

# WALL-2-WALL NEWS

Visit our helpful website: <http://store.acsouth.com>  
We have added more helpful information to this web page for you, check it out today!

Comments or ideas please email [acsnews@acsouth.com](mailto:acsnews@acsouth.com)  
Editor: Desiree Debiak

## Top 10 Carpet Installs December

RANK	STORE #	Avg. SQY TOTAL
1	4127	4707
2	915	4222
3	4140	3969
4	4135	3901
5	2506	3870
6	6204	3844
7	2560	3461
8	6209	3398
9	4621	3372
10	4118	3365



Great job!

Who will be in the Top 10 SQ YD report next month?

**Thank you for all the hard work.**

## Top 10 HS Installs December

RANK	STORE #
1	963
2	6177
3	922
4	965
5	2557
6	4608
7	2558
8	957
9	2550
10	3401

Are you looking for a waiver? How about a floor plan for a customer? Did you know you can access the American Carpet South computer system site at <http://store.acsouth.com> from your internet browser and view a waiver and a plan for any customer's job that has been completed? Try it out today!

## Helpful Hardwood Scale

We are sure you are aware of the different species of Hardwood. But did you know that different species have different levels of hardness that affect durability. These include Oak, Domestic, Exotic, and bamboo and the measure used to rate them is called a **Janka Rating**.

This scale is the worldwide standard for gauging the ability of various species of wood to endure normal wear and tear. The scale measures the force required to embed a .444-inch steel ball to a depth of half the ball's diameter into the wood. If you purchase hardwoods from a retailer that **does not** utilize this, you are running a great risk of installing inferior hardwood flooring. The Janka rating measures from a low of 420, to a high of 3780. Below are some ranges:

- Oak can range on this scale from 1300-1380
- Domestic Wood on this scale can range from 1300-2600
- Exotic Wood can range from 1400 – 3750
- Bamboo can range from 1000-1300

When qualifying a customer for Hardwood you can take them to The Home Depot web site and show them this information to help with their decision. **Click the Link below:** [http://www.homedepot.com/webapp/wcs/stores/servlet/ContentView?pn=How\\_to\\_Select\\_Hardwood&langId=1&storeId=10051&catalogId=10053](http://www.homedepot.com/webapp/wcs/stores/servlet/ContentView?pn=How_to_Select_Hardwood&langId=1&storeId=10051&catalogId=10053)

## Temporary ACS RIM Change

Beginning February 18, 2011 our Regional Manager Kim Henderson will be taking maternity leave. During her absence if you should need assistance please contact Heather Pigott @ 240-223-7771 or [heather\\_pigott@acsouth.com](mailto:heather_pigott@acsouth.com).

## New Padding Choices & Displays

Below is the display for the new selection of pads, offered to our customers. There is now a wider range of options to suit all carpet padding needs.

Please pay special attention to:

**Traffic Master 8 lbs** pad 5/16 thickness' (red) is for loop and commercial installation. (Color WAS BLUE)

**Traffic Master 6 lbs** 7/13 thickness (blue) is for texture and patterned carpets. (Color WAS RED)

If you have not seen the new pad display in your store please make your Store Manager or SASM aware so they can touch base with the MET team.



### F&I UPDATE:

As of December 31<sup>st</sup> the carpet Sand Dollar/ Sand Dune will no longer be part of the F&I program going forward. It will however **still be available until quantities run out** in the ACS warehouse. Please check with your ACS workroom on amounts when ordering large jobs and commercial installs.

**Fireworks, Explosion** will be the replacement, more details to follow.

Please **DO NOT** remove samples from boards.