

# 9300 CONTRACTOR

**Tile Contractors' Association of America**

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**FEATURED INSIDE:**

***Trowel of Excellence™ Showcase:  
California Tile Installers***

***TCNA 2017 Handbook Revisions***

***Tech Corner—Outdoor Living Area  
Advanced Performance  
Setting Materials***

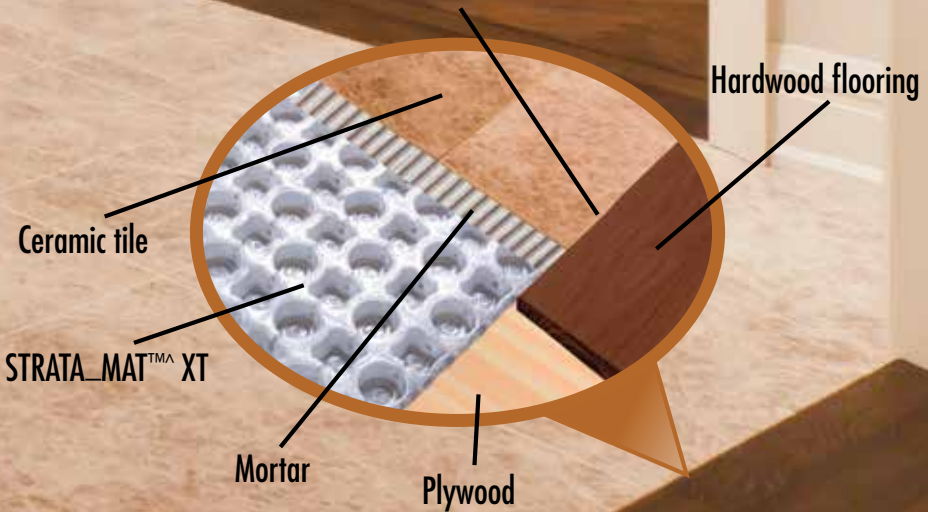


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## **9300 Contractor** **A quarterly publication of** **Tile Contractors' Association of America**

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## A Message from the President



### ACT-The Next Chapter

Ok, for the handful of you that have been enjoying the lighter side of my quarterly column, spoiler alert! Someone told me to get serious, so here's a feeble attempt at just that.

It was not that long ago that I had the privilege of working with a committee charged with developing the criteria and guidelines for Advanced Certifications for Tile Installers, or ACT. Our mission was to recommend a program to ensure that tile installations across our industry and country, are done properly by well-trained, certified tile installers.

A few years have passed now and the number of ACT accredited installers continues to grow on an annual basis, albeit slowly. This is in part because ACT is not a program that is designed to turn out massive numbers of qualified installers in a short period, but rather one that takes some time and commitment. It is that commitment that I want to focus on here today. I can only speak to the union side of this equation, but one that I think is unique to our situations. From long before ACT was even a thought, I spoke to the need to require our union trained tile installers to be accredited in the skills that they provide daily. For the longest time, the skills required for a tile installer hardly ever changed. I'm pretty sure most of us would agree that's not the case today.

With the development and more importantly, the growth of "large format" tile (recently re-categorized as a piece of tile having one side equal to or larger than 15"), tile installations are changing by the day.

Whether it's a large piece of tile, or a mortar bed in a bag, or a multi-modified thin set mortar, or the latest variety of a grout, (different from the multiple varieties of Epoxies, Urethanes or multi-modified cementitious versions), new products and technologies are already replacing the last version that the same manufacturer just introduced. Heck, I could devote a whole letter to the dozens of different waterproofing materials that are available in our market place. I'd also have to include words about the failure rates of waterproofing installations. How can any installer know everything he or she needs to know about each and every manufacturer's waterproofing system to install them all properly in order to not create a failure without a continued educational process? Believe me, the rate of change in our business is not slowing down!

These days, we as contractors are constantly having to adjust to the numerous changes that are coming to us either directly from the manufacturers or through modifications to the TCNA Handbook. Although there's no single certification program for every contractor in our industry, many of us work with associations within our industry that do have certifiable programs for contractors. All of them recognize and support the ACT program and initiative. Many contractors attend seminars, conferences and peer gatherings to discuss and learn about our industry's issues and problems and to share information with our colleagues that hopefully help us to avoid making mistakes that can affect us all.

