



MANISCALCO®

Australian for Mosaics®



May 2015

QUARTERLY NEWSLETTER



Victoria Metals - Mt. Stirling Blend Hexy

Victoria Metals aluminum is 98% post-consumer recycled aluminum

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SHOW US YOUR TALENT!

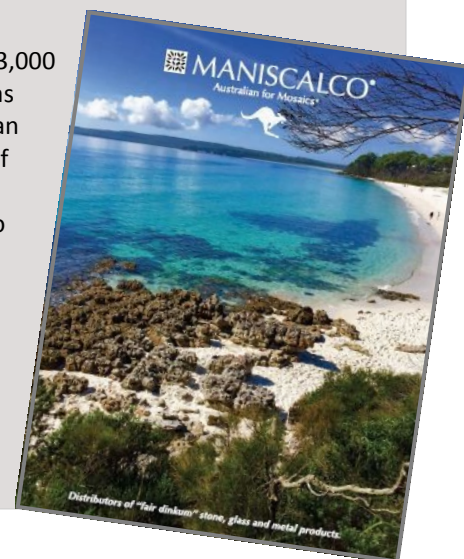
We are always looking for the best of the best! Send us your best installation photos using our product. If we use your picture in our newsletter, catalog, or on our web site, we will send you a Starbucks gift card as a thank you. Plus your store will be mentioned in the photo credits where possible.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

NEW 2015 CATALOG!

Announcing, The 2015 Product Catalog - The new Maniscalco catalog is in stock and ready to ship. The theme of this edition is "The Great Barrier Reef," one of the Seven Natural Wonders of the World. The Great Barrier Reef is the world's largest coral reef system, composed of over 2,900 individual reefs and 900 islands.

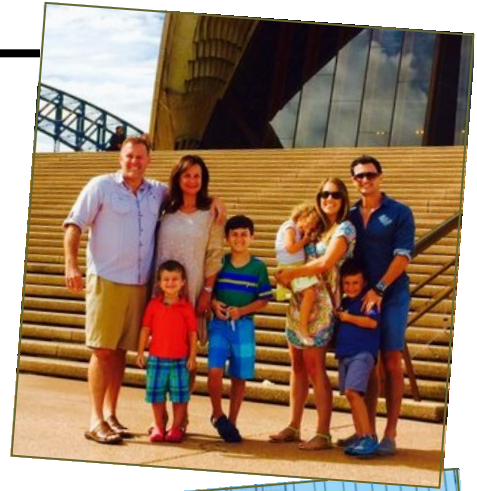
It stretches over 1400 miles and covers approximately 133,000 square miles and can be seen from outer space. The reef was selected as a World Heritage Site in 1981. As well as being an iconic Australian treasure, the reef embodies the diversity of shape and color that is evident in Maniscalco products. We hope you enjoy the images of both The Reef and Maniscalco products, and that you are inspired by the beauty and individualism of both.

All new launch items are included in your current price list and in the latest edition of the Maniscalco merchandizing catalog.



THE ELLERMAN'S DOWNUNDER

What a great way to start out 2015. My family and I started out the year watching the most spectacular fireworks display under the Sydney Harbor bridge with our friends the Maniscalco's. We spent our Christmas in sub tropical temperatures boating around Sydney Harbor. Post cards and photos do not do Sydney justice. So many times I have heard Rob say how beautiful Sydney is, but I could not grasp it until I arrived there in person. I must say our tour guide was amazing and ensured we saw everything this beautiful city had to offer. Our second day we took a water taxi to the Toronga Zoo, the most well planned out waterside zoo we have ever seen. We took a tram up to the top of the mountain, then walked our way down with the back drop of the Harbor bridge and the Opera house, behind us. The Giraffes and Rams have premier views of the city. To top off our day the Maniscalco's took us to Watson Bay for a Seafood Extravaganza Aussie style, this was no shrimp on the barbi mates. We had huge calamari, the most tender I have ever had and prawns larger than your fingers! The kids enjoyed eating ice cream and playing in the sand. The jet lag was setting in for us adults, and to my surprise on every street corner there was a gourmet coffee shop, no Starbucks here. The Aussie's take their coffee seriously, no wonder Kieron is such a coffee snob.



