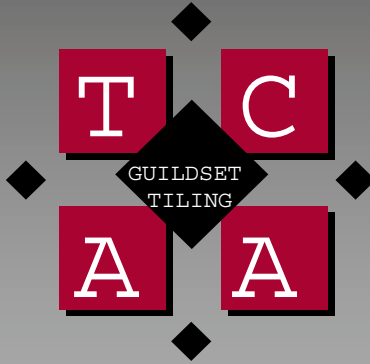


TCAA 100th Convention



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TCAA 100th Convention

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Happy Holidays

from the
TCAA Board of
Directors
and Staff

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www.tcaainc.org

T

he 100th TCAA Annual Convention was held November 8-10 at the beautiful Portofino Bay Resort in Orlando, Fl. Over 125 contractors and suppliers attended this historic event which offered something for everyone. From the Opening Reception, through the extensive training opportunities to Daltile Nite at "Margaritaville", all who attended said it was a great success.



The convention kicked off on Saturday morning with a golf tournament sponsored by Laticrete International. Later that evening an opening reception was held on the outdoor piazza where a wonderful buffet was served and strolling minstrels entertained the group.



Sunday was a full day, starting with the "Meet the Suppliers" breakfast and then on to Contractor College. Taking a break from the educational sessions, everyone joined together at the noon luncheon to honor John Turner, Sr., the 2008 Cesery recipient. After lunch it was back to work as the contractors held their annual business meeting during which they elected two directors and a trustee (*see page 3 for details*).

Sunday evening the 100th Convention Banquet was held and more outstanding companies and individuals were recognized. Three contractor companies (*see page 4 for details*) were recognized for attaining their Trowel of Excellence certification. The Architectural Scholarship winners, Elijah Pearce and John Paul Rysavy, were both in attendance and were introduced to the members. Emily Williams, grandmother of the TCAA Family Scholarship winner, read a letter from her granddaughter, Lindsey Boville, to members introducing herself and thanking them for the scholarship.

Monday found everyone back to work attending the morning Learning Sessions, where industry experts presented information on trends, techniques and products new to the tile industry.

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MESSAGE FROM THE PRESIDENT



Dear TCAA Members;

To those who attended the TCAA 100th Anniversary Convention in Orlando, I'm sure you have some special memories as I and my family do. The Portofino Bay Resort was a wonderful location, from the nightly serenades by gifted singers coming from the illuminated hotel balcony, to the ferry boat rides to the City Walk and Universal Parks. Laticrete International's golf tournament not only supplied a great day of golf and camaraderie, it also raised almost \$3,000 for the TCAA Scholarship Fund! Daltile Nite at Jimmy Buffett's Margaritaville was the perfect ending to this wonderful convention. From the giant margarita volcano to the stilt walkers making balloon novelties in every shape and size, everyone had a great time.

Recognitions were abundant throughout the convention. John Turner, Sr. was honored with the Cesery Award, three contractor companies received Trowel of Excellence certifications and five superior tile projects were recognized with Project of the Year Awards.

We were honored to have with us some of the people who helped make our association the wonderful organization it is today. Joining us this year were Helen (Walsh) Buehl, TCAA's former Executive Director, and her husband Bill, and it was especially delightful to have 91 years-young Virginia Grazzini with us. We all know how much Virginia and Gene have meant to TCAA over the years and her attendance gave special meaning to this 100th Convention.

The TCAA membership has great chemistry and our conventions are more than the usual meeting and trade show. It's more like a family coming together every year to re-connect, make new relationships and to learn about the newest methods and products in our industry. I urge you to start thinking about joining us in 2009 when we meet September 26-28 in Chicago.

If you have never attended a TCAA Convention, I guarantee that you will come away with more than you ever expected.

Many thanks to our sponsors for their continued support and thanks to all of our members and staff for making this convention a huge success and more importantly, a special time for all.

Best wishes for the holidays and good health and success in the New Year!

Regards,
Jerry Leva
TCAA President

2008 TCAA President



Jerry Leva

CONVENTION

(continued from page 1)

The Monday luncheon honored the 2008 Project of the Year winners (*see page 4 for details*). Five tile installation projects, judged by a panel of tile experts, were deemed the best of a slate of eleven submitted entries. After lunch it was again back to work at the second Contractor College session. Monday evening everyone boarded one of the ferries and headed out to City Walk and Daltile Nite at Jimmy Buffett's Margaritaville.

