

October 2024

**Exciting Expansion: Introducing 12 and 20 mm FLORIM Stone Porcelain Slabs**

We are thrilled to announce the expansion of our stocking slab program with the introduction of 12 and 20 mm porcelain slabs from FLORIM. This addition reflects our commitment to offering top-tier materials that combine both beauty and functionality, providing you with a solution that meets every design and durability requirement.

**The Perfect Blend of Beauty and Durability**

Why settle when you can have the best of both worlds? FLORIM Stone is the ideal fusion of style, durability, and customization, offering a surface that doesn't compromise on any front. Crafted from natural materials and fired at over 2,100°F, FLORIM Stone porcelain slabs exhibit exceptional resistance to wear, mechanical strain, and extreme heat—even from the hottest pans. This makes them an excellent choice for any culinary environment, with the added benefit of effortless cleanup after any kitchen mishap. Without any added resins, FLORIM Stone is safe for food contact, maintaining a hygienic surface that retains its color and beauty over time, all while remaining scratch-resistant.

**Versatile Applications for Every Space**

FLORIM Stone's versatility goes beyond countertops. These porcelain slabs are also perfect for low-maintenance shower walls, offering a clean, long-lasting solution in wet environments. Additionally, they make for stunning fireplace surrounds, providing an elegant, heat-resistant surface that elevates the look of any room.

**Our Expanding Collection**

To meet the diverse needs of our clients, we are now stocking a range of FLORIM Stone options, including:

- Six glossy book match options
- Two additional glossy marbles
- Three matte finishes
- A velvet finish
- A luxurious 20mm book match Marble Statuario

You can find them all on our website: <https://www.conestogatile.com/products/series/florim-florim-stone/>

**Partnering with the Best**

Our goal is to showcase these beautiful slabs to homeowners, designers, and fabricators alike. We anticipate partnering with local fabricators who have embraced porcelain as a versatile and practical solution for a wide range of projects.

Whether you're designing a kitchen, bathroom, or living space, FLORIM Stone offers a seamless blend of aesthetic appeal and practicality, fitting perfectly into any design vision.

## The Following Pricelists are included in this edition of the Trailblazer:

To access our online Excel Pricelists please go to <https://www.conestogatile.com/pricelists>

**Florim**—This pricelist includes our new stocked porcelain slab program which includes 19 options.

**Lea Ceramiche** - In our April Trailblazer, we introduced the exciting new *Lea Side Stone* series. We are pleased to announce that this series is now on order and will be in stock shortly. Alongside this update, the latest price list reflects a reduction in prices for most stocked items from this series, making it even more accessible for your upcoming projects.



**Pamarva** - We are thrilled to share that six new series have been added to our Pamarva private label pricelist:

- **Geometra:** A sleek, glossy 3" x 12" wall tile, available in three contemporary 3-dimensional patterns.

- **Artifact, Coliseo, Locale, and Lumino:** Budget-friendly pressed porcelain options, offered in 13" x 13", 12" x 24", and 2" x 2" mosaics. Notably, *Coliseo* and *Lumino* are also available in 20" x 20" and 12" x 24" textured tiles.
- **Ledger Stone:** Replacing the recently discontinued Florida Pietra Art Ledger Stone, this series continues to be sourced from the original supplier, ensuring continuity in quality and design. You'll find a cross-reference list in the "General" section of this Trailblazer.

**Roca** - Our new Roca pricelist features several new series, along with additional shapes in the *Rock Art* collection, including ovals, pickets, and hexagons. While minor price changes have been made across most products, these updates ensure that we continue to offer competitive pricing and a broad selection of high-quality tiles.

**Summitville** - The latest Summitville pricelist reflects a strategic streamlining of their product offerings, following the discontinuation of slower-moving items. This move has significantly improved the availability of their remaining products. Additionally, please note a slight price increase on all products, as reflected in the new pricelist.

## ADDED

### FLORIDA TILE

**Bellanova** - Color Body Glazed Porcelain

**Indulge** - Color Body Glazed Porcelain

### LEA CERAMICHE

**Side Stone** - Full-Body Porcelain / Anti-Microbial

### LUNADA BAY

**(Ceramic) Mistral** - Zellige Field Tile and Mosaics.

### METROPOLITAN

**QuarryBasics Ironspot** - Color 15IS Buckskin & the 8" x 8" Field Tile format added.

**QuarryBasics XA Abrasive** - Color 15XA Buckskin added.

### MILESTONE

**Area 51** - 24" x 24" x 2cm Grip, Rectified format added.

**Basalt** - Glazed Porcelain.

**Bestow** - 3" x 12" Bullnose added to the Arku Texture/Pattern colors only.

**Breccia** - 12" x 12" Field Tile format added and is available in both the Matte or Polished finishes.

**Ecostone** - 32" x 96" x 12mm format and 32" x 96" x 12mm Field w/Sharknose Edge added and is available in colors

Fog Cross-Cut, Fossil Cross-Cut and Jute Cross-Cut only.

**Farmhouse Living** - 32" x 96" x 12mm format and 32" x 96" x 12mm Field w/Sharknose Edge added and is available in colors Alabaster and Millstone only.

**Imprint** - Glazed Porcelain.

**Jem** - 32" x 96" x 12mm format and 32" x 96" x 12mm Field w/Sharknose Edge added and is available in colors Adagio White and Aria Gold only.

