Ceramics. Porcelains. Nature Stones. Whether you know what you want as a buyer of quality tile and natural stone — or you’re looking for advice on product development or assistance in negotiating a deal — we can help.

As your service partner, we go direct to the source — on your behalf. IFC’s Corrado Borelli, Managing Director, is based overseas in the mecca of the ceramic tile industry, Sassuolo, Italy, and has cultivated contacts with the finest large and small factories around the world — in Italy, Spain, France, Turkey, Brazil, Asia, and other countries.

Through IFC, you will benefit from our many global sources, our understanding of the cultures and languages, and our knowledge of the business environment in countries where you want to do business.

For quality tile and natural stones at values not available through traditional channels, let IFC be your Single Point of Contact. We can put you in touch with the right people to help you choose the ideal products and materials for your business — and support you every step of the way.

IFC has the experience, insight and resources worldwide to find what you need, get it to you in a timely manner, at the price you want.
SAVE WITH IFC SOURCING
IFC has the capability to research, aid in development and source for a wide variety of ceramics, porcelains, natural stones, marbles, granites, agglomerate, mosaics, resins and decorative pieces from manufacturers around the world.

Because we deal directly with factory ownership — and have developed strong business relationships, we cut through the conventional chain of intermediaries and sales agents. By removing these middlemen, you benefit from very significant savings — in many cases, 15-30 percent or more off pricing you would expect from traditional methods.

And, because we’re not aligned with conventional sales channels, we’re free to go anywhere to find the highest quality materials you’re looking for — and at the lowest possible prices. We even work with design houses, glazing companies or directly with the manufacturers to assist in the development of products you have in mind.

OUR GLOBAL NETWORK
With IFC’s access to a global network of manufacturers and design houses, we can bring the latest trends to your doorstep. Built over three decades of experience in the natural stone and ceramics industry, our many worldwide sources offer a vast selection of products with broad market appeal. Through IFC, you can also benefit from having quick access to unique and even first-to-market products. As a result of our sourcing services and close contacts, you’ll have access to virtually unlimited selections of innovative and value-priced products.

SERVICE AND QUALITY YOU CAN COUNT ON
Maintaining quality control is one of our highest priorities as your sourcing partner. On your behalf, we oversee the manufacturers working on your project, to insure quality remains high. Through our overseas presence, IFC can manage many aspects of your project — from product design to cutting tiles or stone and delivery. We can even aid in the design and development of a complete merchandising, marketing and product knowledge support.

From overseas, IFC’s management team has provided sourcing, design and negotiating services to some of the largest purchasers of ceramics, porcelains and natural stones in the United States.

CORRADO BORELLI, MANAGING DIRECTOR,
Corrado brings three generations of experience in Italian ceramics manufacturing to the IFC partnership. Machining, manufacturing, negotiations, management, sales and marketing — Corrado has done it all. Based overseas in Sassuolo, Italy, Corrado’s understanding of industry trends and cultural dynamics is invaluable in delivering cutting-edge fashions and innovations to purchasers of ceramics, porcelains and natural stones.
It’s all part of IFC’s Single-Point-of-Contact Services — which can be tailored to your special needs. Even before we find the right manufacturer to handle your project, we assist you by offering local knowledge and insight on how to deal with overseas manufacturers and negotiate the most favorable rates. In that sense, we urge you to think of us as a partner — a reliable resource of information to help you develop the best deals and relationships overseas.

At IFC, we provide a unique sourcing service that uses our knowledge and insight to help you do business effectively overseas.

SCOTT ALPERT, PRESIDENT
Scott is a specialist in marketing and merchandising ceramic tile and stone. His career previously embraced production, development and technical management for a medium-sized retail and wholesale operation in South Florida. Scott also developed private label and national programs for some of the largest tile purchasers in the U.S. In IFC, Scott is realizing his dream to use his global contacts — cultivated over two generations — to provide overseas sourcing services for ceramics, porcelains and natural stones in the U.S.
THINK OF IFC AS YOUR PARTNER

IFC knows that your competitive edge depends upon the selection, quality, service and prices you offer your customers.

Because we value our relationships with corporations like yours, we are committed to help you stand out in these areas. In keeping with this commitment, IFC provides all of the resources that you need to maximize sales and exceed your customers’ expectations.

If your company would like to benefit from our sourcing and knowledge services overseas, please contact us by phone at 954.341.7320 or e-mail us at ifcusa@earthlink.net.

We’re here for you.