It is hard to squeeze in Sydney in a little over two weeks time, there is just so much to see and do. Our guides arranged for us to climb to the top of the Harbor Bridge... talk about an adrenaline rush! They also arranged for tickets to a Christmas Caroling Spectacular at the Opera House. To top off the day, Santa paid a special visit, and the kids were all invited on stage to sing at the Opera House. Our kids can cross that one off their bucket list. I tell you these guides are phenomenal, I hope we tipped them enough :) The boys got to pet Koalas, feed Big Red Kangaroos, snorkel in the Tasman Sea, see real life Platypus, wild Kookaburras, and flocks of cockatoos. How are my husband and I ever going to top off this trip? All this was very exciting; however, if you ask my 4 year old what his favorite part of the trip was, he says seeing his Aussie friends (including Chopper Maniscalco - Rob's dog) and I would have to agree. We had many laughs this trip with our friends the Maniscalco's and thank them for a bang up job on a trip of a Lifetime! - Jessica

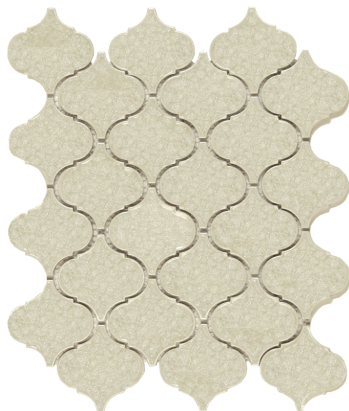


APRIL PRODUCT LAUNCH

APRIL 2015 LAUNCH - INCLUDING VICTORIA METALS, BAROSSA VALLEY ARABESQUE PEPPERMINT!

Victoria Metals - Maniscalco has introduced some grouse (*awesome*) new shapes to this successful series, being Mini Hexy and Hexy. The goal was to provide a non lineal option with updated colors in Aluminum / Glass combinations. The Maniscalco PD team has nailed it and I am certain that these products will be top 20 sellers before you can say Bullamakanka (*mythical Aussie outback town*). The edition of the Mount Sterling blend offers a lighter more subtle solution that looks amazing with white cupboards and granite or quartz stone counter tops.

Barossa Valley Arabesque Peppermint - You ask, Maniscalco delivers! Maniscalco customers have been requesting a light version of the popular Barossa Valley Arabesque, so here it is, Peppermint.



Arabesque Peppermint
Barossa Valley Glass - Crackle
MNKA0241



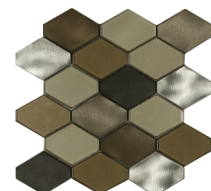
Falls Creek Blend Mini Hexy
Victoria Metals - A16041



Mt. Stirling Blend Mini Hexy
Victoria Metals - A16042



Mt. Stirling Blend Interlock
Victoria Metals - A16064



Falls Creek Blend Hexy
Victoria Metals - A16051



Mt. Stirling Blend Hexy
Victoria Metals - A16052



Mt. Stirling Blend Mini Versi
Victoria Metals - A16072

PHOTOS FROM THE ROAD



Maniscalco Crew with Clients @Coverings 2015



Baby Roo @ Coverings 2015

TECHINFO@MANISCALCOSTONE.COM

Welcome to the techinfo@maniscalcostone.com newsletter contribution.

One of the more frequent questions from dealers, consumers and installers is:
"How do you install Barossa Valley Glass?"

Well here we go!

1. Set out is of vital importance, quality time spent on set out can save hours in the long run. Good set out preparation can avoid unsightly cuts in critical areas and enhance the overall finished installation.
2. Select a suitable adhesive system. We recommend Bostik adhesives and grouts for use with our Barossa Valley Glass. All surfaces must be clean, dry and smooth; free of voids, projections, loose materials, oil, grease, sealers, curing compounds, waxes and all other surface contaminants that may inhibit proper bond. Carefully follow the adhesive manufacturer's instructions.
3. Pre-seal the Barossa Valley glass prior to installation. Pre-sealing not only protects the glass from accidental contamination by dirt and adhesive during the installation but also makes the removal of excess grout so much easier. Pre-sealing also helps maintain the integrity of the crackle surface during installation.
4. When cutting the Barossa Valley Glass carefully measure (measure twice, cut once) and then mark the cut line with a fine tip, waterproof marking pen. Then, apply a thin line of crazy glue (super glue) directly on the cut line. This will limit the crackle glass shatter along the line during cutting and provide a cleaner cut. Always use a wet saw with a continuous diamond blade designed for cutting glass tile.
5. Select a grout that compliments the color of your glass tile. We recommend either Bostik un-sanded grout or the New Dimensions Grout which will add a touch of class to any installation. Again, carefully follow the grout manufacturer's instructions.
6. Once the grout has cured and all residual grout removed and the installation is dry, apply another coat of sealer.



