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Cambridge Pavers Inc.  
PO Box 157  
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# New Products For 2008!



## SHERWOOD COLLECTION EXPANDED FOR 2008!

By Brian Trainor, Cambridge Sales Manager



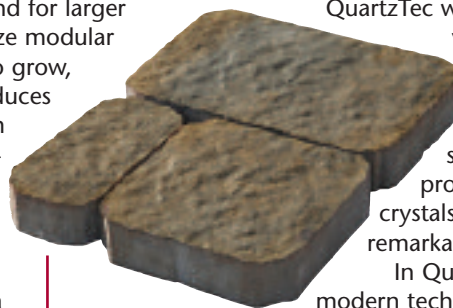
### Cambridge AbbeyStones™ Teams Up With Popular LedgeStone III™ To Expand Large-Scale Pavingstones Product Choices

As the demand for larger pavers in multi-size modular units continues to grow, Cambridge introduces AbbeyStones with

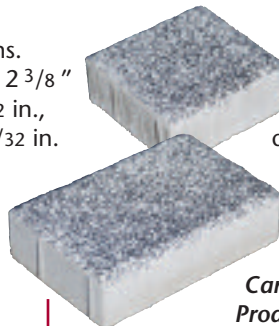
ArmorTec — a new 3-piece Design Kit — to The Sherwood Collection. Similar in some ways to LedgeStone III, which kicked-off the collection in 2007, the three AbbeyStones shapes also feature a pronounced, textured surface, but with a uniquely different appearance. The surface, although not distressed, suggests an antique or vintage look of natural stone. The edges are also different in that they are gracefully scalloped for enhanced pattern designs.

The kit comprises three larger-than-normal, 2 3/8" thick, pavingstone shapes: 15 23/32 in. x 10 15/32 in., 10 15/32 in. x 10 15/32 in., and 10 15/32 in. x 5 7/32 in. Utilizing the three modular shapes, interesting designs can be easily created in either random or running bond patterns.

Colors include Sahara, Ruby/Onyx, Onyx/Natural, Toffee/Onyx, Golden/Onyx and Sahara/Chestnut, all of which of course, match or complement other Cambridge Products — Wall Systems, prepackaged Column Kit and Barbecue & Fire Pit Kit. See photo on page 4.



Cambridge Abbeystones™ with ArmorTec® in Toffee/Onyx.



Cambridge QuartzTec™ 6 x 6 and 6 x 9 with ArmorTec® in Shell with Black Crystals.

### Cambridge QuartzTec™ With Black Crystals Promises To Become The Jewel Of The Sherwood Collection

For consumers who are looking for a pavingstone system that is truly different in the interlocking concrete paver market, QuartzTec with ArmorTec from The Sherwood Collection may very well be the answer. Shapes start out as ever-popular 2 3/8" thick, 6 x 6 and 6 x 9 from The RoundTable Collection with their gentle, rolled edges. Then the magic begins. Using special equipment and an advanced manufacturing process, each Shell-colored paver is infused with black crystals creating a dramatic granite-like result that's remarkably smooth to the touch and gentle on bare feet.

In QuartzTec, the beauty of nature and the magic of modern technology unite in a pavingstone that combines these time-tested, durable elements — exclusive Cambridge, value-added ArmorTec and natural quartz, one of the world's hardest minerals.

The pigment of the crystals is kiln-fired and will remain vivid over time. Although Shell with black crystals is standard, other crystal colors are available as a custom order to create a specific color palette and even more distinctive results. Consider Cambridge QuartzTec for any poolside, patio, driveway and walkway pavement where an out-of-the-ordinary approach is the goal. See photo on page 4.

For more information on Cambridge Abbeystones and Cambridge QuartzTec, visit [www.cambridgepavers.com](http://www.cambridgepavers.com). Production began in December 2007 allowing AbbeyStones and QuartzTec availability for immediate stocking at Authorized Cambridge Distributor locations.

Continued on page 4

# Keeping **INTOUCH**

*A Message To Our Readers*

By **Charles H. Gamarekian**  
Chairman & CEO Cambridge Pavers Inc.

## Our Commitment Continues...

As we enter the 2008 selling season, our 125 employees join me in our continuing commitment to bring you, our Authorized Cambridge Distributors and our valued contractor-customers, a level of quality and service that is unmatched in the industry.

We have all been busy since November building up inventory levels, as promised, to reach a formidable goal of 7-million sq. ft. on the ground by April 1. Be assured, we will achieve our objective.

People, training, equipment, procedures and fine-tuning our supply chain logistics will help us meet or exceed these objectives.

