



Sourcing natural stone and assisting customers all over the world since 1989

## TD: WHO WE ARE

TD Srl was **founded to develop the trade and use of stone products** such as marble, granite, travertine and onyx as well as porcelain, quartz, artificial resin and cement conglomerate.

Over the years TD has proven itself as a **niche supplier** for quality stone and with time, the company has grown and transformed to also provide key services to those in the building industry: services such as surveying, project planning and material installation.

Our **goal is to provide the customer with a complete service**, the so-called "turn-key". In this way, you work with fewer entities and we utilize our strengths and expertise to ensure a problem-free job-site.



Furthermore, we can offer key connections to **exclusive Italian brands** in several industries such as kitchens, furniture, lighting and furnishings. Most notably, we are part of OPERA BY CUMAR – a grouping of companies offering 'Made-in-Italy' luxury interiors.

The following pages will give you a more in-depth look at each service that we provide and how we leverage our particular position to obtain the best results for our customers.





## PROJECT WORK

Every project is different and requires its own approach. Our clients - architects, designers, builders – appreciate our ability to provide a wide range of services regarding all stages of a construction project. A turn-key solution. Whether you need only one of these services or all of them – we adapt to your needs.

***Material Supply***

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***Planning/Surveying***

\*

***Installation***





## MATERIAL SUPPLY

Too often a project is planned based on the limitations of what materials are available locally. We offer you the chance to **work without those limits.**

Whether it is something you can't find locally or something that we suggest based on a close analysis of your project – the sky is the limit and you shouldn't have to settle.

TD Srl is able to recommend the best materials for a project thanks to 30 years of experience in this difficult field and our knowledge of almost all natural and technical characteristics. Having agreed upon the right materials, we will then handle all matters involving the location and supply of those materials for the customer.

**Why buy stone from abroad when you have a local source?** Apart from having more selection, spending a bit more on transport is far outweighed by spending sometimes half as much per square foot. Many materials you find locally have passed through numerous distribution points and the prices will reflect that. By working directly with us you bypass those inflated margins and achieve significant savings.

*"From the moment they gave me a quote it was clear that working with TD could radically improve my bottom line."*





We deal with any type of natural stone as well as quartz, porcelain, artificial resin and cement conglomerate, but **our specialty is locating exclusive and hard-to-find material** such as Calacatta, Statuario, Original Dolomite, Thassos... You could think of us as **'head-hunters'** for whatever color/material you might need. And if it isn't available here in Verona, we can locate it through our partners around the world or by going there ourselves. We are frequently in Turkey, China, India, Greece, etc...

This is also where being small plays to our (and your) advantage. We **personally inspect all material** – we can't afford to have dissatisfied clients.

At the same time we are continually using our **vast network of contacts to search for material** and great deals to propose to our customers. An added service for our clients.

*We deal with slabs, tiles, mosaics, cut-to-size... in natural stone....*

**MARBLE \* QUARTZITE \* LIMESTONE \* GRANITE**

**ONYX \* LIMESTONE SOAPSTONE \* TRAVERTINE**

*or these alternatives...*

- ✓ **MADE-IN-EUROPE QUARTZ (Slabs)**
  - ✓ We carry two lines of quartz to cover a wide range of prices and colors
- ✓ **MADE-IN-ITALY PORCELAIN (Slabs or Tiles)**
  - ✓ Becoming more and more popular, we have access to the most prestigious Italian producers with the latest technology including "passing veins" and "limited light vibration/wave effect"
- ✓ **ARTIFICIAL RESIN / CEMENT CONGLOMERATE**





## .4 PLANNING - SURVEYING

Regarding this stage, our work **starts with the inspection of the work site**. The surveying team is made up of qualified professionals who are able to take measurements on site, make decisions and suggest possible alternatives while always taking into consideration the customer's requirements. They use **state-of-the-art equipment**, including **3D laser scanning**, to provide the most accurate and efficient information possible.



The project **will then be developed** through the drafting stages **and finally shown to the customer or architect for their final approval**.

Our **focus is to work with architects, interior designers and builders who can benefit from our experience** with these materials over the past 30 years with residential and commercial projects. Whether it's 50 bathrooms in porcelain for a hotel, a marble floor for a theater foyer, a limestone facade or a book-matched marble shower surrounding; **we can offer valuable expertise** to any of these projects.





# .5 INSTALLATION

In the final stage of our "turnkey" approach, **TD Srl provides installation on site**. Some years ago we decided that in order to guarantee the best results, it was clear we needed to have **experienced Italian artisans** to perform the installations.

