



Case Study

Building Relationships

Lake Haus Condo Remodel, Dillon, Colorado

Just five minutes away from Keystone Ski Resort in Dillon, Colorado, Lake Haus Condos are a great starter home or a perfect mountain investment property. Recently, Lake Haus' eight building complex received an exterior facelift, which increased homeowners' property value and also enhanced the existing architecture to add additional dimension and character to the property.

By the time Environmental StoneWorks' Rocky Mountain Region Account Manager Trier Kendall contacted and spoke to Gwyn Wheeler, owner of Jordin Architecture & Interiors P.C., located in Highlands Ranch, Colorado, she had already specified a competitor's stone veneer for the Lake Haus remodel project. Not deterred, Trier Kendall identified the competitor's stone, submitted similar samples in a similar style and color — all within a one day turnaround.

Shortly after being awarded the project, Travis Construction, a new customer to the Rocky Mountain Region, learned about the benefits of Environmental StoneWorks' Only One turnkey solution. Not only did Environmental StoneWorks offer a substantial cost savings over the competitor, but a new relationship was forged. "We were the only subcontractor who met with Travis Construction to review the plans and job site building conditions," explains Trier Kendall. "We premeasured the stone areas for accurate bidding and instructed Travis on the benefits of a custom fastening system. To ensure our measurements were accurate, we rebid the project with finalized numbers and offered problem-solving solutions. Environmental StoneWorks was the only subcontractor who met with the architect and general contractor to finalize their new style and color selection: Iroquois Chisel Rock."

"Since this was our first opportunity to work with Travis Construction, it was important that we anticipated any potential installation issues up front," added Warehouse and Installation Operations Manager David Hamilton. "Colorado winters are harsh, so the water intrusion preventative methods were clearly defined and demonstrated to Gwyn Wheeler so she understood the extensive measures we would take to ensure his project was installed flawlessly."

With the Lake Haus Condo Remodel project completed, Environmental StoneWorks has added a new building partner to its list of satisfied customers and has already begun working on a second project, also a multi-family remodel project.



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Project Overview

Owner: Lake Haus Homeowners Association
General Contractor: Travis Construction
Architect: Travis Construction
Project Size: 8,000 square feet
Product: Chisel Rock
Color: Iroquois
Application: Mortar Joint

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