



Volume 2, Issue 1

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- Discover the new designer finishes we have perfected and their applications
- Are your slab(s) or fabricated pieces scratched or have a less than perfect finish?
- Read our expert's answers to common questions such as, "Are there any stones that will not Leather?"



We want to hear from you!

Send us your questions and comments to:

joe@percocostonefinishing.com

PERCOCO

Putting the finishing touch on your natural stone.

STONE FINISHING CENTER

WHY THE PERCOCO FINISH?

Why should you demand from your slab distributors that specialty finishes be supplied by Percoco Stone Finishing? For three generations and over 60 years the Percoco family has been the go to company for knowledge, craftsmanship and ethics in the stone industry. In short, we know stone.

Compare our Leather finish with the factory Leather finishes or others that are attempting to copy us. Our 19 step process is far superior to anything else available and it covers the entire slab, edge to edge, giving you, the fabricator, more yield on the slab. Don't accept an inferior product for your customers. If your slab arrives without the Percoco Stone Finishing label it did not come from our shop.



Leathered Brown Vincenza

The Leather finish is only one of over 12 different finishes we offer to help you increase your profits. Use your salesmanship and offer your customers options to make their kitchen a one of a kind project and boost your revenue in the process. Consider using our Scarpelletto, Rustico or Raked finish for the backsplash combined with a Honed or Leather finish for the tops. Two different sample boards are available, one with our 6 standard finishes and one with our designer line. If you do not have our current boards or price list please call us and our sales representative, Jesse Green, will call on you and drop off boards along with a current price list. Remember, our price list will show the suggested retail price of each finish along with your cost. Don't sell yourself short. Charge accordingly and grow your business.



**Scarpaletto (Coarse)
Rosa Verona**

A leathered finish is a great alternative to a honed finish for dark materials, especially Black Absolute.



Polished Ubatuba

THE LEATHERHEAD

Some equipment manufacturers are now selling an attachment for your CNC machine in which you can leather, polish and hone slabs using Frankfurt bricks and brushes. Before you spend \$10,000.00 on one of these, stop and consider a few important points. First, our machines are specifically designed for nothing other than slab finishing and our heads are tangential which gives much better results than just a flat, circular pattern. Second, why would you tie up a CNC machine for 3-4 hours attempting to apply a finish to a slab when it could be making you much more money by doing what it is designed to do – sink cutouts, edges, shaping? You end up with an inferior finish and your machine was not making you the money it should have during that time. Let Percoco apply the finish correctly for you while you concentrate on what you are best at. Plus, we are working for you making you even more money while your CNC generates income for you the way it should. Also, through trial and error and many years we have perfected the correct processes to make sure that you are getting the best possible finish to make your customers happy. Do what you do best and let us do what we do best and together your finished product stays at a high caliber.



**Tangential Polishing/Texturing
Head**

ENGINEERED STONES

As Engineered Stones become more popular we are seeing more ES slabs coming to the Finishing shop. Repolishing, honing and Leathering are the most common finishes for ES. A few important points to consider: Though one manufacturer has tested our Leather finish on their product and concluded that it does not affect the performance in any way, most manufacturers will void their warranty if any alteration is done to the surface. One needs to study what the warranties are in the first place and it becomes obvious that most warranties are empty. “Free from defects” is a common statement. Once it is through the factory with no defects in the manufacturing, applying a specialty finish will not change that fact. Also, if there is a problem with certain ES you may find that the warranty will supply you more material but you are responsible for fabrication, tearout and reinstall. When upselling ES with specialty finishes be sure to let your customer know that it could affect the warranty but educate them on what the warranty really covers and most times the customer will still opt to Hone or Leather the slabs. Knowledge is power and this will go a long way to prove your credibility with your customer.

As far as the finishes go, the “chunkier” looking materials Leather extremely well. The solid colors will come out with more of an “orange peel” look to them. Honing comes out best on the lighter colors. On darker colors it may still be possible to see slight pattern marks from a certain angle and with certain light. Again, let your customers know what they can expect. If you are unsure call and talk to Nick and he can tell you what to expect with a certain color.