There have always been professions, (ie., doctors, architects, accountants, electricians, plumbers, teachers, etc.) that require continued education and certification. In my opinion, union tile installers should be required to be part of an accredited program that provides for their continued educational enhancement that's designed to further develop the skills required to stay abreast of technological changes. It is what professionals do. That program can be ACT.

Chicago started and continues to be the model for the development of the ACT program. Our local union management's commitment to the program appears to be strong. And our leadership within the ACT program itself is at the highest level I've ever seen. (Thank you, GC.) New recruits to our trade get ACT training from the start. But without requiring any of the established installers to get initially certified and then re-certified every 3, 4 or 5 years, I believe the program will never be as strong as it was intended. I believe this program needs to take this next step and be developed on a national platform for all union tile members.

The ACT program needs to be fully embraced by all union tile members as

THE Continuing Education program, and it needs every union tile member to be fully engaged in the program by obtaining the continued education and certification elements it can provide. We, both management and labor, will only be stronger because of it.

After 35 years in the tile business, I can honestly say that I have learned more in the last 5-10 years than in all the previous years. I've never supported the thought that you can't teach an old dog new tricks. I'm pretty sure most if not all union tile members, even the old dogs, might feel the same way. Especially knowing what challenges they face day to day with the new products we keep throwing their way. It's very important that we develop a certifiable and continuing educational program that allows all of them to believe they are every bit as important to the success of our industry and can finally have something they can show to others that let's everyone know they are true professionals.

Again, that program can be ACT, the Next Chapter.

So getting back to my less serious approach, if something as simple as driving a car requires an annual re-test every 4 years, why can't a program for the "professional" tile installer be implemented?

**Brian Castro**  
**TCAA President**  
**DTI of Illinois**





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## TCAA Labor Report

**John Trendell, TCAA Labor Committee Chair**  
Trendell Consulting LLC

### IMI, Always Ahead of the Curve

Each year, the ceramic tile industry gathers together at their premier event, Total Solutions Plus (TSP). This event brings together all of the industry stakeholders: manufacturers, distributors, contractors, and labor. Education, networking, and of course, a little fun is incorporated into the event.

This past Fall the American National Standards Institute (ANSI) held a special meeting at TSP. The big item to come out of the meeting was submission of standards for Gauged Porcelain Tile Panels. To clarify, these are the large, up to 5'0 x 10'0, thin porcelain tile panels that have exploded in use over the past 3 to 5 years. Electronic voting was completed in January and passage is hopefully expected for this completely new standard in our industry.

The International Masonry Institute (IMI) once again was an integral member of the deliberations. And, as is typical, they have anticipated and put into action programming to address the training requirements needed for this very unique material.

In the first week of February, IMI held a Train-the-Trainer course at the National Training Center in Bowie, Maryland. Seventeen instructors from across the country came to a two-day program of learning how to teach and evaluate a tilesetter's skills when installing this material. This program was taught by men who have actually installed the material. (There is no such thing as just talking the talk at IMI programs!)

In fact, in anticipation of the new standard, IMI instructors have been working with TCAA and other industry leaders to develop an additional test for the Advanced Certifications for Tile Installers (ACT). As always, IMI is ahead of the curve when new materials and new skill sets are developed in the ceramic tile industry.

TCAA and IMI work closely together to offer education, training, and marketing for the success of our member contractors. We encourage all our members to use these resources. ◆






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## ***Trowel of Excellence™ Showcase***

**California Tile Installers**  
**San Jose, CA**  
***Trowel of Excellence™***  
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**California Tile Installers is a full service tile/stone installation company serving the northern California market.** Founded in 1962 by Donald K. O'Brien, the company's early focus was primarily in the residential market. An early pioneer of the cultured marble business, Don O'Brien opened a manufacturing facility producing vanity tops and tub surrounds. Although the facility later closed, many of his designs remain on the market today.