**Net Zero** - Glazed Porcelain.

**Wood 2.0** - Glazed Porcelain.

### PAMARVA

**Artifact** - Glazed Porcelain.

**Coliseo** - Glazed Porcelain.

**Ledger Stone** - Natural Stone.

**Locale** - Glazed Porcelain.

**Lumino** - Glazed Porcelain.

### PANARIA

**Contemporary** - Color Body Glazed Porcelain

## DISCONTINUED

### CASA DOLCE CASA

**Stones & More 2.0** - Color Marfil Glossy only in the 12" x 24" format.

### CONCERTI

**Heirloom** - Entire Series.

### COTTO D'ESTE

**Black-White** - Color Snow only in all formats.

**Blend Stone** - 36" x 36" x 14mm Field Tile format in the Sabbata finish only in all colors. 36" x 36" x 20mm Field Tile format in the Bocciardata finish only in all colors.

**Cadore** - Colors Alpe and Malga only in all formats.

**Cluny** - All formats in the Laye finish only.

**Forest** - Entire Series.

**Lithos** - All formats in the Grip finish only.

**Materica** - Color Ardesia only in all formats.

**Vanity** - Bookmatch A, Bookmatch B, Chain A, Chain B, Chain C, Chain D and Chain E only in the Glossy and Touch finishes in all colors.

**Wonderwall** - Damask A & B 19-1/2" x 39" x 3.5mm, Zen A and Zen B 39" x 118" x 3.5mm Motifs only.

**Woodland** - Colors Atlantic, Boreal, Grove and Tropical only in all formats.

**X-Beton** - All formats in the 20mm thickness only.

### EDIMAX

**More** - 18" x 30" Field Tile format only in all colors.

### FIANDRE

**Core Shade** - Entire Series.

**Fahrenheit** - Entire Series.

**Marble Lab** - Entire Series.

**Maximum** - Entire Series.

**Royal Marble Maximum** - Colors Royal Beige, Royal Black, Royal Grey Cross Cut and Royal Light only in all the 6mm thick formats.

### FLORIDA TILE

**Aventis** - The 24" x 24" Field Tile format only in all colors.

**CraftsmanDP** - Entire Series.

**East VillageHDP** - The 24" x 24" Field Tile format only in all colors.

**EnchantHDP** - The 8" x 24" Polished and 24" x 24" Polished Field Tile formats only in all colors.

**Lost RiverHDP** - Entire Series.

**PietraArt Ledgerstone** - Entire Series.

**PreciousHDP** - The 24" x 24" Field Tile format only.

**SerendipityHDP** - The 24" x 24" and 18" x 31" Diamond Field Tile formats only in all colors.

### MILESTONE

**+One** - 12" x 24" Canvas Field Tile format only in both colors and finishes.

### PAMARVA

**Prima** - All formats in the Polished finish only in all colors except True White (Due to production issues and may be re-introduced back into the collection at a later time when issues can be resolved.)

**Amelia** - 18" x 36" Matte/Rectified Field Tile format only in all colors.

### PANARIA

**Connect** - Entire Series.

**Craft** - 8" x 24" and 24" x 24" Field Tile formats only in all colors.

**Metropolitan** - 24" x 24" Pressed and Rectified Field Tile formats only in all colors.

**True** - Entire Series.

**Wood You** - Entire Series.

### VILLI

Villi has ceased operations as of September 1, 2024.

## GENERAL

### COTTO D'ESTE

**Grunge, Lithos, Pietra d'Iseo and Vanity** - The 48" x 102" x 6.5mm format is changing and will be replaced with the new 48" x 109-1/2" x 6.5mm format as inventory of the old format is depleted. The new packaging will be 35.91 SF/CTN.

### MERCADO

**Verre** - Packaging will be changing for the 12" x 24" Ondul Glossy, Rect. Decorative Field Tile format from 15.28 SF/

### PAMARVA

**Ledger Stone** - Florida Tile discontinued PietraArt Ledgerstone on August 21st. We are still able to get the material from the original supplier. Crossover chart in next column.

### SCHLUTER

**KERDI-DRAIN - GRATES:** Per Schluter, please be advised that the select SKUs below are unavailable until further notice. - Classic Gold, Nickel, Rose Gold, and Vintage Gold in all grate patterns.

<b>Pamarva Ledger Stone</b>	<b>Discontinued Florida PietraArt Ledgerstone</b>	<b>Pamarva Ledger Stone</b>	<b>Discontinued Florida PietraArt Ledgerstone</b>
<b>Beachwalk</b>	Ash Splitface	<b>Bianco Venatino</b>	Marble Makrana
<b>Sierra</b>	Ember Splitface	<b>Impero Realer</b>	Marble Giallo
<b>Carbon</b>	Coal Splitface	<b>Ritz Gray</b>	Argento
<b>Glacier</b>	Smoke Splitface	<b>Stark Carbon</b>	Connemara
<b>African Dune</b>	Tinder Splitface	<b>Strada Mist</b>	Babeto
<b>Indian Coast</b>	Basalt Splitface	<b>Picasso Travertine</b>	Picasso
<b>Astro Silver</b>	Graphite Splitface	<b>Silver Ash Traver- tine</b>	Silver
<b>Nordic Crystal</b>	Quartzite Splitface		