

# FABRICATOR SPOTLIGHT

Customers of Park Industries®



## Sierra Stone Fabrication, Inc.

Sierra Stone Fabrication, Inc. opened its doors in 1998. Rob Foley and his wife, Julie Foley, own and operate this granite fabrication company and the family culture is felt throughout the organization. Sierra Stone specializes in unique, high-end projects. They never make the same project twice.

Sierra Stone handles fabrication projects that are intricate and custom. They work on projects with 25-40 slabs per house. Recently, Sierra Stone completed three houses that had an excess of 60 slabs in each home. Integrated sinks with drains, slopes, and waterfall edging are also typical projects Sierra Stone will complete as well as individual kitchens, baths, and remodels.

Sierra Stone Fabrication began with Park Industries® equipment in their shop. They relied on Park's durable machinery and counted on skilled Park associates to pick up the phone when they called with any questions or issues. As production grew, Sierra Stone looked to Park Industries® for guidance as they expanded their shop. Sierra Stone was familiar with Park and they trusted that Park would assist them on their path to success. They had formed a trusted partnership in business.

### Investing in Technology

In 1999, Sierra Stone purchased a few Park machines including a COUGAR® and a PRO-EDGE® II. In 2006, two SIERRA® Saws were added to the shop. As Sierra Stone Fabrication has grown, they have kept a focus on continued innovation and added a TITAN® CNC Router, a water clarification system, and a SABERjet™ over the years. The PRO-EDGE® II is still running in the shop today with its original C-Arm. Implementing technology and machines into their process has ensured that each innovative project is completed with precision.

Rob Foley has attended many Digital Stoneworking Expos. A Digital Stoneworking Expo™ he attended in Seattle, Washington stands out to him as the moment he knew he needed to adjust his business strategy. The conversations Rob had with fabricators from all over the country made it clear that going digital was the future. The DSE presentations and fabricator tours only made him surer of this.

### The Digital Experience

Sierra Stone is constantly improving and striving to perfection. The digital technology has helped bring precision,

every time, to Sierra Stone's custom fabrication. For example, recently Sierra Stone used their digital equipment to fabricate an intricate, angled, five-walled shower with ceiling.

Rob Foley shares that going digital has absolutely increased Sierra Stone's production, "Prior to owning digital technology, we cut 5-8 slabs per week. Now, with the technology, we are cutting multiple projects at a time and our production has risen to 20-25 slabs per week. We have had huge company growth." The accuracy of every machine has helped Sierra Stone grow.

Rob Foley believes himself to be on the cuff of technology and explains that the old school fabrication methods were indeed, his comfort zone. After going through Park's training and making the full transition, Sierra Stone is operating with increased efficiency. Rob enjoys reflecting on how far they have come and is excited about where Sierra Stone is headed. Rob elaborates, "Going digital has transformed our shop. Our employees are working less physically and projects that would typically take us a full day to complete, now only take a half hour of our time. The time savings is irreplaceable!"

## 1) SABERjet™

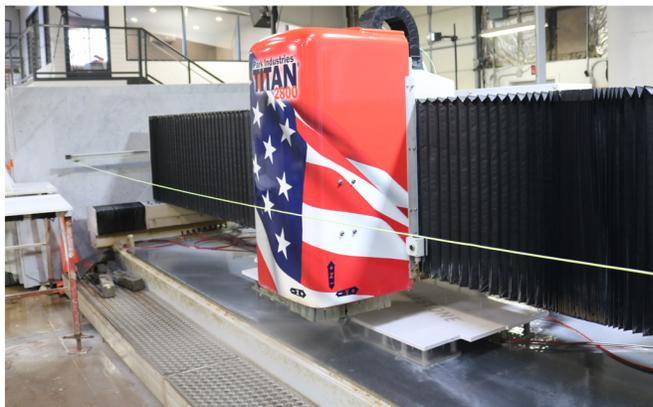
Sierra Stone had a learning curve with the SABERjet, but now they are very comfortable with it. They are enjoying this positive addition to the shop, especially in regards to their miter edge detailing. Rob is happy with the impact the SABERjet has had in their fabrication process. He shares, “We used to hand fabricate every inside



miter corner. With the SABERjet, we save an hour on each corner. We have many projects with this type of edging, the time savings is huge!”

