

SUMMER/FALL 2022



Raising the floor on relationships,
standards and profitability

THE FAN REPORT

2
President's Message - Chad Ballard

3
Annual Golf Tournament

7
Member Spotlight –
T & A Supply

9
T & A Supply
Employee Spotlights

13
What's New

15
Reasons to Belong to FAN



MESSAGE FROM YOUR PRESIDENT

Fan Members,

What a year we've had so far! We were able to see new products along with seeing industry connections for the first time post-covid at the Market Expo, hang out at member hosted happy hour events, and we just completed our FAN Golf Tournament that was sold out once again. It has been great to see everyone out in the field and at FAN events.

With just over 5 months remaining in FY 2022 what is on the horizon for FAN and the flooring industry? We are in the planning stages of our next dinner meeting (more details to come on that) and we have a couple of Happy Hour events scheduled as well. For the industry, we are seeing some relief in regard to in stock positions and freight/logistical costs. New Home sales were down 2.9% while existing home sales were up 6.5%. Consumer confidence continues to decline and currently trending down 15%. These economic indicators tend to mirror what the industry is seeing in our dealer showrooms and builder accounts. The commercial segment is still recovering from the labor strike that halted commercial projects earlier this year, the general consensus here is that business was not lost but only moved from Q3/Q4 of 2022 to Q1/Q2 of 2023.

Are you interested in growing your network and becoming more involved in the Flooring Industry? FAN will have a couple of board vacancies for 2023 that we are needing to fill. For more information, please reach out to myself or Shelley at info@flooringassociation.org.

Thank you all for the continued support, I look forward to the next few months as the industry continues to evolve and strengthen!

Chad Ballard

Flooring Association Northwest President



By Chad Ballard
2022 President

2022 Board of Directors



President
Chad Ballard
Director of Commercial and
Architectural Design Sales
Surface Art
ChadB@surfaceartinc.com



Vice President
Teresa Legler
Inside Sales Manager
Accents & Interiors
teresa@accents-interiors.com



Treasurer
Katie Escobar
Interior Designer
Wholesale Flooring Services
katie@wfs-llc.com



Director
Justin Glielski
Business Analyst and
Software Developer
Signature Interiors & Design
Justin@signatureint.net



Director
Maxwell Larkin
Seattle Territory Manager
Wanke Cascade
maxwell.larkin@wanke.com



Director
Regan Miyamura
President
Greater Seattle Floors
reganm@gsfloors.com



Director
Ted Mulroni
Account Manager
T & A Supply
tedm@tasupply.com



Director
Josh Stuart
Innovation Manager
CR Floors & Interiors
jstuart@crfloorsinc.com



Director
Holiday Van Erem
Product Manager
T&A Supply Company, Inc.
holidayv@tasupply.com

FAN 54th Annual Golf Tournament is in the History Books...



Congratulations to All of the Winners!

Tournament Placements – Teams

First Place – Shaw Industries 5

Second Place – Metropolitan Floors

Third Place – Schluter Systems

Horserace Champions

Jacob Ovalle & Justin Wood

Continued on next page

Fun on the Fairways



Continued on next page

Golf Cart Art



Continued on next page

Thank you to our Golf Sponsor Partners



T & A Supply Company, Inc.



Employee Names & Titles:

President - Mark Strecker

VP Corporate Accounts - Owen Strecker Jr

Director of Sales - Danny Camp

National Business Development Director - Scott Kitchens

Corporate Marketing Strategist - Holiday Van Erem



Year Formed: 1957

Number of Employees: over 200

Company Philosophy: Founded with the desire to invent new and better flooring products, T&A Supply Company is consistently recognized as the most innovative and dedicated in the flooring industry – we never stop pushing the industry forward. T&A Supply Company is a family-owned and operated wholesale distributor that has been serving the Pacific Northwest since 1960. Today, our robust distribution network spans across the Pacific Northwest with over 410,000 square feet of warehouse space and 18 branches across Washington, Oregon, Idaho, Montana, Alaska & Hawaii. Our focus has always been to provide quality products & innovative flooring solutions. We proudly serve the residential, commercial, design and installation communities. <https://www.tasupply.com/>