In 1973, Don opened the first of two retail stores, Tile Fantastic, which was later sold in 1980 and continues under current ownership today. The second store, Tiles Galore, was opened in 1986 and conducted retail sales until it was closed in 1993. In 1983, California Tile Installers was incorporated under the name U.S. Perma, Inc., dba California Tile Installers.

After graduating from college in 1980, Don's son Jack C. O'Brien joined the company, working as a journeyman tile setter until 1985 when he was named Vice President and Head Estimator. It was during this time that California Tile Installers moved from providing primarily residential work to the commercial market. In 1992, Jack took on the role of President, a position he holds today. The third generation came on board in 2011 when Jack's son Jordan O'Brien joined the company where he currently handles accounts receivable and estimating.

*General Education Building*





### *Exterior of Contra Costa College*

California Tile Installers specializes in the installation of ceramic tile, mosaic tile, glass tile, terrazzo tile, slate, limestone, marble, granite, pavers, stone cladding and thin brick facing utilizing professional craftworkers who are members of BAC Local 3 in Oakland, CA. Its portfolio boasts a wide range of new construction and remodel projects in both private and public commercial construction. California Tile Installers also offers a Maintenance Division that provides repair and replacement work on existing installations.

The company's dedication to quality is seen in its commitment to training and education. All lead installers hold at least one ACT certification with several installers holding multiple certifications. And in October, 2016, California Tile Installers completed the requirements for TCAA *Trowel of Excellence* certification.



*Side view of General Education Building*



*Bathroom view*

### **Contra Costa College**

Founded in 1949, Contra Costa College in San Pablo offers outstanding educational opportunities to students from the greater West County area. California Tile Installers was selected to perform exterior and interior installation work on the campus' General Education Building. The project involved installing a total of 75,000sf of thin brick veneer to the building's exterior walls and interior staircase wall, along with large format tile on restroom walls and floors. ◆

**For more information on  
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*Bathroom tile detail*



*Another bathroom view*





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\*See product data sheet for complete listing.

\*\*InColor® Grout is stain-proof against most common stains  
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†See product data sheet for details.







**Tom Plaskota, Technical Manager  
H.B. Fuller Construction Products**

## Outdoor Living Area Tiling Trends Require Advanced Performance Setting Materials

### **Outdoor living spaces offer open air entertaining and extra room**

With the arrival of warmer weather, the popularity of outdoor living spaces is expected to continue to grow, as more homeowners entertain and enjoy the outdoors at home. Creation of outdoor living areas, as an extension of indoor spaces, is now a popular, multi-year trend.

Today's exterior transformations go beyond basic decks and pools, to include stylized open air cooking and prep spaces, gathering and bar areas, with style elements that complement home architecture. This trend has evolved, and now many new home designs offer more of a fluid separation between interior and exterior areas.

Although worthwhile, exterior tile installations can present potential structural complications, especially with broad temperature or humidity variations between seasons. Exterior spaces often include durable walls, floors or water features incorporating stone, various tile sizes, mosaics or wood-look planks that require installation products designed to withstand the elements of exterior use. Before you begin any tile installation, refer to F102 in the TCNA handbook to ensure that the slab is sloped for complete drainage and that positive drainage below the concrete slab is provided.



### **Considerations for successful outdoor living space installations**

Successful exterior room or wet area planning must start with selecting the proper materials to deliver beauty and durability over changing seasons. Verify that your tile or stone is frost resistant, if the installation could be subject to cold conditions. Denser, less porous materials, like porcelain, tend to have more frost resistance, while some ceramic tiles or mosaics will suffer outdoors. According to ASTM C1026 industry standard, tile with greater than 5% porosity should never be used in exterior applications. Porosity levels of 3% or less are preferred.

Also, the mortar you use must be up to exterior application challenges. The best mortars for exterior conditions combine bond strength with flexibility and adjust to shifts caused by changing moisture and temperature levels. Polymer-modified mortars are typically better for exterior uses, and should be carefully selected to fit the intended floor or wall applications and expected tile exposure to sunlight.

