

# 9300 CONTRACTOR

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**FEATURED INSIDE:**

***Walking the Camino  
with the Trendells***

***ProSpec LLC Celebrates  
20th Anniversary***

***Total Solutions Plus  
2017 Highlights***



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

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## A Message from the President

Wow, it's hard to believe but two years have passed since taking my oath of office as President of TCAA. The last two years have been a whirlwind in our country, our industry, our association and my life. The time has now come for me to deliver my last President's Message and, with it, my last chance to say something that may inspire and stick with you or be forgotten tomorrow.

As my term draws to an end, I will miss the feeling of being back in college with deadlines looming, being reminded that my quarterly message is due shortly, and then cramming what some may believe is nothing but babble into the President's Message. It's been a lot of fun, and even a little cathartic, being able to spill my beans about things I'm struggling with in our fast paced, ever changing, hi-tech world.

Since this is my last chance to babble, I've always been an outspoken believer in finite term limits for all levels of public service. Having just returned from the Total Solutions Plus 8th Annual Conference in our nation's capital, (my first and possibly last trip to Washington D.C.), I'm even more convinced that term limits are needed now more than ever. Gridlock and the inability to get D.C. moving is everywhere. It's easy to see the many divisions that exist there and even easier to distinguish them when you talk with those who have watched for many years from both inside and outside the Beltway. It does make me wonder if anyone can bring much needed change there.

The good news is that the kind of partisanship and career politician mentality that creates gridlock in our nation's capital was nowhere to be found inside TSP or among the four industry groups that make up this great movement in our giant, but still little, tile world. Two-year term limits for leaders within our respective groups keep everyone eager, energized and working for all of us. Bi-partisan (union/non-union) collaboration on industry installation standards (who could have thought that would ever happen!) keeps us on our toes to

ensure quality work. Constant and ever growing manufacturing and distributor support for all the products and services they supply plus a growing and expanding network of educators and consultants providing updated and continuing education keep us all smart in our businesses. And priceless insights from Keynote speakers as different as the cities where TSP is held keep us inspired to reach ever and ever higher.

As the 650 industry professionals from all across the country who attended this year's TSP can attest, infusing fresh blood, new ideas and new technologies into the ages old craftsmanship of tile creates the kind of change that is making our old industry new again. But just like nothing will change the political gridlock in Washington so long as people sit on the sidelines, the positive changes we're witnessing in the tile industry will continue only if everyone (and I mean everyone) gets involved. If you don't already belong to a local or national industry association, join one. If you belong to TCAA or one of the other industry associations, become involved with a committee or board position. And if you want to ensure that your business and our industry flourishes in the years ahead, get yourself to Total Solutions Plus 2018!

It's truly been my pleasure to serve our fine organization these last two years. Many thanks to our Executive Director Carole Damon and Associate Director Chris Pattavina for their help in keeping me focused. I look forward to working for many more years with what has really become our second family.

Next year TCAA will welcome new leadership who come prepared with fresh ideas to keep our 114-year-old association young. My successor Brad Trostrud is far more intelligent, well-spoken and has a much better vocabulary than I do. And our new staff member Lucinda Noel who will take over as TCAA Executive Director in July is ready for the challenge with extensive industry knowledge and boundless enthusiasm. To them I say take a deep breath and know you'll have no trouble and lots of fun as you open a new chapter in our long history.

And to our valued industry partners, friends and members of the TCAA family, I say thank you for your support and best wishes for the holidays and a healthy, happy and prosperous 2018!

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



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## TCAA Labor Report

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

### OK, I'll Admit It ...Tech Works!

When I retired in the spring of 2016 I could (proudly) say I never did a take-off on a computer. In fact, I still carried a 6" scale in my pocket protector! I am probably the last person in our industry to regularly use email. I know that I wear this as some kind of "badge" but technology was never my strong suit or of great interest to me. I would proudly say that ceramic tile has been around since the Pyramids were built and we are still setting it primarily the same way. It is not that I didn't appreciate technology, I just did not want to bother with it.

Well, this year at Total Solutions Plus in Washington, DC I finally realized how important technology has become. I attended an International Masonry Institute (IMI) seminar on the new ANSI material specification A137.3 Gauged Porcelain Tile Panels/Slabs and installation specification A108.19. Imagine, ceramic tile 5'x10' in size. The Egyptians didn't have that technology!

