

# Stone Product Knowledge & Prepping for Countertops

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*Presented by:*



C A M B R I A<sup>®</sup>

*for:*



CENTRAL MINNESOTA  
**BUILDERS  
ASSOCIATION**







INTRODUCTIONS!

# AGENDA



- CAMBRIA 101
- NATURAL STONE VS QUARTZ
- PERFORMANCE CONSIDERATIONS FOR BUILDERS
- PREPARING A JOBSITE FOR COUNTERTOPS
- Q&A
- INSPIRATION

# CAMBRIA 101: History

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**1943: ST. PETER CREAMERY**

**1972: Conversion to cheese**

- LE SUEUR CHEESE COMPANY
- Kraft Cheese

**1986: DAVISCO FOODS**

**1999: Investment in Quartz Industry**

**2000: CAMBRIA**



# CAMBRIA 101: History

The Cambria Difference



1943:  
ST. PETER  
CREAMERY



1972:  
Conversion to cheese  
**LE SUEUR**  
— CHEESE COMPANY —  
Kraft Cheese

**Davisco**  
FOODS



1986:  
DAVISCO  
FOODS



1999:  
Investment in  
Quartz Industry



2000:  
**CAMBRIA**

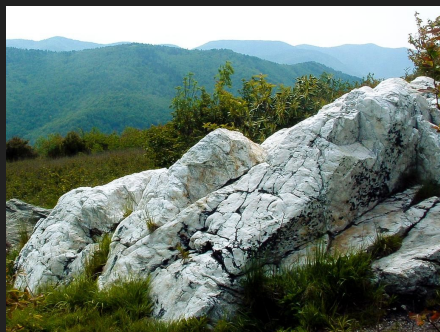
FAMILY OWNED  
  
AMERICAN MADE

# CAMBRIA 101: VERTICAL INTEGRATION



**FAMILY OWNED**  
**AMERICAN MADE**

# Cambria 101: What We Are



93% pure  
white quartz

# NATURAL STONE - LET'S TALK ABOUT IT!





## PERFORMANCE

100% NONPOROUS

NO FILLERS

NSF-51 CERTIFIED



# PERFORMANCE

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DURABLE

CHIP & SCRATCH RESISTANT



# THE CAMBRIA EDGE

|                    | QUARTZ %                               | STAIN RESISTANT | MOHS SCALE (OUT OF 10) | FOOD PREP SAFE | DOES NOT REQUIRE SEALING | TRANSFERABLE FULL LIFETIME WARRANTY | COUNTRY OF ORIGIN |
|--------------------|--|-----------------|------------------------|----------------|--------------------------|-------------------------------------|-------------------|
| CAMBRIA            | Up to 93%                              | ✓               | 7                      | ✓              | ✓                        | ✓                                   | USA               |
| GRANITE            | Varies                                 |                 | 3-6                    |                |                          |                                     | Various           |
| SOLID SURFACE      | 0% Quartz                              | ✓               | 2                      | ✓              | ✓                        |                                     | Various           |
| MARBLE             | Minimal Quartz (Limestone or Dolomite) |                 | 3-5                    |                |                          |                                     | Various           |
| PORCELAIN          | 0% Quartz                              | ✓               | 7                      | ✓              | ✓                        |                                     | Various           |
| COMPETITIVE QUARTZ | Varies                                 | Varies          | 7                      | Varies         | Varies                   |                                     | Various           |



## Cambria Quartz Surfaces and Granite Comparison

| Attribute                        | Cambria natural quartz  | Granite   |
|----------------------------------|---|---|
| Chip resistant                   | ✓ Highly chip resistant   | ✓ Chip resistant, susceptible under heavy impact on edge.               |
| Scratch resistant                | ✓ Highly scratch resistant  | ✓ Scratch resistant for everyday use                                    |
| Hardness (MOHS scale)            | ✓ Consistent; 7/10  | Variable; 3–7/10  |
| Quartz content                   | ✓ 90–93%  | 40–60%  |
| Nonporous                        | ✓ Nonporous   | Porous  |
| Maintenance free                 | ✓ Never needs sealing   | Requires regular sealing  |
| Stain resistant                  | ✓ Stain resistant without sealing   | Requires regular sealing  |
| NSF-51 food safe certified       | ✓ Yes, NSF-51 compliant   | No, unless properly sealed  |
| Wide range of colors and designs | ✓ Quartz offers a wide range of colors and designs. Cambria is a leader in design innovation. | Limited colors, variable patterns, limiting matching and design choices |
| Design consistency               | ✓ Fully consistent from slab to slab  | Not consistent from slab to slab  |
| Warranty                         | ✓ All Cambria surfaces covered by transferable Full Lifetime Warranty                         | Variable  |