For safety and durability, remember it is critical to achieve 95-100% installation coverage with the bonding mortar between the tile and substrate, minimizing air voids, especially for exterior applications in freeze/thaw climates. Another installation best practice is temporarily tenting the area during installation, to minimize temperature variances and evaporation in intense sunlight. Tenting also helps protect against rain or other elements, to allow for proper curing.

Waterproofing is another important consideration, if the exterior installation specifies water features or is for a wet area. Finishing up with sealants or caulks can help prevent moisture penetration at edges, to further protect against weather, cracks and mold or mildew.

### Grout selection

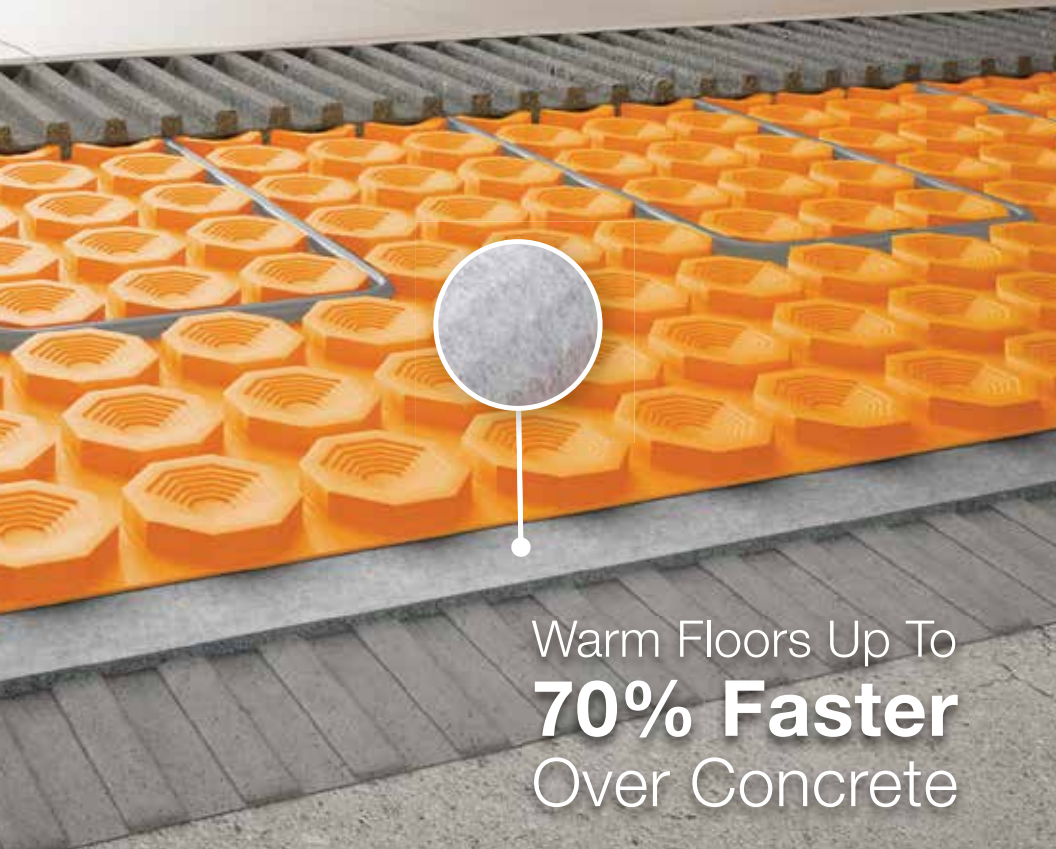
Selecting the right grout starts with understanding which grout type can deliver the color, performance and maintenance characteristics desired. For outdoor areas, polymer modified grout with lower water absorption is typically a good choice. Advanced performance grouts, including Power Grout® Ultimate Performance Grout, fit into this category.



Because so many grout options are now available, it's important to know the differences, to select the proper grout for the job. Not choosing the correct grout may contribute to an installation failure or extra project costs. Of course, when you get it right, you reap the benefits. Remember to always check with the manufacturer and follow their instructions.

