



# Procurement & Value Engineering Services

*Your Global Sourcing & Manufacturing Partner*





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OVER  
THIRTY  
YEARS

**Commercial & Residential  
Projects**

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**Tailor-made Services  
and Sourcing**

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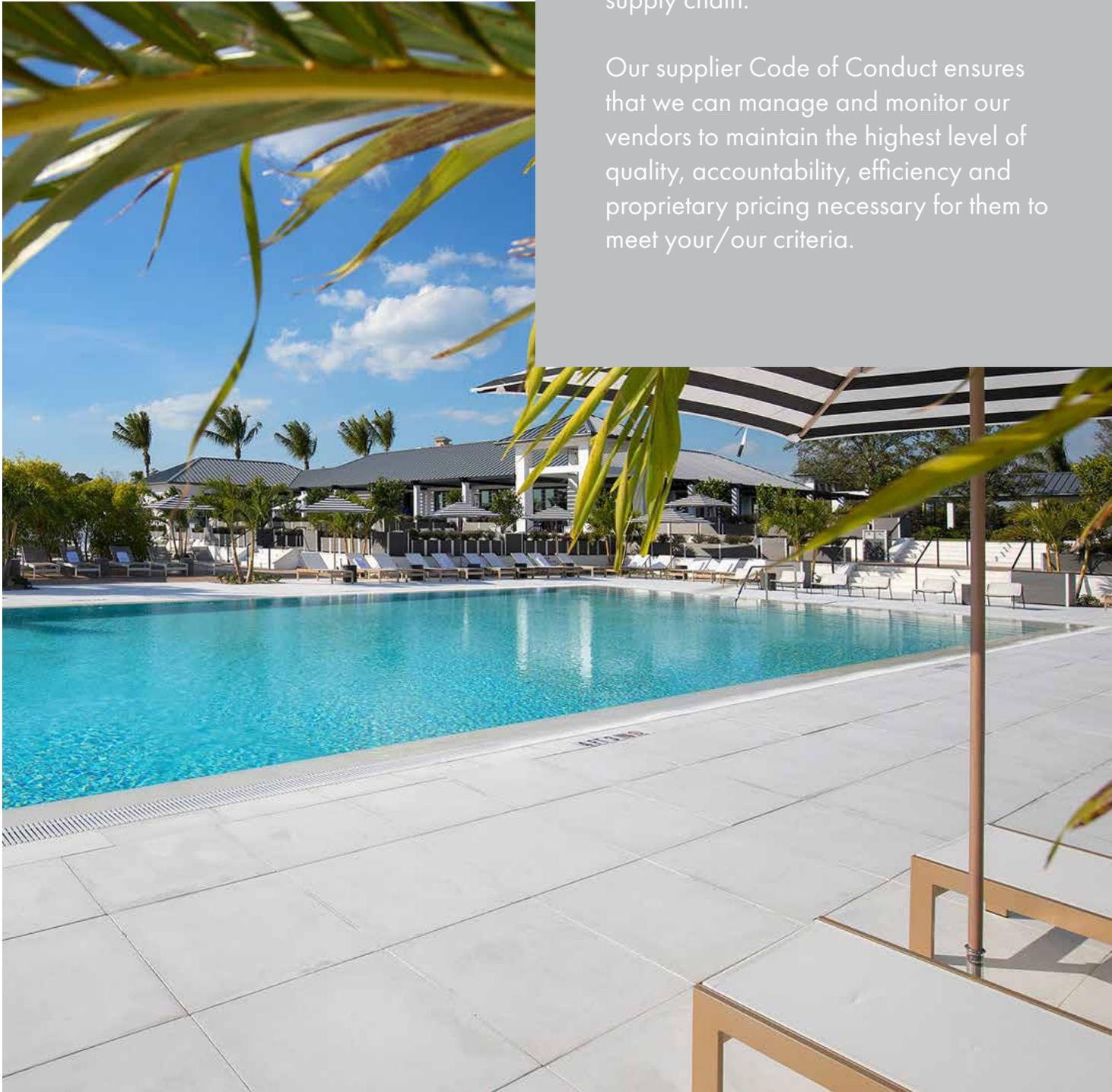
**R&D Technical and  
Logistical Support**

No matter the scope or location of your project, IWT-Tesoro can source a money making alternative option for you.



