



Leading with a national footprint

Whether you are looking for flooring solutions for a retirement village in the Western Cape, hardwearing tiles for retail stores in Gauteng, or bathroomware for the public bathrooms of a shopping centre in KwaZulu-Natal, Tile Africa's Contracts Division has specified and supplied tiles and bathroomware for projects like these and more.

Thanks to the support of a chain of 40 retail stores located countrywide across all nine provinces, Tile Africa Contracts guarantees a national footprint, with retail stores that not only offer inspirational lifestyle displays and quality products and service to consumers, but also serve as an offset point for contractors' projects and as a boardroom for architects and specifiers to discuss their requirements with the



Contracts Division.

The stores offer a wide array of locally manufactured and imported products, ensuring the availability of large ranges to consumers and building professionals, with the methods of installation and the materials supplied in line with international standards and of the highest quality.

Tile Africa Contracts enjoys the support of its sister company Johnson Tiles which produces local tiles as well as the professional backing of TAL Adhesives, the eldest sibling in the Group that has been at the forefront of the adhesives industry for 30 years.

"Our success is due to our service delivery on a national scale as well as our expertise and access to such a wide variety of products. We offer an invaluable service to architects, interior designers, contractors

and specifiers and each site is project-managed by a specialist in the field," says Craig Irvine, National Contracts Manager for Tile Africa.

Tile Africa Contracts is available to offer a full circle of services, from concept to completion nationally. For more information about Tile Africa's Contracts Division, call 011 970 2124 or visit the website: www.tileafrica.co.za.



National footprint ensures success

The Contracts Division of Tile Africa has expanded its client base from merely 20 national corporate customers in 2006 to currently servicing over 110 customers.

"The success of our division can be attributed to implementing and applying various processes and principles to ensure service delivery to clients, a dedicated team of professionals and a national distribution of products and services," says Craig Irvine, national contracts manager for Tile Africa.

Today, the division services corporate customers such as Mr Price, Ackermans, Pick n Pay, Famous Brands, the JD Group, Nandos, Beares, Ellerines and Furniture City to name but a few.

Highlights over the past three years include securing Mr Price in 2007, supplying tiles to over 20 stores in Maponya Mall in 2007 and tiles for Greenstone Shopping Centre and Tsakane Mall in 2008. The division also secured the Famous Brands stable and Steven Dike, managing director Famous Brands Development is pleased with the division's ability to supply and service countrywide. Ongoing projects include Liberty Life, Momentum and various large national corporate companies.

With a national network of representation through the nearly 40 Tile Africa retail branches and the backing of sister companies Johnson Tiles and TAL Adhesives, the division is able to supply specialist products for industrial and commercial applications.

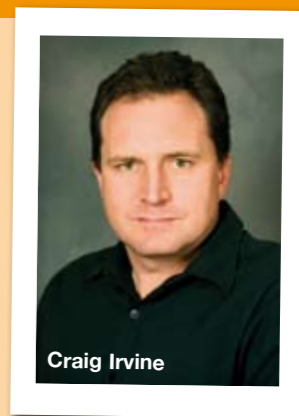
In addition, Tile Africa Contracts provides on-site technical advice as well as an aftercare service and its methods of installation and the materials supplied are in line with local and international standards.

"We find that customers are looking for convenience and simplicity in dealing with one supplier for all their tiling and bathroomware needs, from cladding and flooring to wall tiles and decorative finishes," says Irvine.

The division has seen trends come and go over the years and has had to keep at the forefront of these. Currently, a popular product trend is the eco-look with natural finishes and stone textures. In contrast to this, the division also needs to specify for the clean minimalist look that is uncluttered with sharp edges and straight lines.

"We are focusing on growing our supply-and-fit offering into shopping malls and other major commercial projects and will continue to target the corporate and commercial market with our superior and consistent service offering through our national footprint," says Irvine.

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Craig Irvine