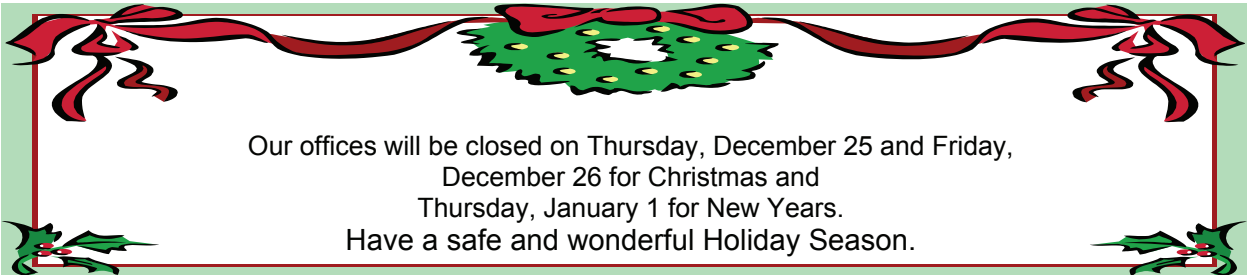




**VOLUME 29** **NO. 8** **December, 2008**



**New Hours of Operation  
Effective Monday December 1**

<u>Showroom</u>		<u>Customer Service &amp; Warehouse</u>		<u>Hanover Outlet</u>	
Mon	8am - 4pm	Mon	7am - 4pm	Mon	9am - 3pm
Tues	10am - 8pm	Tues	7am - 4pm	Tues	9am - 3pm
Wed	8am - 4pm	Wed	7am - 4pm	Wed	9am - 3pm
Thurs	10am - 8pm	Thurs	7am - 4pm	Thurs	9am - 3pm
Fri	8am - 4pm	Fri	7am - 4pm	Fri	9am - 3pm
Sat	9am - 2pm				

**Delivery Fee**

Effective December 1, 2008, our delivery fee will increase from \$25.00 to \$39.00.

**Thank You to Our Customers**

We would like to thank all of our customers who attended Tile Concepts 2008 in Gettysburg, PA. You helped make it one of our most successful shows ever and contributed to a very favorable response from our suppliers that were in attendance. We hope you found the show to be rewarding from a variety of perspectives.

**Nuheat News**

Nuheat In-Floor heating cable system is now in stock in the 120V kits. If your preference is cable or you cannot wait for a custom mat turnaround, then this cable systems will work for you.

**Price List Effective Date**

The price lists included in this month's TrailBlazer will go into effect on December 15, 2008.

**Enclosures - Price Lists**

**American Olean** - For our Harrisburg-based customers, the price list reflects increases on certain products along with the introduction of several new products.

**Dolce Vita** - One of our most popular suppliers from Italy, we are in the process of introducing the newest product called Rigoletto. A traditional cross-cut travertine look with a Tuscan flair, Rigoletto has been accessorized with a complete package of wall, floor, listellos and decorative inserts.

**Edilgres** - Canyon and Tibet continue to be two of our most successful products. Edilgres continues to be one of the few suppliers in Italy that are continually looking to produce products for the US market.

**Fin-Pan** - We have incorporated Preformed Components (niches, curbs, shower pans) and Utilicrete price pages and put them together with the other products manufactured by Fin-Pan. Please discard both the Preformed Components and Utilicrete price lists from your current book. In addition, you will see that EZ Backer foam board has been renamed (ProPanel) and the pricing has been reduced considerably. If you are looking for a backerboard that provides waterproofing for wet-area wall applications, look no further than ProPanel available by the 3' x 5' sheet or full pallet (40 sheets) quantity.

**Florida Tile** - this latest version reflects a small price increase along with the introduction of a number of new products that will be introduced in the first quarter of 2009. In addition, Pietra Art Travertine 18" x 18" are now available by the carton, glass mosaic pricing has been reduced and Topeka floor has been changed to a porcelain body.

**Imola** - Be on the lookout for our latest introduction from Imola right after the first of the year. Rochelle is a semi-polished glazed porcelain suitable for a variety of applications and brings the right touch of elegance to any project. Etnea and Julia continue to provide value with an appealing look at the right price point.

**Metropolitan** - After a number of years without introducing a price increase, they were left with no other choice than to bump up pricing. However, in the quarry tile market, they continue to remain very competitive and still have many national accounts that select Metropolitan as their quarry tile of choice.

**Pastorelli** - Their newest product introduction is called Himalaya and for those of you who remember the wildly successful Tecnostone, you will see some similarities with both. Himalaya can be used in all commercial, residential and exterior applications. The versatile product offers a number of sizes and decorative elements that will contribute to the appeal of the line.

**Seneca** - One of the few remaining truly hand-crafted products made in America, this long time Ohio-based manufacturer continues to provide looks that cannot be replicated with today's automated processes.

**Villi** - This new supplier of glass products has already made an impact with our commercial department and we are now preparing to integrate them into our showrooms.

**Discontinued**

**American Olean**

- Amiata - Wall Only
- Artistic Elements - Stoneworks
  - 1" x 1" Glass Dots
  - Accents Renaissance 3-1/2" x 12"
  - Medieval 4" x 12"
  - Nouveaux 3-1/2" x 12"
  - Classico 2" x 12"
  - Rococo 3" x 11"
- Avila - Floor and Wall Color AV32 Gris
- Baycliff - Entire Series
- Bijou De Verre - Entire Series
- Designer Elegance
  - Dots 2" x 2"
    - DE30 Autumn Leaf
    - DE71 Sandblasted
  - Classique Diamond Weave 2" x 10"
    - DE12 Almond
    - DE25 Ice White
  - Etruscan Border 2" x 12"
    - DE42 Bianco
    - DE43 Giallo
  - Caspian 1" x 10"
    - DE45 Beige Accent
  - Majestic 1" x 4"
    - DE67 Civetta Shelf Rail Corner
  - Opalescence 2" x 2" Glass Dots -
    - DE72 Turquoise
    - DE73 Lapis
- Pietra Di Sierre - All Colors of following sizes
  - Field - 4" x 4", 4" x 8", 8" x 8",
  - Chair Rail - 2" x 4"
  - Chair Rail Corner - 2" x 2"
  - S4449 Bullnose - 4" x 4"
  - SCRL4449 Bullnose Corner - 4" x 4"
  - A104 Quarter Round - 1" x 4"
  - UC104 Quarter Round Outcorner 1" x 1"
- San Ruffino - Entire Series
- Terra Paver Color W66 Evening Shadow

**Florida**

- Abilene - Entire Series
- Basalto - Entire Series
- Cheyenne - Entire Series
- Frontier - Entire Series
- Pietra Art Limestone - Color Alexandria Beige
  - Sizes 12" x 12", 18" x 18" and 24" x 24"
- Playful - Entire Series
- Reno - Entire Series
- Tivoli - Entire Series

**Laufen**

- Bright & Matte Glaze - Entire Series
- Minerva - Entire Series
- Odeon - Entire Series
- Odessa - Entire Series
- Tacoma - Entire Series

**Seneca**

- Handmold/Seneca Blends "Harvest" blend