On the people-side, a production specialist, Lou Hulings, is among several personnel added to our expert managerial staff. New customer service procedures augmented by advanced training will bring customer relations to a new echelon. A broader breadth of equipment is now operational at the cost of \$1-million in capital improvements. And every piece is not only ready, but also running at full gusto.

## On The Product Side...

Cambridge QuartzTec, one of our new pavingstone products this year, is a fine example of how Cambridge has implemented technological advancements in concrete paver production and raised the bar when it comes to beauty. Another is our effort to bring you definitive examples of the very best pavingstones in the heavily-textured category — evident in the proven sales performance of Cambridge Ledgestone III 3-piece Design Kits introduced last year and our newest addition, Abbestones, also a textured 3-piece Design Kit. All of these shapes are part of our exciting Sherwood Collection, which features shapes with special architectural design characteristics. You can find more about Cambridge QuartzTec and Abbestones in our cover stories in this issue, on our Web site, and in our new brochure.

The Cambridge Wall Systems 2008 line-up literally offers a segmental wall and prepackaged Design Kit for every application and every taste... with colors that match or complement all of our pavingstones. The field-proven Cambridge Column Kit and Pyzique Barbeque & Fire Pit Kit, for example, can add "profit-building convenience" to a number of projects. Our Research & Development Team is on a constant mission to offer shape, face and color combinations that reflect the wants of today's consumers and hardscape designers.

I cordially invite each and every one of you to visit Cambridge Center and experience it all — up close and personal.

## Join Us At Our Free Contractor Roundtable Dinners

The success of these casual get-togethers is both exciting and encouraging. Since we started the program over a year ago, attendance by our contractor-customers each month continues to grow. Our Roundtable Dinner program is NOT designed to be a series of 2-hour "sales pitches", but instead, provide an open forum to share ideas and viable solutions with fellow professionals about improving your installation techniques (raised patios, walls, patterns, and more); prospecting, estimating and bidding; building profits — and/or anything else that's on your mind.

Show up alone or bring your colleagues. Have dinner on us... and chat about business. RSVPs are appreciated but not required. To attend or for more information, contact any Cambridge Sales Specialist listed on this page.



Cambridge  
**News & Views**

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## When And Where:

**1st Wednesday of the Month, 6:30 - 8:30 pm**

### Tiffany's Restaurant

Rt. 46 West • Pine Brook, NJ  
**973.227.3610**

### Connolly Station Restaurant & Tavern

711 Main Street • Belmar, NJ  
**732.280.2266**

### Veranda II

1020 Park Blvd. • Massapequa Park, NY  
**516.798.1555**

### La Bella Restaurant

4126 Hylan Blvd. • Staten Island, NY  
**718.569.3180**

### Piccadilly's Brew Pub and Restaurant

125 East Piccadilly Road • Winchester, VA  
**540.535.1899**

### Bones Grille

1650 Summeytown Pike • Lansdale, PA  
**215.362.6637**



By Jeff Bloomfield, Cambridge Sales Specialist



## The Merits Of Modular

When you choose a Cambridge Olde English Wall™ System, you get a lot of versatility from a single, modular wall unit.

**It's modular!** — Efficient design allows one-sized wall units to be placed in unlimited patterns ranging from staggered running bond to random with vertical “soldier” units (face side out or top side out) interspersed in the layout (See photo). The wall unit also doubles-up as a cap.

**It's double-sided!** — Ideal for freestanding walls or retaining walls, steps and even edging.

**It's versatile!** — The 12-inch length is the perfect dimension for most projects. Maximum wall heights are 20 inches with proper backfill for freestanding and retaining walls without using glue; 30 inches with proper backfill and glue; and 72 inches for freestanding and engineered systems with Cambridge Universal Geogrid.

**It's flexible!** — Build straight, curved or serpentine walls, seat walls and columns. Be creative... see photo of “domino-design” seat wall.

**It has natural appeal!** — Tumbled units have distressing on all surfaces for a natural stone look any way it's viewed. No individual corner stones are needed.

**It's color coordinated!** — Wall units are available in four natural stone blends: Toffee/Onyx, Ruby/Onyx, Onyx/Natural and Sahara/Chestnut, which match or complement Cambridge Pavingstones colors.

Hey, landscape wall contractors! Put a little “English” on it for a different spin. Try a Cambridge Olde English Wall System for your next wall project.



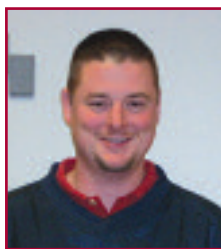
Cambridge Olde English Wall Unit: 4 in. high x 8 in. deep x 12 in. long.