EXPERT Q & A

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

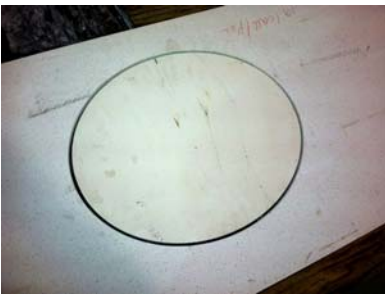
A: Because of the diameter of the machine heads, 2' x 3' would be about the minimum size in order to get a consistent finish throughout the piece. A 2' x 2' piece can be done but the center section will look different because of the constant overlapping of the machine head.

Q: Are there any stones 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.

REPAIRS AND REPOLISHING

As a service oriented business, we are able to offer you more than just specialty finishes on slabs. Should you run into problems where a piece needs repolishing due to a scratch or defect that either went undetected during fabrication or happened during fabrication, we can help you out. If the piece is already cut to size and has a sink hole cut in it consider a couple points: Getting a perfect polish right to the edge of the cut piece can be questionable. Depending on the material, there may be a very slight “haze” at the edge. This is to be expected. Also, the sink hole must be plugged in order for us to refinish the piece. We will quote you a price for already cut pieces as best we can but understand that much more time is needed to finish pre-cut pieces. We are happy to plug the sink hole for you for an additional charge providing you bring a stone piece to insert. It does not need to be the same stone, just a piece to fill the void. Leave the piece ½” smaller than the opening on all sides and we will plaster it in prior to going on the machines. Plug needs to be same thickness (or slightly thinner) than the piece being refinished. In order to keep your cost and lead time down consider plastering in the plug before you bring it to us. Here is a step by step process on how to prep your piece before bringing to us:



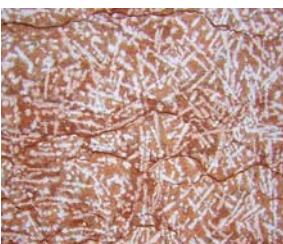
- 1) Cut a plug to fit existing cutouts. Plug should be about ½” smaller all around. And should be the same thickness (or slightly thinner) than the piece being plugged.



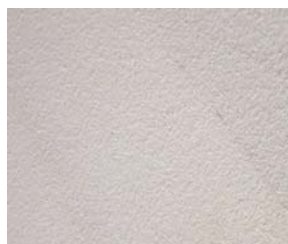
- 2) With piece face down on a flat surface plaster in the plug with a margin trowel. You can get molding plaster from Rio Grande if you don't have any on hand.
- 3) Wipe away any excess keeping the surface as smooth & flat as possible.
- 4) Now your pre-cut piece is ready to be refinished.

WHAT'S NEW

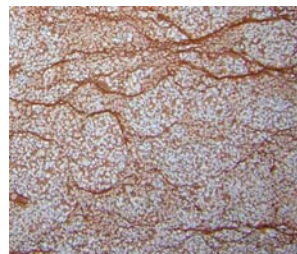
Our Rustico and Sand Blast finishes are the latest addition to our lineup. The Sandblast is actually a mechanical process performed on our machines and is available in a fine and coarse finish. Also, we are able to offer you brushes to use on your hand polishers in order to give a leathered finish on your edge details. Though it will not be a perfect match to the surface it will be very close. Call for pricing and availability.



Rustico Finish on Rosa Verona marble



Sandblast (Fine) Finish on Calcutta Gold marble

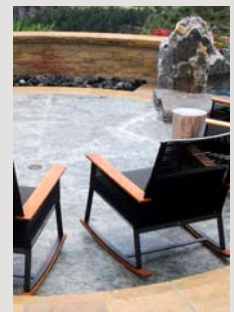


Sandblast (Coarse) Finish on Rosa Verona marble



Leathered Cobra Gold

Our designer finishes are excellent for a wall accent or backsplash.



Flamed & Brushed Multicolor Labradorite



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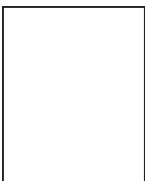
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www.percocostonefinishing.com

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.”



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