



Countdown to Convention

If you haven't registered yet for the TCAA 100th Anniversary Convention, there's still time. See the registration form in this newsletter or visit the TCAA website at www.tcaainc.org for more information.

Still undecided? Here are 10 reasons you should be a part of this year's convention.

10. Old Friends and Colleagues. Attending the convention offers an ideal setting to catch up with old friends and reacquaint yourself with colleagues.

9. New Friends and Colleagues. What better place to form new friendships and meet new colleagues?

8. Stay Current on the Newest Products and Services. Our trade show offers a wealth of information from companies providing the newest and best in materials, products and services.

7. Keep Ahead of the Game. Insights from top professionals on our technical panel help you to address technical challenges in your work. This year's topic

is *Challenges of Installing Ceramic Tile Over Unusual Surface Substrates*.

6. Get Educated. Information to help build your business at the IMI Contractor College.

5. Plan for the Future. Succession planning tips offered by the experts to protect your business and assets.

4. Shape the Future. Help set the course for TCAA's next 100 years by participating in formal and informal discussions with TCAA leadership.

3. Have Fun. Our Savannah location is packed with interesting sites to see. Join a tour or head out on your own to explore.

2. Brush Up on Your Game. Our golf tournament offers an ideal setting to brush up on your game in beautiful, relaxed surroundings.

1. And, finally, the Number One reason to attend this year's convention: There won't be another centennial celebration until the year 2103!

CALLING ALL CONTRACTORS

MRO Resource has just acquired the contract for maintenance and repair for the largest casual dining restaurant company in the world. With more than 1200 restaurants, the budgeted amount for maintenance and repair will be in the millions. These projects will be bid by invitation only to qualified contractors. In order to become a qualified contractor for MRO Resource, you must submit a pre-qualification package. Get the pre-qualification package at

www.mroresource.com

or by calling MRO directly at (707) 452-7370.

CUT-OFF DATE EXTENDED

Attention All Procrastinators!

The cut-off date for special discounted hotel rates at the Westin Savannah Harbor Resort has been extended to September 15. Call toll-free at (800) 937-8461 to make your reservation. Be sure to mention that you're attending the TCAA Convention to get the discounted rate!

From the President ...

Dear Ladies & Gentlemen of the TCAA;

By now you have received the convention registration information for our *95th meeting in the last 100 years*. I really hope you are seriously considering attending this most historic of all of our annual conventions. There is so much to celebrate, so many to honor, and so much to learn. By the time we let you go home, you may well need a rest!

We have promised an annual convention rich in content. By reviewing the schedule you can see that it is. We have also promised to send everyone home with more than they arrived with. Here are some of the ways in which we will deliver.

Our programs cover the spectrum from family business (or, in some cases, business family) planning and succession, to formal education courtesy of IMI, to informal information trading at our technical panel, to sharing the vision for the TCAA of the future, and more. There is a great variety of things to glean from these meetings for you and your key people.

Our recreation is famous! No one celebrates like TCAA. From the informal (undignified?) President's Reception on Saturday night, to the formal (dignified!) Dinner Dance on Sunday evening, the tours of Savannah, the golf tournament, and Dal Tile's Night on the Town, you will be entertained!

Our relationships will be strengthened. Not only with each other through our sharing of mutual experiences, but with our very important manufacturer and distributor partners. This is a fine opportunity to get to know the people who support us with service, materials, and credit.

Our future, as individuals, as businesses, and as an association, is largely determined by what we do now, who we bring with us, and what we learn from those we meet. TCAA wants very much to help. Give us your time in Savannah. We will be there to provide some of the resources you need to help you build the future you want.

I have one more promise to make. I can promise that I have enjoyed immensely the challenges of my term, working with the new staff and all the board members and leaders I have served with, the numerous fine people I have met, and the many wonderful annual meetings in great destinations I have attended. Thank you for this terrific opportunity to learn and grow. I wish for all of you the same degree of enjoyment, no matter how you are involved with TCAA.

Best regards,

Les Lippert

Second Generation TCAA President

PROFILES OF THE PAST

EXCERPTS FROM TCAA's ANNIVERSARY BOOK
"Ceramic Tile in 20th Century America"

Carl V. Cesery – TCAA's 20th President (1954-1955)

A new chapter in the history of TCAA began during the second half of the century.

We had entered the age of a boundless appetite for consumerism. The TCAA, like America, was about to transform itself and change again. During the mid to late 1950s, names like Cesery and Piersante opened the door to the modern era of this organization.

