



MANISCALCO®
Australian for Mosaics®



August 2016

**QUARTERLY
NEWSLETTER**



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Gosford Glass & Stone Terrigal Frames; Olgas Bianco Carrara Honed Planks

SHOW US YOUR TALENT!

We are always looking for the best of the best! Send us your best installation photos using our product. If we use your picture in our newsletter, catalog, or on our web site, we will send you a Starbucks gift card as a thank you. Plus your store will be mentioned in the photo credits where possible. Send your photos to either your sales representative or directly to newsletter@maniscalcostone.com.

MANISCALCO BLOG

News from our Aussie Owner



G'day Cobbers (Mates)!

Struth (My goodness)! I cannot believe we are in August already mates! Where has this year gone?!

Looking over the year so far, Maniscalco has had some bonzer (awesome)

times. We had ripper (great) success with our first customer event in Mexico back in March. First of many more to come! We showed off some of our cracker (fantastic) new products for 2016 including items in our Botany Bay Pebble Series, Barossa Valley Crackle Glass Series, Sydney Harbor Metals Series and of course our new and very popular Simpson Desert Glass Series. We also have been meeting and hanging out with many of our customers this year from all parts of America to get them all dialed in with all our new product launches and process so that they have all the tools to succeed when selling Maniscalco products.

Finally, we have been working hard to insure all our systems and processes are in place so when you work with Maniscalco the experience is easy and enjoyable. Currently, we are in the process of commissioning a permanent Customer Service Office at our Dallas Distribution Center as of Thursday August 11th, 2016.

Please note that our new operational hours will be from 7am until 4pm Central Time, Monday through Friday. Cut off times for same day shipping will still be the same, Noon Central Time (10am PST; 1pm EST).

We have already started on R&D for our new products come 2017 and you thought we launched some bonzer items this year! What until you see what we have got up our sleeve for next year!

Furthermore, we are currently working on our new 2017 catalog and crikey (wow) can I tell you it is going to be our best one yet!

Back in June of this year we have started our 'Monthly Specials' program. There are some great savings here. If you would like more information about this please contact our beaut (great) customer service team at (650)363-8233 or email us at inf@maniscalcostone.com. Alternatively you can contact your local representative for more information.

Over the next few months my team and I will be traveling to different parts of the US to visit customers. I will be heading all over the joint and I am totally pumped and stoked to be heading your way real soon!

Also, make sure to log onto our website and check out what's new. Visit us at www.maniscalcostone.com.

On behalf of the Maniscalco Team, I would like to thank all our customers for your continued support. We value and appreciate your business. We will continue to work hard so that you will have a corker (awesome) experience when working with us.

Thank you so very much and we wish you all the best in the tile biz.

Hooroo (cheers) – Rob



A big Aussie welcome to our new Dallas Customer Service Team.

Hope(Left) & Hayley(Right) with Customer Service Manager Leah(Middle).

Maximum Chances Update



Since our last Newsletter there has been some really exciting things happening at **The Maximum Chances Foundation.**

The Annual Charity Golf Day, held in Dallas at The Vacquero Club on Memorial Day Holiday was an amazing success and raised enough to really make a difference to families suffering from the financial burden of trying to raise and educate kids on the Autism Spectrum.

This could not be achieved without the great support from Greg and Nicoles Aussie, American and International Golfing mates. Players included Major Champions Adam Scott, Geoff Ogilvy and Ian Baker Finch. Amatuer golfers (me included) had the opportunity to rub shoulders with, and receive instruction from some of the worlds best players (and nicest guys).

The costs of behavioral intervention therapy for children with Autism Spectrum Disorder can reach up to \$60,000 per child each year.



Adam Scott and Kieron

Since then I am delighted to report that Steven and Amanda Bowditch chose Maximum Chances as their designated Charity which will now receive the \$100,000 allocated to Bowdo for his participation in the 2015 Presidents Cup. Players at the Presidents Cup are not paid, instead the money generated through TV rights, ticket sales and other sponsorship is divided evenly between the International and American players for donation to their selected charities.



Kieron, MAX and Greg and Nicole Chalmers.

Another unexpected windfall came when young Aussie golfer Rhein Gibson had an Albatross (double eagle) during the Barracuda Classic in Reno. The prize was \$100,000 to be shared between a local Reno charity and a charity of his choice, you guessed it **MAXIMUM CHANCES!**

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Maximim Chances Update continued



Maximum Chances Annual Golf Day 2106.

Thanks also to all the Maniscalco Customers who have contributed by buying Maniscalco products as a percentage of every dollar goes to help this wonderful cause.

A special thanks to those customers who agreed to donate their Roo Rebate to Maximum Chances, your generosity is making a difference.

Maniscalco is proud to support this wonderful charity and will continue to look at ways to include our customers so we can all share in the knowledge that families with children on the Autism Spectrum get the financial assistance needed.