It was no easy task but we now have two teams that are permanently based in the U.S. with all working papers and insurance. They are **able to install a wide range of materials thanks to their many years of experience**: from slabs to tiles, kitchen tops to vanities, cladding to flooring, mosaics to cut-to-size piecst, as well as other special installations at the customer's request.

Our installers are **always up-to-date with new technologies** (for example nets or special glues for screeds to prevent any settlement breaks) and **use the most sophisticated techniques and equipment** to guarantee an excellent final result. Be it marble book-matching, back-lit onyx or installing large format porcelain tiles or even whole slabs, they can do it all.



*"Our installation teams are key to our philosophy that quality material requires expert hands when it comes to the final step of a project."*





As a niche supplier we frequently deal with projects involving premium and luxury homes, so it was only logical for us to foster and develop our relationships with select Italian companies in order to be able to provide access to these exclusive brands for our clients.

TD is proud to be a part of **OPERA BY CUMAR**, an association of Italian companies offering **Made-in-Italy Luxury Interiors**.

Ideal for architects, interior designers, builders and developers who are looking for luxury interior finish solutions absolutely unique and entirely customizable for private residences, commercial spaces and yachts.

Our mission is to create custom projects as they were designed, supporting the architects or designers, through all the different phases of the creative and production process even for the most complex projects by providing the technical support with shop drawings and custom samples of materials and finishes. Each of our products are custom-made, making them a true work of Art!

Our partners are leading Italian companies that include a range of different sectors of luxury interiors including flooring & wall covering, kitchen, lighting, wall & ceiling paneling, custom built-in casework, interior door, furnishing, window coverings & upholstery, stained glass, artworks in marble, wrought iron and frescoes and Venetian stucco surface decoration. All 'made-in-Italy'.

Visit the website at [www.operabycumar.com](http://www.operabycumar.com)





✓ **EXPERIENCE:**

Davide's 30 years in the industry provides you with expertise in all materials, their technical aspects, finishings, etc...

✓ **CONNECTIONS:**

Vital when it comes to finding the right materials  
Essential in order to buy low and pass those savings onto you  
We have close contacts with many other important brand names in Italy – be it kitchens, lighting, furniture or other furnishings.

✓ **PRICING:**

We strive to be the most competitive on the market by:  
Buying directly from the quarry when possible  
Using contacts in the industry obtained from 30 yrs of experience  
Keeping low overheads  
Selling directly to customers

✓ **NOT TOO BIG:**

We are agile and can move to our customers' requests  
We personally inspect all materials to ensure quality  
Personal attention - you deal directly with us

✓ **LOCATION:**

Verona is one of the world's focal points for natural stone

✓ **RANGE:**

We deal with all types of natural stone but also artificial quartz, ceramic, porcelain, conglomerates, etc...  
We are able to work with residential or commercial projects

✓ **SURVEYING / PLANNING / INSTALLATION TEAMS:**

We can offer you a complete service for projects – from start to finish.  
Our installation teams are Italian artisans who know the trade – they are based in the U.S. and have all papers for working there.





**Davide Tosi, CEO.**

This is my story, in a few words.

I started working in the marble industry **30 years ago** (May 1989) as purchasing manager of one of the most important marble companies in Verona.

In 1991 I began **traveling around the world** in search of stone to countries such as India, Brazil, South Africa, the U.S. and many others. In 1996 I opened a marble company in China with 280 employees.

During those years I also started various joint-ventures, moving from purchasing manager to export manager.

- An office in Los Angeles, CA – USA
- An office in Dallas, TX – USA
- An office in Paris, France
- An office in London, England

From 1998 to 2001 I worked on implementing other projects, for example the **hotel 'Venetian' in Las Vegas** and the **'Venetian Casinò' in Macao**. In 2001 I started working for another company in Verona as Export Manager. With this company I followed the opening of an office in Hong Kong and one in Dubai, while always maintaining my business contacts with the United States and other countries where I was working before.

In this period of time we executed **many projects** such as:

- Toyota Dubai, United Arab Emirates
- Many hotels such as the the Atlantis and the Palm in Dubai, United Arab Emirates
- The restaurant in Hotel Kempinski, Dubai, United Arab Emirates
- The Trump Tower in Las Vegas, NV – USA
- The Trump Tower in Chicago, IL – USA
- A private villa in Brazzaville for the President of the the Republic of Congo



Finally, in 2010, I founded my own company, **TD Srl** (my initials reversed), with a staff of highly qualified professionals, experts in the design and technical fields, as well as in the more specific areas of material supply and installation.

