“Tough Times don’t Last ~ Tough People Do”  
a message from Tim Pardue, President of Centurion Stone

This is a slogan that we at Centurion Stone have been living by since the economic slow-down. Many of our top dealers have adopted this way of thinking. Are we out of the woods yet? No. Are things looking better? Yes.

While all businesses have had to make tough decisions over the last few years, some of those tough decisions are now starting to pay off. Some of our top dealers have continued to make those extra concentrated efforts through these tough times that are now harvesting the fruits of their labor. Those of us who have continued to participate in Home Builders Associations, developing new markets, and continuing Architectural Programs have experienced an increase in business over the past several months.

We at Centurion have had to make those same type of tough decisions. While we have made cutbacks in certain areas, we will continue our pursuit to be a leader in the manufactured stone industry. We will continue to support your efforts in your prospective markets.

I would like to say “Thank You” to our loyal dealers and “Welcome” to any new dealers to the Centurion Stone Family.

“Hard work spotlights the character of people: some turn up their sleeves, some turn up their noses, and some don’t turn up at all”

Sam Ewing

We are…..Centurion Stone

If you have ever called into our corporate headquarters, you were undoubtedly greeted by “It’s a GREAT DAY here at Centurion Products. How can I direct your call?”

The voice on the other end of the line was our cherished Kathy Keller. Kathy is Centurion’s front desk receptionist and official “Good-Will Ambassador”.

Kathy has been with Centurion Stone for four years.

She is originally from New Buffalo, MI and has two grown daughters. Her enthusiasm is evident by the way she answers and treats people on the phone every time that it rings.

Many times we have people call our office just to hear her voice. With Kathy here, it is most definitely “A GREAT DAY here at Centurion Stone!”. 

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“The award winning project is the Permobil, Inc., corporate, manufacturing and warehouse facility for all North American operations.”
Featured Product: Centurion Shutter Strips

One of the challenges of manufactured stone veneer through the years has been finding a good way to mount shutters. With the many different textures and sizes of manufactured stone, it at times has been challenging.

After all, just about every house has shutters at all windows on the front of the house.

One of Centurion Stone’s recent addition to our comprehensive accessory line is our New Shutter Strips.

These Shutter Strips allow for a flat and level installation for any style shutter used. Whether they are vinyl, wood or composite shutters.

The part number is P810, and they are packaged 126 pcs. Per skid. Reference your current Centurion Stone Retail Price Sheet for pricing.

New Marketing Aid: Architectural USB Cards

Now available from Centurion Stone, our new Architectural USB cards. With the GREEN movement among our society, people are wanting to go “paperless” whenever possible.

Architects and Designers, especially prefer to have information available on a digital format.

You can now order these from our Dealer Sales Aid Section on the web with all the Architectural Binder Contents preloaded for your convenience. The cards have a 2GB memory capacity so you can add pictures and other information about your company for a professional presentation.

Good Luck & Good Selling!

Stone Facts:

- There are over 250 stone manufacturers in the U.S.
- Only 14 of these manufacturers meet the AC-51 acceptance criteria set forth by the International Code Council.
- Visit our website to review our ICC-ES report #2239.
Introducing the Job of The Month Contest

Centurion Stone is announcing the start of “The Job Of The Month” contest.

We are asking for all Centurion Dealers to submit photos of completed jobs in your market. Whether it is a residential, commercial, fireplace, or outdoor living application. All photos will be reviewed for this contest.

In addition, it will enable us to build up our job usage collection for possible additions to our recently updated NEW Centurion Stone website. Each monthly winner will be listed along with your customer and your location.

What’s in it for you? In addition to the recognition on our website and newsletters, the yearly winner will receive a $1,000 American Express gift card from Centurion Stone.

So start taking your photos today. Good Luck!