## 2) TITAN®

Sierra Stone has many projects that consist of intricate edging, including ogee, dupont, and laminated edges with set-outs. The TITAN 2800 has helped assist with Sierra Stone’s variety of edging needs while saving time. Rob is emphatic about the TITAN’s effects on his shop, “The TITAN 2800 produces the best ogee you can possibly get, no questions asked. The accuracy is crazy good.”



## 3) PRO-EDGE® II

The PRO-EDGE® II was added to Sierra Stone in 1999. Rob has a soft spot for this machine, “The PRO-EDGE® II produces a flawless edge on any stone I have thrown at it. It still does today. It is the best polish you can put on a stone.”

## Why Park

Sierra Stone Fabrication values the long-lasting durability and consistent

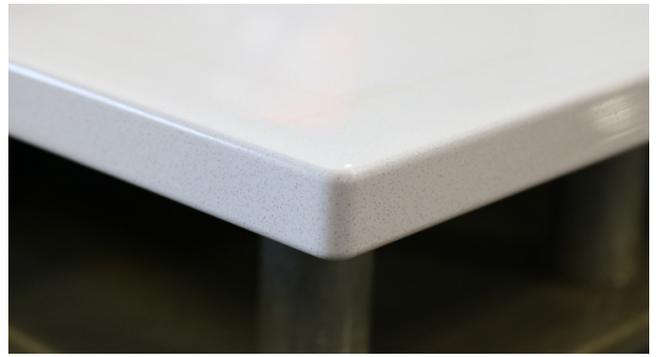
quality that Park machinery provides. The accuracy of the machine was the driving factor in Sierra Stone’s decision to purchase Park Industries® equipment. Park machinery produces a fantastic end result for Sierra Stone.

Sierra Stone takes excellent care of their equipment. This fabrication shop has a strict and serious maintenance schedule. They have even created a special formula of oil to apply to their machines. As Sierra Stone takes such great care of their machines, they rarely experience downtime.

## Peace of Mind

Every time a machine is down it feels like a 9-1-1 call for Sierra Stone, because they are losing out on production. Sierra Stone counts on Park to work through the issue and fix it, so that they are not down for an extended period of time. “The service and accountability of Park Industries® after the sale is one the biggest reasons that we continue to partner with our trusted machine manufacturer,” shares Rob and Julie Foley.

Park Industries® aims to minimize downtime and keep customers’ machinery in production, with over 60 associates in customer service related positions. “Park delivers Peace of Mind to me through ordering a part at 3 PM pst and having it on my desk at 9 AM the next morning. It is giving Park a call and having an associate answer with genuine care as they immediately begin walking through



the issue with us,” Rob emphasizes, “Park Industries® makes me feel peace of mind – 100%.” When the phone rings at Park Industries®, there is a team of knowledgeable associates ready to help diagnose and fix any issue. Park will accommodate customers by fixing their issue over the phone or in-person in order to ensure their machine is back in action quickly. Park has always stood behind their machines, providing parts and service to even the oldest machine in Sierra Stone’s shop.

## Partnership with Park

Sierra Stone started out with Park equipment from day one. Their partnership with Park Industries® has grown and successfully flourished over the years. Rob toured Park Industries® himself in 2002 and he has kept his white Park T-shirt as a memento from that time. “There is no way we could be where we are today without our Partnership with Park and going digital,” concludes Rob.

## QUICK FACTS

### WEEKLY PRODUCTION

20-25 Slabs Per Week

### PARK EQUIPMENT

SABERjet™, HydroClear™, TITAN® 2800, PRO-EDGE® II, WIZARD®, SIERRA®