



QUARRYHOUSE

Executive Bio

Edward R. Westbrook **Executive Manager, QuarryHouse**

Ed Westbrook is an entrepreneur whose knack for forming successful partnerships has led him from bears to boulders. Growing up in a family of New Jersey craftsmen, he learned the construction industry through hands-on experience, but at the age of 17 he met Earl Hammond, an animal trainer, while traveling through the U.S. by motorcycle. Westbrook recognized a good opportunity when he saw it, and agreed to team up with Hammond to form Animal Kingdom Talent Services, which secured a \$1 million yearly contract with Hamm's to train Hammond's Kodiak bear, Sasha, to perform in a series of popular beer commercials.

Westbrook's newfound passion became a family affair: From 1972 to 1975, he and his wife, Mary Ann, lived on a 550-acre Pennsylvania ranch working with Hammond to train animals, including the Hartford Insurance elk and the BIC chimp, for Hollywood films and commercials. Their son, Luke, was even named after a black bear cub the couple raised.

Seeking a new challenge, the Westbrooks moved to California, where Ed founded Westbrook Klos LLC Landscape. Creating hardscape items like fountains, pathways and patios for his landscaping clients, Westbrook discovered his affinity for stonework, which eventually became the hallmark of his company. In 1993, he took 10 crew members from his existing company to found QuarryHouse with his wife and mother-in-law, allowing Westbrook to focus exclusively on creating homes and gardens using one of the earth's most enduring materials, stone.

Through QuarryHouse, Westbrook forged another essential business partnership, this time with renowned landscape architect Lawrence Halprin. In addition to creating gardens and luxurious private residences, the duo has collaborated on the Agave Trail at Alcatraz Island, a permanent amphitheater for Stern Grove's summer concert series, and the restoration of Yosemite's Lower Falls, among other projects.

Collaborating with a world-famous architect has enabled Westbrook to indulge his love of travel to find and develop unique sources of stone from around the globe. Westbrook has traveled extensively in China over the past 10 years, working with his Chinese partners, Chen Ragen LLC, to develop profitable stone quarries in small, underdeveloped villages in the Shandong Province and reclaim antique stone in the Yangtze River Valley. As QuarryHouse's chief executive, his additional responsibilities include strategic planning and business development, including building relationships with architects and designers and bringing in project sales.

Today, Westbrook has over 23 years in the construction industry under his belt, successfully managing over \$25 million in complex hardscape and stone masonry projects, including landscape design, stone design and stone detailing. He owes much of his success to the relationships he's cultivated with other talented people, including the crew of artisans that has created enduring stonework throughout California, and helped to make QuarryHouse a world-class stone company.