



Restoration News

A Publication of Cathedral Stone Products, Inc.

1st Quarter 2015

- 1 Bridge Restoration** completed on the historic Cut River Bridge.
- 2 New Executive Team** selected to lead CSP into the new growth phase.
- 3 Henry Frerk Sons, Inc.** hosts successful CSP certification course classes in Chicago.
- 4 A Call to Action** to get funding to repair America's crumbling roads and bridges.
- 7 New Marketing Strategy** positions CSP as The Leader in Scientific Masonry Restoration.

Michigan Department of Transportation Taps CSP for Major Restoration Project

Cathedral Stone Products is proud to have been selected by the Michigan Department of Transportation (MDOT) to play a pivotal role in the a challenging sandstone restoration of the iconic Cut River Bridge, located along historic US Route 2 in Michigan's Upper Peninsula.

The restoration project began in 2014 using an innovative "Fixed Price Variable Scope" contracting method. The winning bid was submitted by Anlaan Corporation, with Pneumatic Restoration, Inc. doing the repairs. Jahn mortars were used for the patching and pointing. Work began in July of last year and is scheduled to be completed in June of 2015.



Cut River Bridge, Upper Peninsula, Michigan. Photo provided by Chris Rupinski, Construction Engineer, Michigan Department of Transportation.

Repair to the bridge was needed to maintain the integrity and strength of the sandstone pillars that have eroded over time, while still preserving the historical significance and appearance of the structure. Robert Foguth, from Pneumatic Restoration, Inc., Project Foreman was joined by journeymen installers Keith and James Foguth who had all been trained by Cathedral Stone to be certified Jahn Installers. Cathedral Stone Products owner and President, Dennis Rude

Continued on page 4

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Chief Executive Officer

Tina Orlandi
Finance Director

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President's Letter



This long recession has hurt all of us in business in one way or another, and we have had to learn to deal with tighter budgets and increasing costs. At the same time, we have had more time to concentrate on improving our processes and get ready for the growth that we have all been waiting for. I think that time is here.

Here at Cathedral Stone, we have put in a lot of time and effort to improve every aspect of our products and processes. We now have a new online ordering system that should make it very easy for you to do business with us. It has been designed to be easy to use, and to allow you to check on your orders, samples, documents, etc.

Every aspect of Cathedral Stone has been improved, and I think that you will appreciate the differences. We intend to impress you, our customers, to ensure that you have a great experience in dealing with us, and that you tell all your customers. We want to grow our businesses together and look forward to working with you this year.

Best regards,
Dennis Rude

CSP Welcomes New Members to Executive Team

Joe Sette, Chief Executive Officer



Joe joined the team this past June after serving as an operations consultant since 2011. He brings with him over 35 years of expertise in the military, government and private sector.

Tina Orlandi, Finance Director



Tina started in July of last year and comes to CSP with a wealth of financial knowledge and experience, having worked with numerous small and medium companies to help them to grow. Her years of financial experience have helped CSP prepare for future growth by implementing solid HR and accounting standards.

Anthony Naprano, Research and Development Chemist



Hired in January of 2015, Tony brings a strong background and many years of experience in pharmaceutical, environmental, industrial hygiene and clinical laboratories.

Zak Beach, Inside Sales Support



Zak joins the team with over 5 years of direct sales and management experience in retail and wholesale environments. He helped his last company exceed sales by over 24% in 2 years and has developed numerous processes to improve overall sales. ■

Jahn Certification Training blows into “The Windy City”

Cathedral Stone Products recently conducted two Jahn certification courses this past December in Chicago hosted by our newest stocking distributor, Henry Frerk Sons, Inc., a fifth generation, family-owned business currently run by Kenn Wolf and his son Matthew.

Thanks to our new Chicago partnership, contractors from the Midwest no longer have to travel to Maryland for certification. Training classes were conducted by Cathedral Stone Products Technical Sales Executive and Trainer, Aaron Wolk with the help of local Sales Executive, Robert Skogh.