This Olde English Wall in Onyx/Natural features a band of 6 x 12 Bullnose in Ruby/Onyx as an accent. Note the random placement in the wall pattern and unique capping. ▼



◀ A lighter, open look can be created by standing Olde English Wall Units upright in a “domino design” as shown in this seat wall. Note the built-in outdoor cooking area .

By Chris Murray, Cambridge Sales Specialist



## You Spoke... We Listened

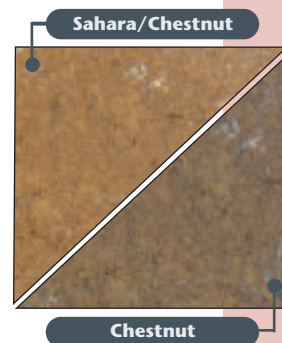
Each year the consumer demand for tumbled-distressed pavingstones, in general, continues to grow. Thanks to the confidence expressed by our contractor-customers in tumbled-distressed Cambridge Pavingstones, sales for us mirrored that growing consumer interest industry-wide.

You appealed to us in 2006 when you asked for ArmorTec with our tumbled-distressed pavingstone products. We answered your request. Starting in 2007, all shapes in The Renaissance Collection include the value-added advantages of ArmorTec — without sacrificing their desirable, distressed appearance.

In 2007, we heard your call for the addition of more solid colors in the collection. We are pleased to announce that Onyx and Chestnut have been added in our most popular 6 x 9 ArmorTec Renaissance shape for 2008. Because they offer nice contrasts to other Renaissance blends, these two new solid colors are ideal for borders and banding — Onyx against Onyx/Natural and Chestnut against Sahara/Chestnut being two of several complements. See swatches above.

In the 2008 Cambridge Wall line, Toffee/Onyx has been made available on MaytRx 3 and Pyzique Split Face. As a result, Toffee/Onyx — one of the top five most popular pavingstone colors for years — is offered on every Cambridge Wall System. Again, you asked for it... you got it!

We welcome your feedback and suggestions. After all, without your loyalty and recommendations to the homeowner, Cambridge cannot continue to be a leading entity in the industry.



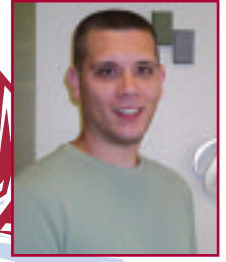
Wall Color



Shapes in The Sherwood Collection have architectural features that assure a unique hardscape design. Shown above is a cozy, patio retreat with new Cambridge Abbeystones in Sahara/Chestnut — one of last year's most popular colors. It is complete with a matching Cambridge Barbecue and Fire Pit that was easily constructed from a pre-packaged kit. A matching Cambridge Olde English Wall and Column border the secluded patio. Below is pictured a new Cambridge QuartzTec patio with landscape walls built of MaytRx 6 Wall Units in Onyx/Natural with Renaissance Stone face. The result is classic-contemporary.



 **Counter INTELLIGENCE**  
*For Our Distributor Network*



**New Outdoor Display Rack  
Provides Double The Impact**

**By Joe Kupstza, Cambridge Sales Specialist**



**Show Up To 48 Sq. Ft. Of Cambridge Pavingstones**

Now Cambridge Distributors can display twice as many Cambridge shapes and colors since our new 8 ft. long rack holds up to 48 sq. ft. of pavingstones. Free to Authorized Cambridge Distributors, the rack system comprises two 4 ft. wide x 6 ft. high units and a high-impact waterproof header sign that's 8 ft. wide. It comes complete with approximately 140 samples of Cambridge Pavingstones and is set-up by your Cambridge Sales Specialist.

Samples will be divided with half of the display featuring popular tumbled-distressed ArmorTec Renaissance shapes and the other side containing best selling, non-tumbled shapes with ArmorTec. Your Cambridge Sales specialist will also maintain and refresh your display as needed. Your display should be positioned in a high traffic area such as near a door or driveway entrance with a Cambridge brochure holder at an easy reach.

**Add Cambridge Wall Systems**

A Cambridge Wall System component that runs the full width of the display can be added at your request. It will be made of three of our wall products — MaytRx 3, MaytRx 6 and Olde English. To give the presentation a finished appearance, distributors who are stocking Pre-packaged Column Kits made with MaytRx 6 and Olde English Wall units should build a column using one or both of these and at each end of the 8 ft. length of wall units. A photo of the display complete with Cambridge Wall Systems and Columns is shown above.

**To receive your new Cambridge Display Rack,  
contact your Cambridge Sales Specialist  
or Cambridge Customer Service Representative.**