

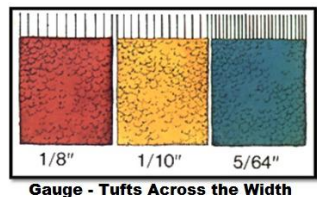
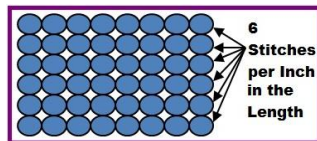
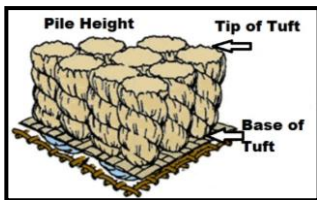
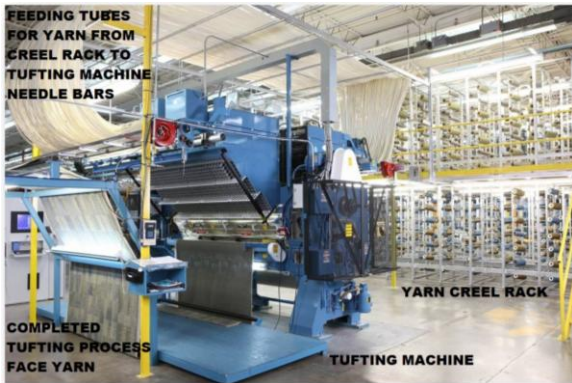


THE COMMERCIAL FLOORING REPORT




TUFTED WEIGHT VS. FINISHED WEIGHT

This is an issue that requires some clarification, explanation and information. The tufted weight of any carpet is the weight of the material at the tufting machine or prior to any shearing being done on the pile surface, if a cut pile product. There are tolerances for face weight and other characteristics of

commercial carpet which have to be met that allow a variance of 5% + or - according to GSA guidelines. All carpet has a published tufted weight though this issue is particularly critical in the commercial segment of the market. To explain further, the tufted weight is the weight of the carpet as it is set up to be produced on the tufting or weaving machine. In other words, if a carpet is supposed to be 30 ounces a calculation is made by the manufacturer as to how much yarn has to be used to achieve this weight.



To be taken into consideration are the pile height of the product – measured from the base of the tuft to the tip, the stitch rate-how many stitches or tufts per inch in the length, and the gauge – how many tufts across the width determined by the number of needles per inch in the tufting machine being used to produce a particular product. Also influential is the ply of the yarn – how many twists per inch and the denier of the fiber – how thick each individual fiber or filament is. Tufted weight applies to cut pile, loop pile and cut and loop pile carpet constructions. When producing a looped pile carpet product everything has to be set up on the machine just right to achieve the desired or required tufted weight, and as mentioned, there are plus and minus tolerances. Once a loop pile carpet is constructed there's not much of anything that can be done to it to alter the face weight. Remember, carpet is a textile material that will always have some variation in the weight, which is why there are allowable plus and minus tolerances. Carpet is not a product made in a mold that is going to come out the same each time it is produced. That being said, the carpet does have to comply to the manufactured specification.

- S**  Level Loop
- T**  Multilevel Loop
- Y**  Cut and Loop
- L**  Level Cut and Loop
- E**  Cut Pile
- S**  Saxony
- E**  Velvet Plush
- S**  Frieze
- S**  Shag

Cut pile, cut and loop and tip sheared carpets are a different subject when it comes to weight. For example, we have some commercial clients we have carpet produced for that has to meet particular physical characteristics because of the type of use it gets. Our clients come to us to insure they are getting exactly what they want and what they pay for in every aspect of the product. Weight is only one of their concerns. For this reason we work with the manufacturer on the product to insure everyone is satisfied with the outcome. Very often, in these circumstances, the manufacturer will tuft a cut pile product "heavy" to allow for what will be



sheared off during finishing, which brings us to the finished weight issue. We then test the carpet to insure compliance of every characteristic specified which would include the weight. All cut pile carpet is sheared to finish the surface, "clean it up" or give it a crisp appearance or the appearance it is supposed to have. Sometimes it's necessary to re-shear a carpet if there is a

slight blemish in the face, or it doesn't have the "look" designed for the style. This process may take off slightly more fiber that will alter the tufted weight of the carpet. Understand that any shearing done will remove face weight and that this will always alter the tufted weight from the finished weight. However, very little fiber is removed from each shearing. This is not like getting a haircut; barely measurable amounts are sheared at times.

