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## **Press Releases**

Feb 27, 2012

## Riverstone Residential Group Announces Exclusive Partnership with Shaw Floors

Nationwide Flooring Program Highlights Riverstone's Focus on Exemplary Service, Premium Pricing, and Streamlined Operations

**Dallas, Texas** (February 28, 2012) - Riverstone Residential Group, one of the largest privately-owned, third-party multifamily property management companies in the United States, announces the launch of a new nationwide flooring program in conjunction with Shaw Floors. Under the partnership, Riverstone will be recommending the use of Shaw floor covering products for its properties under management.

"In the multifamily industry, flooring products including carpeting, vinyl, hardwood, tile, and stone play a major role in determining property value and operational efficiency," stated David Denslow, Riverstone's senior vice president of national maintenance and purchasing. "Shaw's consistent production of high-quality flooring materials reflects the importance Riverstone places on property performance, curb appeal, and client and resident satisfaction."

Riverstone's new flooring affiliation brings many benefits to its clients. By committing to an exclusive partnership with Shaw, Riverstone was able to negotiate industry-leading prices for its properties on carpet and hard flooring products, helping to significantly reduce overall expenses. In addition, Shaw is committed to sourcing sustainable products that reduce waste and preserve resources, complementing Riverstone's desire to incorporate environmental stewardship into its property operations wherever possible.

In conjunction with its exclusive agreement with Shaw, Riverstone has selected two national flooring installers to participate in the overall program: Criterion Brock and the flooring division of Sherwin Williams. By working with a select group of thoroughly vetted professionals, Riverstone guarantees increased efficiency in communication between Shaw and the installers, paving the way for enhanced customer service and higher installation quality.

For MarySusan Wanich, chief operating officer at Riverstone, the company's partnerships with a renowned flooring manufacturer and dedicated installation experts underscore the core of its service philosophy.

"Our business relationships with Shaw, Criterion Brock, and Sherwin Williams are predicated on our shared belief that high-caliber materials are essential in creating unequaled living experiences for residents and exemplary value for clients," declared Wanich. "We are energized at the prospect of partnering with these companies, all of which share our commitment to improving asset integrity and growth."

## **About Riverstone Residential Group**

Riverstone Residential Group, one of the largest third-party multifamily apartment management companies in the United States, is focused exclusively on the delivery of unparalleled property management as well as resident and ancillary services. Riverstone's core service groups include accounting, affordable housing, compliance and property audits, information technology, risk management, human resources, marketing and education, purchasing, and regional maintenance. Ancillary service groups include utility management services, resident screening and receivables management services, client and resident insurance, telecom services, and financial advisory services. The company manages a portfolio of multifamily assets valued at more than \$15 billion for leading institutions, pension funds, developers and other major owners. Located in metropolitan markets across the nation, the more

than 680 managed apartment properties include high-rise, mid-rise, and garden-style communities in conventional, affordable and receivership assets. The company is headquartered in Dallas, TX. For additional information, visit  $www. Riverstone Res. com\ or\ e-mail\ Client Services @Riverstone Res. com.$ 

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