

# News that will "Floor" you . . .

CDI

## The Monthly Newsletter of Central Distributors, Inc.

### Stylesetter Carpets and Pad

Venture Carpets has added the following styles into their product line: Grand River II, Pinnacle II 28, Quasar II 20/28, and Sonic 20/28. Samples will be available in April to Venture Carpet retailers. Soft fiber residential carpet styles continue to become more and more prevalent in the marketplace. New products are offered in a wide range of styling in both nylon and polyester soft fibers. They have great appeal to the consumer. CDI will be adding new soft fiber products into our Lifestyles Carpet Display presently and as the year progresses.

Carpet Special of the month is *Flattery*, cuts at roll pricing.

### Vinyl Flooring

We received a number of calls last month asking if you could still purchase Tarkett sheet vinyl from CDI. Folks, we still have a huge number of rolls in stock that we need to move. If you ever need any Tarkett vinyl, please check with us to see if we have it in stock. With our discounted prices, we will sell it for less and you can put the extra profit in your pocket.

The fastest growing segment of vinyl flooring is LVT. While there are many choices available, you need to consider Responsive's Residential wood flooring. The 6" x 36" planks are 2mm thick and in stock at CDI in six colors. The patterns are extremely realistic and the texturing gives them a natural wood look. The best part is that they are priced to sell at \$1.99 / sf at retail! Compare that to the other LVT products you may have on display – there are few competitors at that price point. Ask for a sample board, or better yet, order a complete display.

### Concrete Slab Issues

This spring everyone will probably encounter wet concrete slabs. We all understand what a wet slab can do to an installation (discolorations, loose glue and bubbles, unusual odors). Protect yourself by using a Moisture Test kit prior to your installation. If you are unsure how to perform a test, CDI's staff can explain the simple process to you. Don't let a wet slab cost you a job ever again.

If you are looking for an immediate answer whether you can go ahead with a job, or need to do further testing, consider a Moisture Meter. CDI has many different units available for various floors. Let us know what you need (wood, concrete, or both) and we can suggest a meter or testing unit that will meet your needs.

### Bostik Adhesives, Thin sets, & Underlayments

Bostik has been making some changes to their product lines this year, primarily with repositioning their products with competitive pricing. Please take a moment to review the three pages of new price lists for Bostik products. We believe you will be excited at the new prices and will want to give a few of these quality products a test. Let us know what you would like to test out and we'll get you some samples.

### Crown Mats and Matting

Crown Mats and Matting offers a wide variety of commercial and industrial floor mats. Entry way mats are available in a large selection of styles, colors, and sizes. Specialty mats for industrial dry and wet areas are available. Chair Mats and Clear Carpet Runners are also offered from Crown. Call CDI for your mat and matting requirements and solutions.

### Seam Tape

CDI once again is stocking Premiere Seam Tape. This tape has the glued scrim that won't release from the paper backing when you lift the iron at the end of a seam (ask us why). We have the two popular products, #340 (3" wide) and #460 (4" wide) once again. Pricing is now lower than before, and is enclosed. Also, check out the special pricing this month.

### Wood Underlayment

The industry has been experiencing a price reduction on wood underlayments. We have addressed this issue with the enclosed price list.

### Tool Specials

Check out our tools specials that this month also includes Seam Tape specials.

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