

## Vertical Installation Technology (VIT)

### Shaw VIT™ (Vertical Installation Technology) Occupied Replacement When Time is Money

#### Shaw Controls VIT For Virtually No Down Time

- Turnkey installation managed locally by Spectra Contract Flooring
- On evenings, weekends, or vacation periods.
- Qualified trained professionals, assuring ultimate safety and security
- Workstations are lifted in place, old carpet removed, and new carpet installed.
- Stations are returned to their original positions - without disturbing electrical or communications connections.
- Virtually eliminates costly downtime in today's open office environment

#### Shaw Contains Savings of at least 20% over Conventional Carpet Replacement

	<u>VIT Method</u>	<u>Conventional Method</u>
Broadloom Carpet	\$ -	\$ 20.00
Carpet Tile	\$ 28.00	\$ -
Systems Furniture	\$ -	\$ 25.00
Computers and Phones	\$ -	\$ 5.00
Broadloom Installation	\$ -	\$ 5.00
VIT Installation	\$ 15.00	\$ -
Removal of Old Carpet	\$ -	\$ 2.00
Disposal of Old Carpet	\$ 1.50	\$ 1.50
<b>Total Cost Per Yard</b>	<b>\$ 44.50</b>	<b>\$58.50</b>

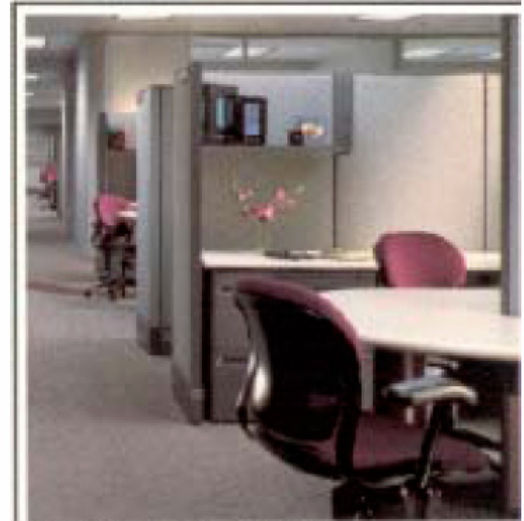
Example: 10,000 square feet of occupied office space. Note: Disposal of existing floor covering may vary depending on geographical location.

Extended Cost Based on 10,000 sq.ft.

VIT Installation \$ 51,931    Conventional Installation \$ 68,270

Total Savings: .....\$ 16,339

(20+%) (Savings are subject to variance based on location)



## The Shaw VIT™ Process

1. Distribution of installation announcement cards.
2. Employees download all material above 5 feet.
3. Loose wires are bundled and taped out of the way.
4. Modular furniture is cut around to remove carpet.
5. Old carpet is carefully removed and disposed.
6. Modular furniture is lifted to free trapped carpet.
7. Floor patching and installation layout is determined.
8. Adhesive is applied.
9. Carpet is installed using the lift system to install under modular furniture.
10. Freestanding furniture is replaced.
11. Installed areas are vacuumed