

Carson City fabricator focuses on craftsmanship

By Michael Reis, Stone World

Like most fabricators these days, Perfection Connection in Carson City is facing more competition in the marketplace than ever before. To combat the presence of "discount fabricators" in the region, the company makes an effort to educate customers while also promoting the quality of its work.

"We've had excellent success in getting the client into our shop and educating them fully," explained James Donaire, owner of Perfection Connection. "We offer them 10 projects to look at, and really, my



Muti-level granite tops are a specialty of the company's. Photo/Stone World

clients are my best salespeople. I want them to see why we cost more than a garage shop. I want them to see the equipment. That won't work over the phone."

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