



9300 CONTRACTOR

From the President ...



Ladies and Gentlemen,

Summer is fast approaching and I hope you have been able to set aside some time for a summer vacation with your family or friends. While you are checking dates for your summer vacation, be sure you mark September 30 – October 4 on your calendar for our convention this fall in San Francisco. If you've never been to northern California before, you will want to make it a priority to extend your visit to enjoy all this beautiful region has to offer.

In keeping with messages from past TCAA presidents, I would like to take this opportunity to update you on some new programs that the TCAA board has been working on which will help in bringing added value to our association's membership.

The TCAA Scholarship Fund, now in its 6th year, recognizes young scholars (enrolled in a two or four year accredited college or university) with a total of \$6,000.00 in scholarships based solely on their excellence. The awardees are architectural students and TCAA contractor family members, selected by the TCAA Scholarship Committee. You can find additional information at the TCAA website: www.tcaainc.org.

The program has not been without administrative challenges, but Les Lippert and the staff have been excellent in monitoring the changes. For those associations and private contributors, please remember this fund has significant meaning to those students receiving these scholarships. If you are interested in contributing to this fund, please contact the TCAA office for details or any questions you may have.

Continued on page 2

News from BAC and IMI

International Masonry Institute

IMI Training News

By this time next year, BAC and IMI will be celebrating a tangible symbol of their unique position in the construction market as a leader in both craft training and market development, with the opening of the BAC/IMI National Training Center in Maryland.

The new campus, with a 61,000 sq. ft. training center and 46,000 sq. ft. dormitory/office building, is located between Washington, D.C. and Baltimore, offering greater travel convenience and higher national visibility.

It will also offer a rich menu of programs for all levels of craftworker, plus educational and research programs that benefit designers and owners as well. The overall result will be more services for BAC members and contractors, and a stronger position against competing materials and the non-union sector.

The flagship campus now under construction also symbolizes BAC's commitment to growing the union tile industry. "We find that the best way to bring in new members is through training," says President John J. Flynn. The center will reinforce local training efforts, with broader and deeper craft training programs offered throughout the year, plus trainer assistance.

In tile, IMI offers a 12-week pre-job program for tile setting and finishing that covers traditional cement (mud) methods and contemporary applications, plus a specialized tile layout course.

Continued on page 2

News from BAC and IMI

Along with peerless training, the campus will showcase all of IMI's distinctive programs, such as pre-job and advanced training, curriculum development, new product testing, certifications, education, and industry outreach. In tile, for example, the center exposes BAC members to the latest products and methods. Consolidating these programs on one campus allows for expansion as needed to reach greater audiences.

Other training news this year includes implementation of the IMI Apprenticeship & Training Management System, which helps BAC locals track the training status of members - from apprenticeship to retirement. Designed to provide complete member training histories, including safety, upgrade, cross-craft, specialty training and all certifications, the database helps BAC identify and meet local manpower needs. Last summer, BAC and IMI instructors attending IMI's Instructor Certification Program received hands-on training in the database. Since then, IMI has been working with local unions to ensure smooth deployment.

For details, go to http://www.imiweb.org/bac_members/at/at_programs.htm

GOLF INFORMATION!

THIS YEAR THERE WILL BE NO OFFICIAL GOLF TOURNAMENT AT CONVENTION. HOWEVER, AN INFORMAL GOLF OUTING WILL BE AVAILABLE ON TUESDAY AFTERNOON (OCTOBER 3) FOR THOSE INTERESTED.

IF YOU WISH TO PLAY GOLF ON TUESDAY AFTERNOON, PLEASE CONTACT AL GRAZZINI AT (651) 452-2700 OR E-MAIL HIM AT: AGRAZZNI@GRAZZINI.COM



President's Message

Continued from page 1

For the past two years, Past President Vinny DeLazzerro has worked hard on the Trowel Excellence contractor certification. The Trowel certification program will work hand in hand with Architects, project owners and managers, and most importantly, IUBAC signatory TCAA members. The program's envisioned goal is to provide TCAA membership added value. You may have asked yourself, "Does my company need to be TCAA Trowel Certified?" If you bid and are awarded projects that require subcontractor qualifications the answer is yes! You should have the necessary Trowel certification paper work at hand, but if you have any question on certification, please contact the TCAA office.

In February the Detroit Ceramic Tile Contractors Association celebrated its Annual Sweetheart Ball. Over 200 tile contractors, suppliers, and union affiliates enjoyed this festive event. During the evening, a 50/50 raffle drawing was held for the TCAA Scholarship which was a huge success. Thank you Detroit!