TAS Contract, a division of T&A Supply

Professional, dedicated and invested in your success. Our TAS Contract representatives are top-notch experts in commercial flooring, with over 50 years of combined experience providing flooring solutions and making connections. We are based in the Pacific Northwest, but our expertise and flooring options are available across the United States. We've been a partner on thousands of projects and learned a lot from our customers over the years. We use our expertise to do more than sell you a floor. We want to deliver a product, and an experience, that will stand the test of time. <https://tascontract.com/>

TAS Flooring, a flooring brand by T&A Supply

Continued on next page

TAS Flooring combines innovation with best-in-class service to deliver the widest variety and quality of flooring products for every application and price point. Since 2006, we've partnered with leading manufacturers to create custom products for a wide range of projects. Since then, TAS Flooring has grown into a trusted partner that distributes the best in beautiful flooring varieties in all the latest trends. Every selection is meticulously crafted using the latest industry state-of-the-art technology and made from the highest quality and most durable materials. Our commitment to providing every customer the greatest service and overall experience means we offer you the ability to select the products you want, when you want them. From large scale commercial projects to residential renovations, TAS Flooring transforms your ideas from vision to reality. TAS Flooring's standards are the highest and we're passionate about helping everyone find innovative and affordable flooring solutions that stand up to the most active spaces. <https://www.tasflooring.com/>



What's Happening at T & A Supply Company, Inc.?



T&A Supply's News & Blog

Some might say that sheet vinyl is a thing of the past, losing foothold to new technologies in other flooring categories. While we do love all our flooring types, we say bah humbug to the naysayers!

There is still a place for sheet vinyl in the market place- It's not just for grandma's house anymore! Here are 5 reasons to consider sheet vinyl as a great option!

Sheet vinyl is the original waterproof flooring

When you expect the floor to stand up to frequent spills, seamless sheet vinyl is the perfect solution to rely on. Bathrooms, laundry rooms, mud rooms, and kitchens are the perfect application for sheet vinyl because it won't be affected by the spills and drips that commonly happen there. [Read more here, on T&A Supply's Industry News & Blog...](#)



"What The Floor"

A Podcast For The Flooring Industry

Tune in at the end of each month as we explore the hot topics of the flooring industry with a little humor and a new set of eyes.

Our hosts Holiday Van Erem and Michael Goria will explore topics that are important to the industry that don't always get the attention or explanation they deserve. They are going to shake things up, promote the many great products we carry, share industry knowledge, and have some fun doing it.

Danny Camp, Director of Sales

How did you get started in the industry?

I moved to the Seattle area after college to search for work. At the time, my dad was in the flooring industry in Florida. He mentioned that Shaw Industries had a distribution center in Kent and suggested I contact them. They were expanding their sales team and had a couple of openings. I was hired as a Territory Manager in the north.

What would you do if you were not in the flooring industry?

Coaching basketball. I love the competition, developing strategy and leading a team.

What do you like best about the flooring industry?

We are an industry of entrepreneurs- people who are risk-takers trying to carve out their American Dream.

What gives you the greatest job satisfaction?

I like this quote from football coach Herm Edwards: "You play to win the game." Helping our company do the right things to be the best supplier we can be. If we do the right things, we will win. We want to win.

What do you do to relax?

Hiking is a passion. Experiencing all the natural beauty of this world on trails walking up mountains, through forests and to lakes- there is nothing better.

What advice do you have for someone getting started in the flooring industry?

It is a great industry with wonderful people. Treat people the way you want to be treated. Do what you say you are going to do. Return your phone calls and emails. Always respect customers' time by making appointments. Time is your most valuable resource. Spend it wisely.



