



ENVIRONMENTAL  
**STONEWORKS**

# Case Study

## Building Relationships

### Miranda Residence

**“I would highly recommend your stone and craftsmanship to anyone.”**

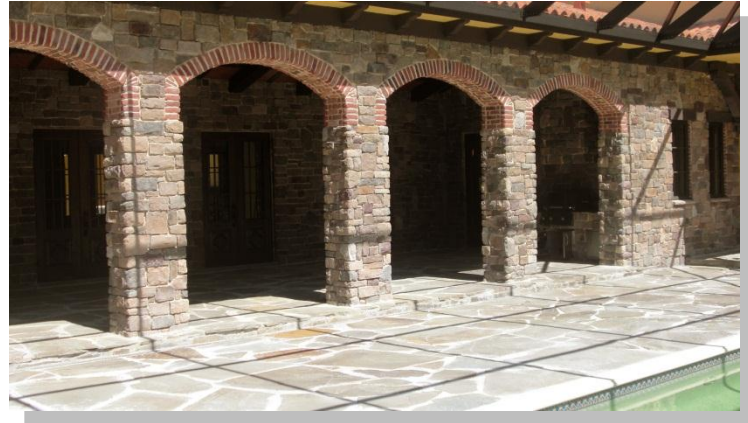
Adventure bowhunter and outdoor television producer Tom Miranda is known as one of the best. His award-winning series has appeared on ESPN for 20 consecutive seasons, as well as on numerous other networks. So when Tom and his wife Sandy wanted to build a custom, old world Tuscan-style home, that same pursuit of excellence followed them as they sought to take their vision and make it a reality.

“We searched and searched for stone to match the Tuscan look we found in a book on Tuscan designs and until we found the Environmental StoneWorks website and met Bill Andrasco, we had all but given up hope of incorporating stone into our design,” wrote Tom Miranda to Bill Andrasco, an Account Manager in the Southeast Region. “In one meeting, Bill was able to see our vision, identify the look, and assured us that Environmental StoneWorks was the proper choice. Originally, we were looking for natural stone, yet Environmental StoneWorks’ stone veneer looks and feels so real – and the mix of colors, sizes and random setting by the master masons gave us a look even better than we could have imagined.”

“Had it not been for the relationship I had developed over the years with a local subcontractor, AAA Precast, I might not have been given the opportunity to meet with the Mirandas and introduce them to Environmental StoneWorks,” explained Andrasco. “The Mirandas were so pleased with their selection of stone and thin brick veneer and the flawless installation, they decided to add more stone to the gate columns and other interior walls.”

Exceeding expectations is just another way Environmental StoneWorks builds relationships with general contractors, subcontractors, architects, and homeowners. Helping the Mirandas realize their vision also made Witters Contracting Company delighted with Environmental StoneWorks’ turnkey business model.

The glowing recommendation from the Mirandas, AAA Precast, and Witters Contracting Company has led to additional business for the Southeast Region as homebuilders like Beazer Homes and Cardel Homes are looking to offer the increasingly popular old world look of combining thin brick with stone veneer.



### Project Overview

Owner: Tom and Sandy Miranda

General Contractor: Witters Contracting Company

Project Size: 11,500 square feet

Product: Custom Blend of Cobble LedgeStone and Fieldstone now named *The Miranda Blend*

Application: Mortar Joint

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