

# **The Path Forward: The Future of Commercial Tile Contracting**

## **Trends, Opportunities, Concerns, Preparedness**

# Today's Panel:



- Moderator: **James Woelfel**  
Principal, J.G. Woelfel & Associates, Tile and Stone Consultants  
President, Artcraft Granite, Marble and Tile Company
- Panelist: **Rod Owen, Jr.**  
President & CEO, CC Owen Tile Co., Inc.
- Panelist: **Martin Howard**  
Exec. V.P. - Operations, Tile, Stone and Pre-Construction, David Allen Company
- Panelist: **Nick Rusche**  
President, T.H. Winston Company, Inc.
- Panelist: **Greg Grazzini**  
President, Grazzini Brothers & Company

# The Issues:

- Qualified Labor
- Labor Only Contracts and One Stop Flooring
- Risk Flow to Tile Contractor
- Tile Manufacturing & Distribution Problems
- Modular or Industrialized Construction
- Technology



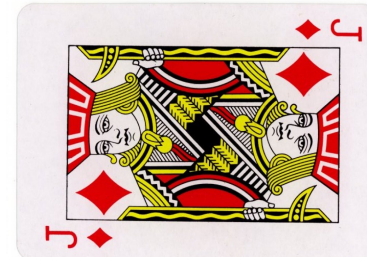
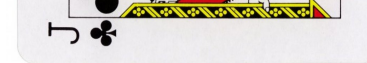
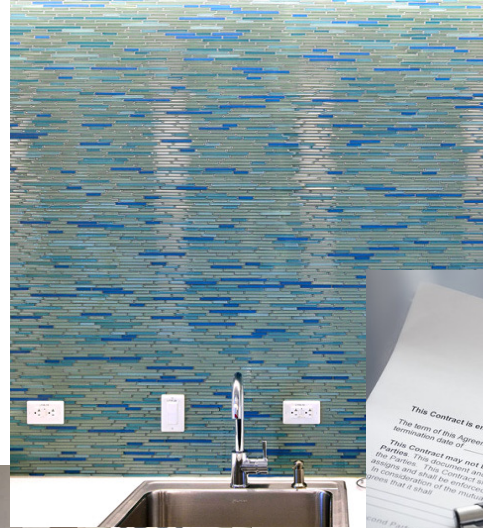


