



Azarias Tile Supply, LLC

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November 1, 2007

Dear Laufen Customer:

As part of Laufen's commitment to meet and exceed market needs, and with Roca newly acquiring Laufen, together they are continually developing new products.

As you know, throughout 2007 we have introduced the following new products from Laufen:

- Alcazar
- Coral (Glass)
- Sedona
- Ardesia
- Minerva
- Shellstone
- Atlas
- Natural
- Tahiti
- Copperstone
- Rock Art
- Tuscany

In anticipation of the above additions, the following have been discontinued:

- Chateau - Full Line (African Slate, Doric White, Jura Beige, Multicolor Slate)
- Damascus - Full Line (Floor & Wall)
- Eminence - Full Line (Floor & Wall)
- Newcastle - Full Line (Floor & Wall)
- Nordica - Full Line (Phased out in 2006)

We ask that you please communicate your needs for these products to us. Remaining inventories will be available until they are depleted. We will make every effort to fulfill your requirements. Please contact our office or your sales representative concerning orders and availability.

As always, we appreciate your business and look forward to serving you in 2008.

Sincerely,

Johannes L. Korver
Founder/Owner
Azarias Tile Supply, LLC



Roca Tile Group

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