# SERVICE

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## **FULL LIFETIME WARRANTY**

TRANSFERABLE

MANUFACTURING DEFECT REPLACEMENT

FINISH WORK/SERVICE

FREE

NO REGISTRATION REQUIRED

## **CAMBRIA CUSTOMER CARE**

1-866-CAMBRIA

Monday - Friday, open 7am - 7pm



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FULL LIFETIME  
WARRANTY

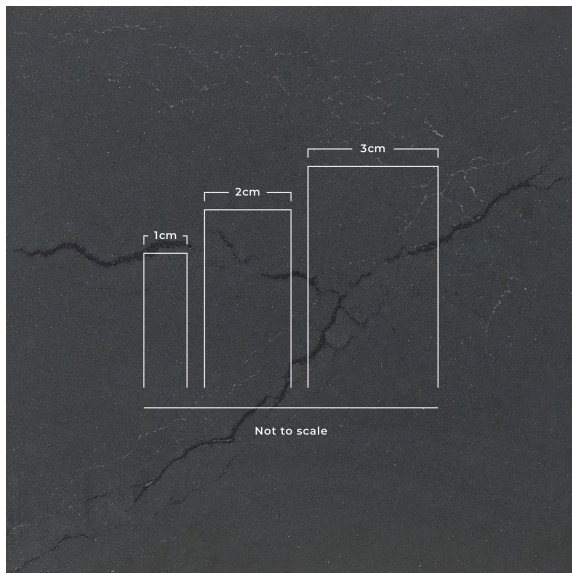
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**FAMILY OWNED  
AMERICAN MADE**

## PRODUCT DETAILS

### SLAB THICKNESS GUIDE



### APPROX. SLAB SIZES

#### JUMBO SLAB

132 X 65.5  
INCHES  
(335cm X  
166cm)

NOMINAL 60  
SQ FT



## BUILDER TIPS & TRICKS FOR STONE INSTALLATION



# JOBSITE PREP: MEASURE CONSIDERATIONS

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## CABINET EXPECTATIONS FOR SUCCESS

## BACKSPLASH EXPECTATIONS FOR SUCCESS

## WHO TO HAVE ON SITE

- Decision-maker for Edge Profile
- Decision-maker for Corner Radii
- Decision-maker for Overhangs

## WHAT TO HAVE ON SITE

- Sinks
- Faucet/appliance specs



# JOBSITE PREP: INSTALL CONSIDERATIONS

## REMOVAL OF EXISTING TOPS

- Laminate vs Stone

## SEAM CONSIDERATIONS (decided before production)

## BACKSPLASH EXPECTATIONS/PROCESS



## Seam Example



# BUILDER PROGRAM (New October 2025)



WHITENDALE™



SEACOURT™



RIDGEGATE™



TRAFALGAR™



CARRICK™



CHARLESTOWN™

# TRADITIONAL COUNTERTOPS - KITCHEN



# FULL-HEIGHT BACKSPLASH



Inverness Everleigh



Colton

# FULL-HEIGHT BACKSPLASH



# BATHROOM - VANITIES



## Vanities - Mitered



Swanbridge



Inverness Frost

# SHOWERS



MonTaaj



Colton



# SHOWERS



# FIREPLACE SURROUNDS



# QUESTIONS & DISCUSSION



C A M B R I A<sup>®</sup>

NEXT STEPS & PRIZE DRAWING!



C A M B R I A

# PLANT TOUR



THURSDAY, FEBRUARY 5TH

10:00 AM - 2:00 PM

Plant, Fab Shop, Lunch



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