



Ceramic Tile and Stone Association of Arizona
PO Box 33861 – Phoenix, AZ 85067
WEBSITE www.ctsaa.org
E-MAIL info@ctsaa.com

Message from your Executive Director

Your membership in the Ceramic Tile and Stone Association of Arizona is a very critical part of the construction industry. As leaders in your company, you can help influence the great new ideas in both the esthetics of all the new tiles and especially all the new methods of installation.

As a member of our organization, you can help our membership increase the awareness of our industry's presence as a Arizona as a economic engine in our communities and throughout Arizona.

Often, I hear I cannot join your association because I belong to other associations, and they are all alike. Let's sit back in our chairs and review other associations. "One Association cannot cover all the bases". Let's review some of the different associations that are available to us in this area.

There are national organizations that write our standards and are located on the east coast. These organizations are needed in our industry and we in the CTSAA use these standards daily. As a state association we also set our standards to the national standards, but we also represent you with our local Register of Contractors, Legislative contacts, have noted speakers about our industry at our monthly dinners, we local training workshops above all if you network with your fellow member it will benefit you tenfold.

By belonging to the CTSAA and other associations it will only make you stronger in the industry, but we all have to remember you only get something out of something if you put something in.

Respectfully,

Kathy Salazar-Urias
Executive Director



CERAMIC TILE and STONE ASSOCIATION OF ARIZONA

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WHY BELONG TO YOUR TRADE ASSOCIATION

Your Trade association acts as a representative body for the **industry** we **represent**, putting forward the collective view and position of its members. As the '**industry** voice', your Association speaks on behalf of the members to government agencies, regulators, the media and other opinion formers.

Here are some benefits of **joining your trade association**. Enhance your network: For most people, creating professional relationships is important, and **joining** a group allows you to have a sense of security and trust. From this, you are able to support and help one another in reaching your professional goals. Networking opportunities and the chance to influence legislation are two of the greatest benefits to be an association member.

Your Association will let you know what is going on in your industry, and as a member, you can be a part of it, as a member of your trade.

Membership in your trade association not only benefits employees of your company, but it also projects a positive image of your firm to your customers. Membership in associations shows a business' initiative, its engagement in a particular trade and its commitment to staying abreast of current developments in the market. According to the reviews of associations, approximately 85 percent of all business failures occur in firms that are not members of their trade association.

Again, one of the biggest advantages of association membership is the networking and camaraderie that takes place among members. However, to benefit from this, you must participate and be an active member within your association. Paying your annual dues isn't enough to reap the benefits of association membership. You must also make an investment of time and effort in association activities and become involved. Simply put, what you get out of association membership is directly relative to what you put in.

Belonging to a group of peers that can relate to what you're experiencing in your career, at all levels and specialties, is truly priceless.

#1 Continuing education: Group influence, Broaden your knowledge, Strength in Numbers

Access to resources: Prestige is a bonus. Not only do you get all of the above when you belong to a professional association, but you also enjoy a lot of good times. Like any good association, you're among peers and like-minded individuals, so naturally friendships form and you get it. Particularly in a career where other people may not understand what you do, it's invaluable to know others in the same boat and this can be a source of support, laughter, venting, and new ideas for your next project or initiatives.

A trade association is uniquely positioned to serve the common needs of an industry. Without a trade association, the industry is open to increased government intervention and public scrutiny. Simply put trade associations are needed.

A trade association can be loosely defined as a group of people or companies who voluntarily come together to solve common problems, meet common needs and accomplish common goals. Common is the key word here. A trade association is uniquely positioned to serve the common needs of an industry.

Please feel free to contact me for more information.

Kathy Salazar-Urias
Executive Director



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THE CERAMIC TILE & STONE ASSOCIATION OF ARIZONA WORKS FOR YOU!

We would like to introduce ourselves and invite you to join CTSA, the oldest state tile and stone association in North America. We are celebrating 37 years of service to contractors, distributors, manufacturers, and all connected businesses.

CTSA membership is organizational versus individual, as your membership applies to your entire company; there is no limit to how many of your employees can participate in the association.

CTSA COMMITTEE OPPORTUNITIES

Members have the opportunity to get involved in a variety of committees. The benefits of being on a committee are to further develop your business skills, help you keep up with industry updates and changes, collect information and develop valuable business relationships.

Government Relations Advocacy Committee

This committee is proactive with government relations programs at the state level that affect the construction industry.

Education and Events Committee

This committee organizes seminars and training events so our members can continue to follow industry standards in a profitable way.

Membership Committee

This committee develops/implements strategies and activities to recruit and retain members. It is also a great way to network with new people in the industry.

Safety Committee

This committee monitors issues and regulations that impact safety, not only in our industry but also the entire construction industry. It helps plan and organize safety-training opportunities based on our members' needs.