If you have been diligent and followed these simple steps, your finished installation will be the envy of your friends.

Remember, if in doubt, shout out! By emailing techinfo@maniscalcostone.com and (given time) in conjunction with our mates at Bostik, we will provide the solution to your installation dilemma.

Cheers, Kieron

MANISCALCO BLOG

G'day Cobbers (mates)!

What a cracker (*awesome*) year it has been so far! Last year was a very busy year, with our first year, operating our distribution center out of Dallas, Texas in order to be more centrally located to Maniscalco's customers.

And 2015 is no different. We have hit the ground running and as flat out like a lizard drinking (*real busy*)!

As most of you know, Maniscalco had a massive year last year with the launch of our new Aussie products, new merchandizing systems such as the new Kookaburra Kage which displays all our products on beaut (*beautiful*) Koala Kards (*swatch cards*). And as mentioned in our previous newsletters, for those customers on the west coast that we moved further away from, please don't worry we still want to service the heck out of you, and that is why we have your local sales rep Kevin Miller as well as offering freight included pricing / freight subsidies when shipping direct to you (*when we arrange the freight*). If you would like more information about this please contact our ripper (*great*) customer service team at (650) 363-8233 or email us at info@maniscalcostone.com.

I am stoked (*pumped*) about what 2015 will bring for Maniscalco and its customers! We recently had another bonzer (*awesome*) launch of new products and merchandizing systems this year in April at Coverings. I am sure you will be over the moon and excited about these new products! Make sure to look for them on our website, merchandizing brochures and in your stores shortly. It was bonzer (*wonderful*) to catch up with many of our Maniscalco customers at the show. Thank you so much for all your continued support! I have attached a few photos of the show for you to check out.

Maniscalco is constantly working and re-investing into better systems and processes and in 2015 this is no different. We have purchased into a sophisticated software portal program that will enable all our customers to log into our system through our website and able to access many different items to make our customers job easier. Such items as being able to order online, track orders online, check inventory, check pricing and pay online are just to name a few. We will be introducing this new program to our customers over the next month. So please stay tuned for more information regarding this. This is one of the many investments that Maniscalco is working on for our customers.

I look forward to travelling this year around the US and meeting with more of our Maniscalco customers. So look out mates, I could be over to your neck of the woods (*your way*) soon.

Thank you to all Maniscalco customers for your continued support. We value and appreciate your business, and my crew and I wish you all the very best for 2015!

Hooroo (*cheers*) - Rob

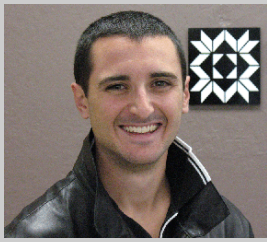


New Products Featured @ Coverings 2015



Maniscalco Crew @ Coverings 2015

News from our Aussie Owner



ANZAC Day – 25 April – is one of Australia's most important national occasions. It marks the anniversary of the first major military action fought by Australian and New Zealand forces during the First World War.

ANZAC stands for Australian and New Zealand Army Corps. The soldiers in those forces quickly became known as Anzacs, and the pride they took in that name endures to this day.

Australians recognize 25 April as an occasion of national remembrance, which takes two forms.

Commemorative **services** are held at dawn – the time of the original landing – across the nation. Later in the day, former servicemen and servicewomen meet to take part in marches through the major cities and in many smaller centres.

Commemorative **ceremonies** are more formal and are held at war memorials around the country. In these ways, Anzac Day is a time at which Australians reflect on the many different meanings of war. We would like to take this time to remember all who have served and given their lives in all wars, conflicts and peacekeeping operations.

- Rob

BONZER MARKETING TOOLS!

Here are some **new** concept boards from our Wallaby Wall Art collection. We have 21 different concept boards, and they have been selling like crazy. Anything that helps your customer visualize, helps sell more product. So get these boards up in your showroom, and get ready to ring up some sales!!



MWWA35 - Jarrahdale



MWWA36 - Marrinup



WWA31 Broken Hill

NEW PRODUCT PHOTOS

Instead of featuring a customer's photo this quarter, we wanted to show off our new products. Below left is the **Mt. Stirling Blend Interlock** from our newest series. Pictured top right is **Arabesque, Smoke**. On the bottom right is the **Victoria Mini Hexy Falls Creek**.



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