



# Flooring Products and Services



Effective December 1, 2018 through November 30, 2021

## Products and services available

This category includes carpet, resilient flooring (bamboo, linoleum, laminate, wood, vinyl), ceramic tiles, rubber flooring, artificial turf (AstroTurf®) and related sporting arena-type flooring systems.

This category was previously sourced as Architectural Flooring Products and Services.

## How to operationalize these agreements

- A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with Armstrong, ECORE, Forbo, Mannington, Mohawk, Shaw and Tarkett.
- A PMDF/PA is not required with Shannon and Tandus due to single tier offerings.

## Aggregation opportunities

- Aggregation is allowed for multi-facility systems, group purchasing organizations and established networks of facilities with Armstrong, ECORE, Forbo, Mannington, Mohawk, Shaw and Tarkett.
- Aggregation is not applicable with Shannon and Tandus due to single tier offerings.

## Class of trade

Agreements are available to acute care, non-acute healthcare and non-healthcare facilities.

## Other key value and terms

- Pricing is firm for the term of the agreement with all suppliers.
- Financial analysis reveals:
  - Armstrong's new agreement pricing offers an overall 3.0 percent savings compared to its expiring agreement.
  - ECORE's new agreement pricing is flat compared to its expiring agreement.
  - Forbo's new agreement pricing is flat compared to its expiring agreement.
  - Mannington's new agreement pricing offers an overall 0.5 percent savings compared to its expiring agreement.
  - Shannon's new agreement pricing offers an overall 0.7 percent savings compared to its expiring agreement.
  - Shaw's new agreement pricing is flat compared to its expiring agreement.
  - Tandus' new agreement pricing offers an overall 1.5 percent savings compared to its expiring agreement.
  - Tarkett's new agreement pricing offers an overall 8.8 percent savings compared to its expiring agreement.
- Pricing scenarios reveal:
  - Mannington is the low-cost supplier for broadloom carpet at Tier 1.
  - Mohawk is the low-cost supplier for luxury vinyl tile and broadloom carpet at top tier.
  - Tandus is the low-cost supplier for luxury vinyl tile at Tier 1.
- ECORE, Forbo, Shannon and Mohawk offer employee discount programs as value-adds.
- Shaw offers free recycling of EcoWorx carpet as a value-add.
- ECORE, Mannington, Shannon and Shaw offer early payment discounts.
- Available through distribution: Armstrong, Mannington (resilient flooring), Mohawk, Shannon, Shaw, Tarkett
- Available direct: ECORE, Forbo, Mannington (carpet), Mohawk, Shannon, Shaw, Tandus

Awarded suppliers		
Supplier	New contract	Expiring contract
Armstrong	PP-FA-692	PP-FA-562
ecore	PP-FA-693	PP-FA-553
Forbo	PP-FA-694	PP-FA-495
MANNINGTON.	PP-FA-695	PP-FA-497
MOHAWK	PP-FA-696	New
SHANNON	PP-FA-697	PP-FA-500
Shaw FLOORS	PP-FA-698	PP-FA-498
Tandus FLOORING	PP-FA-700	PP-FA-499
Tarkett	PP-FA-699	PP-FA-496

The current agreement with BBL Floors (PP-FA-501) expires November 30, 2018.

**ASCEND®:** There is no ASCEND award in this category.



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## Supplier contact information

- Armstrong Flooring Inc.: David Roperti, 717.672.7254, [dloperiti@armstrongflooring.com](mailto:dloperiti@armstrongflooring.com)
- ECORE International: Mark Huxta, 484.571.4051, [mark.huxta@ecoreintl.com](mailto:mark.huxta@ecoreintl.com)
- Forbo Flooring Inc.: Richard Steinhoff, 804.625.0297, [richard.steinhoff@forbo.com](mailto:richard.steinhoff@forbo.com)
- Mannington Commercial, a business unit of Mannington Mills Inc.: Kathy Griffel, 904.742.4883, [kathy\\_griffel@mannington.com](mailto:kathy_griffel@mannington.com)
- Mohawk Carpet Distribution Inc.: Cynthia Hubbell, 706.879.5665, [cynthia\\_hubbell@mohawkind.com](mailto:cynthia_hubbell@mohawkind.com)
- Shannon Specialty Floors: Dale Carson, 414.771.9166, [dalec@shannonspecialtyfloors.com](mailto:dalec@shannonspecialtyfloors.com)
- Shaw Industries Inc.: Deborah Smith, 704.249.6758, [deborah.k.smith@shawinc.com](mailto:deborah.k.smith@shawinc.com)
- Tandus Centiva US LLC: Courtney Keener, 706.259.2063, [ckeener@tandus-centiva.com](mailto:ckeener@tandus-centiva.com)
- Tarkett USA Inc.: Jigna Shah, 215.896.9508, [jigna.shah@tarkett.com](mailto:jigna.shah@tarkett.com)

**Note:** Supplier contact information is current as of October 3, 2018. For up-to-date contact information, see supplier's detail tab in Supply Chain Advisor.

## Related categories

- Floor Care Equipment: Industrial-grade cleaning equipment for the maintenance of hard and soft surfaces
- Housekeeping Products: Products used to disinfect and clean general surface areas and flooring

## Full launch content and additional resources available in Supply Chain Advisor

- Modifiable value analysis toolkit: A Microsoft Word version of the toolkit that allows for edits and customization for member specific needs. Please note that the links in the Word version to Premier resources may be broken.
- PDF value analysis toolkit: A PDF version of the toolkit that maintains the integrity of links to Premier resources. This document is unable to be edited.