

# WALL-2-WALL NEWS

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Editor: Rob Covert

## Top 10 Carpet Installs for 5/14

RANK	STORE #
1	4122
2	6204
3	6209
4	4501
5	4115
6	925
7	901
8	2560
9	4127
10	943



Great job!

Who will be in the Top 10 SQ YD report next month?

**Thank you for all the hard work.**

## Rapid Install Program

Throughout the showroom some of the carpets have received “headers” and are now included in the Rapid Install Program. The Rapid Install Program offers customers choice to be installed within 7 **business** days of the job being paid for. The Rapid Install Labor SKU must be used when you are setting up the measure. Once the carpet is sold and downloaded into the workrooms, this Labor SKU is the only way we know that the customer wants this carpet in 7 days. If the National Labor SKU is used, it is treated as any special order carpet.

In addition, you will also see as the “new” 72 hour displays are being set up and the MET team will integrate the 7 Day Quick into the Rapid Install pod. The MET Team will have instructions to take the freestanding metal display and “store” it until later this year when a new program is introduced that will make use of this display.

### New Floor Prep Guidelines

In an effort to simplify, the new process will charge floor prep based on a square foot rate for the **entire room** which is easy to calculate and relay to the customer prior to purchase. This will lead to greater sales, lower markdowns and higher customer satisfaction due to the clear standards. Remember these key points:

- Applies to all flooring programs
- Applies to wood and concrete subfloors
- Basic installation will include light prep up to but not including an 1/8” of leveling
- Basic Installation text will be changed to include text for the new process
- Floor Prep charges are **ALWAYS** charged per the **ENTIRE ROOM**. Even though the unit of measure is per square foot, if a leveling charge applies it would be calculated for the whole room.

### WHEN SELECTING PATTERNS, REMEMBER:

- Large patterns tend to decrease the apparent size of an area.
- Large expanses of floor space generally require larger and bolder patterns. When placed in a large room, such as a ballroom, smaller patterns tend to lose definition and will have the appearance of a tweed. Smaller patterns are best used in smaller areas and where there are fewer seams.
- The larger the pattern, the easier to match and install.
- Patterns with lots of lines, such as plaids or stripes, present more difficult installation challenges.

### WHEN PLANNING THE INSTALLATION, REMEMBER:

- Although exact pattern match is usually not guaranteed, manufacturers will provide tolerances and specific installation instructions.
- The installation method selected may influence the degree of pattern adjustment that can be realistically expected. The amount of adjustment possible will vary with the backing system selected.
- Pattern adjustment during installation is possible and expected.
- Power stretchers and stay nailing are commonly required even in glue-down installations.
- Time requirements will not be the same as for installation costs of plain goods as patterned carpets normally require more time to match at the seams.
- More seams and cross seams make it more difficult to complete a pattern match and may be more noticeable than a textured or plush carpet.