Carl V. Cesery was born in Jacksonville, Florida into a family already well known in the tile, marble and terrazzo circles. After graduating from Georgia Tech in 1931, he chose to carry on his father's flourishing operation.

Mr. Cesery eventually became president and general manager of the Jacksonville Tile Company; he also owned the Capital Tile Company of Tallahassee, Florida.

Carl Cesery was not new to executive office; for three years he served as president of the National Terrazzo and Mosaic Association, acting as director in the same organization for seven years. He was also director of TCAA's Zone 3 (the Southeast) and chaired the Sweets Catalogue committee in 1958. When the TCAA organized its trust fund on June 29, 1961; it appointed Carl V. Cesery, R. Lee

Crowner and Francis L. Galassi as trustees.

Mr. Cesery dedicated much of his personal time to the fight against cancer, on the national as well as the local level, becoming well known as a tireless worker on behalf of the American Cancer Society.

The first post-convention by the TCAA to another country was during his term. It was a cruise to Havana Cuba from Miami in 1954, during the Batista era.

Carl Cesery was acknowledged by common consent to have been the most gifted and dynamic personality to serve the ceramic tile trade during this mid-century. He had, in abundance, whatever it took to be a successful tile contractor and organizational leader. It is appropriate that the tile trade's highest award should take his name.

The award itself, consisting of a 5-inch bronze medallion, is the work of the noted American sculptor, Gilroy Roberts, who also designed the Kennedy half dollar.

Mr. Cesery was a dynamic character that revitalized both this trade and this association. Those of you who were privileged to know him have much reason to be thankful for this

great life that did so much for his trade.

"The Cesery Memorial Award, the highest honor the American ceramic tile industry can bestow, was established in memory of their departed industry leader—Carl V. Cesery 1908-1963—who throughout an active business career distinguished himself, the TCAA, and the tile industry by his dynamic efforts to keep ceramic tile before the building and construction market. A man of great force, he found time in a busy life to serve both his God and his companions."

The first Cesery Award was presented in 1964 to William M. North, president of American Olean Tile Company.

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.

*Tile Contractors' Association
of America
4 E. 113th Terrace
Kansas City, MO 64114
Toll free: (800) 655-8453
Fax: (816) 767-0194
Email: info@tcaainc.org
Website: www.tcaainc.org*

Put Your Name Into Posterity

*Celebrate!
100 Years of Ser-*

Don't miss out on this once-in-a-lifetime opportunity! Reserve your space in the TCAA 100th Anniversary Convention Commemorative Program and put your name into posterity. Perfect for advertising your business or offering your congratulations to TCAA on this milestone event. This special 100th Anniversary Commemorative Program is a guaranteed "keeper".

Deadline to reserve space is August 1

**For ad rates and specs, call the TCAA offices at
(800) 655-8453**

Miss this one you'll have to wait another 100 years!

TCAA 2003 CONVENTION

HOTEL INFORMATION

Westin Savannah Harbor Resort and Spa
2 Resort Dr.
Savannah, GA

Special TCAA Convention Rates

Standard Rooms (single/double)	\$199
Club Level	\$239
Junior Suites (1 bedroom)	\$350
Hospitality Suite (1 bedroom)	\$750

Rates quoted do not include applicable sales and local taxes and a \$10 per day resort service fee.

Call for reservations: (800) 937-8461
Cut-Off Date is September 15, 2003

Be sure to state that you are attending the TCAA convention to get the special room rates.

GETTING TO SAVANNAH

By Car

From I-95, exist onto I-16 East. From Hilton Head Island, take U.S. 278 to S.C. 170 to U.S. 17A. From Beaufort, SC, take S.C. 70 to U.S. 17A. From Charleston, SC, take U.S. 17 to U.S. 17A. From Jacksonville, FL, take I-95 to I-16 East.

By Air

Savannah International Airport is served by AirTran, American Eagle, Atlantic Southeast Airlines, COMAIR-Delta Connection, Continental Express, Delta Airlines, Northwest Airlines, United Express, US Airways and US Airways Express. Car rental, shuttle service and tax service are available at the terminal.