Check out the website at: www.maximumchances.org

Cheers
Kieron



DIGGA KNOW?



The Emu and Kangaroo are on the Australian crest because neither animal can walk backwards.

This symbolizes the country's forward progress.

Australia is the 6th largest country in size. (2.9 million sq miles)

Western Australia is 3 times bigger than Texas, which happens to be the biggest state in the United States.

Australia is also the only continent without an active volcano.



Snow in Australia?

The seasons are opposite from the seasons in the United States.

During winter months parts of Australia get enough snow to cover Switzerland.

Preparation & Installation

BOTANY BAY SLICED and NATURAL PEBBLES

Installation of these tiles is similar to any other natural stone product

- For best results, we recommend a qualified tradesperson who is experienced in the laying of natural stone product.
- The tiles are sold in a 12" x 12" sheet size.
- All tiles interlock on all sides.
- Sort tiles before installing to ensure an even color layout.
- The area of application should be flat, clean, dry and free of contaminants. For wet areas the use of reinforced waterproof membranes is suggested. In the case of wet area flooring, a fall to the drainage is required.

Adhesive

- Use only a high quality Thinset mortar. Refer to the Bostik Adhesive and Grout Guide on our website.
- Select a product suitable for application and apply using an appropriate sized notched trowel no more than 3 square feet of adhesive at a time.
- It is important that each pebble is embedded in the adhesive to achieve maximum contact. However, they should not be pressed deeply into the adhesive causing the Thinset to ooze up through the joints.

Control Joints and Cutting

- On larger expanses regular control joints are required. Joints can be easily formed with two angles, sealant and bond-breaker between them.



*Botany Bay Pebbles;
Cream Sliced & Natural*

- Control or soft joints are required where tiles join walls or some other building material in the substrate.
- A tile saw fitted with a blade suitable for cutting stone should be used.
- Gaps may also be filled by removing right sized pebbles from extra sheets purchased for this purpose.

Sealing and Grouting

- It is recommended that the stones be sealed before and after grouting. For the best results use a good quality penetrating sealer. These types of penetrating sealers ordinarily do not change or alter the color of the pebbles.

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Preparation & Installation

BOTANY BAY SLICED and NATURAL PEBBLES cont.

- In order to enhance the color of the stones to a deeper matte or glossy finish, it is suggested you use natural stone color enhancer or natural stone color and shine enhancer prior to applying the penetrating sealer.
- A sanded grout that is suitable for external or internal conditions (which ever may be the case) is recommended. Refer to the Bostik Adhesive and Grout Guide on our website.
- Generally grouts are a water mix, but a latex additive or similar should be used in the water where some flexibility is needed.
- It is important to wait the interval recommended by the adhesive manufacturer before grouting to minimize to avoid the dislodging of pebbles.
- Grout a small area at a time. Before the grout has cured use a grout sponge to remove excess grout. Regularly rinse the sponge during this process continuing until when wet the pebbles look bright and clean.
- Allow the grout to cure as per the manufacturer's instructions. Provided the initial cleanup was carried out as per the instructions, excess grout residue can normally be buffed off using a coarse cloth or old towel.
- Designers may show points at which joints are needed and they are certainly required where tiles join walls or some other building material in the substrate.
- A tile saw may be used to fit edges or corners.

Cleaning and Maintenance

- For continued ease of maintenance of natural stone, it is recommended that sealants be applied every 2-3 years.
- Whenever using sealants and cleaners, ensure you follow the manufacturers recommended method of application.
- The pebbles can be cleaned with neutral mild detergents.
- The porosity or water absorption in pebbles (natural stone) varies, and therefore staining can occur in different degrees if the stone is unsealed.
- Consequently, any spills should be cleaned quickly to lessen the degree of the stain and sealers are highly recommended.

Note: If in doubt shout out to techinfo@maniscalcostone.com



Botany Bay Pebbles; Sliced Shadow Blend

Employee Spotlight



Amador (AJ) Jarin

It's been a wild ride from California to Texas. I started work for Maniscalco on August 31st 2005. I recall seeing the warehouse in Menlo Park when Rob interviewed me. I peered out his office window and noticed tile stacked everywhere. Rob said the company is growing and if you want you can come along for the ride.

It's been fun and rewarding working for the company along with all the changes over the years. We have a wonderful crew of guys and gals who make coming to work enjoyable. So here I am 12 years later with no regrets. It's been a wild ride and worth all the ups and downs. Rob's been a good captain and has steered the company in a positive direction in a competitive business.

"Far and away the best prize in life offers is the chance to work hard at work worth doing."

T. Roosevelt

Do all the good you can, to as many people you can, as often as you can!

Peace – AJ

PRODUCT SHOTS



Sutherland Slate; Ash Stix



MANISCALCO® 

Australian for Mosaics®

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