MEMBER SUPPORT

CTSA promotes and supports the sharing of information and development of member-to-member business relationships. Get to know your fellow members and learn what valuable products and services they may have to offer your business. As a member you will be recommended to all who inquire about your service.

WORKING STAFF FOR YOU

The CTSAAs staff members are knowledgeable professionals who understand your business. We are here to serve you.

WEB SITE AND SOCIAL NETWORKING BENEFITS

You will be listed on our web site as a professional company which will give the public another avenue in which to learn about your services and updated industry notifications.

Also enclosed is our Code of Ethics, a 2025 Membership Application, a message from me and Why Belong to a Trade Association. As a rule, we meet on the first Wednesday of every month (except Jul & Aug) for a dinner meeting, but this can change due to the availability of the speaker and topic, we also enjoy networking and social time with our members.

Please feel free to contact us for more information.

2025 CTSAAs Board Officers and Directors

President: Cathy Wendland – Creative Design Flooring, Inc.

Vice-President: Penny Scott

Sec/Treasurer: Joe Fortuna – Mexican Tile & Stone Company

Director: Sam Hibbs – Uptight Carpet and Decorating Center, Inc.

Director: Bob Tomiczek – Compass Stone & Tile Works, Inc.

Director: Patrick Cruse – Custom Building Products

Director: Tim Whittington – Schluter Systems L.P.

Director: Adam Tompkins – Tile & Stone Technologies

Director: John Salinas – InteriorWorx Commercial Flooring

Director: Misty Hancock – Natural Exteriors



Code of Ethics

Members of the Ceramic Tile and Stone Association of Arizona, agree to abide by the following Code of Ethics:

Sale, Distribution and The Installation of Ceramic, Porcelain and Natural Stone will be installed per manufacturers, Tile Council of North America (TCNA), American National Standards Institute (ANSI), Natural Stone Institute (NSI) standards and recommendations.

- **All contractors must remain in good standing with the Arizona Registrar of Contractors and follow Rule 4-9-108 Workmanship Standards.**
- **Conduct business in accordance with fair and honorable standards of competition.**
- **Honesty, integrity, quality, and professionalism will guide member business philosophy.**
- **Contracts and warranties shall be written in accordance with all applicable laws and manufacture recommendations.**
- **Promote in good faith only those products and services which are known to be functionally and economically sound, and which are known to be consistent with objective standards of health and safety.**
- **Provide continuing education for all employees to ensure they are current with industry practices and attend CTSAA membership events.**
- **Comply with the design integrity of architects, designers, and other industry professionals and follow all project specifications.**
- **Act respectfully and with responsibility in the best interest of their clients and shall maintain sound business relationships with suppliers, with other industry partners, and trade professionals.**
- **To report a potential violation of the CTSAA's Code of Ethics or Professional Conduct please e-mail: executivedirector@ctsaa.com**



2025 Membership Application

Please complete the information below and send it with payment for the proper amount to the address below.

Acceptance is subject to Board of Directors approval.

Please check the applicable membership category:

- **Regular Member:** Any person, partnership or corporation engaged in the ceramic tile or stone industry, and duly licensed if required in the State of Arizona
- **Supporting Member:** Those qualified for Regular Membership who reside in outlying communities, unable to attend Monthly meetings.
- **Branch Location:** Additional company locations may be added to the member list for \$25 per location. They will receive all membership benefits ascribed to your primary category.
For Branch locations, please include the address, contact person, phone, fax and email on a separate paper.

I am interested in serving on the following committee(s):

___Marketing/Membership___Education___Safety___Golf___Awards___Technology

I prefer to receive information via ___Email___Mail___Phone (Please add info@ctsaa.com to your safe list)

___I give CTSA permission to email me via MailChimp

Membership Category Dues paid for New Membership Dues Paid for New Membership

Regular Member	\$395
Supporting Member	\$195
Branch Locations	\$ 25

Company

Name: _____
Address: _____ City: _____ State: _____ Zip: _____
Phone Number: _____ Fax Number: _____
Web Site: _____ Number of Employees: _____ Year Established _____
Principal Contact: _____ Title: _____
Email: _____ Phone Number: _____
Additional Contacts: (Note: There is no additional cost for multiple contacts.)
Name/Title: _____ Email Name/Title: _____
_____ Email _____

Description of

Product/Service: _____

State Contractor License Number: _____ Referred By: _____

I hereby make application for membership in the Ceramic Tile & Stone Association of Arizona. If approved, I will abide by its bylaws, support the objectives, comply with the Code of Ethics and pay the established dues for whichever category I fall in to.

Principal Contact Signature: _____ Date: _____

Please call CTSA 480.382.0658 if paying by credit card or let us know to send you a payment link.

Please make checks payable to CTSA and mail to address below or request a payment link

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