Carpet Specification - Example Only	
Level Loop Polypropylene:	
Rated for Moderate / Heavy Traffic	
Manufacturing Specifications:	
Pile Yarn Content: 100% Polypropylene	
Construction: Level Loop	
Finished Pile Weight: 20 OZ/Sq.Yd.	
Dye Method: Solution	
Gauge: 1/10	
Stitches Per Inch: 9.67	
Pile Thickness: .140	
Density: 5220	
Total Weight: 47.76 Oz.	
Primary Backing: Woven Polypropylene	
Secondary Backing: Woven Synthetic	
Width: 12'	
Pattern Repeat: None	

A problem may occur when someone takes issue with the weight of the product they receive versus the published weight of the product. If there is no specific statement that the published weight of a carpet product makes no distinction between tufted and finished weight then a claim may be made, and argued, because the complainant believes they were cheated by not getting what they paid for. Tufted weight versus finished weight may be understood among manufacturers but it is not so well understood by everyone else. Therefore, to prevent arguments, there should be a distinction made and explanation supplied, that will leave no question that the

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stated weight on a particular product is either before or after tufting. If the product being specified must comply with a particular weight then that should be written into the spec with the tolerance stated – 5% plus or minus. Remember that this is a textile product that by its very nature can vary in weight normally and you should understand that.

As much as 70% of the cost of a carpet is in the face fiber. If the end user gets shorted on what they think they should have and what they paid for, someone is going to hear about it. If the carpet is tested and the weight does not fall within tolerances, the manufacturer, unfortunately, is going to be paying somebody something.

The weight of a carpet product really doesn't have that much impact on how well it will perform. Overall density is the key to performance, not weight. If you know anything about carpet, performance can be influenced more by the backing than the face and other aspects. For example, a carpet with a face weight of 8 ounces and a high performance backing can actually outperform a 28 ounce carpet glued directly to the substrate. This has been proven time and time again. We have to go back to and repeat what you must know about all flooring materials, carpet or otherwise. That is, you have to know what to use where, how to use it and make sure that it will deliver the performance expected by the end user. However, when someone paid for and is expecting the weight to be one thing and it's another they'll suspect cheating, which undermines trust, which always generates a very contentious situation.

We can always help you in these situations and you should decide to get help before a question arises. We can help you select the right product, determine "or equals" and test to make sure you select the right product and answer any questions you may have after a question arises. Being proactive is always easier, cheaper and allows you to sleep better at night.

DON'T SWEEP IT UNDER THE RUG...

REMEMBER TO THINK

WHAT LIES UNDERFOOT!

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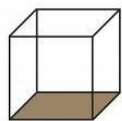
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Consolidated Carpet

NEW YORK, N.Y. – May 7, 2013 – Consolidated Carpet proudly announces the winning of two Starnet Design Awards at the 2013 Annual Awards Event. In the

Corporate Category, Consolidated Carpet won both the Gold and Bronze Awards. In addition, the company took the Silver Award for the Starnet Environmental Impact Award. The event was held in Palm Desert, California in April 2013 and was sponsored by the Starnet Worldwide Commercial Flooring Partnership.

Consolidated Carpet's flooring renovation at Aegis Media, a creative communications company, took the Gold Prize in the Corporate Category.

