



Polyester is Cavalieri's Forte

Specializing in polyester finishing has helped this Long Island company develop a customer base of big names and high-end designers, including major piano manufacturers.

BY GREG LANDGRAF

Claudio and Flori Grottoli founded Cavalieri Finishing Co. nearly two decades ago with a mission: to introduce polyester finishing to the United States.

Today, the Amityville, NY, company has a well-earned reputation as a high-quality polyester finisher. The company does about 60 percent of its

Piano finishing is a significant niche for Cavalieri. The company got its start with piano restoration work, and as its reputation for polyester grew, it earned work doing initial finishing for major manufacturers.

work for high-end furniture designers in New York.

"Although the high-end furniture business is huge in terms of dollars, it's a relatively small industry, and finishing is a regional industry," says Mitch Tobol, Cavalieri's marketing consultant. "So what happens is very high-end woodworking companies use Cavalieri for their finishing, and word gets around."

Cavalieri's other major market is piano finishing. It also does a small amount of work on architectural panels for hotels.

From Sand to Shine

Most of Cavalieri's work is custom finishing, so it naturally is labor-intensive. "Everything's got to be done by hand — you can help yourself with a couple of machines, but you have to have the hand work," Flori Grottoli says.

Cavalieri begins by sanding and inspecting wood pieces for scratches. The company uses a Tagliabue automated widebelt sander for large, flat surfaces, while curved parts are sanded by hand on a Vortek downdraft table.