

Choosing the Right Fabricator

Whether you design a new space or remodel an existing one, your ultimate objective should be a unique and beautiful environment that reflects your individual taste and delivers the highest possible value. Before investing in any stone surface for your home or business, be sure to consider the following:

Is the company a natural stone fabricator, or just a reseller?

Most stone retailers, including large home décor and do-it-yourself stores, do little more than take your order and then assign the entire job, from templating to installation, to subcontractors. Everyone adds their profit margin. So, the customer gets a "least common denominator" product at the highest possible price. Seek to work directly with a natural stone fabricator to get the highest possible quality and the greatest possible value

Marmi

Others

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How knowledgeable and experienced are the company's professionals?

Many companies may say that their staff members are "well trained" or even "experts." But look beneath the surface. Ask for examples of their most interesting design challenges. Find out what they know about multiple materials - not just the "top sellers." See how deeply they understand the unique properties of each type of stone. Don't settle for glorified order-takers, when you can get the advantages of truly knowledgeable, experienced stone professionals.

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Is fabrication work done locally?

If it isn't, you might wind up with pieces that are too thick or too thin for your space. The seams could be located in the wrong place. And the color may vary from the sample blocks you selected. A local fabricator shouldn't have to rely on remote measurements and diagrams; he can actually see where and how the stone will be installed. Likewise, you should be able to choose the exact stone that will be in your home or business - not a "similar sample."

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How advanced is the company's custom fabrication technology?

Avoid vendors who rely on standardized, pre-cut pieces of stone. Your project is unique and deserves work that is custom-tailored to your unique specifications. Look for a combination of advanced technology and individual attention to details. Laser template technology and computerized stone cutting - employed by knowledgeable artisans - leaves little room for error and yields fast, efficient results.

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How many colors and material types are in stock?

Fabricators who only stock the most commonly ordered colors and rely on importers for additional options implicitly require you to work around the company's inventory turnover and costs. You shouldn't have to settle for the same styles that everyone else has. Look for an extensive selection of colors, designs and styles, available on site, where you can physically examine them.

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How deep is the company's internal expertise?

Many companies say they are single-source stone fabricators, while actually relying on a long chain of sub-contractors. In such cases, your results will only be as timely and accurate as the weakest link. You will achieve the best results and the highest value with a dedicated team of designers, project managers, artisan fabricators, and licensed, highly experienced installers.

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Do clients recommend the company without reservation?

The company should offer more than the standard three client referrals. And you should call them

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Does the company import its own stone, or must they rely on outside importers?

Look for a company that has deep relationships with international quarriers - not just regional importers

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To what industry and trade associations does the company belong?

Membership in key organizations such as [org names] is a demonstration of a stone fabricator's commitment to standards, industry connections and integrity.

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At Marmi, we specialize in natural stone. We import our own material from around the world and maintain an inventory of thousands of slabs of granite, marble, limestone, soapstone, travertine, onyx, and semiprecious gemstone in hundreds colors, with a virtually endless selection of natural design and movement.