# Why Choose Us?

IWT-Tesoro products has gained strength through inspired vision and intense Customer Service since 1994.



## Tailor-made Services & Sourcing

### Code of conduct

We have developed long-term strategic relationships with our entire international supply chain.

Our supplier Code of Conduct ensures that we can manage and monitor our vendors to maintain the highest level of quality, accountability, efficiency and proprietary pricing necessary for them to meet your/our criteria.

# GLOBAL PRODUCT SOURCING

**IWT** **TESORO**  
Quality Products For Life  
INTERNATIONAL WHOLESALE TILE, LLC  
A VICTORIA PLC COMPANY

**VICTORIA PLC**

## Diversified services with one point of contact

### R&D, Technical & Logistical Support

Given all the complexities in developing a sourcing solution, having a single partner that can assist you at every step of the process is a clear advantage.

As a subsidiary of Victoria PLC, we have direct access to our company-owned factories including tile, carpet, artificial turf, area rugs, and underlayment for carpet.

### NORTH AMERICA



### EUROPE





We understand that sourcing involves more than just competitive procurement. The delivery of value demands a sophisticated blend of relationships, knowledge, analytical, re-engineering at times, the ability to pivot when necessary, and negotiating skills. Excellent communication throughout the process is paramount.

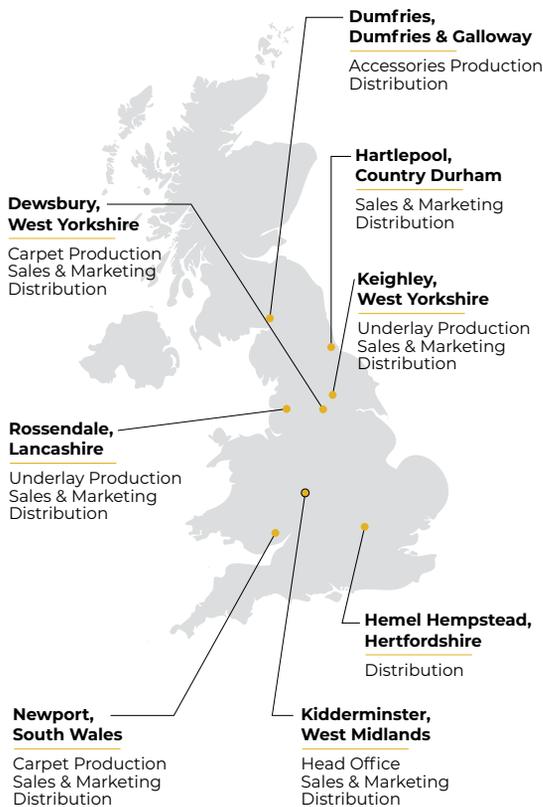


We provide hard samples of all products, proof approvals as well as production samples, to facilitate engagement and formal customer approval at every step of the selection, design and procurement process. This ensures successful communication, preventing errors or surprises. We manage the communication and agreement process very carefully through final delivery of the product.