Here are some of the many projects executed by TD Srl in these past years:

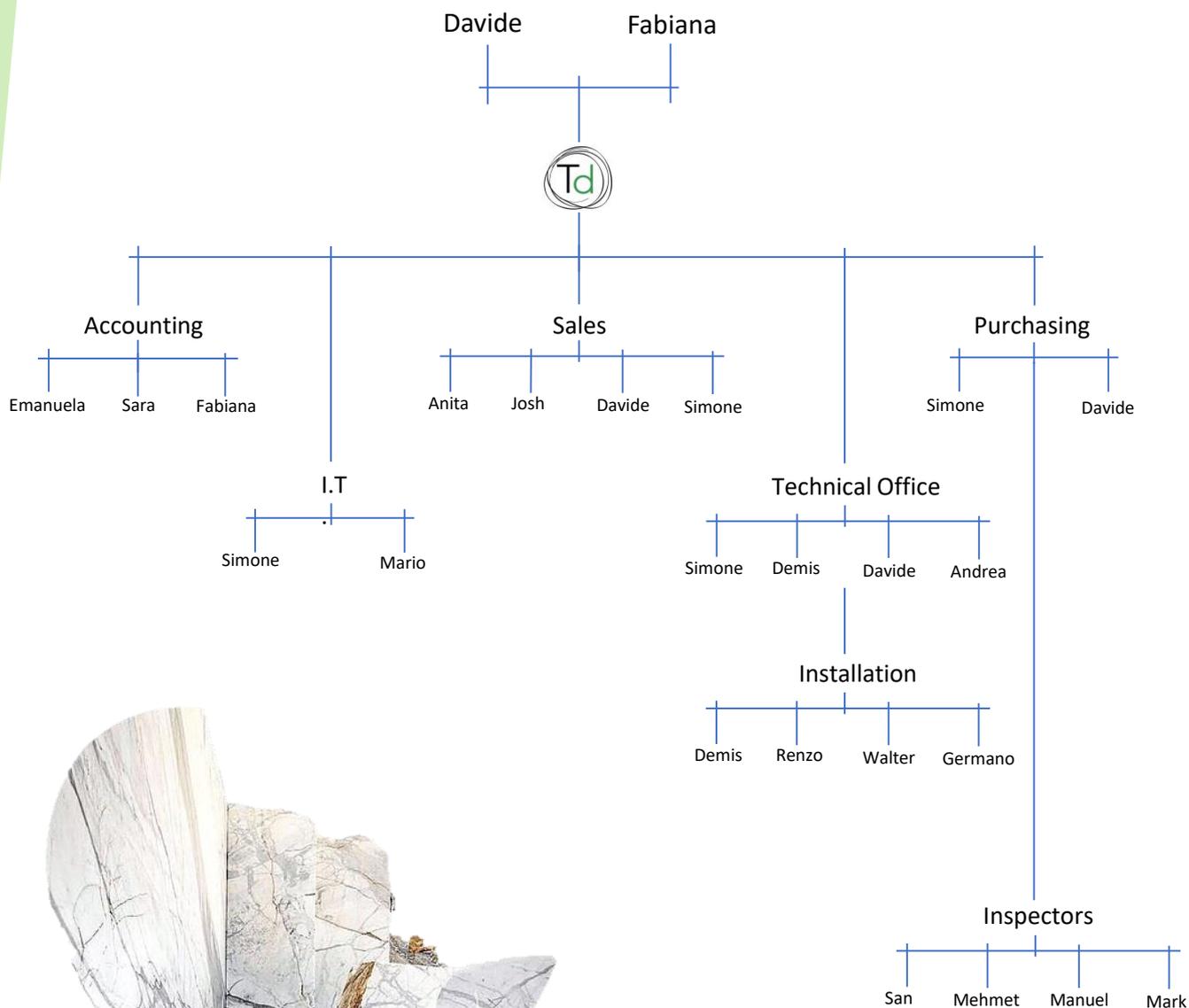
- A private villa of about 6,000sqm in Nigeria
- A private villa of about 7,000sqm in Ghana
- 2 private villas in New Delhi and Mumbai, India
- A hotel in New York – USA
- A private villa in London, England
- Many private houses and apartments in Paris, France
- The library of Harvard University – Boston, MA - USA
- The spa area in a 5-star hotel in France
- Hotel Millennium in Boston, MA – USA





# THE STAFF

The success of **TD Srl** depends on its team's know-how. Each staff member can count on many years of experience in their specific field. Working closely together, this all combines to create a strong synergy in the company.





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