Scott Conwell of IMI and Noah Chitty of Crossville Inc. did a great job of explaining the new specifications. But now for the really cool part. Scott then fired up the old computer and presto! We were able to watch a live demonstration of a tile panel installation from the IMI National Training Center in Bowie MD, some 40 miles away. To watch the actual installation as we learned about the new spec completely illuminated, with unbelievable clarity, the intricacies and skills needed to install this amazing product.

The icing on the cake for our TCAA contractors and IUBAC craftworkers is that the demonstration was videotaped and will be used by IMI in their regional training facilities and in regional seminars across the country.

So, while I will never be considered "techno savvy", I have become accepting and yes even a strong proponent of technology for our industry. IT works! ♦

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# Walking the Camino: Exhaustion, Inspiration and Tile

John Trendell, Trendell Consulting LLC

**When I decided to retire in the Spring of 2016, I wanted to put some sort of exclamation point to my decision.** I decided to walk the Camino de Santiago through northern Spain. It is a 500-mile pilgrimage traveled by people for over 1,000 years and has gained great popularity among Millennials and Baby Boomers in recent years due to the internet. When my wife, Mary, and I talked about it we decided to add an extended tour through Europe with her joining me after my Camino. It turned out to be exactly what I needed to do. It was the most spiritual and physically challenging thing I have ever done in my life. The people, places, and personal reflection were all incredible experiences. And interestingly, ceramic tile was a constant thread throughout our journey.

Beginning in October of 2016, for 5 weeks, I spent 7-9 hours hiking each day. I would end up in the evening at an albergue or hostel tired, sore, and hungry. Even the most basic of albergues offered a hot shower, a hot meal, a warm bed, and great company with fellow pilgrims. In every case ceramic tile was the basic building material used to make a pilgrim's stay more comfortable. Showers, sleeping rooms, and dining rooms were all well maintained and clean because of the durability and universal use of tile.

When Mary came to my rescue at the end of November, we started on a 6-week sojourn that included nicer digs (Mary rejected any idea of hostel living) and a quest to see as many churches as possible in Spain, Portugal, and France, although Mary said she was "just along for the ride". Some of the highlights of our (my) search for great spiritual edifices included Paul VI Pastoral Centre at the site of the miracle of Fatima, Portugal.

Probably the most spectacular of all the Cathedrals we visited was Gaudi's,

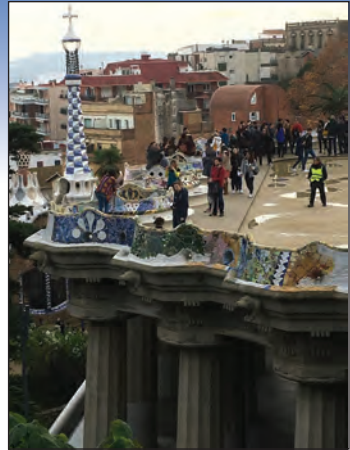
still-under-construction, La Sagrada Familia in Barcelona, Spain. Mary described the interior as a "granite columned rain forest". At the very highest points of the exterior towers are glass mosaics which were designed to reflect sun and moonlight and act



*Paul VI Pastoral Centre*

as beacons to guide seafarers home. Another Gaudi masterpiece in Barcelona is Park Guell. A public park designed with a fun, fanciful and practical use of ceramic tile. Tile was used for roof tops, flooring, and his famous serpentine benches.

Then came the grand tour of French Gothic cathedrals. I had found a site on Google (where else?) describing the ten most beautiful Gothic cathedrals in France and we successfully visited nine of them as we crisscrossed our way up through France. The tile and stone work was magnificent! The immense size and openness of



*Park Guell serpentine benches*

these edifices was staggering. My attention would then naturally be attracted to the floors. The tile and stone floors were sights to behold. I would stand quietly

contemplating how the faithful had walked these hallowed halls for the past hundreds of years.



*Pilgrim Mass, Santiago Cathedral*

contemplating how the faithful had walked these hallowed halls for the past hundreds of years. I would try to soak in the spirituality of each holy place that we visited. I had three favorite experiences. Celebrating Christmas Eve Mass at Notre Dame Cathedral in Paris was a fun experience. I say fun because there were so many people shoehorned into the vast expanse of the cathedral that it was more convivial than mystical or spiritual. Arriving in Santiago was the culmination of my 500-mile walk on the Camino. Participating in the Sunday pilgrim Mass the next day at the Cathedral was soul stirring. The Mass ended with a 1200 pound thurible (incense burner) swinging from the north to the south transept, as high as the upper reaches of the columns. I had a ring side seat in the north transept. It gave me chills.

