

9300 CONTRACTOR

UP, UP AND AWAY! TCAA 94th ANNUAL CONVENTION SOARS

The Hyatt in Albuquerque, New Mexico was the setting for TCAA's 94th annual convention October 7-9. Attendees saw the newest products and services from our exhibitors, learned new strategies for dealing with technical problems and failures and enjoyed spirited discussions in roundtable sessions that focused on sales, technology, strategic planning and educational opportunities for tile contractors.

Sunday evening attendees were treated to a spectacular site as they gathered at the Albuquerque Fairgrounds to witness Balloon Glow, part of the annual International Balloon Fiesta. As darkness settled, over 600 inflated hot-air balloons from across the globe sent a warm glow across the fairgrounds. Attendees not only enjoyed the visual impact of the mass of glowing balloons, but had the chance to visit up close and personal with balloon crews and pilots.

Following a full day of informative meetings, Monday evening

found attendees all dressed up with somewhere to go as they gathered for the annual Dinner Dance. A strolling mariachi band entertained during a pre-dinner reception and after dinner, TCAAers kicked up their heels to the music of "Five Guys Who Can't Count".

In keeping with New Mexico's rich Native American heritage, Tuesday night's "Dal Night on the Town" was hosted at the Indian Pueblo Cultural Center. There, attendees enjoyed traditional Pueblo cuisine and learned a bit about the Pueblo culture during a narrated presentation of traditional Pueblo dances.

Those willing to brave the cold and pre-dawn darkness on Wednesday morning headed back to the Fairgrounds where they enjoyed breakfast and the spectacle of Balloon Fiesta's Mass Ascension. Hundreds of balloons ascending in a wave just as the sun came up over the horizon made an impressive close to this year's convention.

Grazzini Receives Lifetime Achievement Award

At Monday night's Dinner Dance, President Les Lippert presented the Giacomo DeLazzero Lifetime Achievement Award to Eugene Grazzini, Sr. of Grazzini Brothers & Company, Egan, Minnesota. This was only the second time in TCAA's 99-year history, that the Lifetime Achievement Award has been handed out. "Gene Grazzini has spent his entire career in the service of his company, the TCAA in numerous capacities, and the tile industry and has truly earned our respect and affection," said Mr. Lippert.

Mr. Grazzini, a previous Cesary Award winner, has served in numerous leadership positions with TCAA, including Past President and most recently as a Trustee. His leadership in working with the Minnesota Ceramic Tile Union has resulted in excellent retirement, health and welfare benefits for the Ceramic Tile workers. He leaves an excellent legacy for the future of the Ceramic Tile industry.

Congratulations to Mr. Grazzini for his many achievements.

TCAA Welcomes New Management Firm

Les Lippert, TCAA President

On July 1st, TCAA welcomed a new management firm. PC Management Associates of Kansas City, Missouri was selected from a field of 25 candidates to take over management responsibilities from Walsh & Associates. The change in management firms was prompted by the “retirement” of Helen and Mary Walsh after many years of excellent service to TCAA. Helen has relocated to the sunny shores of Florida and Mary became a first-time mom on September 27. I know you join me in wishing them the very best in the years to come

Patty Nolte and Carole Damon will serve as the principal contacts for TCAA. Patty and Carole are seasoned association managers and combine their professional experience with large doses of energy, enthusiasm and humor. Those of you who attended the Albuquerque convention had the opportunity to see them in action firsthand and the consensus is that TCAA’s Search Committee (comprised of President Les Lippert, President-elect Vincent DeLazzerro, and Treasurer Mike Maiuri) made an excellent choice for our organization’s management needs.

In keeping with TCAA’s family tradition, Patty and Carole are sisters but won’t divulge which is the older. A third sister and a niece provide behind-the-scenes support. In addition to their Kansas City presence, PC Management also maintains an affiliate in St. Louis, Missouri. We are very pleased to welcome their family to the TCAA family.

And speaking of family, plan on bringing yours to Savannah in 2003 to help us celebrate TCAA’s 100th anniversary!

New TCAA Contact Information

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Fax: (816) 767-0194
Email: info@tcaacinc.org

Patty Nolte
Executive Director

Carole Damon
Associate Director

In Memory

It is with great sadness that we inform you of the death of long time TCAA member and friend Anthony Maiuri, of Shores Tile Company, Inc., Detroit, Michigan. Tony passed away on September 5th. Please keep his family and loved ones in your prayers. As you know, his sons Michael (our TCAA Treasurer) and Phil have continued running the business.

