kitchen sink? The best way to determine if a faucet spout will clear the snack bar is to position the faucet and use a board to represent your countertop overhang. If they don't work together, at least you'll know before the stone is cut. The overhang can be reduced, and the faucet can be adjusted forward, until you have a successful system or a redesign.

The same scenario can be played out with the infamous side-handle faucet that adjusts water temperature by shifting the control lever toward or away from the user. The problem is that the lever, when pushed away, will run into the backsplash before it gets to the maximum temperature.

This is particularly true if you deal with 3cm splash. Grohe

was the first company to market this faucet to a wide audience, so the problem became associated with them.

A simple solution: Bring along a piece of 3cm backsplash to demonstrate the problem to Ms. Jones at the time of template. She's still not going to be happy, because the faucet works just fine at her friend's house down the street (the one that has 3/8" tile backsplash instead of 1 1/4" granite). But, at least you've given her a physical demonstration why you need to turn the handle a little toward the front.

Even if you're lucky enough to have room to position the handle fully on the side, you're not out of the woods. It's inevitable Ms. Jones will want the soap dispenser, lotion dispenser, push-button disposal, osmotic water dispenser, and Insta-Hot water. And you have yet to figure out where to position the dishwasher air gap.

That side-handle faucet will need a minimum 6" clearance for comfortable operation. On a standard 'banjo' sink, that means you'll have room for the faucet and two accessories (and three if you put one on the outside corner of the big bowl). Ms. Jones might have to

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Stone Surfaces Production Reduces, Reuses, and Recycles

In today's world, being "green" has become a natural part of everyday life and VT Stone Surfaces is no exception. Many think the fabrication process produces only harmful emissions and never think a manufacturer would abide by the three R's, reduce, reuse, and recycle. VT Stone Surfaces can easily prove that thought wrong.

ALL RECLAIMED AND RECYCLED WATER IS RETURNED TO THE PLANT FOR FURTHER USE IN THE FABRICATION PROCESS.

VT follows these three rules throughout their fabrication process. Robert Hall, VT Stone Surfaces Production Manager, states, "We use several plastics, cardboards and wood products that are all gathered up during the day, stored in specific containers, and sent off to recycling plants for

future use." These products come from packaging materials gathered in the office and are then sent off to a local recycling plant. Robert goes on to state, "During the fabrication process, we use thousands of gallons of water. With our on-site water treatment facility, we are able to recycle and reclaim as much as 95% of what is used. All reclaimed and recycled water is then returned to the plant for further use in the fabrication process. We [also] collect cutoffs from granite, marble, quartz, travertine and all natural stone in recycle bins to be used for back fill, crusher run, pavers and even aggregate for concrete."

VT has manufactures several projects that use Eco Stone, by Cosentino, which is considered a "green" product as it is manufactured from reclaimed concrete and glass products.



On-site treatment facility recycles and reclaims 95% of the water used.

New Stone Surfaces Territory Manager



VTI Stone Surfaces Territory Sales Manager for North Carolina and South Carolina, Pamela M. Bays.

VT Industries is pleased to announce the addition of Pamela M. Bays to the Stone Surfaces sales team as the new Territory Sales Manager for North Carolina / South Carolina. VP of Stone Surfaces, Ryan Clausen states, "With Pamela's knowledge and experience, I expect her to be great sales leaders for the team."

Pamela Bays comes to us from Cosentino USA, producers of Silestone and ECO, where she was the Product Specialist/Sales Promoter covering the North Carolina and South Carolina region. Pamela set up and managed Kitchen & Bath, Designer, Architect, and Builder & Fabricator accounts during her time with Cosentino. Pamela was also the former owner of a successful interior design firm for 10 years, where she focused on full house renovations including kitchen and bath design. She is a member of the Interior Design Society and the American Society of Interior Designers and her vast experience in direct quartz sales and interior design will surely make her a real asset to the VTSS team.

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sacrifice a convenience or two to have that stylish Ladylux, but you're not going to convince her of that without demonstrating it in the physical world.

During templating, carry a board with you that will span the opening of the sink cabinet, with pre-drilled spacing for a standard faucet as well as a side handle. Position Ms. Jones's plumbing fixtures in the holes until she's happy with the arrangement.

Take a picture of the faucet and accessories in their chosen holes and have her sign the drawing of the arrangement for good measure. You've created a functioning plumbing system and she's approved it.

Sound like overkill? Try standing next to her at the end of an install and listen to the complaints about the fixture spacing being "not what she expected." Overkill doesn't exist at that point. Neither does the referral she was going to give to her neighbor.

Part Two continued in next issue.

Eco-Friendly Space Welcomes Guests to Penn State Altoona

Pennsylvania State University Altoona recently opened the doors of their newly renovated William J. Castle Executive Quarters and Sutter Suites, located on the top floor of the Aaron Building in downtown Altoona, PA. The executive quarters and suites will serve as a meeting space as well as lodging for distinguished speakers, award recipients, and special guests. Formerly an old industrial space, the university set out to renovate the space with the goal to maximize the use of eco-friendly materials.

THE COLOR PALETTE FOR THE SPACE IS BOTH UNDERSTATED AND SOPHISTICATED.

Penn State Altoona worked in collaboration with architect Judy Coutts, AIA, and general contractor Ventura Construction Services, Inc. to create a well-appointed, yet eco-friendly space. The Countertops and window sills for the job were carefully selected and were held to the same environmental standards as the other products chosen for the space. Eco by Cosentino was selected as the material of choice for the job because it is composed of 75% recycled content and corn oil based resins. "Eco by Cosentino was the perfect



This bathroom vanity features Formica's Desert Gold solid surface countertop, fabricated by VT Industries and installed.

product for this application because it looks great and provided the upscale aesthetic that they were seeking, but also met the environmental goals of the project," explains Shawn Yoder of Ventura Construction Services.

"The color palette for the space is both understated and sophisticated. The countertops and window sills are in Eco's Crystal Sand color,



This bartop also features Formica's Desert Gold solid surface countertop, fabricated by VT Industries in an elegant curved design perfect for entertaining.

with a 3 cm round over edge profile. Ventura Construction Services, Inc. partnered with VT Industries for the fabrication of the nearly 4,000 square feet of countertop and sill surfaces throughout the project. "We were pleased with the quality of the fabrication and VT's ability to help us meet our deadlines. We were able to exceed the expectations of our client in part due to the product and service we received from VT," notes Yoder.