Danny Camp

Alan Butner, Account Manager

How did you get started in the industry?

My parents own a flooring store in Marysville, so I have been in the flooring industry all my life! I started as a warehouse helper/delivery driver with the end goal of becoming a rep.

What would you do if you were not in the flooring industry?

I would be a firefighter/emt. I volunteered with West Thurston Fire Authority for two years and there's no better feeling than helping others, especially in their time of need. I would say being a rep isn't too far off sometimes with a backorder.

What do you like best about the flooring industry?

I love the fact that the flooring industry is all about the people and customer service. T&A is all about building our customer relationships and making sure we provide the best customer service experience that our customers rely on daily.



Alan Butner

What gives you the greatest job satisfaction?

Providing unmatched customer service for all of my customers.

It doesn't matter if it's 300 square feet or 20,000 square feet, you get the same timely service. I would also say that when a customer calls you for information on a project and you are able to help them get a product that they need to solve their issue is also a great feeling.

What do you do to relax?

I really enjoy playing golf, running, boating, and spending time with my wife and daughter going on walks and to the park.

What advice do you have for someone getting started in the flooring industry?

Give yourself a year to get comfortable with all the products you're going to be working with. In today's market there are so many options as far as LVP, laminate, sheet vinyl, wood or tile. So when you get downtime I would recommend spending time reading that back of samples in one segment to continually update yourself on features/benefits of different products.

Frank Michal, Account Manager

How did you get started in the industry?

I was working as a property manager and Miller's Interiors was one of my suppliers and my sales person and friend asked, why don't you apply here we are always looking for good people. I applied and 30 plus years later here I am.

What would you do if you were not in the flooring industry?

I would probably still be in some form of customer service, either in real estate or some related area.

What do you like best about the flooring industry?

I have always really liked the Mom and Pop nature of our business. This industry really is representative of the American entrepreneurial spirit. Small businesses started by hardworking people from all backgrounds.

What gives you the greatest job satisfaction?

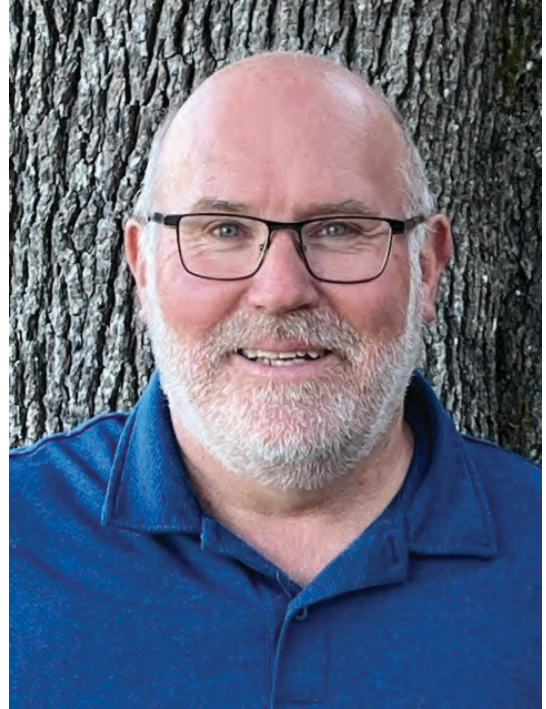
At the heart of customer service is pleasing people. When I am able to help solve a problem or provide a solution, it is most gratifying.

What do you do to relax?

I enjoy spending time with family, golf, this time of year, and am involved in coaching youth basketball in the fall and winter.

What advice do you have for someone getting started in the flooring industry?

I usually remind them how fun it is. The flooring purchase is one people don't do often and reminding them that we are upgrading peoples most important place, their home, is important and fun. Plus it is a big ticket purchase and I don't know about you but when I am spending a lot of money I want to be having fun.