Best regards,

Michael Maiuri
TCAA President

TCAA 2006 CONVENTION REGISTRATION INFORMATION AND FORMS ARE AVAILABLE ON THIS WEBSITE. CLICK ON REGISTRATION FORMS ON THE LEFT SIDE OF THE HOME PAGE FOR INFORMATION ON REGISTRATION, SPONSORSHIPS AND ADVERTISING .

9300 Contractor is a quarterly publication of 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 \$800 (payable in quarterly installments of \$200), \$75 for retired suppliers, and \$25 for retired contractors.

*Tile Contractors' Association of America, Inc.
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*

TROWEL OF EXCELLENCE UPDATE

I hope you are all happy, healthy and have had a very prosperous and mild winter. Although I am immediate past president and soon to become, as Les Lippert saliently pointed out "Passé President", I am still very involved in TCAA. My passion continues to be "Trowel of Excellence". As chair of that committee, I will report to you about our progress. I have always maintained that if we can convince the consumer that TCAA certified "Trowel of Excellence" companies are special and more qualified than those companies which are held to no standard, those who are certified will be very successful.

On April 4th I addressed a group at the "Coverings" show in Orlando. The theme was "How to Be a Successful Company" and my emphasis to achieve success was the "Trowel of Excellence" program. I stated that our industry has no way of telling the "good contractors from the bad". Doctors, lawyers and teachers all have certifications through their degrees. It is about time for our industry to have the same. The consumer should be able to make an educated choice for their important projects based on high standards such as required by the "Trowel of Excellence" program. In my speech I used words such as Respect, Experience and Reputation. One example I used was "Tiger Woods". He has all of the above qualities and as a contractor one would only need to bid a project if they had a "Tiger Woods" like reputation and be handed the job. It is what the "Trowel of Excellence" program is all about. It is a vehicle by which Architects, Owners and General Contractors will be able to recognize "Trowel of Excellence" certified tile contractors as the best in the world!

My program was well received at "Coverings" and I got a lot of positive feed back. I hope you all have a wonderful summer. Don't get sun-burned or play too much golf. Until next time...

Vincent P. DeLazzero
2nd Generation Past President

AQUA MIX TECHNICAL TIDBITS

By Mike Magallanes, Director of Technical Services, AQUA MIX INC.

I have been asked to discuss pre-grouting options for textured ceramic and porcelain tile surfaces and the appropriate products that should be used. Using a pre-grouting system such as a grout release or a pre-seal can often make the grouting process quicker and easier, allowing for faster clean up. The following Technical Tidbit is the standard recommendation for pre-grouting or the use of Aqua Mix finishes for pre-sealing on textured ceramic and porcelain tile installations.

Pre-grouting using a topical coating or sealer:

Sometimes when grouting a ceramic or porcelain tile, it is best to apply a topical sealer or coating to that tile to eliminate the possibility of having grout residue adhering to the surface. This is a generally accepted practice on textured ceramic and porcelain tiles (tiles that are rough to the touch, pitted or clefted). One product in particular that is commonly used in this manner is Aqua Mix Floor Shine & Hardener.

Using a sponge mop, apply an even coat over the non-grouted surface. Make sure to avoid puddling or flooding the grout joints. One coat should be sufficient, but if 2 coats are desired, allow 1 hour between coats.

Allow the Floor Shine & Hardener to dry a minimum of 2 hours, and then grout the floor using the grout manufacturer's recommendations for grouting and clean up. 48 hours after grouting, remove the Floor Shine & Hardener using Heavy Duty Tile & Grout Cleaner or Sealer & Coating Stripper per the label recommendations.

Other surfaces that can be pre-sealed in this manner with Floor Shine and Hardener are: Adoquin; Brick; Quarry Tile; Saltillo, Sandstone; Shellstone and Slate. This method can also be used with Aqua Mix High Gloss Sealer and Seal & Finish Low Sheen.

For more information on these Aqua Mix products or any Aqua Mix product, contact us at 877-278-2311 or visit our website at www.aquamix.com. You can also email questions and comments to tech@aquamix.net.