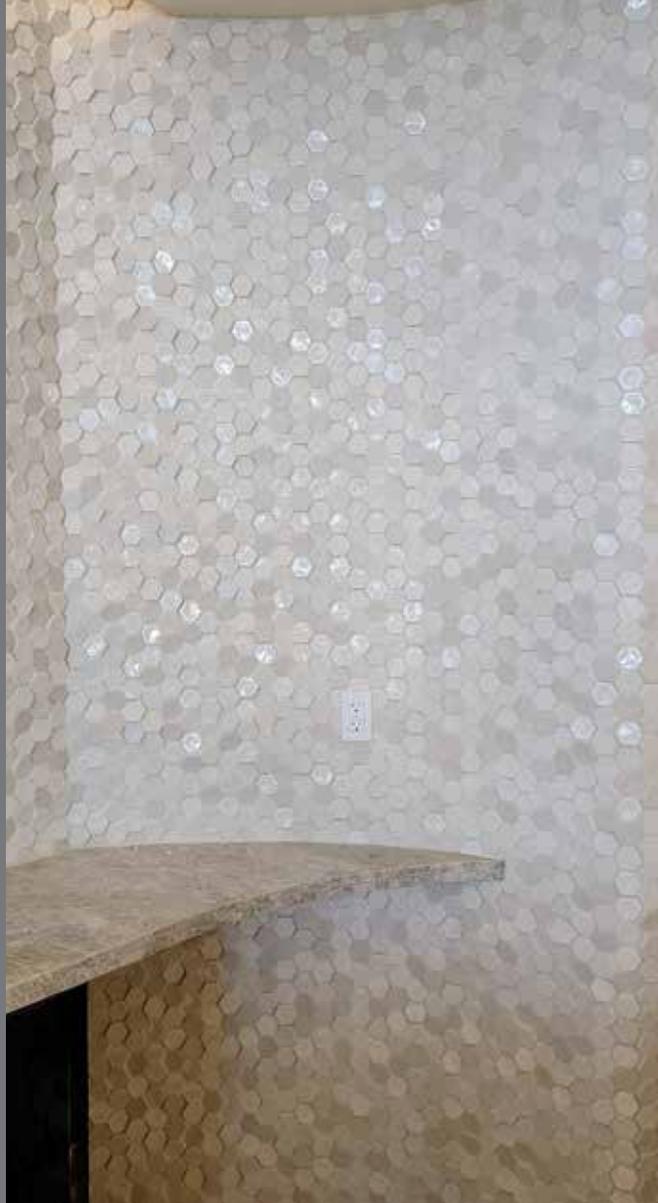
Every continent that operates on our behalf, has professional teams that can search, develop and manufacture products for each requirement. The use of consolidated and rigorous protocols in the quality control of the various research phases, prototyping, and in pre- and post-production guarantee that the product delivered is exactly as required.

**UNITED KINGDOM**



**AUSTRALIA**





# Mutually Beneficial Partner

## Optimization of savings

With Tesoro, there are no sign-up sheets, no obligations or agreements to get started, and no charges until a project's realization. We are here to help and to allow our experience to be passed along to our clients as your Global Sourcing and Manufacturing Partner.

## We plan all activities

Many of these activities involve access to external and internal research laboratories at factories, design centers, raw materials suppliers, etc. We plan and oversee all the above activities in order to submit to the client a master sample for approval.

## We stay hidden

What does this mean? Our interest is not in presenting our name, our sources, or our brand. Everything we do is in the strictest of confidentiality. We are behind the scenes working for you as your Silent Partner!

# A world of possibilities, by the numbers

## Expansion & Growth

As a business entity, we are constantly evaluating how we're doing by analyzing trends in the industry, leading market indicators and of course, our numbers. However, the feedback from our partners is the most important information we can acquire. We urge you to continue a fruitful dialogue with us, for our continued progress together.



## Priorities

**Our customers.** They're the best, and they come first. Our company is committed to improving the industry and your bottom line.

- 140 Employees working hard for your business.
- 195,000,000 Pounds of material moved through our warehouses in 2025.
- 11,500,00 Square feet of material in stock.
- 7,200,000 Cubic feet of warehouse space in our Palm City, FL location.
- 1,200 Containers received per year.
- 8,500+ SKUs available.
- 3,200+ Square feet cut by our Tile Studio daily.
- 600+ Mosaic sheets assembled per day
- 77 Internal factories from which we purchase material.



# Contact us today

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