The educational and networking opportunities are important areas of the annual convention. One contractor wrote upon returning home after convention,



" Thank you for allowing us to participate. It was a wonderful experience all the way around.

We have a lot of new ideas to put into action immediately and much more to consider for our future".

**Mark your calendars now
to join us for the
2009 Annual
Convention in Chicago
September 26-28.**

9300 Contractor is published three times a year by the Tile Contractors' Association of America, Inc. To submit an article or story idea, contact us by phone, fax or e-mail. TCAA is a membership-based organization serving the needs of the Ceramic Tile industry since 1903. Annual membership dues for active contractors and suppliers are \$950, \$75 for retired suppliers, and \$25 for retired contractors.

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TCAA Elects Officers And Trustees

At its annual contractor business meeting held during convention, TCAA members re-elected Dan Kotel of G.M. Sloan Mosaic & Tile Co. (Illinois) and Scott Erath of William Erath & Son, Inc. (New York) to second two-year terms. Members also elected Les Lippert of Lippert Tile Company (Wisconsin) to a first five-year term as trustee.

Directors: Dan Kotel, G.M. Sloan Mosaic & Tile Co. (Illinois)
Scott Erath, William Erath & Son, Inc. (New York)

Trustee: Les Lippert, Lippert Tile Company (Wisconsin)

2009 Officers and Directors

President: Jerry Leva, E.G. Sackett Co., Inc. (New York)
President-Elect: John Trendell, Marble Restoration, Inc. (Ohio)
Past President: Michael Maiuri, Shores Tile Co., Inc. (Michigan)
Treasurer: Ron Schwartz, Selectile of California (California)

Patrick Barrett, Port Morris Tile & Marble Corp. (New York)
Scott Erath, William Erath & Son, Inc. (New York)
Dan Kotel, G.M. Sloan Mosaic & Tile Co. (Illinois)
Jennifer Panning, Artisan Tile, Inc. (Michigan)

Trustees

Ray Byrne, Grazzini Brothers & Co. (Minnesota)
Emily Williams, (Missouri)
Les Lippert, Lippert Tile Company (Wisconsin)

We extend our thanks to departing trustee Robert Smyth for his years of service and support to TCAA.

NEW MEMBERS

Please welcome TCAA's newest Contractor Members:

Joseph Amendola

Michael Zarcone

Amendola Stone & Tile, Inc.
560 Tarrytown Road
White Plains, NY 10607
Ph: (914) 997-7968 Fax: (914) 946-3128
E-mail: Joesa@amendolamarble.net
Michaelz@amendolamarble.net

Victor J. Arsenia

VJA Systems, LLC
5480 Cloverleaf Pkwy, Ste. 6
Cleveland, OH 44125
Ph: (216) 520-3600 Fax: (216) 916-4820
E-mail: varsena@vjasystems.com

Don Rogers

Miller Druck
264 West 40th St.
New York, NY 10018
Ph: (212) 343-3300
E-mail: Don@Millerdruck.com

Also, please welcome back returning contractor member:

Lucinda Noel

Rick Noel

Commercial Tile & Stone, Inc.
5530 State Road, #6
Parma, OH 44134-2261
Ph: (216) 741-8141 Fax: (216) 741-7580
E-mail: lucinda@commercialtile.com
RRNoelSr@aol.com

Labor Committee Report

Submitted by John E. Trendell

TCAA membership representatives met with IUBAC representatives twice this year. The IUBAC winter meetings were held in San Diego in February. The meetings covered topics such as workers compensation and the state of the construction industry. At that time the portrayal of the industry was of a somewhat down market. I am sure that reading has been revised since then and not for the better. TCAA representatives included Grace Gebhardt, Emily Williams, Les Lippert, Vinny DeLazero, and myself.

In September the IUBAC conducted an all day event at their National Training Center where hands on seminars showed new products and methods of installation. In general the new ideas were all about exterior installations of masonry products, including tile. TCAA members who attended were Grace Gebhardt, Emily Williams, Bob Michielutti, Les Lippert, and myself.