As is the tradition of the TCAA family, the memory of Tony was honored in a moment of silence and prayer at the October Annual Convention.

2002 Membership Directories and Updates

The 2002 Membership Directory was included in the convention program. If you have not received your directory (either at the convention or by mail), please call the TCAA offices and one will be sent to you promptly.

Staff is in the process of updating member information for the 2003 directory and building an electronic communications list. TCAA members will soon be receiving phone calls to update their contact information, including email addresses and fax numbers.

From the President . . .

Dear Members of TCAA,

If you attended our annual meetings in Albuquerque this past October, you probably have some nice memories, new perspectives, great pictures, and fresh knowledge. You saw the amazing spectacle of the Balloon Fiesta from the Balloon Glow on Sunday night to the Mass Ascension at *dawn* on Wednesday morning. More than 600 hot-air balloons in the blue sky over the desert morning make quite an impression.

In between, we packed in a great deal of formal and informal learning, interaction with the major manufacturers and suppliers in the industry, and the opportunity to enjoy the company of many friends, old and new.

We honored some extremely talented people. Our scholarship winners provided impressive evidence of their commitment and ability. Two architectural students and one TCAA family member student received our support this year. Look for your opportunity to have your fine student benefit from the TCAA commitment to excellence in the year to come. You will be notified of the application deadline soon.

We honored an accomplished old friend, too. Gene Grazzini, Sr. was awarded the Giacomo DeLazzero Lifetime Achievement Award, presented via videotape by Giacomo himself. It was a very touching, special moment that embodied the strength behind the Association; our members' contributions to the whole industry over the length and breadth of their careers, and the deep, long-lasting relationships created by this work together.

In October, 2003, our 100th anniversary will be celebrated in Savannah, Georgia at the beautiful Westin Savannah Harbor Resort. We are already working on the content and character of this convention. It will be very special because of the uniqueness of the milestone it celebrates. If you only attend one TCAA convention in your career, this should be it. We promise to exceed your past experiences and your current expectations. You will be part of a history-making event that will send you home with far more than you arrived with. (We will also wager that one convention is all it will take to get you hooked!)

We will be promoting this centennial convention frequently and thoroughly. Look forward to being well informed, entertained, and enlightened. We'll look forward to seeing you soon.

Les Lippert

2nd Generation TCAA President

TCAA Presents 2002 Scholarship Winners

At the Awards Luncheon held during convention, TCAA presented three scholarships in the amount of \$2,000 each. The winners are:

Mark Famarin. Mark received the TCAA scholarship. A freshman, Mark was nominated

by Port Morris Tile Company (Bronx, NY) where his father is employed. Chris Walker of Port Morris Tile accepted the scholarship on Mark's behalf.

Architectural scholarships were awarded to **Sydney Shremser**, a student at Rhode Island School of

Design, and **Ryan Edward Smith**, enrolled in the Masters of Architecture Program at the University of California-Berkley. Ryan attended the luncheon as TCAA's guest to accept his award. Although unable to attend, Sydney sent her thanks via the magic of video.



The Anniversary Book is Coming!

Months of research, writing and preparation have ended and TCAA's 100th Anniversary Book is now in production. This valuable history of the association - and the industry - will be available in August, 2003 and is a "must have" publication for all. Thanks to all who have supported this effort through their donations. If you would like to contribute, there's still time. Just contact John Sekora at JJSartisan@aol.com or by phone at (732) 764-6700.

Very special thanks to John and his wife Doris for their dedication and hard work in making this once-in-a-lifetime project a reality.

Included in this Issue . . .

*Albuquerque Convention Happenings
Grazzini Receives Lifetime Achievement Award
TCAA Welcomes New Management Firm
Board and Trustee Elections
TCAA/IUBAC Chart Future Course
2002 Scholarship Winners*

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Convention Snaps

2002 Albuquerque



Gene Grazzini, Sr. accepts the DeLazzero Lifetime Achievement Award from Les Lippert



Mike Maiuri, John Turner and Doris and John Sekora enjoy authentic Native American fare at Dal-Nite



Soaring eagles, flying cows and airborne shoes were just part of the magic of Balloon Fiesta enjoyed by Scott and Chris Erath.



Native American Dancers captivated the audience at the Indian Cultural Pueblo during Dal-Tile "Night on the Town".



