



Diversification Program

CARPET REPAIR

Pricing and Income Potential

Most services associated with installation and repair have a minimum charge of \$55 to \$75 and average approximately \$125 to \$150 per hour depending on market, time and materials, type of carpet and substrate.

Some pricing guidelines to consider are:

- **Re-stretching**
\$3 to \$4 per sq yd with a \$65 minimum charge
- **Seam repair** \$125 per hour with a \$75 minimum charge
- **Bonded insert** \$55 - \$75 per area depending on size

Installation or re-installation of carpet typically brings a price of \$4 - \$10 per sq yd depending on market, time and materials, type of carpet and substrate.



There is an opportunity for carpet repair and installation on virtually every job. You are almost certain to come across loose seams, loose or snagged carpet fibers, burns, permanent stains and poorly installed carpet as well as contamination from water or urine damage. Each of these situations present an income opportunity to the cleaning and restoration contractor who has the right tools and training to repair them.

New innovations such as the **Behr Claw Installation and Stretching Tool** and the **Kool Glide Seaming Iron** make these repairs simple, fast and very profitable. **The Behr Claw power stretcher** is easy to learn and use, and virtually eliminates the need for power stretchers and all their cumbersome poles. **The Kool Glide seaming iron** has no hot surfaces or messy glues. You can install carpet, repair seams and perform bonded inserts in minutes and with very little training as compared to previous techniques.

Another tremendous opportunity with these tools is in restoration situations where carpet must be repaired, re-installed or replaced all together. Many restoration companies are subletting these services out and losing revenue. These tools allow you to keep these services in-house enjoying the added profits these services provide.

Product List (Suggested items to perform this service)

Behr Claw Installation and Re-stretching tool	Carpet Syringe and replacement needle
Junior power stretcher head	Deluxe glue gun and glue sticks
Carpet installation tool kit	Duckbill knapping shears
Kool Glide Seaming Iron	Cookie Cutter
66' roll Kool Tape	Carpet knife and razor blades
Solvent free seam sealer	

Educational Resources

IICRC Repair & Reinstallation Technician Class (RRT)
Kool Glide- Training DVD
Behr Claw how to video (www.Behrclaw.com)
www.Interlinksupply.com

Marketing

As with any add-on service, add to all forms of media which include, but are not limited to your vehicle, invoices, business cards, yellow page advertisements, newsletters and your website. Be sure to mention these services on any phone conversations and certainly include on any quotes or estimates.

Other

Many cleaning and restoration contractors turn away repair and re-installation for fear there is too much to learn and too many tools to keep in the van and carry around. With a little training, the **Behr Claw** and **Kool Glide** along with a few miscellaneous items allow you to take advantage of these profitable situations while providing a valuable service to your customers.

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