

COLOR ISSUE

HAUTE STUFF
SUNSET
HUES

at home

PRO PICKS
COLOR
INFUSION

GOODS
MUTED
SHADES

DEEP DIVE
COOL CORAL

FASHION HOUSE
NATURAL
TONES



ROOM SERVICE
POWER PALETES

\$5.95
MAY/JUNE 2019
athomefc.com



shoptalk

THE LATEST DESIGN NEWS

Claim to Fame

A high-end **STONE SUPPLIER** carves out her name in the industry

above: Fame Luxury Stone's 30,000-square-foot stone and tile showroom and warehouse is designed to accommodate jobs of all sizes. **below:** Fame Cohen, CEO of Fame Luxury Stone



Fame Cohen is the CEO of Fame Luxury Stone, a 30,000-square-foot stone and tile showroom and warehouse in West Haven. We checked in with Cohen to learn more about her story and what's in the works:

Where did it all begin? Fame Luxury Stone was created to deliver high-end luxury stone to the Connecticut area. I come from a very long line of international stone suppliers, and when I opened my own operation, I noticed that Connecticut wasn't getting the best selection of stone. I designed FLS to service architects, designers and developers and expand on their visions.

What drew you to this industry?

My father and uncles have been in the stone business for over thirty years. I'm the first woman in the family to open my own operation and become an international importer. I was working in my father's Chelsea showroom when I was 5 years old, answering phones on the weekends, so you could say I had a natural affinity for it. I always loved stone, but growing up I was under the assumption that it was too much of a man's world for me. It's been an interesting experience since I decided to throw on a hard hat and source stone in the depths of a cave. Now I've solidified my position in this industry.

What does FLS offer? We provide unparalleled customer service, design assistance and the highest quality and variety of natural stone as well as quartz, porcelain (tiles and slabs) and glass. Our facility is set up like a slab gallery so clients have perfect visibility when viewing inventory. Our slabs and tiles are hand-selected and inspected, and I invest in the most luxurious stone to import for my clientele. I work with my clients to source exactly what they need. My close ties in the stone world

allow me to find nearly any stone you can imagine. On more demanding projects, we source directly from overseas.

What is your service area? I'm a direct importer and wholesaler, so I service industry professionals who build nationwide. Once I establish a relationship with a designer, architect or developer, I become their supplier anywhere they need stone. I do a lot of work out East, and I'm currently working on some homes that are being rebuilt in Malibu after the devastating fires. I have the ability to supply stone to any place in the world.

What sets FLS apart? It is a woman-owned luxury stone brand. My approach to the stone trade is unique from the mass market, and my variety of stone sets my brand apart. It's not common to find Amazonite Quartzite or Calacatta Borghini in Connecticut. My attention to detail allows my clients to have confidence in my stone, and most of my inventory is made in Italy. Our design assistance is also a big plus because purchasing stone can

be quite a big task with very little educational information available.

How do you source your stone?

My process is unique—I actually take a long time to put my containers together. I run a lot of my selections by talented designers in the luxury market before purchasing. I like unique selections and ones that deliver information when you walk into a room. I don't like boring, common material.

So what's next? I'm very excited about opening a FLS showroom out East this summer. The first floor will be a workspace for clients to curate their selections, and the second floor will be an art gallery with a focus on Sandy Cohen. Stone, art and design all tie in, and the FLS brand is known for delivering the best that Mother Nature has to offer, which is why I selected a talented gallery and museum artist to be the focus. The art exhibited will be in the purest form. No stencils, no manufactured art, just true craftsmanship. 11 Kimberly Avenue, West Haven; 646-241-5172; fameluxurystone.com

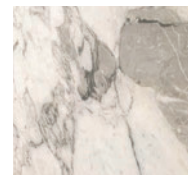
FINE LINE

FAME LUXURY STONE'S NEW **MADE IN ITALY LUXURY LINE** OFFERS HIGH-END STONES INCLUDING:



CALACATTA BLACK

This option in the Arabescato family has gained popularity in luxury baths for its perfectly bookmatched floor-to-ceiling wall installations and bathtub designs.



CALACATTA VAGLI

With its dreamy white background, this looks incredible in luxury kitchens, on statuesque fireplaces and in white marble bathrooms.