Mike Maiuri and John Trendell take time from the roundtable discussions to smile for the camera.



Former Cesary Award winners Jackie Hagar, Al Lippert, Gene Grazzini, Sr., Betty Knesel and Bud Mullaroni gather at the Dinner Dance.



Gene Grazzini, Sr. shares the secrets of his success with Arnie Hess. Also pictured is Gene's wife, Virginia.



Doris Sekora and Karen Maiuri get up close and personal with the Mariachi band.



Technical Panel (L. to R. Jerry Leva, John Turner, Mike Maiuri, Harvey Powell and Chris Walker.)



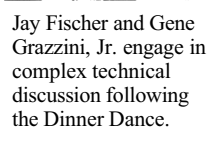
Scholarship winner Ryan Edward Smith with John Sekora.



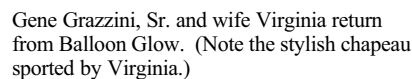
President Les Lippert calls the Opening Session to order.



It's not an American Express commercial. It's the TCAA Board all spiffed up for the Dinner Dance. (L. to R. Scott Erath, Mike Maiuri, Les Lippert, Steve Williams, John Sekora and Jay Fischer)



Jay Fischer and Gene Grazzini, Jr. engage in complex technical discussion following the Dinner Dance.



Gene Grazzini, Sr. and wife Virginia return from Balloon Glow. (Note the stylish chapeau sported by Virginia.)

Don't get left out of the picture!

Plan now to attend TCAA's 100th Anniversary Convention.

October 18-22, 2003

Westin Savannah Harbor Resort

TCAA/IUBAC Chart Future Course

On October 9th, representatives of TCAA met with leadership of IUBAC to explore ways of improving and advancing the future relationship of the two organizations. TCAA was represented by President Les Lippert, Treasurer Mike Maiuri, Past President John Sekora and Labor Committee Chair John Trendell. IUBAC President John Flynn, Dave Shepard, John Mason and Bob Douglas represented the union.

Ideas discussed include:

- Negotiating an international agreement between TCAA and IUBAC;

- Establishing a Labor Craft Committee with management and a Standing Communications Committee to develop regular dialogue among the parties; and,
- Communications to union contractors from John Mason and Bob Douglas to promote the benefits of TCAA membership.

The two groups plan to meet again in the near future to work on these ideas. Members are invited to share their thoughts and suggestions by contacting any of the TCAA representatives.

Trendell Participates in Masonry Industry Education Conference

John Trendell, TCAA Labor Committee Chair, attended IMI's Masonry Industry Education Conference November 14-16. The program included highly informative presentations on both marketing and training issues pertinent to the Ceramic Tile industry.

Henry Cisneros, former HUD Secretary and current Chair of American City Vista, gave a clear presentation on the increasing diversity of both the workforce and potential home-buyer. Workshops showcasing best practices in apprentice training, apprenticeship and special projects training were held.

Mr. Trendell was part of a three-member panel that explored the contractor's perspective on training the next generation. One possible solution posed to meet manpower needs and training issues was a united effort by both labor and management to work with vocational programs in local high schools.

IMI will introduce a Supervision Certification Program in early 2003. The goal of the Certification Program is to offer career opportunities to craftspeople who want to learn and take on the responsibility and authority of serving as a job foreman or superintendent.

TCAA Announces New Directors, Trustees

At its annual business meeting on October 8th, TCAA members elected Jerry Leva of E.G. Sackett Co. and Al Grazzini of Grazzini Brothers & Company as directors to serve two-year terms. The new directors succeed Scott Erath and Jay Fischer whose terms expire in December.

TCAA members also elected Al Lippert of Lippert Tile to serve a five-year term as Trustee. Mr. Lippert succeeds Gene Grazzini, Sr. whose term expires in December. In addition, the Board announced the appointment of Ray Byrne of Grazzini Brothers to complete the term of Giacomo DeLazzerro who has resigned for health reasons.

Share the Benefits

Do you know someone who could benefit from TCAA membership? If so, forward contact information for your prospective member to our staff. They'll follow up with your referral to "seal the deal".

9300 Contractor is a quarterly publication of the Tile Contractors' Association of America, Inc. To submit an article or story idea, contact Carole Damon, Editor.

TCAA is a membership-based organization serving the needs of the Ceramic Tile industry since 1903. Annual membership dues are \$800 for contractors (payable in quarterly installments of \$200); \$300 for suppliers; and \$25 for retired contractors.