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My most spiritual experience was on the Camino at a small church in O Cebreiro, Spain. It was a Sunday morning and I had just finished a climb of over 2,000 feet. The weather had gone from sunshine to rain to snow. Here was this little stone church that had been helping pilgrims for over 900 years. I walked in wet and tired. The quiet interior was warm and dry. I sat down to rest and realized that Gregorian chants were playing in the background. I closed my eyes and soaked in the peacefulness of the moment.

*Peaceful refuge in the 900-year-old church*

Every day was a delight and a new experience. Mary and I stumbled on a huge Festival of Lights in Lyon, France. Three to four million people would walk through

the city streets over a 4-night period enjoying unique and wonderful displays. We even saw a cement truck with the drum encased in mirrored tiles and spinning around. It was a huge disco ball with lights gleaming off the drum and disco music playing as it turned!



*Mirrored tiles transform a cement truck into a disco ball*



*A tiled corridor once walked by Napoleon*

much traveling as our daughters live in various parts of the country. It also includes traveling for my commitments to the ceramic tile industry as a trustee on pension, apprenticeship, and industry promotion boards. My most important commitment is to the TCAA. I have accepted the nomination and election as president elect, which is basically a 6-year participation in the TCAA's leadership. I look forward to contributing to our great organization for several more years. As I have discovered from my pilgrimage ceramic tile is an integral part of our life... and our discerning of a life ever after.

The universal greeting on the Camino is Buen Camino, meaning 'Good Way'. So to everyone, *Buen Camino!* ◆

We visited Chateau de Fontainebleau, Napoleon's favorite residence, and walked through vast corridors of tile flooring with clipped corners. We saw the room and the desk where he abdicated the French throne.

Our trip was capped off with the arrival of our three daughters and two sons-in-law for the last two weeks of our trip. The trip became more fast paced and city centered as the kids were on a much tighter schedule since they "work" for a living and wanted to see as much as possible in the time we had.

We arrived home on January 1, 2017. Mary and I began a new chapter in our lives as fulltime retirees. It still includes



*John and Mary Trendell*

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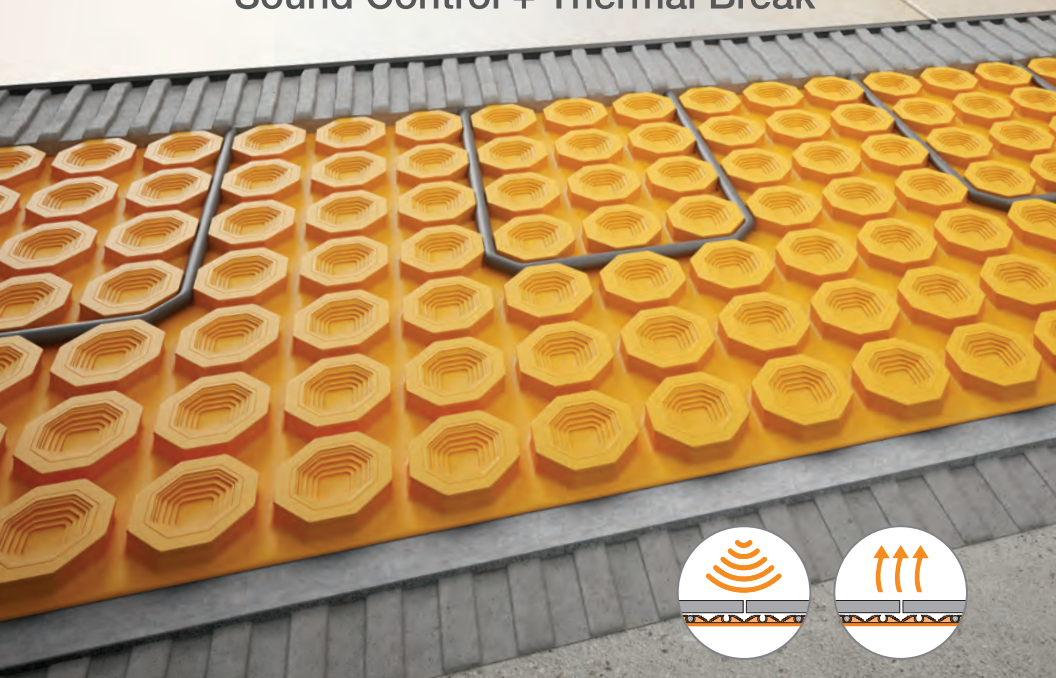
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*Exterior of  
Jerome L. Greene  
Science Center*

