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Armstrong Partners With INSTALL & Carpenters International Training Fund For Resilient Flooring Installation Certification

Armstrong Floor Products, INSTALL and INSTALL's curriculum provider, the Carpenters International Training Fund (CITF) are partnering to present a joint certification for commercial resilient flooring installation.

The three parties finalized an agreement to mutually recognize the CITF and Armstrong training for certification purposes. Specifically, the CITF resilient certification test, which tests INSTALL professionals for proficiency in this skill, is now recognized as an Armstrong certification test as well. Armstrong, as one of INSTALL's original partners, supports the concept of a comprehensive, in-depth training program with stringent national standards.

"By promoting the INSTALL program, we hope to bring this training and expertise to an even larger contractor audience. In this way, we can promote and advance minimum industry standards for quality installation, which benefits our entire industry," says Tim Rawlins, manager, New Product Development, Installation Services, Armstrong.

These specially certified professionals also will have access to the INSTALL marketing program and will have earned all the benefits of the Armstrong Certified Installer Program.

As part of the arrangement, each company will continue to conduct all of its own proprietary training and educational programs as before. Only the standards for qualification and testing will be accepted by both Armstrong and INSTALL. Successful candidates can earn an INSTALL/Armstrong Commercial Resilient Flooring Installation Certification.

"Armstrong benefits from this agreement by getting its certification training into the INSTALL alliance. INSTALL contractors benefit from the plan through a workforce trained not only by the CITF, but also by Armstrong's professional training network," says Tim Provence, Installation & Technical Services Manager-West Region.

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Armstrong alone boasts over 80 years of quality instruction, knowledgeable teaching staff and continued leadership in development of new installation methods and procedures across flooring categories. The Armstrong Installation Training Network (A.I.T.N.) – the industry's oldest network, founded in 1923 – will certify approximately 1,100 installers this year alone in the commercial resilient category.

To help ensure customer confidence, installers certified by Armstrong receive up to \$2,500 in material cost for Armstrong branded linoleum and commercial sheet flooring and installation products to correct workmanship error.¹

“What this means is that should an Armstrong commercial flat lay flooring job fail after being installed by an INSTALL, CITF-Armstrong Certified Installer, Armstrong will provide up to \$2,500 in materials to repair or replace the project, and the certified installer contractor will supply all labor,” explains Rawlins.

“There is tremendous benefit in not recreating the wheel, but rather partnering with the experts, in this case Armstrong, to expose our INSTALL contractors and flooring professionals to a comprehensive program. This is clearly a win-win for all involved, especially the customer, who will get excellent work by a contractor using INSTALL/Armstrong certified flooring professionals,” says John McGrath, Director of INSTALL.

For more information, contact your local Armstrong distributor or call 1-877-ARMSTRONG and follow the prompts for the Armstrong Installation School, and visit www.floorexpert.com for installer-specific product and maintenance information for both commercial and residential flooring.

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About INSTALL

INSTALL is a comprehensive training program for residential, commercial, and institutional floor covering installers throughout the United States and Canada. A 12-member International Labor-Management Committee for the Floor Covering Industry, representing more than 400 years of experience, steers the INSTALL program. Labor representatives are members of the United Brotherhood of Carpenters and Joiners of America. INSTALL constantly teams with leading mills and manufacturers to make sure that what is being taught reflects current labor needs in the floor covering industry.

About Armstrong World Industries, Inc.

Armstrong World Industries, Inc. is a global leader in the design and manufacture of floors, ceilings and cabinets. In 2007, Armstrong's consolidated net sales totaled approximately \$3.5 billion. Based in Lancaster, Pa., Armstrong operates 40 plants in 10 countries and has approximately 12,300 employees worldwide. For more information, visit www.armstrong.com

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FloorScore™ is a trademark of The Resilient Floor Covering Institute.
LEED® is a registered trademark of the United States Green Building Council.

¹ This benefit does not cover errors in sub floor preparation problems due to moisture and alkali, and, the Armstrong certified installer is required to provide the labor to replace the flooring.