



from the editor's desk



Lots of activity this spring - business inquiries are increasing and perhaps we are seeing those early "green shots" of both economic recovery and spring. On the personnel front we welcome a new director in Tony Haddon - Tony has had 15 years experience in the carpet tile industry - and for the last ten years has worked in various senior roles in manufacturing specification products within the construction industry. Tony has joined us with the specific brief to develop new products and move the business onto the next level in our growth. We also welcome our new sales/customer support person Sheila Bacon - Sheila has had several years experience in telesales and customer support and is now busily calling both potential and existing customers all over the country. On the product front we are launching our new stylish "designer" tile called Terrain - and increasing the colours available to 20 in our old favourite Mercantile. I can also promise you lots of other exciting developments over the next few months.

Best wishes Gerry Cox..



TERRAIN

For some time we have identified the need for an economically priced tile with a stylish high design aspect - the result is Terrain! This attractive linear patterned tile "ticks all the boxes" - its heavy contract Nylon, available in nine modern colour ways and competitively priced.



Sheila Bacon

- when not selling carpet tiles Sheila says she enjoys foreign travel, theatre, concerts, reading, movies, walking her dog, gardening and spending time with her family and generally having fun!! - wow, surprised she has time to call customers!



Tony Haddon

- Chiltern welcomes Tony Haddon to the company as director. Tony has joined with the brief to develop new products and sales.

MERCANTILE

Mercantile has been an old favourite of ours for some time - it positions itself where price, colour and performance meet. Therefore we have given Mercantile a "facelift" by increasing the number of colours to 20.



"The Best value in carpet tiles... just got better!"