## **ProSpec LLC Hosts “Design at its Core”**

### **Featuring Jerome L. Greene Science Center Project**

**Design and construction of the Jerome L. Greene Science Center** at Columbia University’s Manhattanville campus in New York City was the focus in June when ProSpec LLC, a prominent New York distributor of tile and tile installation systems, celebrated its 20th anniversary. Taking an original approach, founder Lou Giannini and partner Steve Siciliano offered guests more than just a party to celebrate 20 successful years in business. They rented out the Museum of the City of New York for the evening and invited architects, builders, contractors and project owners to enjoy “Design at its Core”, an in-depth study of the design and construction of the Jerome L. Greene Science Center.



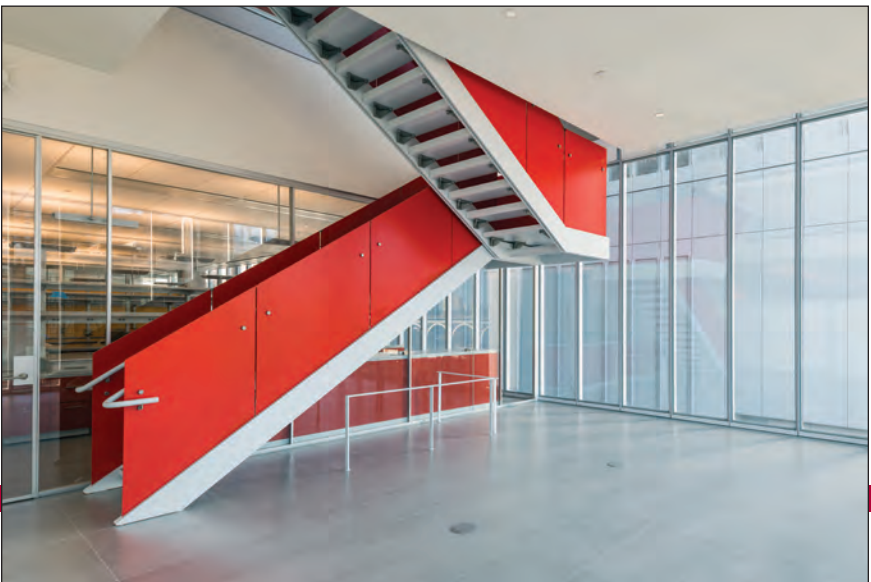
*Light conditions are part of the design*

makes extensive use of a double glass wall system, which provides lightness, transparency and visual access to promote and forge connections with the surrounding community.

With the Science Center serving as the centerpiece of the evening's festivities, attendees enjoyed presentations from three top experts. Steve Jones, Senior Director of Industry Insights and Research at Dodge Data & Analytics, offered information on current and future New York City construction activity plus insight into emerging new technologies for project design. Serge Drouin, an Associate at Renzo Piano Building Workshop, shared the overall plan for Columbia University's Manhattanville campus, highlighting the five buildings in Phase I of the massive project. Foremost among these buildings is the Jerome L. Greene

The Jerome L. Greene Science Center houses the Mortimer B. Zuckerman Mind Brain Behavior Institute and will provide a platform for neuroscience researchers to engage in research, collaboration and interaction. Designed by Renzo Piano Building Workshop with Architect of Record Davis Brody Bond NYC, the building's design

*Light conditions in open area showcase the unique red staircase*





Science Center, which houses the Mortimer L. Zuckerman Mind Brain Institute. Drouin underscored his presentation with architectural drawings and photographic images of the unique designs employed to achieve LEED Platinum certification for the project. And in the final presentation of the evening, the complex building challenges of this award-winning project were presented by Steven Sommer, Principal of Lendlease Construction, with a focus on management of the project and bringing together myriad details to produce 457,000 sq.ft. of laboratories and meeting space dedicated to finding solutions to mind/brain challenges such as Alzheimer's disease.

Following the presentations, guests enjoyed cocktails and hors d'oeuvres as they toured the exhibits about New York and its history on display in the museum. Luigi Di Geso, CEO of MAPEI North America, commended ProSpec for bringing together members from various aspects of the construction Industry and demonstrating through the Jerome L. Greene Science Center project how collaboration promotes innovative, sustainable results.