2003 TCAA CONVENTION SPONSORS

Custom Building Products
Dal-Tile Company
International Masonry Institute
International Union of Bricklayers and Allied Crafts
Laticrete International, Inc.
National Applied Construction Products, Inc.
TEC
The Noble Company

SCHEDULE AT-A-GLANCE

Saturday October 18

12:00 pm-4:00 pm	Board Meeting
6:00 pm-8:00 pm	President's Reception

Sunday October 19

8:00 am-5:00 pm	Registration
8:00 am-3:00 pm	Exhibitor Set-up
12:00 pm-5:00 pm	Historic District Tour
6:30 pm-7:30 pm	Reception in Exhibit Hall
7:30 pm-10:00 pm	Dinner Dance <i>Scholarship Awards/Recognition of Past Presidents</i>

Monday October 20

7:30 am-5:00 pm	Registration
7:30 am-9:00 am	Breakfast in Exhibit Hall
9:00 am-11:00 am	Technical Panel
12:00 pm-5:00 pm	Low Country Boat Tour
1:00 pm-6:00 pm	Golf Tournament <i>The Club at Westin Savannah Resort</i>
7:00 pm-9:00 pm	Daltile Nite "

Tuesday October 21

7:30 am-9:00 am	Breakfast in Exhibit Hall
9:00 am-11:30 am	Contractors Annual Meeting
11:30 am-1:15 pm	Cesery Luncheon
1:30 pm-2:45 pm	Strategic Plan Presentation
2:45 pm-3:30 pm	Theme Break in Exhibit Hall
3:30 pm-4:45 pm	Successful Succession Planning <i>(Leon and Terrence Resnick)</i>

Free Night

Wednesday October 22

7:30 am-9:00 am	Breakfast in Exhibit Hall
7:30 am-9:00 am	Board Meeting
9:00 am-4:20 pm	IMI's Contractor College
9:00 am-5:00 pm	Low Country Land Tour
7:00 pm-9:00 pm	Closing Reception

Contractor College Schedule

Sponsored by IMI

7:30 am	Continental Breakfast
8:00-9:50	HR 200 - Leadership & Motivation
9:50-10:00	Morning Break
10:00-11:50	FM 200 Financial Management - Change Orders and Project Records
12:00-1:00 pm	Lunch and Contractors Study Session
1:00-2:50	TE 820 Technical Issues - Tile & Grout
2:50-3:00	Afternoon Break
3:00-4:50	PM 100 Intro to Project Management

**TCAA 2003 CONVENTION
REGISTRATION**

Name _____
 Name to Appear on Badge _____
 Company _____
 Address _____
 City/State/Zip _____
 Phone (____) _____ Fax (____) _____
 Email _____@_____

of TCAA Conventions Attended _____

I am a First Time Convention Attendee

SPOUSES AND GUESTS

(complete if purchasing full registration for each)

Spouse/Guest Name _____

SPECIAL NEEDS

Indicate any special access or dietary needs

For Myself My Spouse/Guest

PAYMENT

Total Amount of Payment \$ _____

Checks payable to TCAA

Credit Card (circle one): **MasterCard** **Visa**

Credit card # _____

Expiration date _____

Name as it appears on card _____

Billing Address _____

Signature _____

Mail Registration Form and Payment to:

Tile Contractors' Association of America
 4 E. 113th Terr.
 Kansas City, MO 64114

Phone: (800) 655-8453 / Fax: (816) 767-0194
 Email: info@tcaa.org

REGISTRATION FEES

FULL CONVENTION REGISTRATION

(Includes all Business Sessions, Seminars, Dinner Dance, Cesery Luncheon, Breakfasts, Dal-Tile Nite and Closing Reception)

		Total Fees
REGISTRATION		
TCAA Members	_____ x \$400	\$ _____
Spouse/Guest	_____ x \$350	\$ _____
Function Only Badge	_____ x \$ 50	\$ _____
<i>(Available only to children under 18 with 1 full registration)</i>		
Non-Members	_____ x \$600	\$ _____
Spouse/Guest	_____ x \$550	\$ _____
Function Only Badge	_____ x \$100	\$ _____
<i>(Available only to children under 18 with 1 full registration)</i>		

EXHIBIT FEES

Tabletop Exhibit *(One 6-ft draped table)*

Members	_____ x \$100	\$ _____
Non-Members	_____ x \$300	\$ _____

Exhibit Booth *(8 x 10 booth with one 6-ft table)*

Members	_____ x \$300	\$ _____
Non-Members	_____ x \$600	\$ _____

ADDITIONAL EXHIBITORS *(Must be accompanied by one full registration and purchase of tabletop or exhibit booth space)*

Members	_____ x \$350	\$ _____
Non-Members	_____ x \$550	\$ _____

GOLF *(not included in full registration)*

Members	_____ x \$135	\$ _____
Non-Members	_____ x \$160	\$ _____

TOTAL REGISTRATION AND EXHIBIT FEES ENCLOSED

\$ _____

ENROLL ME IN IMI CONTRACTOR COLLEGE
 (Wed. Oct. 22) - No charge for signatory contractors

For Office use Only

Date Received: _____ Check # _____

Amount Received: _____