



P E R C O C O

Putting the finishing touch on your natural stone.

STONE FINISHING CENTER

Volume 1, Issue 2

IN THIS ISSUE:

- Things to know about Black Absolute
- Discover the new surface finishes we have perfected and their applications
- Read our expert's answers to common questions such as, "What is the typical turnaround time for getting my slabs textured?"



We want to hear from you!

Send us your questions and comments at:

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BLACK ABSOLUTE PITFALLS

Through the years we have seen Black Absolute granite change in look and performance. Though we call this a granite, petrographically, most of these are Gabbros or Basalts. There was a time in the 1990's when the premium blocks were going the Japanese market. Lately, we have seen premium material going to the Middle East. What was once a high quality African material is becoming a low quality material from China and India. That is not to say that there is not good black material in those countries but what we are typically seeing these days is less than great. Here are a couple pointers to help you sell this material and collect on the finished job:

STAINING: A good portion of Black Absolute material has been stained at the factories in order to appear darker and thus more desirable. If done correctly, this is not an immediate problem but may need ongoing maintenance. This could consist of applying a blackening product such as Tenax UniBlack II on a semi-regular basis (could be once a year or once every couple years). Test your slabs with a white rag and acetone. If the rag shows black when you wipe it you could be in for some added problems. The stain should be *in* the stone and not *on* it.

ETCHING: Yes, some of these lower quality Black Absolute granites will etch with acids – much like marbles. What can show up is a whitish ring that can be very difficult, if not near impossible, to polish out by hand. Practice in your shop first before attacking your customer's kitchen countertop. You will need to hone the spot, stain it and then finish polishing. Most times the white marks will come out but it is not easy.

HONED FINISH: The matte black look is popular. As your client is showing you the latest photo from Home and Garden magazine of a honed black kitchen and telling you that is what she wants, you need to approach the sale cautiously. Educating the customer is paramount and merely explaining that everything looks good in a photo is not enough. Honed black can look great from one side of the kitchen and terrible from the other side where natural light is bouncing off of it. Unequal finishes, swirl marks and pattern lines from the factory can all be reasons to not get paid. Though we at Percoco Stone Finishing have developed a recipe for eliminating most of these problems, we still advise a Leathered finish for Black Absolute. The Leathering puts a slight "wrinkle" finish on the stone, brings out more of the black color and is less susceptible to oil staining from hands and fingers.

In short, don't be afraid to sell Black Absolute. Just get educated and educate your customer.



Leathered Black Granite Desk Countertop

NEW FINISHES AND SERVICES AVAILABLE

FLAMED FINISH:

This conventional textured thermal finish is now available from Percoco Stone Finishing. Suitable for exterior and interior commercial flooring it has been desirable for many years because of its well known slip resistance. It is similar to a Bush Hammered finish but has a more random textured surface that can be different for each type of granite depending on the crystalline make up of the stone. Most all granites can be flamed along with certain Limestones and Marbles. Right now we are flaming slabs with granite tiles soon to come.

RAKED FINISH:

This is a very unique architectural finish that has the appearance of a split face look. The scored lines in the surface can be applied at many widths apart altering the finished look. The photo below is a Crema Marfil fireplace with a raked finish provided by Percoco Stone Finishing. Gallegos Corp of Vail fabricated and installed this beautiful, one of a kind look.



Marble Quarry in Italy

Specialty surface finishes enhance the uniqueness and beauty of natural stone.



Leathered Brown
Vincenza

WASHBOARD FINISH:

Imagine a scored and brushed finish with softened edges. Like the Raked Finish, this is suitable for vertical applications and water features.



CHAINLINK:

Numerous design applications can be achieved with several different versions of this pattern. Can be used for backsplashes or wall features.



SLAB STAINING:

We are now able to take your black colored granite slabs and enrichen the color by staining and repolishing. Works excellent for Black Absolute and Black Galaxy. Add value to some less than desirable materials.

EXPERT Q & A

Q: I have a kitchen already fabricated ready for install and now the customer wants a Leathered finish. Can you do this?

A: Yes, we can Leather fabricated pieces but certain issues should be noted. If one corner of the tops comes to an acute angle, do not expect the same quality of finish at that point that you see in the middle of the piece. Also, if the sink or stove holes are cut you will need to plaster in the cutouts so we can machine over the entire piece. Turn your top upside down on a piece of visqueen, place the cutout in the hole with about a 1/2" gap all around. Fill with plaster and let it set up. Once we are completed you can easily cut the plaster out with a saber saw.

Q: What is the typical turnaround time for getting my slabs textured?

A: We strive for a 5-7 working day turnaround time in most cases pending the volume at any given time. Many times it is less.

Q: Can I have and order rushed through if I am in a bind?

A: Rush orders are possible many times but are dependant on our volume at the time. Expect to pay a 20% premium for next day service.

Q: I sell a fair amount of Engineered Stone. Can I offer my customers a Leather or Caress Finish?

A: Engineered Stones, especially the "chunky" ones, textures quite well. The ultra fine grain material will achieve more of a "wrinkle" finish similar to Black Absolute or White Carrara.

Q: How will I know what a particular stone will finish out like if there is no sample available?

A: Call our finishing center first as we have many samples in our library and may have what you are looking for. Other than that, understand that the texturing process "digs out" the softer minerals more than the harder ones. Therefore, a highly veined granite Gneiss with drastic color changes will texture more than a very fine grained, monochromatic color. Even if we do not have a sample of the exact material you are looking for we may have something that is similar and your customer can get a decent idea of how it will come out. As you cut jobs save drops to start your own library or displays for your showroom.

Q: Are there any stone that will not Leather?

A: While all stones will change somewhat with our leathering process, some change so little that it may not be worth the added expense to Leather rather than Honing. Many marbles that are very homogeneous, such as White Carrara, Crema Marfil and many Limestones, show a very fine finish texture. These stones, void of highly colored veins that are different hardness, can be better suited to a honed finish.

Q: What is the smallest size piece that you can finish?

A: Because of the diameter of the machine heads, 2' x 3' would be about the minimum size in order to get a consistent finish throughout the piece. A 2' x 2' piece can be done but the center section will look different because of the constant overlapping of the machine head.



Caressed Ubatuba

Care for textured finishes the same way you care for Polished stone: daily cleaning with water or a neutral stone cleaner.



Honed White Carrara



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Putting the Finishing Touch
on your natural stone.

Mission Statement

“Percoco Stone Finishing will strive to be the preeminent stone slab finisher for fabricators and suppliers in the natural stone industry with a focus on providing cutting edge finishes designed to satisfy consumer preferences for unique and practical applications.”