In February, 2009 I will be speaking at the National Plasterers Council's Annual Conference in Reno, Nevada. My topic will be ceramic tile installations at pools. I look forward to talking up our members' services to this organization.

Technical Committee Report

Submitted by Ron Schwartz

Chris Walker of Port Morris Tile & Marble and I attended the ANSI meeting and not much will change in the handbook. Steam rooms will be revised and exterior floors and set of tables will be looked at. Also Chris Walker has been asked to Co-Chair the ANSI Committee.

Convention Recognitions

2008 PROJECT OF THE YEAR WINNERS

TCAA recognized the following companies for outstanding achievement in ceramic tile installations. Entries were judged by an independent panel of experts on the basis of technical and artistic merit. Awards were presented in two categories as follows:

1ST PLACE COMMERCIAL PROJECT:



Eugene G. Sackett Co., Inc.
Gerard Leva, Sr., CEO
454 Lee Road, P.O. Box 60976
Rochester, NY 14606
(585) 647-3250
E-Mail: senior@egsackett.com

2ND PLACE COMMERCIAL PROJECT:

DTI of Illinois, Inc.
Brian Castro, President
2511 Molitor Road
Aurora, IL 60502-9682
Phone: (630) 978-0400
E-mail: ortsac@ameritech.net



1ST PLACE RESIDENTIAL PROJECT:



DeAnza Tile Co., Inc.
Richard A. Papapietro, President
951 Commercial St.
Palo Alto, CA 94303
Phone: (650) 424-0356
Fax: (650) 424-1072
E-mail: rich@deanzatile.com

2ND PLACE RESIDENTIAL PROJECT:

Fischer Tile & Marble
Jay Fischer
1800 23rd Street
Sacramento, CA 95816-7112
Phone: (916) 452-1426
Fax: (916) 452-9204
E-mail: jay@fischertile.com



TECHNICAL MERIT:



Selectile of California, Inc.
Ron Schwartz, President
12432 Exline Street
El Monte, CA 91732
Phone: (626) 401-9978
Fax: (626) 401-2414
E-mail: ron@selectile.com

For detailed descriptions and more photos of these projects, check out the "About TCAA - Awards and Recognitions" link at www.tcaainc.org

TROWEL OF EXCELLENCE

TCAA contractors who earned the Trowel of Excellence certification in 2008 were recognized at convention. The Trowel of Excellence is recognition that a Tile (stone) installation member company performs the highest level of quality installations and is committed to the betterment of the Tile Industry. The Trowel of Excellence certification program was introduced at the 2005 convention. Three companies completed certification this year. They are:

Venice Terrazzo & Tile Co.
Grace Gebhardt, Owner/President
W. Jay Gould, Estimator
1219 Orchard Avenue
Rockford, IL 61101-3078
Phone: (815) 964-6824
Fax: (815) 964-3078
E-mail: VENICE1918@aol.com

William Erath & Son, Inc.
Scott W. Erath, President
Jeffrey Erath, Vice President
4 Reith Street
Copiague, NY 11726
Phone: (631) 842-2244
Fax: (631) 842-0998
E-mail: scott@erathtile.com
Jeffrey@erathtile.com
Website: www.erathtile.com

G.M. Sloan Mosaic & Tile Co.
Dan Kotel, President
101 Terrace Dr.
Mundelein, IL 60060-3826
Phone: (847) 949-1010
Fax: (847) 949-3939
E-mail: dankotel@gmsloantile.com

The above companies join an elite group of fellow Trowel of Excellence recipients. They are:

Artisan Tile & Marble Co. of NJ, Inc.
Artisan Tile Inc.
Eugene G. Sackett Co., Inc.
Lippert Tile Company, Inc.
Port Morris Tile & Marble Corp.
Selectile of California, Inc.
Shores Tile Co., Inc.
Williams Tile & Marble, Inc.





2008

Industry News

LATICRETE APPOINTS RON NASH TO THE POSITION OF DIRECTOR OF SALES, ARCHITECTURAL PRODUCTS DIVISION



LATICRETE, a global leader in the manufacturing of innovative systems for the installation of tile and stone, has appointed Ron Nash to the position of Director of Sales, Architectural Products Division. In his new position, Nash will create and lead in the execution of sales initiatives. All LATICRETE Regional Sales

Managers now report directly to Nash.