Frank Michal

Ted Mularoni, Account Manager

How did you get started in the industry?

The family business. My dad's family-owned company Boston Tile & Terrazzo, started in 1922 in Detroit MI. Worked in the business until I was around twenty-eight, then took a job with Dal Tile in New York City. After 4 years in NYC moved to Seattle and have been in the flooring industry ever since.

What would you do if you were not in the flooring industry?

Can't imagine a career outside of the flooring industry!! Really enjoy the sales and personal contact part of my job. Maybe developing new products and installation procedures.

What do you like best about the flooring industry?

The people I work with at T&A and my accounts. The outside work activities like FAN and other organizations keep me involved.



Ted Mularoni

What gives you the greatest job satisfaction?

Seeing the finished project is always great to see. Residential and commercial installations that bring out the best of product and installation keep me going. Also seems like the best phone call or email is no phone call or email. That means the product got ordered and installed with no issues.

What do you do to relax?

Restoring a 77 Corvette. Playing bass guitar to songs on my TV. Wood working projects. Biking and in-line skating. Getting my two kids through college, and the one graduated into the next chapter of his life.

What advice do you have for someone getting started in the flooring industry?

You don't need to memorize all the data; you can always find it. Most important is to be a resource to your accounts they can rely on. We are selling service, not product!!



For more information visit
www.surfaceartinc.com

Looking to make an Impact on the world? Porcelain tile has the lowest embodied carbon of any available flooring product and Surface Art is now carrying Impact, the first entirely carbon-neutral porcelain tile to be offered in the tile industry.



We are inspired by the strides that factories are taking precautions to reduce their carbon footprint. Embodied carbon is the sum of all greenhouse gas emissions, resulting from the number of steps it takes to mine, process, manufacture, transport, and install building materials. High levels of embodied carbon emissions contribute to global warming. In addition, when you use carbon-friendly products you are avoiding bringing VOCs, volatile organic compounds; carbon-based chemicals that emit vapors and gasses into the air.

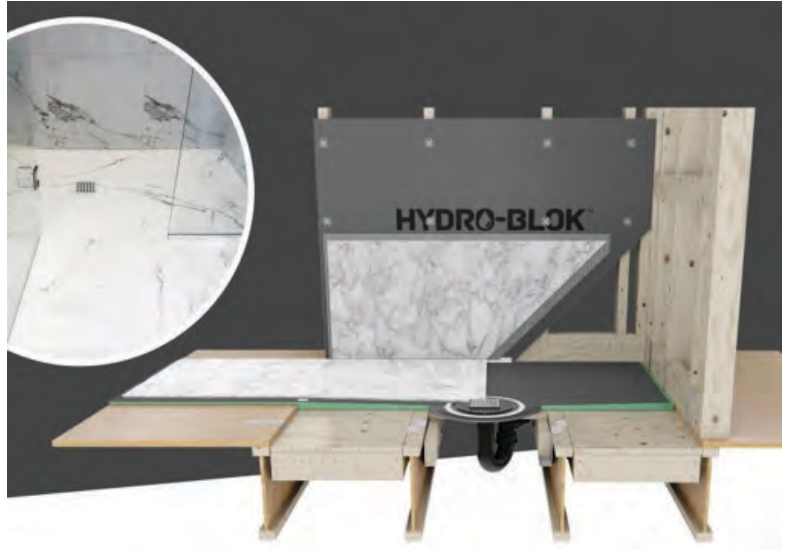
It's most likely that green facilities will be a standard in the near future and with carbon mandates already in place for new builds, define your home with these materials that can impact you and the environment. Impact is USA made porcelain offered in 12 total colors. The collection has 6 bold hues that replicate the artistic layering of venetian plaster, with the remaining 6 neutral-toned modern concrete looks offered in a variety of sizes.

