

Heart of Stone

LeaMar is hand-selecting and importing some of the finest stone in the world for area homeowners

BY JULIE CRAVEN WAGNER



Like a vein of granite that winds through the depths of the ancient earth, a family bond can be one of the strongest elements in the world, and the connection between Lea and her father Marcello is no exception. Lea has been at her father's side for as long as she can remember. As a member of her family's fourth generation business, she accompanied him to the quarries in Carrara, Italy, where they manufacture and import the finest natural stone slabs and tile to distribute wholesale across the northeast as well as the entire country. All the while, Lea has learned the family business that she considers to be more than just a job.

"I'm really passionate about what I do. It is more than just a job. This is my passion. It is what I love to do, and that makes a difference with our clients. That's what makes us different."

Lea says education is one of the things that differentiate them from others. "I try to do a really good job educating people because this is a big process. Sometimes people create their dream kitchen only once in their life, and I understand it is a big investment, so I want to make sure it is the best possible experience it can be. Some people do very large projects, and for some people it is considered a small project. I want it to be perfect

for everyone." Lea goes on to explain how her commitment to educate people helps them feel comfortable with the choices they make and ultimately leads them to the stone choice that is perfect for them and their lifestyle.

"I take a lot of time to explain to people that they can have what they want. For instance, so many people say they have been told they can't have marble, but marble is found in some of the oldest public places in the world, no matter where you travel, you will see white Carrara marble and other white marble all over buildings and homes alike. Natural stone has a beauty and a longevity that is unparalleled," explains Lea who has become known as the undisputed source of scientific, origination and design knowledge for everything stone on the Cape and Islands. Possessing the unique understanding of all the variables homeowners encounter: cost, style, installation, design challenges, maintenance, Lea brings a personally passionate approach to all of the projects she touches.

The personal spaces that Lea transforms are some of the most important areas in people's homes. Kitchens universally are considered the heart of the home, bathrooms are extremely personal and where flawless surfaces are

perhaps most appreciated, and Lea understands the personal nature of sharing her expertise. "It's a personal purchase and for most people a considerable expense. We enjoy doing it. I like helping people. We take it very seriously."

Lea says that today's trend is not a trend at all. White countertops, particularly marble is a popular and classic choice that has stood the test of time and doesn't ever seem to wane. "Everybody likes something about a marble. Some people like it when it is a heavy gray vein, some people like it when there is a gold vein that makes it look warm, some people like it when it is solid white. The characteristic is personal, the same way you would choose your clothes or your car, it's your personality." She goes on to say that regardless of trends, they still stock and sell plenty of beige, brown, blue and green stone that still resonates with some homeowners.

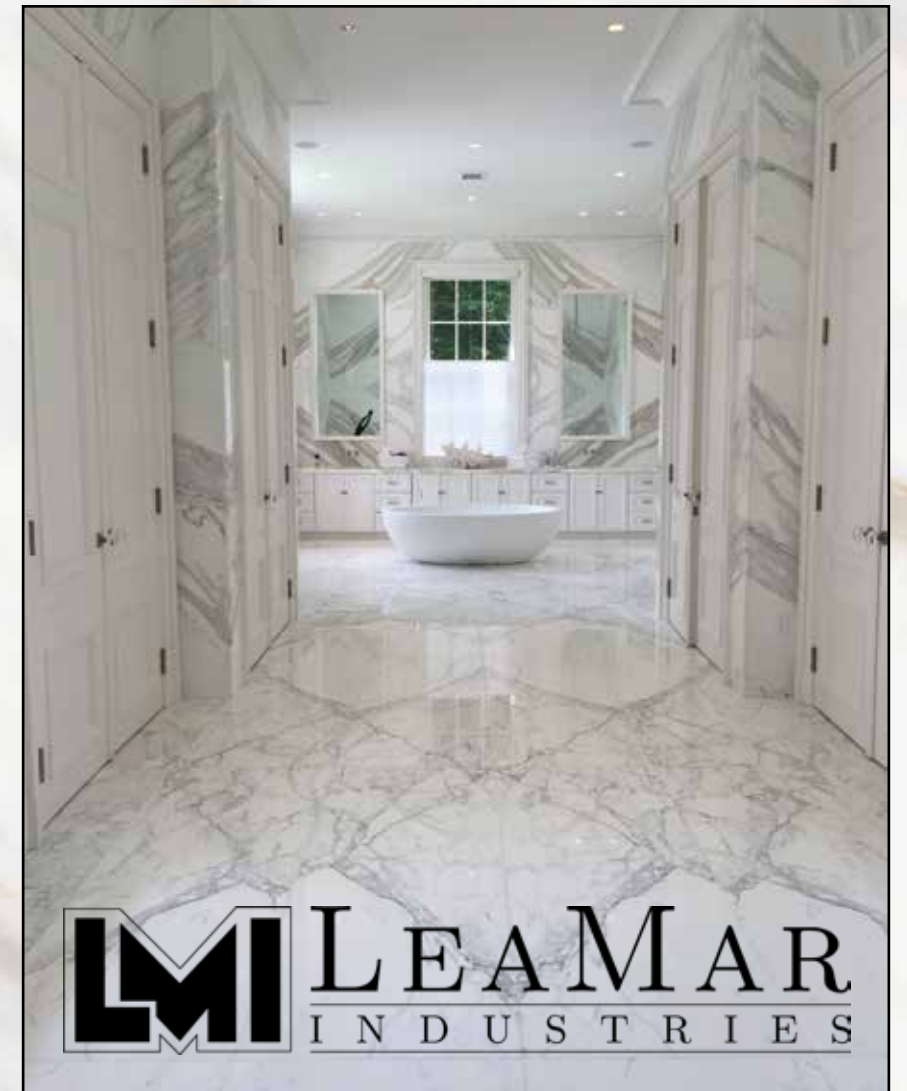
Creative applications and special orders are some of LeaMar's specialties and they have countless tales of book-matched slabs used for interior or exterior walls, fireplace surrounds, outdoor kitchens and luxury living spaces. Specialty finishes are not standardly stocked by other purveyors, but are an easy acquisition for Lea's team. A recent special request involved a

fireplace being carved out of a single block of marble that LeaMar flew in from Italy to a home in West Hyannis Port.

LeaMar is the only importer and distributor of natural stone, slabs and tiles on Cape Cod. Therefore they are the undeniable leader in sourcing the right stone for the right project. The recent popularity of oversized islands demands an uninterrupted run of stone for the countertop. Unlike other suppliers, LeaMar, has a significant depth of choice for local homeowners which is just one reason they are the leading supplier for the Cape and Islands.

They invite and encourage homeowners to stop in and visit their 80,000-square-foot stone selection, beautifully displayed like works of art so that they can witness the unsurpassed selection of the highest quality marble, granite, quartzite, limestone, soapstone, onyx and more offered by LeaMar.

The roots of LeaMar run deep, across the Atlantic to quarries that are micro-communities in the hills of Italy, where their ancestors understood the magnificent stone that was carefully, meticulously extracted to become the backdrop to beautiful homes all over the world.



The World's Finest marble, granite and natural stone

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