Said Matthew Wolf, “Our company roots began in Chicago in 1873 when my Great, Great Grandfather, Henry Frerk, opened a general provisions store which sold groceries, hay, grain and feed for horses. In 1888, Henry purchased and built our current office and warehouse buildings and we began selling coal, lumber, masonry and concrete products. Although, we continue to sell many of the same building materials we did 100+ years ago, we have added significantly to our line and specialize in historic preservation and restoration materials for masonry and concrete. We are extremely glad to have partnered up with CSP this past year and feel we share many of the same philosophies when it comes to selecting correct repair materials for restoration work. We believe the CSP line will be a great addition to our company.”

The last two certification courses in Chicago were a huge success. Many local contractors were eager to become certified and quickly jumped at the opportunity to save time and money by attending classes locally. Although the majority of attendees were from Chicago and surrounding suburbs, there were some who traveled from as far as Madison Wisconsin and central Illinois.

According to Wolf, “Attendees were all very impressed with the hands on approach that CSP takes with their



certification courses. Equally impressive was the knowledge that Aaron, the class instructor, shared with all of us.”

Cathedral Stone Products, Inc. CEO, Joe Sette added, “We at CSP would like to welcome Matt Wolf and all of his folks from Henry Frerk Sons, Inc. to our nationwide network of distributors and to the CSP family.”



The word is spreading fast in Chicago about CSP’s line of unique products and CSP’s latest local distributor. If you are interested in learning more about CSP products, Henry Frerk Sons will be hosting an introductory course to CSP product on April 8th with plans to hold at least one additional certification course on May 6th-7th. ■

Let's Join Forces to Get the Funding Needed to Repair America's Crumbling Infrastructure

Late last year, CBS News' *60 Minutes* ran a segment titled *Falling Apart: America's Neglected Infrastructure*. The report said that according to the government, there are 70,000 bridges that have been deemed structurally deficient while the American Society of Civil Engineers says that 32 percent of the major roads in America are in need of significant repairs.

The segment went on to point out that unfortunately the major source of revenue — the federal Highway Trust Fund, which gets its money from the federal gas tax of 18 cents a gallon — is almost insolvent. Former Transportation Secretary Ray LaHood says, "it will go broke by next spring unless something is done."

What can be done? In a joint letter

to congress, AAA, the American Trucking Associations and the U.S. Chamber of Commerce said "there is a simple solution to address this issue in the near-term — raise the federal fuels user fee, provided the funds are used to ease congestion and improve safety."

A national trade campaign launched by Astec Industries, a Tennessee-based manufacturer of infrastructure-building equipment such as asphalt-pavers supports that position — and so does Cathedral Stone.

As the only U.S. manufacturer of Jahn Restoration Mortars that have been used to repair crumbling bridges and other infrastructure across America, we stand with Benjamin Brock, Astec's president and CEO, when he says "We need all



the industries that support and use America's highways — construction, road paving, material production and others — to help us reach out to federal-elected representatives via email, phone calls and visits to share why it's necessary to fund highway investment." ■

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Continued from page 1

provided on-site training and inspections. Rude spent three days working with the contractor, the MDOT team including Chris Rupinski, Construction Engineer. Mr. Rupinski is a licensed Professional Engineer with 20 years experience working in road construction and design.

Being selected to be part of the Cut River Bridge restoration project team is another in a long line of high profile historical restoration efforts for Cathedral Stone. Listed on the National Register of Historic Places, this steel deck cantilever truss bridge was built between 1940 and the end of World War II and is among Michigan's largest and most well known historic bridges. Constructed from 888 tons of steel the

bridge features abutments and piers with exceptional detail and decorative stone facing.

Sidewalks take visitors up to the deck of the bridge where they can enjoy spectacular views of Lake Michigan. Stairways built into the structure take pedestrians under the bridge where they can view the supporting trusses.

While the structure has been known as the Cut River Bridge since its construction, it will be re-dedicated in October 2015 as "The Heath Michael Robinson Memorial Bridge" in honor of Senior Chief, Heath M. Robinson, U.S. Navy SEAL from Alma, Michigan, who was killed in action in Afghanistan in 2011. ■

Training Schedule

Get an education in scientific masonry restoration.



