



C A M B R I A<sup>®</sup>

Natural Quartz Surfaces<sup>™</sup>

**FOR IMMEDIATE RELEASE**

Contact: Laura Telander Graf  
651.698.4006  
ltg@mcfarlandcahill.com

## **CAMBRIA NATURAL QUARTZ SURFACES AND SMOKEY MOUNTAIN TOPS FORM NEW EXCLUSIVE PARTNERSHIP**

***Local Company is Selected as the First Preferred Cambria Lexus Partner in  
Tennessee***

**MINNEAPOLIS, MINN.** (December 9, 2008) – Cambria, the only producer of natural quartz surfaces in the U.S., announced today that Knoxville-based Smokey Mountain Tops is the latest Cambria fabricator business partner to be inducted into their *Lexus Partner Program*.

The *Lexus Partner Program*, recently introduced by Cambria, was designed to further strengthen the relationship between Cambria and its fabricator partners as well as provide the highest possible service to the consumer. Smokey Mountain Tops is the third fabricator in North America to be inducted into the program. Fine Line Pacific (Seattle, WA) and Floform Countertops (Winnipeg, Manitoba; Edmonton and Calgary, Alberta; and Regina and Saskatoon, Saskatchewan) are inaugural *Lexus Partners* and were inducted in October 2008.

“Together, Cambria and Smokey Mountain Tops have built a relationship based on integrity and sound business principles during six years of business together,” said Martin Davis, Cambria President and CEO. “The *Lexus Partner* designation elevates and solidifies our deep partnership with Smokey Mountain Tops and demonstrates Cambria’s commitment to furthering relationships with key, high-quality, very capable fabricators that deliver exceptional product to the marketplace.”

Cambria *Lexus Partners* must meet specific criteria set by Cambria that includes sales success, exceptional quality and customer service, and a commitment to marketing. In return, *Lexus Partners* enjoy unique benefits from Cambria, including a guaranteed market position through exclusive fabrication and distribution in their marketplace; and dedicated Cambria sales, marketing and training support.

“We have always enjoyed the relationship that we have had with Cambria because we share a common commitment to innovation and stellar customer service,” said Todd Scott, President of Smokey Mountain Tops. “We look forward to further strengthening our partnership and are excited by our membership in the *Lexus Partner Program*.”

Cambria is sold to select fabricators across North America through a partnership model that celebrates a common vision and culture. The pinnacle of that model is the *Lexus Partner Program*, which formalizes Cambria’s commitment to highly evolved fabricator business partnerships that deliver mutual success. Cambria’s *Lexus Partner* fabricators are committed to innovation, hard work, are entrepreneurial-minded, and want to grow their businesses in partnership with Cambria.

As a leader in design innovation, Cambria offers more colors with unique design capabilities than any other surfacing material. Complementary colors from the Desert and Quarry collections offer unique opportunities to incorporate multiple colors on a variety of surfaces, creating more depth and character in a home. Cambria is available through builders, designers, architects and kitchen/bath retailers throughout all of North America.

### **Strong, Safe, Certified and Environmentally Friendly**

Cambria is a stain resistant, nonporous surface that is harder, stronger and easier to care for than other stone surfaces because it does not require sealing with chemicals. Cambria is also certified by NSF International as safe for use as a food preparation surface – there is no safer surface available to consumers.

Cambria recycles and recovers 100 percent of the water used in its production processes through unique settling and filtering techniques. In addition, Cambria surfaces do not off-gas and contain zero formaldehyde or volatile organic compounds (VOCs). Cambria surfaces have been tested for

radon emissions by Air Quality Sciences, Inc. (AQS), an International Organization for Standard (ISO) 9001:2000 registered and ISO 17025 accredited Indoor Air Quality Company. The test confirms that Cambria Natural Quartz Surfaces™ have zero emissions.

Cambria surfaces are GREENGUARD for Children and Schools® certified and GREENGUARD Indoor Air Quality Certified®. Cambria Natural Quartz Surfaces™ may help projects achieve LEED points towards certification under various LEED Green Building Rating Systems.

Primarily made from North American quartz, and as the only producer of natural quartz surfaces in the United States, Cambria has a lower carbon footprint when compared to other quartz products that are largely produced in the Middle East, Asia and Europe and require greater transportation and carbon resources in route to market.

#### **About Cambria**

Cambria is a privately held, family-owned company with more than 600 employees. Headquartered in Le Sueur, Minn., Cambria is one of the few quartz surface plants in the world and the only producer of natural quartz surfaces in the United States. Cambria has a North American network of stone fabricator and installation partners that share Cambria's commitment to quality and craftsmanship. Cambria focuses on quality, innovation and growth in their respective markets. Cambria is available to consumers via retail partners throughout North America. Cambria also exports its products throughout the world. For additional information about Cambria, or to locate the closest Cambria dealer, call 1-866-CAMBRIA or visit Cambria on the web at [www.CambriaUSA.com](http://www.CambriaUSA.com).

###