

Cataraqui Granite Company

We do it right the first time By Lindsey Foster

THE TREND TO INCORPORATE ALL-natural products into our homes has translated to a successful first five years for Cataraqui Granite Company. The Midland Avenue business opened its doors in 2002 as a monument retailer, designing, etching and installing granite memorials. Before long, homeowners, contractors and builders were knocking on the door, requesting granite counter tops. Although not part of the business plan, owner Mark Tomlinson quickly realized his company could meet the demand for counter tops as well as monuments.

"There is a tremendous movement to return to nature when building and renovating homes," explains Tomlinson. "Stone and wood are replacing synthetic products throughout the home and why not? They are beautiful - like pieces of art - and durable."

Cataraqui Granite Co. brings in granite from countries around the world including Canada, the U.S., Africa, Saudi Arabia, India,



Shown (L-R) Scott Malott, Mark Tomlinson-Owner, Mike Gaffney and Andy Leversedge

Brazil and China. It also offers Technistone, a man made granite produced from crushed granite mixed with epoxy and poured into big slabs. "Granite is virtually

indestructible while Technistone is literally indestructible," says Tomlinson. Comparable in price, both will last a lifetime without a scratch.

Counter tops now account for 80-percent of Cataraqui Granite Co.'s business, supplying to the general public and companies from Kingston to Prince Edward County and Quinte, including Direct Buy. "We're fortunate to secure high end jobs because we take the time to do it right the first time," explains Tomlinson. "Our experienced staff of Lois Boucher, Mike Gaffney, Andy Leversedge and Scott Malott provides quality service and guarantee counter top delivery within 15 days."

Referral business has also been instrumental in Cataraqui Granite Co.'s success. When first starting out, Tomlinson joked that he would offer the 10th counter top free for referrals. Today, there has been so many, he now has two clients close to collecting on that promise!

CATARAQUI GRANITE Co.

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COUNTERTOPS