

# HISTORY



In 1982, Champlain Stone began as a one-man quarry operation with Michael Morey extracting stone by hand and hauling it to the marketplace to sell. The original operation was financed by Michael's

brother, Mark, who loaned him \$5.00 a day, a vehicle and some basic tools. Morey surrounded himself with experts in the industry along with family and friends who were intrigued by his determination, passion and 'hands-on, we can do it' approach.

The company's first major project was secured with an order of South Bay Quartzite® for Stratton Mountain Ski Center in Vermont. A year later, anticipating a demand for granite, Morey opened a second quarry producing Ticonderoga Granite®. As the popularity of this stone grew, so did Champlain Stone, with the addition of seven employees.

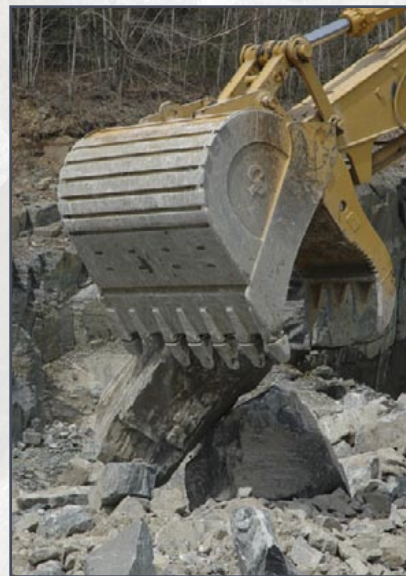
In 1986, Champlain Stone's fifth season, Morey opened another granite quarry. The popularity of this uniquely colored stone, Corinthian Granite®, unearthed new opportunities and catapulted the business from a one-man operation where dump trucks were loaded by hand and pallets loaded with the assistance of a rented forklift, to a much larger-scaled operation involving additional labor and capital.

Anticipating the continued trend toward specifying granite, Morey speculated that his present supply, even with the addition of the third quarry, would run out in three to five years. Another Corinthian Granite® quarry was sourced and opened in the spring of 1987, increasing the company's product line to include Corinthian Granite® flagging. Again, the company's capital investment expanded to include forklifts, loaders and excavators.

Believing in the timeless appeal of natural stone, Morey looked to the future of hand-cut stone in the marketplace; visiting dealers and talking to them about what they wanted and needed

in their area. He noted requests for stone in Roughly Squared and Rectangular patterns, along with Ashlar (a face of square or rectangular stones, either smooth or textured) patterns. Capitalizing on this shift in the marketplace, Morey expanded his product line to include these cuts, raising the uses and flexibility of natural stone to the next level for Champlain Stone.

In 1990, Great Meadow Limestone® was introduced, meeting a demand for a stone that provides an aged look for restorative purposes and a fresh-split look for a new builds. In 1991, as Morey continued to listen and respond to the dealer's acute sense of the market, his search for a brown granite led to the opening of a fifth quarry producing American Granite™. This granite displays an aged appearance offering both weathered and fresh hand-



split faces, ideal for rustic or refined design applications.

Early into the 21<sup>st</sup> Century, Champlain Stone unearths two distinctly unique granites. Van Tassell Granite® presents a colorful palette of pastel shades in buff, green, blue and pink with a medium grained texture. Summit Granite® is truly

the essence of the earth with rugged texture and visual character showcased in greens, greys and earthy brown hues.

Today, Champlain Stone employs more than 200 people during peak season and supplies six distinct stone products. Our quarriers take great pride in their work and see to it that all the stone they hand-split, saw, or run through the guillotines is consistent with the company's strict specifications. The quality and quantity of product produced in the quarries is complemented by the premium service provided by Champlain Stone's Project Development Group in project coordination and conceptualization with architects, builders and contractors.

# HISTORY

## timeline

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- 1982** — Michael B. Morey begins Champlain Stone as a one-man quarry operation, extracting stone by hand and hauling it to the marketplace to sell. The original operation was financed by Michael's brother, Mark, who loaned him \$5.00 a day, a vehicle and some basic tools. Larry Ritchie purchases a 50% interest in the business and becomes a longtime friend and mentor .
- 1983** — Anticipating demand for granite, a second quarry is opened. As the popularity of granite grows, so does Champlain Stone.
- 1986** — Another granite quarry of a uniquely colored stone, Corinthian Granite™, is opened thereby unearthing new opportunities and expanding the business. Champlain Stone evolves from a one-man operation loading dump trucks by hand to a larger-scaled operation involving additional labor and capital. Mark Morey comes to work at Champlain Stone full time. Larry Ritchie sells his interest in the business back to the Morey family.
- 1987** — Another quarry is opened in Fort Ann, allowing the company to expand its Corinthian Granite® product line.
- 1988** — Morey looks to the future of hand-cut stone in the marketplace; visiting dealers and talking to them about what they want and need in their area. He notes requests for stone in Roughly Squared and Rectangular patterns, along with Ashlar (a face of square or rectangular stones, either smooth or textured) patterns and expands his product line to include these cuts. These additions raise the use and flexibility of natural stone to the next level for Champlain Stone.
- 1990** — Great Meadow Limestone® is introduced, meeting a demand for stone that provides an aged look for restorative purposes as well as a fresh-split look for new builds.
- 1991** — Based on feedback from dealers, Champlain Stone opens a fifth quarry producing American Granite™, which also displays an aged appearance as well as a fresh hand-split look and is useful for new construction and renovations.
- 1993** — With the resurgent popularity of the Adirondack style and log home construction, Adirondack Mountain Fieldstone™ is introduced, a naturally weathered, spherical stone found in the New York state's Adirondack region.
- 1995** — Morey moves the corporate headquarters from his private residence to Main Street in Warrensburg, New York.
- 1998** — A historic 19th century house in Warrensburg becomes the corporate headquarter's permanent home after major renovations. Ground is broken at the Fort Ann quarry for a field house/office.
- 1999** — Project Development Department is added to assist architects, builders and masons with any concerns during construction and fabrication utilizing Champlain Stone products.
- 2000** — Further expansion at the quarries results from involvement in large commercial jobs as well as association with award winning projects. In-house Corporate Media Relations department established.
- 2001** — Champlain Stone goes cyber with the launch of their website, [www.champlainstone.com](http://www.champlainstone.com).
- 2002** — Van Tassell Granite® is introduced to the marketplace. Office and quarry staff now total over 100- a team that continues to take pride in the product produced, ensuring that the quality and service continues to meet standards Michael B. Morey established in 1982.
- 2003** — Summit Granite™ is introduced to the marketplace. Michael B. Morey's son Christian joins Champlain Stone full time.
- 2004** — Ground is broken for the Warrensburg Office addition.
- 2005** — Champlain Stone expands the Fort Ann Quarry operation to include custom sawn and thin veneer products.
- 2006** — Champlain Stone continues to look to the future with ongoing product development, innovative marketing and advertising programs, and a constant emphasis on service and listening to the needs of our customers.
- Present** — Ongoing expansions and capital improvements support changing market trends and demand. Increased efforts toward environmental responsibility through best quarrying and manufacturing practices, and through the use of recycled papers from managed forests for the production of promotional literature.