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Colonial Marble & Granite
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kitchen and bath renovations more
convenient and more enjoyable
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BRINGING IT ALL TOGETHER

Colonial Marble & Granite moves to make the path to high-quality kitchen and bath renovations more convenient and more enjoyable than ever.

by **LINDSEY GETZ**
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Colonial Marble & Granite has a long and well-established history as the go-to place for high-quality stone. In recent years, Colonial Marble & Granite expanded into offerings such as tile, sinks, and faucets. Most recently, rising customer demand inspired the company to make the natural progression into full-fledged kitchen design services, truly becoming a one-stop shop for kitchen and bathroom remodeling needs of every stripe.

Sandra Phillips, who has an extensive background in high-end residential and commercial design in Manhattan, recently joined Colonial Marble & Granite as director of business development to oversee the company's expansion of services. She says the company has effectively eliminated the need for scheduling multiple appointments with various professionals by bringing everything under one roof.

When clients come to peruse slabs at

Colonial Marble & Granite's King of Prussia showroom, they can also work with a single project manager who can oversee everything. Of course, the company is happy to work with clients who already have an established architect or designer and want to bring that individual to the showroom. Phillips says this is just another way to serve different clients and their different needs, no matter which point on the spectrum they may be starting.

Phillips says Colonial Marble & Granite's kitchen designs will be specialized with smart-home offerings, available through Colonial Marble & Granite's sister company, Colonial Smart Homes.

"This will be an opportunity to merge what we know about smart homes with what we can offer from a product and design standpoint," she says. "We want to help give clients a truly unique and highly functional kitchen design."



thing for everyone. The inventory even includes one-of-a-kind slabs fashioned from exotic stone that cannot be found anywhere else.

Colonial Marble & Granite has since taken its offerings a step or two further. The continued interest in quartz has inspired the company to devote 5,400 square feet of showroom space to a specialized quartz room.

"As part of that, we're taking these massive 52-foot-by-10-foot slabs that show the entire pattern and veining, and putting those on our walls so that clients can see it all," Phillips says. "There is no one doing this to that scale. We have all of the top vendors on display."

In addition, Colonial Marble & Granite is introducing its own quartz line. Each cut of high-quality quartz will offer clients a product that is wholly unique. Phillips says the company intends to have 40 colors represented, with the possibility for further expansion down the line.

"While there's no question quartz is trending and that's why we're putting a lot of focus on it and creating our own line, it's not homeowners' only choice," Phillips adds. "There is such beauty to be found in the exotic marbles and natural stones that you can't find anywhere else. It's beauty that nature has crafted, and we have all of those options, too."

Nikos Papadopoulos, president of Colonial Marble & Granite, has spent a tremendous amount of time and care hand-selecting every stone that makes its way to the showroom.

"We have created a showroom experience that clients can't get anywhere else," Phillips says. "When you come through the showroom, we want you to feel like you're in the quarries in Italy or Spain, where these stones are coming from in the first place. For a lot of clients, it's an emotional experience. These stones are pieces of art created by nature, and we want to give customers the full experience of seeing them for the first time as though they were in the quarry it came from."

'A Highly Personalized Experience'

The design center grew from the simple act of Colonial Marble & Granite listening to its clients. When homeowners said they wanted more services from a company they have come to know and trust, Colonial Marble & Granite responded.

"Our new design center will have kitchen and bath design, but we're also moving into a design library for all the coordinating materials," Phillips says. "This design library is being put in place to support the kitchen and bath design center, a place where customers and tradespeople such as architects and designers can bring the whole design together. Eventually we will have a design studio that will cater to whole-house design, but right now we are introducing cabinetry



Pamela Papadopoulos, owner

lines to offer kitchen and bath design."

Colonial Marble & Granite's leadership has come to recognize over the past year that some clients might not be willing or able to visit one of its brick-and-mortar locations. As a convenience to clients, the company now offers in-home estimates, which Phillips characterizes as "a highly personalized experience." But even when clients do come into the showroom, the company takes every precaution to protect clients and staff. No matter how clients connect with Colonial Marble & Granite, the company wants them to feel safe, comfortable, and taken care of.

Looking ahead, Phillips says she is excited about Colonial Marble & Granite's future. The company continues to offer the latest products and cutting-edge services in its quest to stay ahead of others in the industry. With top-notch customer service remaining a core priority, she says clients can continue to expect not only the best products but also the best overall experience.

"We're so passionate about bringing our clients' ideas to life and helping them have an amazing experience in the process," she says. "We'll continue to bring in new and exciting lines and unique products that really can't be found anywhere else. And we'll continue to focus on streamlining the process for the client and making it enjoyable from the moment they walk in our doors." ■



Sandra Phillips, Colonial Marble & Granite's director of business development, and Nikos Papadopoulos, the company's president

'Pieces of Art Created by Nature'

Of course, Colonial Marble & Granite has long been known for its extensive product selection. With more than 5,000 slabs in excess of 500 colors, the company's primary slab yard in King of Prussia truly offers some-



Colonial Marble & Granite

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