- Traditional cement grout is typically recommended for most interior residential applications. For benefits such as stain resistance and added durability for exterior walls, tiled floors or outdoor tiled walkways, most cement grouts can be mixed with a grout additive, such as Grout Boost®.
- Advanced performance modified grouts are cement-based grouts, often formulated with calcium aluminate cement. Stain resistance, strength, and durability for exterior applications are already built into these grouts, so they don't require an additive to achieve these exterior performance benefits. They can be appropriate for both exteriors and interiors.
- Finally, premixed (single-component) grouts are ready to use. You just open the pail, stir by hand and start grouting. Premixed grouts are polymer resin or urethane based. Benefits include stain, crack and shrink resistance. Some high performance premixed grouts, like TEC® InColor™, are recommended for exterior applications.

When subjected to freeze-thaw cycles, keep in mind that degradation can occur over time to installations exposed to sleet, ice and snow melting chemicals. Tile installation products and methods evolve, as new tile types, sizes and setting material technology are developed to address architectural needs and outdoor living trends. Learn more about mortar and grout selection for outdoor environments, and find installation tips and techniques at [tecspecialty.com](http://tecspecialty.com). ◆



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# TCNA 2017 Handbook Revisions and Additional Recommendations, Part 2

**Brad Trostrud, Vice President**

**Trostrud Mosaic & Tile Co., Inc (Chicago, IL)**

**In the Winter 2016 issue of 9300 Contractor, I described three new sections added to the 2017 TCNA Handbook that I find particularly helpful as a contractor.** Located under “Design considerations when specifying tile”, the new sections on Tile Layout Considerations, System Modularity Considerations and Wall Wash Lighting Considerations offer further guidance to the design community on what must be considered in tile selection and the information that must be communicated to the installation contractor to ensure a successful tile project.

Another revision I believe will prove most helpful is the new section on Visual Inspection of Tile Work. This section recognizes that all components of a tile installation (substrate, tile, workmanship, etc.) have allowances and best practices to govern the determination of acceptable work and the visual and aesthetic appearance of the finished installation. It goes on to recommend that when compiling “punch lists” or “deficiency lists”, visual inspection be conducted:

- Without use of magnification or additional lighting such as flashlights
- Under the permanent intended lighting (artificial and/or natural)
- Viewed 36” from walls and 60” of normal standing height from floors. Aesthetic concerns not visible at these distances (but apparent at closer distances) are acceptable under industry best practices.

**When determining acceptable allowances and best practices, the following references will provide written assistance in determining if the work is acceptable:**

- Lippage: Allowances are provided in ANSI A108.02 (See also “Substrate Requirements” and “Flatness and Lippage in the 2017 Handbook)
- Finished Flatness: Same as Lippage references, above
- Allowable Tile Warpage, Wedging and Facial Dimensions: Allowances are provided in ANSI A137.1
- Effects of Lighting on Installation Appearance: See “Lighting and Tile Installations” in the Handbook

- Workmanship, Cutting and Fitting: Allowances are provided in ANSI A108.02
- Tile Layout, System Modularity: See “Grout Joint Size and Pattern Considerations” in the Handbook
- Grout Joint Size: Minimum size and related allowances are provided in ANSI A108.02 (See also “Grout Joint Size and Pattern Considerations” in the Handbook)
- Shade Variation in Ceramic Tile: Allowances and related information are provided in ANSI A137.1 (See also “Ceramic Tile Selection Guide” in the Handbook)
- Shade Variation in Natural Stone Tile: Provisions are given in the Dimension Stone Design Manual published by MIA (See also “Natural Stone Tile Selection and Installation Guide” in the Handbook)
- Facial and Structural Defects in Glass Tile: Allowances and related information are provided in ANSI A137.2 (See also “Glass Tile Selection and Installation Guide” in the Handbook)
- Mortar Coverage: Allowances are provided in ANSI A108.02 (See also “Mortar and Mortar Coverage” in the Handbook)
- Hollow-Sounding Tile: Refer to “Membrane Selection Guide” in the Handbook