TCAA CONVENTION PROGRAM

SATURDAY SEPTEMBER 30

9:00 am-3:00 pm Board of Directors Meeting
5:30 pm-7:00 pm Registration
6:00 pm-7:00 pm President's Reception

SUNDAY OCTOBER 1

8:00 am-10:00 am Registration
10:00 am-4:00 pm Viansa Winery Tour,
Tasting & Lunch
Sponsored by Laticrete International
4:00 pm-6:00 pm Registration

MONDAY OCTOBER 3

7:30 am-2:00 pm Registration
7:30 am-8:30 am Plated Breakfast
8:30 am-9:30 am "Meet the Suppliers"
9:30 am-12:00 pm Contractor College I
12:00 am-1:30 pm Awards Luncheon
*Project of the Year Presentations
2006 Scholarship
Sponsored by Custom Building Products*
2:00 pm-3:30 pm Contractor's Business Meeting
3:30 pm-6:30 pm Free Time
6:30 pm-9:30 pm Dal-Tile Nite on the Wharf
Sponsored by Daltile Corp.

TUESDAY OCTOBER 3

7:30 am-1:00 pm Registration
7:30 am- 8:30 am Plated Breakfast
8:30 am-9:30 am Patty Fasan Keynote Address
Sponsored by Tile of Spain
9:30 am-1:00 pm Learning Exchange
2:30 pm-4:30 pm Marina District Historic
Tile Walking Tour

WEDNESDAY OCTOBER 4

7:30 am-8:30 am Plated Breakfast
8:30 am-11:30 am Contractor College II
11:45 am-12:15 pm Supplier Council Meeting
11:30 am-1:30 pm Lunch on Own
11:30 am-1:00 pm Board of Director's Meeting
1:30 pm-4:30 pm ANSI 108 and
TCNA Handbook Update
7:00 pm-7:30 pm Pre-Dinner Cocktails
7:30 pm-9:30 pm Dinner and Award Presentations
*Sponsored by IMI and IUBAC
2005 Lifetime Achievement Award
Trowel of Excellence Presentations*
9:30 pm-11:00 pm Dance

TOURS

Sunday, October 1

Viansa Winery Tour, Tasting & Lunch
Sponsored by Laticrete International

Depart the Hyatt at 10:00 am for a 60-minute motorcoach drive through the spectacular Sonoma Valley. On your arrival at Viansa Winery, enjoy a guided tour and vintage wine tasting. A picnic lunch on the Viansa Hilltop provides a delicious repast in a delightful outdoor setting with glorious panoramic views of the vineyards. After lunch, enjoy time to shop, taste and wander. Arrive back at the Hyatt by 4:00 pm.

Tuesday October 3

Marina District Historic Tile Walking Tour

Join Joe Taylor and Sheila Menzies, directors of Tile Heritage Foundation, in this special walking tour of San Francisco's historic Marina District. This residential neighborhood occupies the site of the 1915 Panama-Pacific Worlds Fair and features a multitude of colorful tile installations dating from the 1920s.

These tours are included in your registration fee but reservations are required. Those not making advance reservations for the tours will be accommodated only as space permits.

HOTEL INFORMATION

Hyatt at Fisherman's Wharf
555 North Point Street
San Francisco, CA 94133 USA

For reservations, call: 1-888-421-1442
1-415-563-1234

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

SPECIAL TCAA CONVENTION RATES

Single Occupancy:	\$185.00
Double Occupancy:	\$185.00
Triple Occupancy:	\$210.00
Quadruple Occupancy:	\$235.00

(Rates quoted do not include applicable sales and local taxes.)

**The cut off date for discounted room rates is
September 8, 2006.**

Special Offer for TCAA Members

Ceramic Tile Care Maintenance Instruction Sheets

Ceramic Tile Care Maintenance instruction sheets are available, **free of charge, to all members of TCAA.** If you would like to receive instruction sheets to pass on to your customers, please contact the TCAA office at 800-655-TILE (8453) or email your request to TCAA at: info@tcaainc.org.

TCAA Member News

John and Doris Sekora of Artisan Tile & Marble Co. of N.J., Inc. were featured on the hit radio show, "From Success to Significance," hosted by Sal Salvo on WMTR-AM radio, June 11, 2005. Located in Morristown, New Jersey, the station is enjoyed by over 90,000 listeners. The interview was part of a weekly radio program which interviews successful leaders of corporate America about their transition to significance, how they became successful and what barriers or hardships they overcame along their journey. The show focuses not only on how each individual became successful, but who their company is and what it does, and how each is working hard to make a difference in their community. Doris and John were the first 'couple' ever interviewed on the program.

The interview was recently made available online. You can hear it on the station's website at:
http://www.success2significance.com/s2s_guests_lo.htm