"Ron Nash has done every job at every level of the LATICRETE sales team and has excelled in each of them," said Ed Metcalf, LATICRETE President, North America Division. "He has been recognized by internal and external customers for exceptional service, and by his direct reports and peers for his energy and creativity. Ron brings a fresh perspective and a strategic approach that will serve LATICRETE and our distributor and contractor partners well. He is already off to a great start, and I'm looking forward to his future contributions to our team's success."

Prior to his recent promotion to LATICRETE Director of Sales, Nash was the Region Sales Manager for the LATICRETE California Region, where he provided excellent leadership and creative solutions for his staff with his in-depth technical knowledge and complete understanding of the LATICRETE® System. Nash joined LATICRETE in 2004 and in that brief time his high-energy approach has led to several accolades. In 2005 he was the recipient of the prestigious Timothy J. Alper Award for outstanding customer service, and later in that same year was selected by his distributor, Inland Northwest, as sales representative of the year. In 2007, he was named recipient of the LATICRETE "Above and Beyond" presidential award.

"This is a great opportunity," says Nash. "It's a big deal. There are a lot of talented people in this company that they could have selected. I'm lucky, I have good people. The Region Sales Managers in position are very strong. My job will be to help them execute our plan. As a group, we need to stay focused on execution. In tough times, there isn't a lot of new business, so we need to execute better than our competition to gain market share."

MAPEI CELEBRATES EXPANSION IN GARLAND, TEXAS

MAPEI, a leading manufacturer of flooring installation systems and concrete restoration



products, is forging ahead in a time when many businesses in the construction industry are contracting. In response to increased levels of demand from customers, MAPEI expanded the size of its Garland, Texas, plant to double its previous square footage. "Our Garland facility had been working near its capacity, and we feel this expansion is a step in the right direction for the future of MAPEI and our customers," said Rainer Blair, President and CEO of MAPEI Americas.

To celebrate the completion of the construction, MAPEI threw a Texas-sized party. Customers, vendors, employees, civic dignitaries and visitors from MAPEI headquarters in Italy joined in the festivities. MAPEI Group CEO Dr. Giorgio Squinzi and Garland Mayor Ronald Jones joined in the ribbon-cutting ceremony after commemorative speeches. "Garland has been ranked one of the Top 100 places to live, and we are happy to have MAPEI as one of our corporate citizens," Mayor Jones said. "It's exciting to see one of our hometown businesses growing and continuing its success."

Once the ribbon had been cut, guests enjoyed a luncheon followed by tours of the plant. The new expansion provided more room for the warehousing and shipping departments, and tour members were awed by the volume of products shipped from the plant (over 4 million pounds weekly). In addition, guests got to view a second, brand-new, state-of-the-art urethane-products production line, which has been added to the original line in order to meet the growing demand for wood-flooring adhesives. The second line will allow the plant to double its urethane product capacity. The tour guides also pointed out three old shipping bays that now provide space for recycling drums, totes and pallets from raw materials deliveries – one of MAPEI's green initiatives in its plants. "These improvements and expansions in our Garland plant demonstrate that MAPEI is 'technology you can build on!'" Blair concluded.

**THANK YOU TO THE FOLLOWING CONVENTION SPONSORS
FOR THEIR GENEROUS SUPPORT**

**Artisan Tile and Marble Company
of New Jersey, Inc.**

BAC Local #3 New York

**Ceramic Tile Promotion Fund
of Greater New York & New Jersey**

Crossville, Inc.

Custom Building Products

Daltile Corporation

**Detroit Ceramic Tile Contractors
Association**

E.G. Sackett Company, Inc.

**Greater New York & New Jersey
Tile Contractors Association**

**International Union of Bricklayers
and Allied Craftworkers (BAC)**

International Masonry Institute

Laticrete International

MAPEI

**National Applied Construction
Products, Inc.**

Noble Company

ProTile

Port Morris Tile & Marble Corp., Inc.

Schluter Systems

StarQuartz Industries, Inc.