

## Advertisement

04-13, Local: Landscapers bank on concrete edge

By MIKE ELSWICK

Blake Westmoreland and Bart Crump think they have found a niche in the landscaping business that can give them a concrete edge against the competition.

Their new enterprise, Custom Concrete Borders, provides homeowners and businesses with concrete borders, walkways and curbs that can be stamped and colored to look like stone, brick or slate, the entrepreneurs said.

"We saw this and pursued it. We feel like there is a good opportunity here," Crump said. "We think we can fill a niche in the local landscape business that no one else here is serving."

Crump said they have seen the results of work like theirs take off in popularity in cities such as Austin, Houston and Dallas.

They said Custom Concrete Borders provide a long lasting and attractive alternative to railroad ties, steel and plastic edging, and landscape timbers.

"This is new to Longview, but it's really catching on," said Crump. "It's simple, attractive and functional, and offers a good replacement alternative."

Westmoreland said a patented machine allows the pair to pour custom curbing on site to meet the contours of the lawn. The small gas-powered machine can be used in about any lawn situation without tearing up the yard, he said.

"Our stamped and colored curbing can look like brick, stone or slate," Westmoreland said. "We can custom design landscape curbing to achieve a variety of looks."

Crump said they can do curves, patterns, circles, squares, octagons and a variety of other designs. They also can incorporate low-voltage lighting and sprinkler systems into the design.

"And, it's extremely affordable, costing less than landscape blocks," Crump said. For larger jobs like walkways, they can lay up with a 24-inch-wide path that has the appearance of cobblestone, slate or tile.

Both Westmoreland and Crump are Stephen F. Austin University graduates who are kicking their new venture off on a part-time basis. Both are Longview residents.

Samples of their work will be on display during the East Texas Builders Association Parade of Homes this summer. A display also is available at Smotherman's Scenery, Westmoreland said.

"The applications are nearly endless," he said. "When people see the looks we can achieve, they fall in love with it."

For information call (903) 758-9383; contact Crump at (903) 445-3895 or Westmoreland at (903) 631-4426; or log onto their Web site at [www.custom-concrete-borders.com](http://www.custom-concrete-borders.com).

Mike Elswick can be contacted at [melswick@coxnews.com](mailto:melswick@coxnews.com).