

# HARDSCAPE CONNECTION

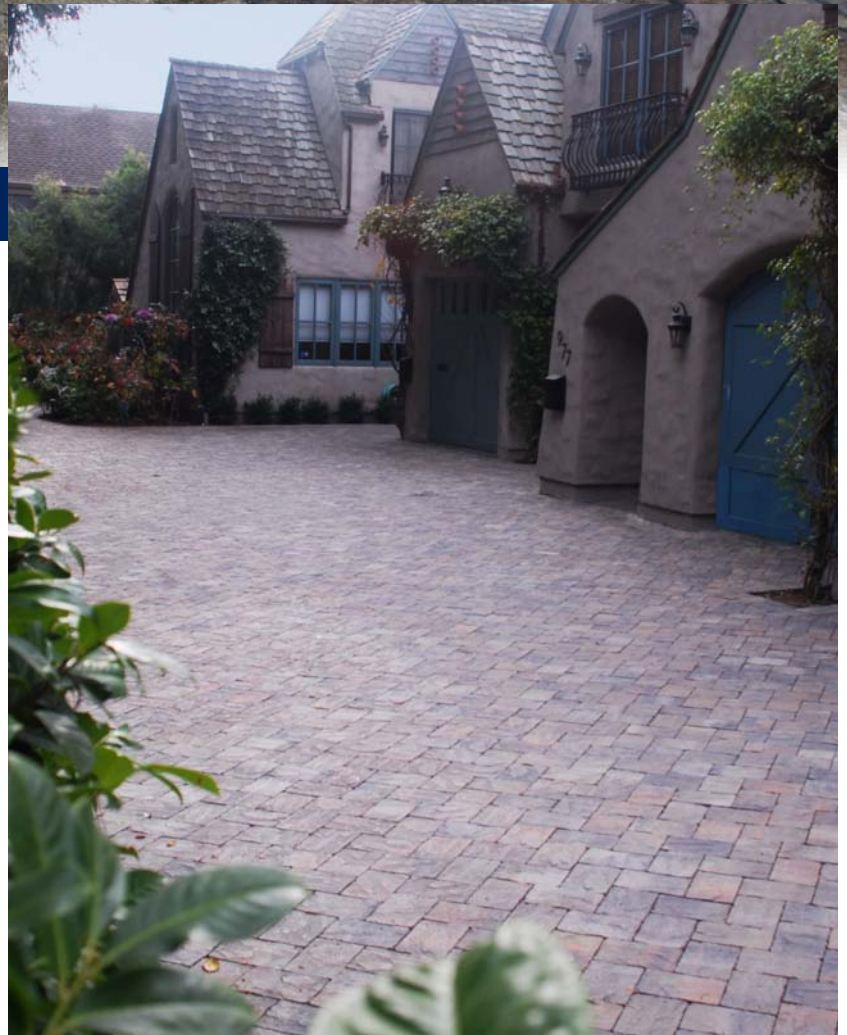
## Quality and Value A Winning Formula

### Why Quality Matters

For three homeowners, research and evaluation were key in their decision to choose Calstone interlocking paving stones. A unique residential project located in Menlo Park; the homeowners share a common drive to access their homes. Encompassing over 5,500 square feet of Quarry Stone 6x9 Sequoia Sandstone color, the paving stones embrace the surrounding wooded lots.

The real story here was the homework the owners did on paver selection. Using the internet to begin their research, the homeowners realized right away that there is a difference between methods of manufacturing. Comparing the choice between a “through-mix” paver versus Calstone’s Duraface paver was a true eye opener for the decision makers. Learning that the production process Calstone incorporates is far superior over alternative methods, in the end, made the decision quite easy (See “There is a difference” article on page two). A quality installation using quality products guaranteed a successful project. The owners and contractor knew that selecting a paving stone for its quality standards, rather than just choosing the least expensive, was the right way to go.

Value verses price won out in the final decision. Understanding that Calstone pavers, offering never before seen six color blends (Sequoia Sandstone) and advanced production technologies, insured a timeless drive for all the families.