Strategic thinking and planning have created today's success and will lead to future growth for ProSpec LLC. At the close of the evening's activities, Giannini announced

*Another view of light-filled quad area*



*Top of staircase, looking into quad area*

that he is managing for the future through succession planning as company ownership transitions to a "Women Business Enterprise" under the leadership of his three daughters.

## **Tile Installation at Jerome L. Greene Science Center**

After careful evaluation, Casalgrande Padana tile was selected for the Greene Science Center because of superior



*Corridor with glass railings showcasing tile work*

quality, esthetics, functionality, large format tile sizes and the confidence in both the manufacturer and the distributor in supplying the large quantity of tile required for this significant project in a timely manner and within budget.

Jantile, located in Armonk, NY, was tapped to handle installation of the 69,000 sq.ft. of tile in corridors, quad areas and bathrooms throughout the Center's nine levels. Under the leadership of project manager Don Durnell, the Jantile team of experienced craftworkers installed 40,000 sq.ft. of 24"x48" tile from Casalgrande Padana's Etrusche Series on the main corridor floors of levels 3 through 9.

Interactive quads also located on levels 3 through 9 received 15,000 sq.ft. of the same tile in 18"x36". And 14,000 sq.ft. of 12"x24" Casalgrande Padana Unicolore and Basaltina was installed in bathrooms from the cellar up through level 9.

Setting materials by MAPEI

were selected and included a 2-1/2" mud bed fortified with MAPEI Planicrete AC and Mapeguard 2 crack suppression membrane under all floors; Mapelastic 400 waterproofing in the bathrooms; and Ultraflex LFT thinset and Ultracolor Plus grout used throughout.



*Party celebrating completion of the Center*

Installation of tile began in August 2015 with the project completed in December 2016. At the height of construction, the Jantile team had 12 installers on site working simultaneously in bathrooms, corridors and quad areas. According to Durnell, the large format tiles in the corridors required the utmost craftsmanship and coordination. "The typical corridor consisted of a cross design with an open run of 160 feet in each direction and a wall of glass on every floor. We were only given one-fourth of the floor to work on at a time and had to ensure that everything met at the center when complete. Combined with wide open spaces and unforgiving lighting conditions, this made for a challenging project." Jantile's experienced field team met that challenge and delivered a beautiful finished product. ◆



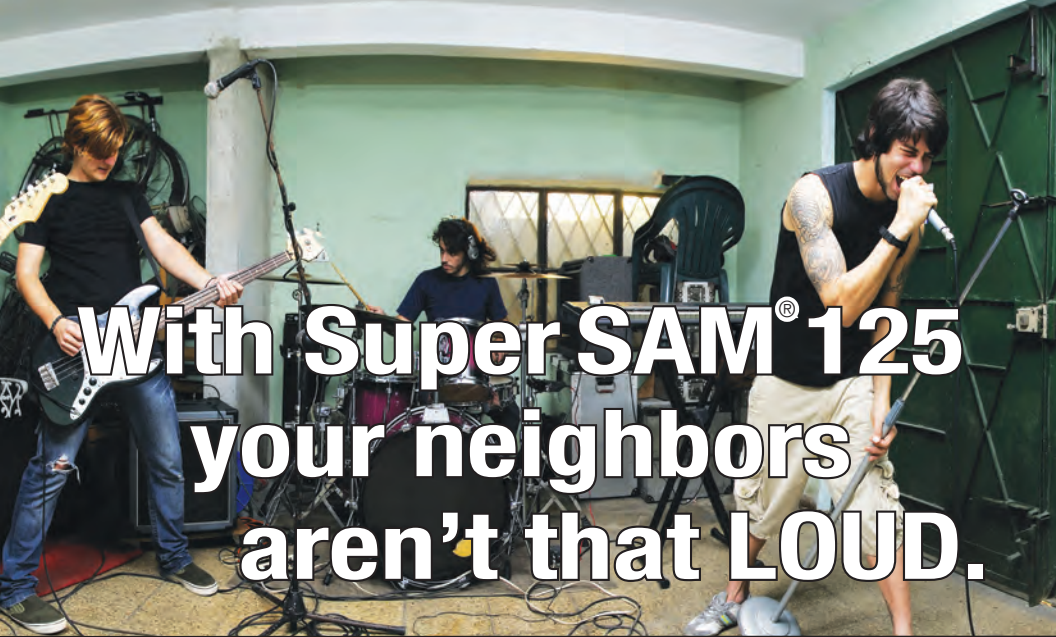
### **The Jerome L. Greene Science Center opened in Spring 2017**

