

# SUCCESS STORY

## PAVING THE WAY TO NEW JOBS

Libby Passiales, Outside Sales, shared a success story featuring a clay paver job in Colorado Springs involving a herring bone pattern using a blend of “Dover Grey”, “Scrubbrush”, and tumbled “Imperial 41 Grain” solids. The house belongs to the owner of Classic Homes and the installer is Royal Hardscapes. Libby was able to help Emanuel (mason) from the moment he came into their showroom. The homeowners wanted a driveway that had a cobblestone look similar to the roads in some parts of Europe. Libby provided multiple samples of different pavers, after which they finally decided on using tumbled brick solids. As a result over 100,000 solids (over 25,000 sq. ft.) have shipped! Emanuel stated that they now want to expand the driveway and possibly add another color, which may result in another 8,000 sq. ft. addition! This driveway is going to be beautiful when it is complete and will hopefully lead to more jobs down in Colorado Springs. Great job Libby!



Libby Passiales



## NEW AND DIFFERENT HOMES

Perry Zynda, Outside Sales, submitted an excellent success story for a residential home in Scottsbluff, NE. The owners wanted ideas for a home that would be new and different. Perry sent multiple pictures of custom homes and drove them around several new neighborhoods in northern CO to see the newest materials and showed them all of our new brick and rock samples. They chose “Monument Tudor” brick with precast accents for the exterior, “Heritage Antique” for the dining room and “Kiamichi” for the fireplace. What’s more, this home is helping with tudor brick sales in the NE panhandle, as we have now sold two additional homes with Monument Tudor and one with “Spring Creek Tudor”.



Perry Zynda