Jahn Restoration Training Workshops

Three-day Jahn Restoration Training Workshops introduce traditional methods of masonry repair using Jahn Restoration Mortars. Architects can receive AIA/CEU credits upon request. Certification by successfully completing the Jahn Restoration Workshop is necessary to purchase Jahn Repair Mortars M70, M100, M120, and M160.

March 9 – 11, 2015

Cathedral Stone Products, Inc.
7266 Park Circle Drive
Hanover, MD 21076

April 27 – 29, 2015

Cathedral Stone Products, Inc.
7266 Park Circle Drive
Hanover, MD 21076

May 6 – 8, 2015

Henry Frerk & Sons, Inc.
3135 W. Belmont Ave.
Chicago, Illinois 60618

June 8 – 10, 2015

Cathedral Stone Products, Inc.
7266 Park Circle Drive
Hanover, MD 21076

Visit www.cathedralstone.com/training to register today.

Chemist's Corner

CSP welcomes Chemist, Anthony Naporano

Cathedral Stone Products is very proud to welcome our new research and development chemist, Anthony Naporano to our on-site company laboratory. His background includes positions as product specialist in the materials and packaging department of W.R. Grace and Company, Curtis Bay, Maryland where he received a "Premier Award" for innovation. His professional experience is comprised of work in the pharmaceutical, environmental, industrial hygiene and clinical laboratories. He has also served as a teacher in the Baltimore City school system. Naporano earned his B.A. at York College of Pennsylvania and a B.S. in Natural Sciences at Towson University, as well as an honorable discharge from the U.S. Navy for his service during the Vietnam conflict. He is also a member of the American Chemical Society.



Look forward to updates on latest product developments.

Beginning with the next issue of *Restoration News*, we will be filling this space with a quick overview of our latest product developments and answering any technical questions or concerns about our products, over the years, CSP has been proud to be leading the masonry restoration field by using a scientific approach to solve your restoration problems. The addition of Naporano to our laboratory staff will allow us to expand our testing and development capabilities and ensure that CSP continues to be on the leading edge of scientific masonry restoration. ■

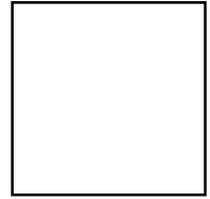
Got a question for the Chemist? Email Anthony Naporano at info@cathedralstone.com and put Chemist in the subject line.



Cathedral Stone Products, Inc.

The leader in scientific masonry restoration

7266 Park Circle Drive
Hanover, MD 21076



New Marketing Strategy Unveiled at Annual Sales Meeting



On February 18, 2015, Cathedral Stone Products Sales Representatives gathered at the company headquarters in Hanover, MD for their annual sales meeting where they learned more about the Cathedral Stone Market-

ing Strategy for the upcoming year as well as changes being made to improve current products. Since Cathedral Stone is the only company in masonry restoration which has an internal research and development laboratory, we were able to take suggestions from the field and improve our products to stay at the forefront of masonry repairs. The Sales Representatives also went over new strategies on pricing discounts, quicker response times to customer's orders, the new online ordering system, and how to increase Cathedral Stone's presence within a geographical area. Cathedral Stone is seeking to increase sales by meeting customer demands quicker and more accurately than our competitors and continuing to be at the forefront of restoration innovation. ■

Upcoming Events

Please join us at the following conferences, trade shows & seminars.

Baltimore, MD
MARCH 10 – 12, 2015

National Facilities Management and Technology (NFMT) Conference and Expo.
Cleaning product demos, samples, consultations.

*Baltimore Convention Center
-Booth 2050*

Chicago, IL
APRIL 8 – 9, 2015

Introduction to Cathedral Stone Products Seminar
An introduction and demonstration of the complete CSP product line to contractors, architects, engineers and industry professionals.

*Henry Frerk & Sons, Inc.
3135 W. Belmont Ave.
Chicago, Illinois 60618*

Charleston, SC
APRIL 10 – 11, 2015

Masters of the Building Arts Festival
Historic building preservation discussions and product demonstrations.

American College of the Building Arts

Lincoln, NE
APRIL 30 – MAY 1, 2015

Nebraska State Talk
Presentation on patching and products to Nebraska State Historic Preservation Office.

*Holiday Inn
141 N. 9th Street
Lincoln, Nebraska 68508*