Finally, in addition to the revisions outlined here and in my Winter 2016 article, there are a number of other revisions and additions to the new Handbook that members of the design community and installation contractors will find helpful in specifying and delivering successful tile projects. For 2017, the Handbook Committee:

- Revised the Pool Method (P602)
- Approved a new deck method for both tile and stone
- Clarified elements of:
  - Membrane considerations
  - Mortar coverage
  - Measuring substrate flatness (FF versus straight edge method)
  - Substrate tolerance for framed walls
  - EQ Stud versus traditional studs
- Approved a reboot to movement joint considerations with a complete makeover of EJ171

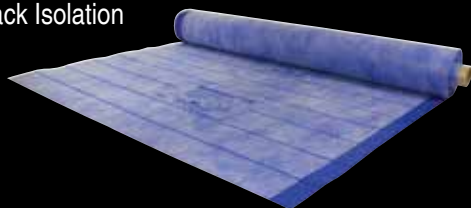
**The 2017 TCNA Handbook is scheduled for release later this spring. ◆**





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## 2017 CERAMIC TILE SEMINAR SERIES

*featuring* Contractor College

**Who should attend** Architects, interior designers, general contractors, construction managers, owners/developers, BAC tile contractors.

### Locations and Registration

We are offering this seminar in 6 cities; see below for specific locations and registration info for each.

**Cost** There is no charge to attend as expenses are underwritten by the program's sponsors.

**Exhibits** In addition to the four seminars, we expect to have several material suppliers and other industry representatives exhibiting their products and services representing all facets of the tile industry.

### Schedule

7:15-7:45 am Check-in, Breakfast, Exhibits  
7:45-8:00 **Why Tile?**  
8:00-9:00 **Thin Gauged Porcelain Tile**  
(1.0 AIA; 1.0 GBCI; 0.1 IDCEC; 1.0 TCAA)  
9:00-9:15 Break/Exhibits  
9:15-10:15 **Installation Methodology and Setting Materials for Tile** (1.0 AIA; 1.0 TCAA)  
10:15-10:30 Break/Exhibits  
10:30-11:30 **Health, Safety, Environment, Sustainable Design: A Guide to Tile Specification**  
(1.0 AIA; 1.0 GBCI; 0.1 IDCEC; 1.0 TCAA)  
11:30-11:45 Break/Exhibits  
11:45-12:45 **Grouts** (1.0 AIA; 1.0 TCAA), lunch included  
12:45-1:00 **Installer Qualifications in the Architectural Specifications**  
1:00 pm Conclude

### Education

This program contains four AIA-registered seminars, one GBCI-registered seminar, and one IDCEC approved seminar. Presenters will provide certificates for self-reporting for non-AIA members. Attendees who attend the entire conference receive 4.0 LUs. BAC tile contractors receive 4.0 hours toward IMI Contractor College and TCAA Trowel of Excellence continuing education requirements.

March 15, 2017 - Milwaukee area  
IMI Training Center  
17125 W Cleveland Ave, New Berlin, WI

April 25, 2017 - Detroit area  
St. Mary's Cultural Center  
18100 Merriman Rd., Livonia, MI 48152

May 8, 2017 - San Francisco  
Bechtel Conference Center  
500 Washington Street, San Francisco, CA

June 22, 2017 - Kansas City area  
Builders Association Education and Training Center  
105 West 12<sup>th</sup> Ave., North Kansas City, MO. 64116

September 12, 2017 - New York City  
AIA New York Center for Architecture  
536 LaGuardia Place, New York, NY 10012

October 12, 2017 - Minneapolis area  
MN/ND Bricklayers & Allied Craftworkers Training Center  
5420 International Pkwy, New Hope, MN 55428

### Contact Information

For additional information on this seminar series, contact Scott Conwell at International Masonry Institute, [sconwell@miweb.org](mailto:sconwell@miweb.org), (630) 396-3144.

### Exhibitors

Is your company interested in exhibiting at this event?  
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## 2017 CERAMIC TILE SEMINAR SERIES

featuring Contractor College

### The seminars

**Why Tile?** Learn how tile can provide the healthiest and best value of flooring choices available, how tile contributes to LEED certification and other green building rating systems, and a host of additional critically important attributes you and your clients are looking for.