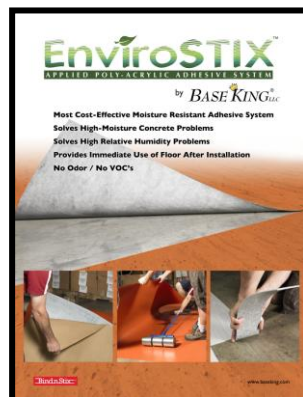


The Starnet Design Award Corporate Category Gold Prize Winning Project by Consolidated Carpet at Aegis Media.

Read more on the next pages.



The new **Velcro Brand Carpet Protector** is ready to go. This product takes the place of clear plastic coverings with pressure sensitive adhesive that have created a host of problems for the industry. The new **Velcro Brand Carpet Protector** is made for use on loop and cut and loop carpet; the vast majority of commercial carpet. Bentley Prince Street is the first carpet manufacturer to offer this unique product. Contact Velcro for more information and samples.



Systems like EnviroSTIX for hard surface and hard backed flooring materials and Bentley Prince Street Contact Release for carpet are systems that will help prevent the failure of flooring installations. There is more technology coming, most of which we are involved with. We'll keep you informed to help you. In the meantime understand that moisture, temperature and humidity have a profound effect on flooring materials and the integrity of their installation.



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FOR IMMEDIATE RELEASE

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Consolidated Carpet Receives Three Awards During 2013 Starnet Conference



The Starnet Design Award Corporate Category Gold Prize Winning Project by Consolidated Carpet at Aegis Media.

NEW YORK, N.Y. – May 7, 2013 – Consolidated Carpet proudly announces the winning of two Starnet Design Awards at the 2013 Annual Awards Event. In the Corporate Category, Consolidated Carpet won both the Gold and Bronze Awards. In addition, the company took the Silver Award for the Starnet Environmental Impact Award. The event was held in Palm Desert, California in April 2013 and was sponsored by the Starnet Worldwide Commercial Flooring Partnership.

Consolidated Carpet's flooring renovation at Aegis Media, a creative communications company, took the Gold Prize in the Corporate Category. The project required the installation of a wire management

system to ensure a flexible and expandable workspace. The system was utilized as a subfloor to organize the wires of computers, telephone lines, internet cables and more in the highly-trafficked spaces in the office. A unique mosaic installation pattern of Bentley Prince Street carpet tiles expanding outward from the core of the building provides a unique visual effect throughout the space.

The design of the Bronze Award winning project at Gibson Dunn's New York office created a timeless work environment that will carry them well into the future. The Bentley Prince Street carpet was chosen because of its classic style and sustainable properties, ensuring that the goals and aesthetics of the renovation were successfully met. In addition, the installation of the stone tile pattern was specially placed to reinforce the planning concepts, create visual cohesion, and frame the sweeping city views.

Consolidated Carpet's superior commitment to sustainability was recognized with a Silver Award in the Environmental Impact Category. With decades of industry-leading recycling practices and the recent installation of a solar panel array at their warehouse, Consolidated has furthered their goal of reducing their environmental footprint on the communities they serve.

The Starnet Design Awards are an annual competition that recognizes superior installations in the commercial flooring industry, highlighting well-designed interiors and expert craftsmanship. The awards celebrate the members of Starnet, the world's largest cooperative of commercial flooring contractors, and their local design partners from the United States and Canada.



The Starnet Design Award Corporate Category Bronze Prize Winning Project by Consolidated Carpet at Gibson Dunn

ABOUT CONSOLIDATED CARPET: A NATIONAL LEADER WITH A TRADITION OF SERVICE

Consolidated Carpet is the nation's premier full-service flooring and carpet contractor, with headquarters in New York City. As a third-generation, family-owned and operated business the company is hands-on, accountable and driven to satisfy its clients' needs. As one of the nation's largest and most recognized INSTALL-Certified floor covering contractors, Consolidated serves its clients from planning and specification through installation and maintenance. The company's prestigious clients include Fortune 500 corporations, professional service firms, luxury hotel properties, institutional properties, real estate owners and general contractors. To learn more, visit www.consolidatedcarpet.com.

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