

Locally-owned and operated since 1989, Central States Tile, Inc. is one of the top resources in town for higher-end tile and stone. Its founder, Gary Sowell, works in conjunction with at least 10 Italian distributors on a regular basis, and his expansive showroom boasts myriad samples from which to choose. Central

Inc. works with specific trade people but the general public is welcome to come in and make selections.

“We have many lines that offer a range in colors that blend beautifully together,” emphasized Shelley Dorsh, Architectural Representative for Central States Tile, Inc., who works with architects and



States Tile, Inc. prides itself on providing a tremendous selection of higher-end materials that are available and in stock. A wholesale distributor, Central States Tile,

designers on commercial and residential projects. “We also have American-made tile and some from Mexico, Spain and Portugal, as well.”



“We acquire a great selection of colorful tiles in many textures and variations in color, providing so many beautiful tiles to explore, along with decorative mosaics to accent a home,” said Dorsh.

Because the people who work for Sowell are regarded as some of the best in the industry in terms of expertise,



competency, education and loyalty, they stand at the ready to assist clients as needed.

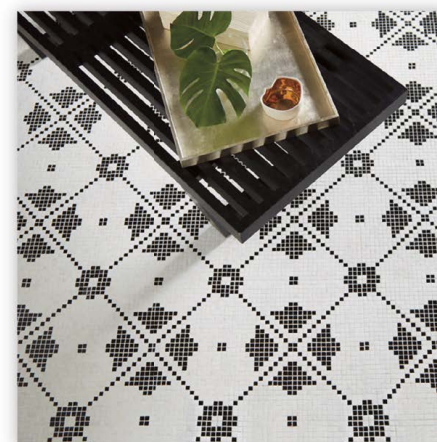
“We provide service to designers who will work with customers on all aspects of a project,” indicated Dorsh. “Not only will they assist in selecting the right color, they will also address technical elements and specific characteristics that will then enable them to select the best tile for the area.”

The recent COVID-19 outbreak has had appreciable impact on the global workplace. While Central States Tile, Inc. is not immune from the dangers of the virus, the company has managed to keep all of its employees working throughout the crisis and is grateful this virus has not caused the business to close its doors. However, Sowell has implemented certain changes to adapt to the new way of doing business amidst this pandemic.

“COVID-19 has changed the way we operate,” expressed Sowell. “Tile is something you can’t just see online. You have to touch and feel it and see it in

the lighting of your own home.”

Bearing this in mind, the company strongly adheres to the suggested guidelines of the CDC and performs



routine environmental cleaning. The showroom is subjected to intensive cleaning measures multiple times throughout the day. When customers visit the showroom, they are asked to sign in, masks and gloves are encouraged and are made available. In other words, the superior customer service for which

this company is known simply means a new layer of attention to detail has been added. Sowell demands exceptional service from himself and his employees



and refuses to miss the mark in that regard.

“We are about quality and service,” emphasized Sowell. “We stand behind our products and treat people how we want to be treated.” ■



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TRENDING...

The industry is trending towards larger tile formats, anywhere from 12" x 24" on up to 5' x 10'. Additionally, porcelain tiles, regarded for their good looks and low-maintenance appeal, are frequently used to achieve that natural marble effect.

