



success from the start

a new company aims
high as business takes off

By Lindsey Getz
Photos by Bill Cartledge

Colonial Marble and Granite offers customized products with individualized service. Founded in 2006, this relatively new company is quickly taking off and happy customers are a testament to its early success.

"Colonial Marble and Granite is a full-service supplier of natural stone materials for both residential and commercial customers," says James Freeman, director of

sales and marketing. "We offer granite, marble, onyx, quartz, travertine, slate and more. Not only can we offer these superb products, but we can also template their project and fabricate it, in its entirety, at our in-house production facility."

**GREAT SERVICE,
HAPPY CUSTOMERS**

Great service and beautiful prod-

uct is what prompted homeowners John and Janice Colozza of West Chester to use the company for several home improvement projects. The first project was the kitchen. Before hearing about Colonial Marble and Granite, the couple was struggling to find the right company to work with.

"I had gutted my kitchen to the bare walls and wanted granite countertops with a nice backsplash to match up with our appliances," says John. "I went to several places and it wasn't working out. Then I heard about Colonial Marble and Granite and decided it would be our last shot. We explained our color scheme to them and they provided many

options. In fact, we were overwhelmed by all the choices they gave us and knew they were a good match for our needs."

It was an easy decision to have Colonial Marble and Granite move forward with the project, adds John. He felt the company really cared about doing things right.

"They made a template of what we were trying to do and cut the granite to fit into the spacing we wanted covered," he says. "They did such a great job, it was as though the whole house had been built around the granite. They made it fit perfectly."

After seeing the kitchen, the couple decided to have the com-
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-John Colozza, homeowner





"I had been to other places, but I felt Colonial Marble and Granite had such a wide selection to choose from, plus their prices were very reasonable."

-Pat Schaffer, homeowner

pany do another project. John had designed a bar and decided he wanted a granite top to complete the look.

"We worked with John to design a double-stacked granite bar top with combined edging," says Freeman. "It provides a world-class appearance."

"I had visions of what I wanted to achieve and they just ran with my ideas," adds John. "They directed me to the perfect granite: a black slab with gold and red flecking in it. It has quite a 'wow' effect. It's like walking into a five-star hotel lobby every time I see it."

ANOTHER SATISFIED CUSTOMER

The company also recently completed a kitchen for Pat Schaffer of Blue Bell. The countertops and island were all re-done, says Freeman.

"Jobs such as this one require a combination of automated and manual processes to provide the customer with a beautiful finished product," he adds. "The entire process can happen as fast as 7 days but it typically takes a little longer since the customer has to select products and arrange a timeframe that fits their needs."

The quick timing is what impressed Schaffer. "They were so prompt," she says. "Once the cabinets came in they were here within a few days. It's hard to find good service that's also that quick."

"Their customer service was just great," adds Schaffer, who found Colonial Marble and Granite by driving by one of its signs. "I had been to other places, but I felt Colonial Marble and Granite had such a wide selection to choose from, plus their prices were very reasonable."

And when a small glitch arose during installation, the company took care of it immediately.

"We had put molding on the island and the edging was different from the rest of the kitchen," explains Schaffer. "They fixed it that same day. I was so impressed."

PUTTING THE CUSTOMER FIRST

"We do everything we can to keep the customer happy," says Freeman. Colonial Marble and Granite takes the time to make every aspect of the job personal. The customers' needs are always the priority.

"After customers come in with a basic drawing of their project, our sales representative spends time discussing their needs," says Freeman. "Once needs and desires are established, we tour the slab warehouse where customers can see full slabs, helping them to visualize what the different stones will look like in their home."

And of course, a customized final product is the goal.

"Once the customer selects a stone, we discuss personalization elements such as edging, under-mount sinks and the possibility of having different stones for different areas."

The new company's attention to detail, but perhaps more important, its attention to the customer, is winning over new clients every day.

"I feel like I'm doing an infomercial here, but they were really that great," adds John. "The pricing was outstanding and their work was impressive. I'd recommend them to anyone."

Colonial Marble & Granite is located at 201 West Church Road (entrance off of Henderson Road) in King of Prussia and can be reached at 610-537-8918. Visit www.colonialgranitephiladelphia.com for more information.

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All letters on file and can be made available for viewing.

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As Winter is finally winding down and we look forward to the days growing longer and warmer, homeowners have the perfect opportunity to assess the exterior of their homes.

Does Your Home Need a Facelift?

If you've decided the exterior of your home is in need of a facelift, the premier option to consider is a spray on coating applied by Final Coat Exteriors.

Before permanent coatings were available, consumers had the choice of either paint or vinyl/aluminum siding for their homes. Paint, while flexible and affordable, is a temporary solution to a perpetual maintenance problem.

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leaving a safer environment for our children, but higher maintenance costs for our homes. Vinyl, on the other hand, offers a more permanent solution, but comes in limited choices and often gaps, fades or becomes a nesting ground for insects and other pests. In addition, vinyl cannot be used to cover all exterior surfaces, including handrails, spindles and posts.

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