



BENTLEY PRINCE STREET® | MEMORANDUM

August 5, 2012

To: Bentley Prince Street Sales and Management
Fr: Mark Berndt
RE: International Standards and Training Alliance (INSTALL)

Good evening Sales and Management,

Bentley Prince Street strongly recommends INSTALL trained and certified mechanics for installation of our highly styled commercial carpets to enhance their long term performance through keen attention to manufacturer's requirements and industry standards. We believe INSTALL trained professionals consistently help deliver the kind of finished installation our customers expect from their investment in quality carpet. INSTALL certified mechanics are continually trained on new products, backings, and installation methods to excel in the marketplace.

The International Standards and Training Alliance (INSTALL) is the floor covering industry's working cooperative of mills, manufacturers, contractors, and the United Brotherhood of Carpenters who together raise the bar for floor covering installation standards and Bentley Prince Street fully supports this operative.

Please find attached the INSTALL Flooring Professionals Contractors most updated list as a reference for recommendation. All of our Installation instructions will be updated to reflect the recommendation for INSTALL certified.

Best regards,

Mark W. Berndt
Sr. Director of Technical Services