



# Flooring Communication

March 12, 2012

## New Tile Program Tiered Pricing

### Audience

DSDs, RSMs, DSMs, SMs, SASMs, D23 Associates, Special Services Associates, and Expeditors

### Summary

Effective **3/15** we will be offering **Tiered Pricing** for the Basic Installation of Tile Floors

- Tiered structure of Basic Installation
- New Tile Floor SKU is active based on Market
- Current SKU for Ceramic and Stone Install will be deactivated approximately 2-3 weeks after live date to allow time to close open quotes
- For single family residential homes

### Restrictions

- Basic Labor excludes additional labor (e.g. moving furniture, removing and hauling away existing flooring and stairs installation)
- Not valid on the Tile Specialty programs (Countertop/Backsplash or Wall/Bath)

### New Spec

TIERED PRICING FORMAT / Basic Installation Only of Ceramic and Porcelain Tiles

- Based on Regional SF requirements a different SKU is active for your market.
- Each SKU is set up with 3 Pricing Tier/Options – One of these options needs to be selected for Basic Install

SKU	OPTION/DESCRIPTION
709435 – National	<ul style="list-style-type: none"> <li>• 0247 - BSC TILE UP TO 150 SF</li> <li>• 0248 - BSC TILE 151–300 SF</li> <li>• 0249 - BSC TILE 301+ SF</li> </ul>
707542 – National	<ul style="list-style-type: none"> <li>• 0244 - BSC TILE UP TO 200 SF</li> <li>• 0245 - BSC TILE 201–375 SF</li> <li>• 0246 - BSC TILE 376+ SF</li> </ul>
707066 – National	<ul style="list-style-type: none"> <li>• 0241 - BSC TILE UP TO 400 SF</li> <li>• 0242 - BSC TILE 401–550 SF</li> <li>• 0243 - BSC TILE 551+ SF</li> </ul>

### ADDITIONAL SPEC CHANGES

#### *Deleted Options*

Groups 1, 2, 3, and 4 have been eliminated as well as the various pattern charges

#### *New Options*

0203 – Stone and Specialty Tile Upgrade (should be selected in place of groups 2, 3, and 4)

*This option is in addition to basic*

0204 – Designs, Patterns, Medallions, Dots

0189 – Backerboard is now Customer Provided (backerboard will need to be sold to the customer – this should be selected in place of option 0058)



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## Store Signage

- Signage Kits will be available 3/15/12. See below kit number for your market
  - PE3296
- If signage is missing:
  - Contact Store Receiving for receipt
- If signage is to be re-ordered, please contact IMS directly:
  - Customer Service Account Reps are available from 8 -5 EST
  - Phone - IMS at (888) 566-4663
  - E-mail - [THDorders@imsfastpak.com](mailto:THDorders@imsfastpak.com)

## Action Required

### RSM/DSM:

- Distribute this program communication to stores in markets listed above.
- Follow-up with stores to verify the communication and signage is posted.

### SM / SASM:

- Print and distribute this information to all relevant associates
- Associates can re-price quotes if applicable
- When sign kit is available and your store has received, please ensure store signage is properly displayed

## Questions

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