New From **HYDRO-BLOK®**

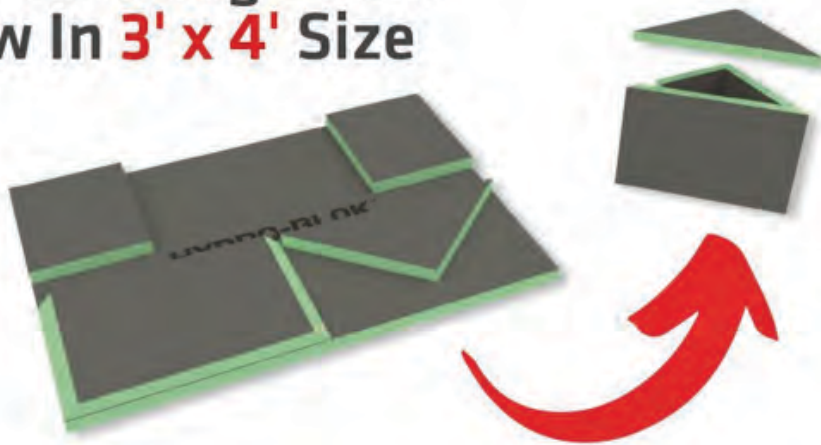
LOW- PROFILE

PANS FOR CURB-LESS SHOWERS

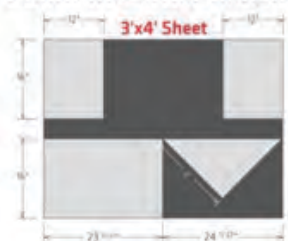
- No tools or glue required for pipe connection
- Accommodates angled drainpipes up to 5 degrees
- Lateral movement of drain cover to accommodate your tile layout
- New adjustable drain cover will accommodate tile thickness from 3/16" to 3/4"
- Easily adjustable to be perfectly flush to finished tile



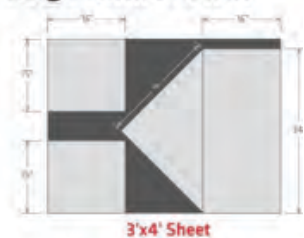
1.5" Building Board Now In **3' x 4'** Size



Medium Corner Bench



Large Corner Bench



HYDRO-BLOK'S 1 1/2" Building Board is now available in 3' x 4' sizing to make it easier than ever to add custom features in your new HYDRO-BLOK shower. Custom shower benches are in high demand, and they are easier and more cost-effective than ever before with this new building board size. Add a space-saving corner bench in two sizes using only ONE sheet of HYDRO-Blok 1 1/2" 3' x 4' Building Board or use two sheets to build a box – style shower bench.



10 Reasons to Belong to FAN

The Flooring Association Northwest (FAN) is the premier regional trade association for flooring professionals in the Pacific Northwest. As a non-profit trade association, FAN serves and represents professionals from all aspects of the Floor Covering Industry. Flooring Association Northwest is your link to stay connected and up-to-date in the flooring community.



1

Expand Your Network of Peers and Find Solutions to Challenges

2

Benefit from a Reputation Lift and Gain a Competitive Advantage

3

Position Your Company as an Industry Leader

4

Save Time and Money

5

Keep in Touch with Industry Trends and Developments

6

Get Immediate Access to Tools and Resources

7

Create lasting relationships while enjoying well-attended social events.

8

Amplify Your Voice and Be Represented

9

Position Your Organization to Attract and Retain the Best Talent

10

Support the Industry that Supports the Flooring Community

FAN Helps You Succeed in Business. Start Taking Advantage of Its Numerous Programs, Services, & Events:

Annual Market Expo | Educational Seminars
Training Events | Directory | Happy Hour Social Events
Job Postings | Quarterly Newsletter
Golf Tournament | & More!

JOIN THE FAN COMMUNITY TODAY AT
WEBSITE: WWW.FLOORINGASSOCIATION.ORG
EMAIL: INFO@FLOORINGASSOCIATION.ORG