**Health, Safety, Environment, Sustainable Design: A Guide to Tile Specification.** When specifying tile, it is important to consider its many attributes and how they relate to sustainability. It's not just the environment—human well-being, aesthetics, and long-term durability are also important. This session provides an in-depth look at tile's role in sustainable design and construction.

**Thin Gauged Porcelain Tile.** The evolution of porcelain tile has changed dramatically with respect to technology, formats, and application usage. This course will provide in depth information required for successfully specifying porcelain tile and tile panels. The program will also provide the participant detailed information on the status of standards for the category and examine some of the environmental impacts as they relate to sustainability and occupant health. Using some of the newly developed language for gauged porcelain we will also explore some of the requirements for traditional large format tile such as lippage, grout joint requirements, and bonding pattern considerations.

**Installation Methodology and Setting Materials for Tile.** This course provides an overview of relevant industry standards that govern substrate preparation, adhesive mortar type and selection, coverage, lippage, grout joint requirements, installation tips and techniques. In addition, the presentation will cover best practices and lessons learned that will help to achieve the desired results with large format tile and thin gauged porcelain tiles and panels/slabs.

**Installer Qualifications in the Architectural Specifications.** This program discusses the recommended qualified labor language in MasterSpec, the TCNA Handbook, manufacturers' literature, ANSI standards, ACT certifications, and other recognized industry programs. Participants will learn why these requirements are important, how to meet them, how to enforce them, and how their widespread adoption will lead to a consistently higher quality of tile installation.

**Evolution of Grout in Ceramic Tile & Stone Installations.** This program will review the history and evolution of ceramic tile and stone grouting materials. Learn how to specify each grout category ranging from latex modified cement based sanded and non-sanded grouts, epoxy grouts and pre-mixed grouts. Maintenance and basic troubleshooting of each grout category will also be discussed.

### The sponsors and presenters



International Masonry Institute delivers training for tile setters and finishers on behalf of the International Union of Bricklayers and Allied Craftworkers and their contractors. [www.imiweb.org](http://www.imiweb.org)



Tile Contractors' Association of America (TCAA) is the voice of union tile/stone installation contractors and advocates for the utilization of qualified contractors and superior installation practices through programs of education, outreach and credentialing. [www.tcaainc.org](http://www.tcaainc.org)



TCNA is a trade association representing manufacturers of ceramic tile, tile installation materials, tile equipment, raw materials, and other tile-related products.. [www.tcnatile.com](http://www.tcnatile.com)



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## Retirements Prompt Changes at IMI and BAC

Two longtime officials with the International Masonry Institute (IMI) and International Union of Bricklayers & Allied Craftworkers (BAC) announced their retirements in December. IMI President Joan Calambokidis steps down this month and will be replaced by Caryn Halifax, Assistant General Counsel for IUBAC. Halifax has served as Assistant General Counsel for BAC since 2009 and as Assistant Labor Counsel from 2005 to 2009. She received her law degree from American University in 2005 and her BA in History and International Relations with a minor in Economics from the College of William and Mary in 2000. She also is a member of the AFL-CIO Lawyers Coordinating Committee and the Building Trades Lawyers Committee. Responding to the change, BAC President and IMI Labor Co-Chair James Boland said, "We are very fortunate to have someone from within our ranks who not only has the professional credentials to be an effective administrator for IMI, but who also has the history and working relationships within our Union and with our contractors to continue to be a strong leader for IMI, as Joan has been for the past 21 years."

Henry F. Kramer, Secretary-Treasurer of the International Union of Bricklayers and Allied Craftworkers (BAC) retired effective December 31, 2016, after more than 8 years of service as an International Union officer, including nearly 7 years as Secretary-Treasurer. BAC Executive Vice President Timothy J. Driscoll was appointed to fulfill the remainder of Kramer's term, effective January 1, 2017. Driscoll has held the position of Executive Vice President since February 2010. In 1995, he joined the IU's Government Relations department and was promoted to the position of Director of Trade Jurisdiction in 1999. Driscoll holds a BS in Economics from the University of Maryland, and is a graduate of the Harvard Trade Union Program.

