



Mike Donnelly – Owner, President John Donnelly – Owner, Vice President

Success Magazine: How do you define success?

Mike Donnelly: For us, success is satisfied customers who want to do business with Empire Brick Sales again in the future. It is earning customer trust, and securing repeat business.

SM: When did Empire Brick Sales open?

Mike: We opened in October of 2007.

SM: You and your son started this company together. What are some of the benefits to being a family owned business?

Mike: My son, John, is handling architectural accounts and I am handling developers, architects and contractors in the Capital District. We each have unique skills that help us succeed in all facets of this business.

SM: What are your goals for Empire Brick Sales? What inspired you to start this company?

John: Our goals are to be competitive in the industry, offer exceptional service, and provide a wide selection of brick colors, shapes, and sizes.

SM: Your family has been in the brick industry since the 1800's. How does this history motivate you on a daily basis?

John: Having the expertise of the brick business helps me assist architects and contractors with their technical questions. I am passionate about what I do and I know this industry well.

SM: Stone Management is your key distributor. Why did you choose them to partner with?

John: Stone Management offers inside storage which protects the product during adverse weather conditions. They also offer rail siding, ensuring a short delivery time—directly from the warehouse to the delivery site.

Empire Brick Sales

“ I have spent my entire life in the brick business and offer my customers years of expertise and experience in the field. ”

SM: What sets Empire Brick Sales apart in this industry?

John: I have spent my entire life in the brick business and offer my customers years of expertise and experience in the field. I graduated from the Brick Institute of America. I know every facet of this business— I am able to offer my customers the best advice and lines available. The inside storage at Stone Management is also a huge plus because it ensures a shorter delivery time.

SM: How many different products do you offer?

John: We offer a large assortment of bricks, cast stone products, and masonry cleaning solutions.

SM: What one thing would you like potential clients to know about Empire Brick Sales?

John: The key points to our business include our commitment to excellent service, our expertise in the brick industry, and the inside storage that is provided by Stone Management. These elements are a winning combination that you can count on.

**Empire Brick Sales
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