# Issue: Qualified Labor



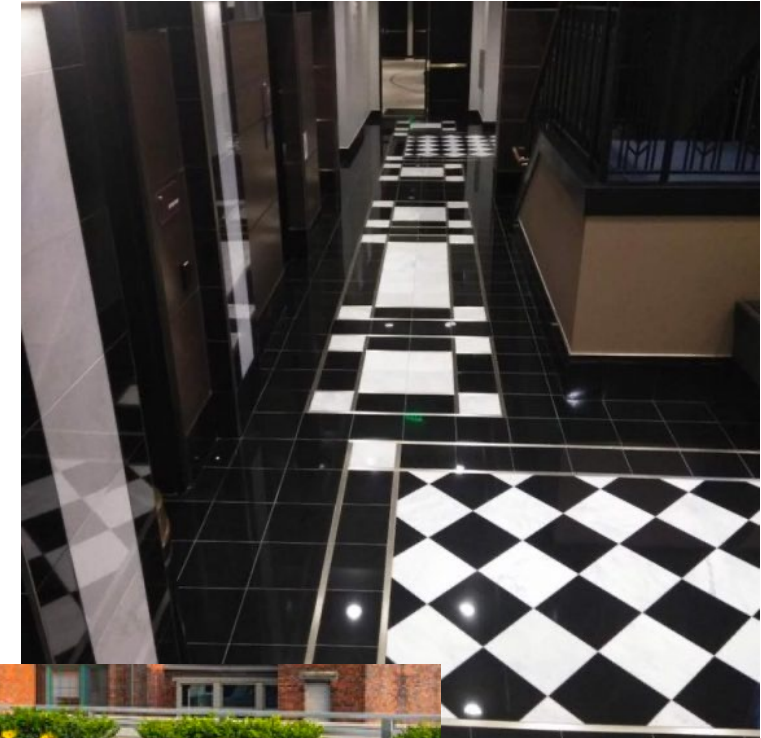


# Issue: Labor Only Contracts and One Stop Flooring





# Issue: Risk Flow to Tile Contractor

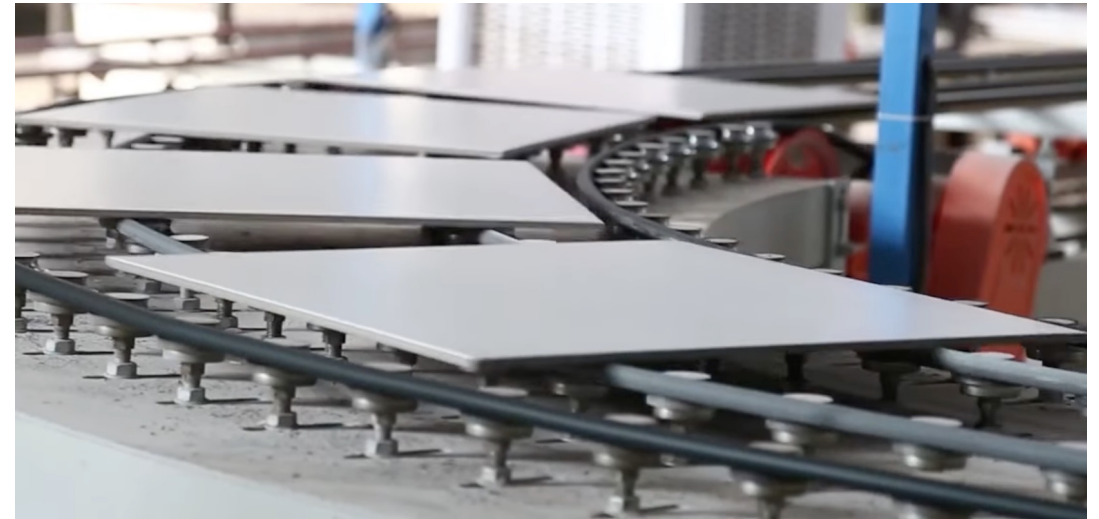
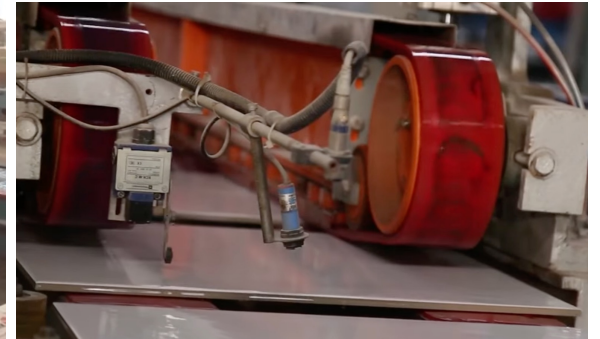


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# Issue: Tile Manufacturing & Distribution Problems



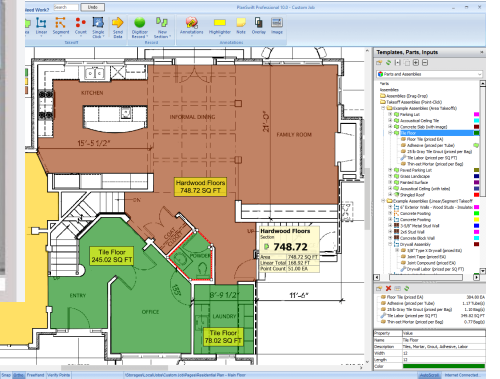
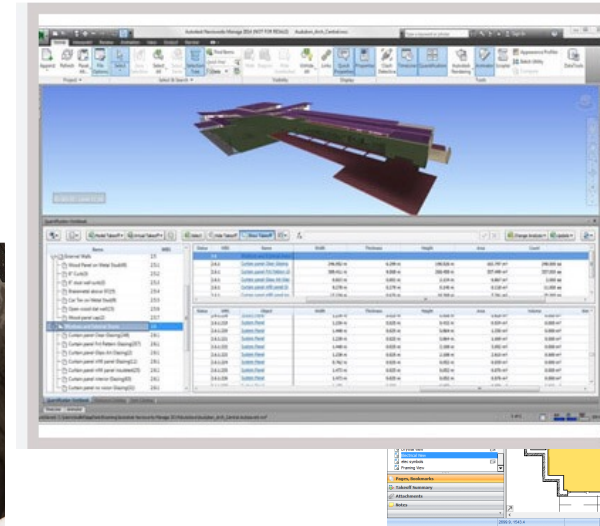


# Issue: Modular or Industrialized Construction

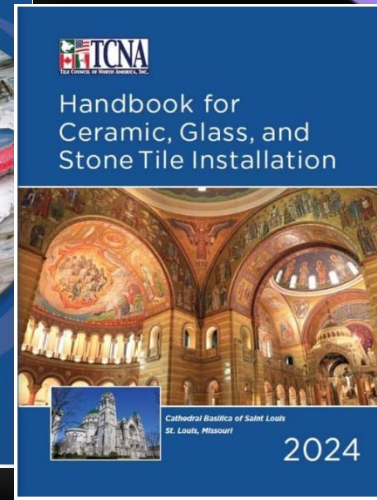
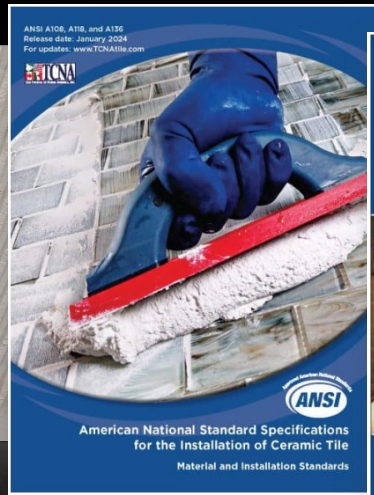




# Issue: Technology







# POSITIVE TRENDS





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# Thank You!

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