*Founded in 1983 by Anthony Casola and Robert Troccoli, Jantile is an industry leader in fabrication and installation of tile and stone in the Tri-State area. Over the years, the company has gained a valuable reputation based on exceptional performance in*

*Presentation upon completion of the Center*

*both workmanship and reliability which comes its use of experienced craftsmanship and modern technology to ensure the highest quality of work. The company has the capacity to man any project, irrespective of the size. Its portfolio is continually growing, and includes several notable properties and landmarks in the New York City Metropolitan area. For more information, call **718-655-5450** or visit **jantile.com**.*

*ProSpec, LLC focuses on product presentation and recommendation to the project team – the owner, architect, designer and consultant. Other groups within the company – ProTile, Stone, Terrazzo, ProWood and ProExterior Systems – are designed to provide contractors with customer service and logistics for materials that are delivered on time and on budget. This holistic approach to architects' and builders' needs provides a much-needed and appreciated service. For more information, call **914-665-0654** or visit **prospecllc.com**.*



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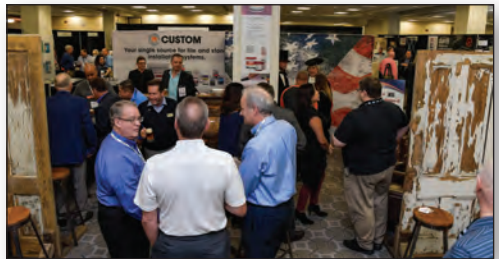


NTCA + CTDA + TCNA + TCAA

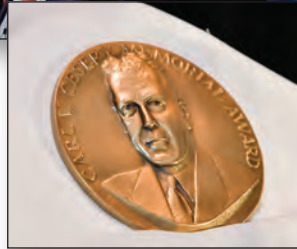


**Agenda – Construction Negotiations  
I. Contracts**

- **Know the Deal**
  - What Happens if there isn't a Contract?
  - Where is the Leverage?
  - What is the Governing Law?
- **Develop a Strategic Approach**
  - What is the biggest risk?
  - Where are your practical limitations?
  - What are your goals?
  - Is there a "win-win" pitch?
  - What is the timeline?
- **Attack the Clauses / Deal Points**
  - Bonds and other Security
  - Contract Documents & Pass Through Provisions
  - Integration & Merger Clause - Can it be used to your advantage?
  - Standards of Performance
  - Substantial Completion
  - Schedule (Start Date, Conditions, Duration, LDs, and No Damages for Delays)
  - Limitations on Recovery for Changes
  - Payment Terms (Pay-if-paid, Pay-when-paid, definition of Costs)
  - Change and EIR: What are you assuming and can you break a provision?
  - Indemnity
  - Notice to Cure
  - Back Charge Policy
  - Dispute Resolution & Attorney Fee Clauses









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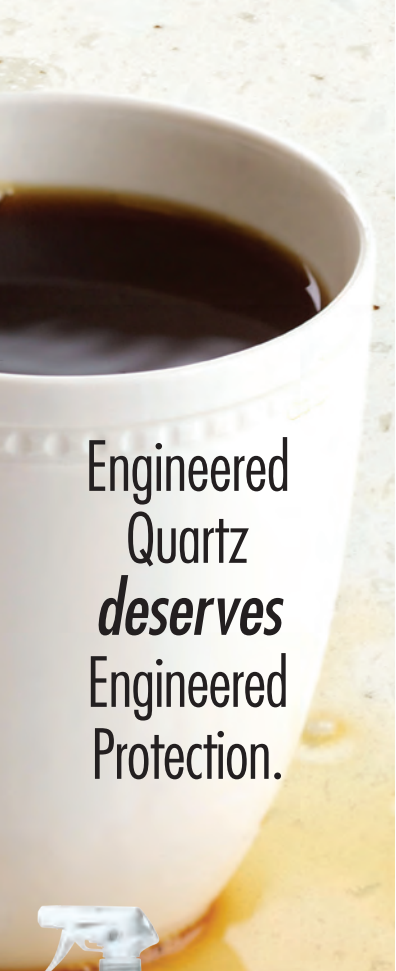
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