

001225-May2019 - University of California Systemwide Flooring R

Questionnaire Name: *	Value Add
Questionnaire Description:	Payment, Rebate, Recycling & Cost Evaluation

SECTION NAME	QUESTION NUMBER	QUESTION TITLE	QUESTION WEIGHT	RESPONSE OPTIONS	Mannington Commercial
-	1	* Please describe how your company can help offset the cost associated with AB2398 whether through discount, exchange, or recycling credits.	16.67%	-	<p>Mannington will discuss with the UC System a manner to discount the cost of AB2398. We believe that this can be done at project level and could be a line item included in our proposal.</p> <p>Mannington has been a long-time member of CARE, a joint industry/government/entrepreneur effort dedicated to increasing the amount of recycling and reuse of post-consumer carpet and reducing the amount of waste carpet going to landfills. We work cooperatively with other CARE members to enhance the collection infrastructure for post-consumer carpet, serve as a resource for technical, economic, and market development opportunities for recovered carpet, develop and perform quantitative measurement and reporting on progress toward national goals for carpet recovery, and seek and provide funding opportunities for activities to support these national goals.</p> <p>AB2398 is an Assembly Bill that mandates a carpet manufacturer must pass on a cost to a buyer of carpet for landfill diversion of carpet sold in California. The current cost is approximately \$0.35 per square yard. Our installation efforts include the removal and diversion of carpet from the landfill. Typically, this is done by scheduling a local recycler to drop off a storage trailer on site. There, the carpet is removed and placed in the container. When removal is complete, we will have the trailer picked up. There is no charge for this.</p> <p>The spirit of the AB2398 Assembly Bill is for that 35 cents to offset those who don't divert. Landfill locations will separate carpet and have it picked up by local recyclers. AB2398 covers this cost. This cost started out at \$0.05 per square yard and has grown. Consider it a tax, and like many taxes, once established it is hard for it to be dismantled.</p> <p>Another factor is that smaller projects cost more to divert. We use an average of project sizes to balance out a cost that we will have to incur. The UC System and Mannington are true stewards of responsible landfill diversion; at this time the State of California is requesting that we help fund this initiative so others that don't or won't comply are covered.</p>
-	2	* Please outline rebate or volume incentives you are willing to provide the University.	16.67%	-	<p>We will offer an annual calendar year measured rebate on the net purchases. See attachment for more.</p>
-	3	* Please indicate your preferred invoice delivery method.	16.67%	Electronic Invoice via Transcepta; cXML; EDI; Traditional Invoice in Paper or Email Format	Traditional Invoice in Paper or Email Format
-	4	* Please indicate your preferred payment and settlement terms	16.67%	Preferred - Payment Plus (Virtual Credit Card) Net Due; ACH 2%10 Net 30; ACH 1%10 Net 45; ACH Net 60; Paper Check Net 60	ACH 2%10 Net 30

-	5	<p>* What additional services, not outlined within this solicitation, can your company provide in delivering greater value to the University?</p>	16.67%	-	<p>At Mannington, we understand that your business model never sleeps. Construction and renovation need to happen on schedule and with minimum disruptions, so that all aspects of life at the University run seamlessly. As such, we offer a multitude of services to ensure the smoothest, most worry-free installations possible, including flooring consultation, design and product selection, hard & soft surface options, project planning and scheduling, detailed proposals, take-offs, seaming diagrams, authorized installation partners, installation start-up assistance, carpet reclamation, maintenance recommendations & training, and international order assistance.</p> <p>We also have a dedicated Strategic Account Customer Service Manager to handle all orders and logistics for you. We work to make all lead times are as short as possible to ensure we meet each and every project deadline. We manage centralized distribution networks throughout the United States that can stage your start times in accordance with your schedules. There is no need for you to hold any material on site. We continue to invest in infrastructure in all the areas where you are located.</p> <p>We are always looking for ways to improve our efficiencies and reduce our customers' overall costs at Mannington. Because of our unique ability to offer both commercial carpet and hard surface products, including luxury vinyl, resilient sheet goods, rubber flooring, wall base, and stair treads, we effectively create a single source opportunity for you. All of your materials will be bundled and shipped together from one central location, which can translate to more efficiency and savings in shipping costs and a more timely and cost-effective overall installation experience.</p> <p>In addition to Turn-Key installation services, installation project management, and our bundling services, Mannington also has an industry-leading custom design department. One of our core strengths is our commitment to design excellence. We view the collaborative process as a main facet of our overall business plan. We have a long history of working with our customers to develop products that specifically match the aesthetic, performance, and technical requirements for their interiors and facilities. Whether it is something as simple as a custom color variation of an otherwise standard running line product, or a completely new design unlike anything we've ever created before, Mannington welcomes the challenge of providing the University with the perfect product for each diverse area in your many facilities. We have over 50 employees in our Design & Engineering department in Calhoun, GA. We also partner with outside consultants on a limited contract basis both in the US and around the world to ensure we have the most up-to-date aesthetics and performance products.</p> <p>Mannington has found that the best way to optimize our clients' flooring dollars is by a collaborative effort on both our parts, not just in the design and installation of your flooring, but throughout its useful life. Your Mannington representatives will be in constant communication with the University to determine how our flooring is performing and what we can do to make your experience with Mannington and our products even better.</p>
-	6	<p>* How can your organization support the educational, research, and career development initiatives of our campus communities?</p>	16.67%	-	<p>Your local Mannington representatives can provide training on the various Mannington product lines, focusing on all aspects of each: performance, suitability for various installation sites, sustainable certifications, adherence to the University's Chemicals of Concern criteria, etc. Mannington would also be happy to provide both installation and maintenance training on all of our products.</p> <p>For installation, we can offer on-site training to any labor provider you may already be doing business with. We will send one of our experienced installation technicians directly to the job-site to assist with job start-up and provide all the necessary training on installation practices for your chosen Mannington flooring.</p> <p>We can also provide maintenance training to all of your facility's in-house or contracted maintenance crews. Our maintenance specialist, Richard Price, will conduct training programs specifically tailored to your traffic and soiling levels and your specific flooring types. Both of these types of training are offered at no charge.</p> <p>In addition, Mannington can provide a full Mill Tour if requested to allow your personnel to step inside our various manufacturing facilities across the country and learn about our manufacturing processes. During a Mill Tour, topics covered include: a brief welcome presentation and an overview of Mannington, a tour of the manufacturing facilities including the yarn mill, tufting, the dye house, the coater (applies backing to broadloom products), and the modular plant. You will visit the Product Development department, where you will see how we review new products, engineer products for end-use, develop product components / yarn systems, color trends, yarn types and applications, and review our custom capabilities. You will also have installation and maintenance demonstrations on all of our various product types.</p>