



Albany Marble, Inc. Hudson Valley Tile

Success Magazine: Frank, how did you get started in the marble and tile business?

Frank Orciuoli: It's a family business, so we've all been running around here since we were younger and as we got older each one of us got more involved with the company. We all have different responsibilities within the business and take care of different aspects. I personally manage the showroom and fabrication, and do most of the purchasing, importing, and exporting.

SM: What is your favorite part of the job?

FO: It's a two part answer for me. One is every time I get a new container of granite colors arriving to the warehouse I can't wait to see what they look like. There's always something new and different from before and I'm excited to see how it will sell. The other is having people on the street come up to me out of the blue and tell me how much they love their kitchen or tile. It's just a good feeling knowing we made them happy.

SM: What products do you offer to the public and contractors?

FO: We have a unique situation as we are the only company in the area that offers a retail showroom

for tile and stone, a stone fabrication shop with over a hundred colors in stock, and a large workforce capable of installing any size job in tile or stone.

SM: Where might people have seen your work?

FO: Over the years we have done thousands of jobs—places people go everyday. We've done work in many schools in the area, Colonie Center and the RPI Athletic Center were recent jobs, many restaurants throughout the Capital District, and state office buildings etc. We have also been doing a lot of work in the homes of the gentleman on the front cover, Dave Depaulo of Bella Homes, both granite and tile.

SM: What makes your marble and tile company aspire to be the best in the Albany area?

FO: What makes anyone aspire to be the best? The drive to be successful, our pride, and the satisfaction of knowing a job gets completed properly. I like knowing that when people leave here, or when we've finished a job they are one hundred percent happy.

SM: How has your family business grown through the years and what is your direction for the future?

FO: The company was started in 1938 by my great grandfather Silvio Orciuoli. After him the business was handed down to my grandfather Oreste (Frank) Orciuoli, who turned the company into what it is today. Since he has retired my uncle, Silvio Orciuoli, my father, Frank Orciuoli, and uncle, Rocky Orciuoli have assumed ownership and continue to lead the business as the fourth generation, Marco Orciuoli, myself, and Dino Orciuoli have integrated into the company. Currently we are remodeling our entire showroom to attract a larger customer base and hopefully further expand afterwards.

This interview is with Frank Orciuoli, showroom manager.





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Stone Fabrication
Commercial and Residential Installation
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