You have many choices available for your hardscaping needs. Perhaps your first question is “Which paver is cheapest?” If that is your most important question, you should probably stop reading now. Calstone will never claim to be the cheapest product out there and our Mission Statement sums it all up...

**“To continue to make the best paving stone in the world”**

Our commitment to quality is priority one at Calstone. We lead the hardscape industry in product innovation and superior selection. So what makes a Calstone paver the best in the world? Our advanced production facilities have a patented color dispensing system and all of our pavers are produced with Duraface technology. Calstone produces vibrant colors that cannot be equaled. Five and six brilliant color blends offer something totally unique to design professionals, contractors and homeowners.

**Duraface**

Every paving stone we manufacture is produced with Duraface technology. This production process ensures color and texture durability far more advanced than our competition. When you choose Calstone pavers, the color and wearing surface will look like the first day they were installed for many, many years to come.

**Because Quality Matters**

Customers who want value for their money find Calstone the product of choice. Contractors using quality products do so with the peace of mind of knowing they will have faster installation times and far fewer call backs from dissatisfied customers. These specialty contractors also know that a happy customer can provide ongoing future referrals. We highly recommend hiring only licensed contractors and, preferably, ICPI certified installers. These installers have specialized training to ensure the best possible installation of your Calstone pavers.

Design professionals know that quality products out perform cheaper products. Projects are made easier by having a wide range of colors and a producer that can assist with LEED requirements. They also have confidence knowing the hardscape’s original appearance will last a lifetime. Home owners realize the value they’re getting for their investment--superior colors and texture, the longest durability in the industry, and unmatched curb appeal for their home.

There is a difference and there is a choice. **Choose Calstone.**



# Permeable Interlocking Concrete Pavements & Interlocking Paving Stones

## We will discuss...

- installation practices and methods
- complete estimating and job costing
- market trends and growth potential
- tips of the trade – cost saving concepts
- tour of our paver manufacturing facilities

Course Instructor, **Brian McThorn**, has 25+ years experience in the hardscape and construction industry.

Our certification course will include: **Certificate of completion, continental breakfast, coffee & juice and a full lunch**



**Date(s):** March 5th, 2010 – Calstone 426 East Grant Line Road, Tracy, CA  
**or** March 18th, 2010 – Calstone 13775 Llagas Ave. San Martin, CA  
*(Course held at the Holiday Inn Express in Morgan Hill – Call for directions)*  
**Time:** 8:30 AM – 3:00 PM

*Please fill out and include this form below with your payment:*

Company: _____	Contact: _____
Address: _____	City: _____ ST: _____ Zip: _____
Phone: _____	Cell: _____ Fax: _____
Website: _____	Email: _____
Current Type of Work (i.e. Contractor, Landscape Contractor, Architect, Distributor, Etc.): _____	
Date of the course you wish to attend: March 5 <sup>th</sup> (Tracy) _____ or March 18 <sup>th</sup> (San Martin) _____	
Number of persons attending course: _____ X \$40.00 = \$ _____ (enclosed)	
Make checks payable to Calstone. Mail payments to: Calstone - Attn: Marge 426 East Grant Line Road, Tracy CA 95376 For additional information and directions, contact Marge at (209) 833-7366 <a href="mailto:margeblaine@calstone.com">margeblaine@calstone.com</a>	
Note: Payments must be received at least 3 days prior to event	

# CALSTONE

## Manufacturing Service Centers:

### San Martin

13775 Llagas Ave.  
San Martin, CA 95046  
phone (408) 686-9627  
fax (408) 686-9127

### Galt

421 Crystal Way,  
Galt, CA 95632  
phone (209) 745-2981  
fax (209) 745-2983

### Sunnyvale

1155 Aster Ave.  
Sunnyvale, CA 94086  
phone (408) 984-8800  
fax (408) 984-2648

### Tracy

426 East Grant Line Road  
Tracy, CA 95376  
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