Concurrent with Driscoll's appointment, Boland announced the appointment of Carlos Aquin to fulfill the remainder of Driscoll's term as Executive Vice President. Aquin served in the United States Marine Corps for several years prior to joining BAC Local

18 California in 1991. He subsequently moved to Las Vegas and took on leadership roles in BAC Local 13 Nevada as Compliance Officer in 2004, Secretary-Treasurer in 2005 and President in 2006. Prior to his appointment as BAC Executive Vice President, Aquin served as Director of the BAC Mountain West Administrative District Council, which has jurisdiction over Nevada, Arizona, Colorado, Utah, Wyoming and portions of New Mexico, and President of BAC Local 13 Nevada. In addition to his Local service, Aquin has been a member of the IU Executive Council for nearly 10 years. ◆

## TCAA Announces Board of Director Changes

At its annual Contractor Business Meeting in October, members elected Nick Rusche of T.H. Winston, Cincinnati, OH, to a two-year term as Director, effective January 1, 2017. Rusche joined TCAA in 2016 and his company achieved Trowel of Excellence certification that same year.

Members also elected Brad Trostrud of Trostrud Mosaic & Tile, Chicago, IL, to serve a one-year term as President Elect. Trostrud is a longtime TCAA member and his company received Trowel of Excellence certification in 2012.

The following Directors and Officers remain in office through 2017:

Directors: Michael Kriss of Kristone, Roselle Park, NJ, Lucinda Noel of Commercial Tile & Stone, Strongsville, OH, John Trendell of Trendell Consulting, Toledo, OH and Tommy Conner ex officio of Superior Tile & Stone, Oakland, CA

Officers: President Brian Castro of DTI of Illinois, Chicago, IL and Past President Ron Schwartz of J. Colavin & Son, Los Angeles, CA ◆

REGISTRATION OPENS IN APRIL



## ***Total Solutions Plus 2017***

**November 5-7**

**Marriott Wardman Park, Washington, DC**

***Total Solutions Plus*** is the ceramic tile industry's premier conference, annually bringing together distributors, manufacturers, contractors and more for three action packed days of education and networking. Attendees at this year's TSP Conference will enjoy learning from relevant motivational speakers, participating in education sessions presented by the industry's cream of the crop, networking with decision makers and enjoying all that our nation's capital city has to offer.

**If you attend just one industry event this year, make it TSP! Mark your calendar today.**

### **New This Year!**

DC-area architects and interior designers are invited to join industry experts on Monday, November 6, for an informative afternoon series of AIA-registered seminars, tabletop exhibits and reception. The program is free of charge but pre-registration will be required. Contact Carole Damon at TCAA for more information. **(800-655-8453 or [caroled@tcaainc.org](mailto:caroled@tcaainc.org))**







## ***Trowel of Excellence™*** **Certified Contractors**

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San Jose CA 95112  
Ph: (408) 436-0600  
Website: [www.cti-usperma.com](http://www.cti-usperma.com)

#### **De Anza Tile Co., Inc**

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#### **Superior Tile & Stone**

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Buffalo Grove, IL 60089  
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Website: [www.ctcac.org/  
dti\\_illinois\\_inc.php](http://www.ctcac.org/dti_illinois_inc.php)

#### **GM Sloan Mosaic & Tile Co.**

Dan Kotel  
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Mundelein, IL 60060-3826  
Ph: (847) 949-1010  
Website: [www.ctcac.org/  
gm\\_sloan\\_mosaic\\_tile\\_co.php](http://www.ctcac.org/gm_sloan_mosaic_tile_co.php)

#### **Ready Tile Co., LLC.**

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Bartlett, IL 60103  
Ph: (630) 497-9945  
Website: [www.readytilecom-  
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#### **Trostrud Mosaic & Tile Co., Inc.**

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trostrud\\_mosaic\\_tile.php](http://www.ctcac.org/trostrud_mosaic_tile.php)

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### Corcoran Tile & Marble, Inc.

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