

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
Editor: Desiree Debiak

Top 10 Carpet Installs for 03/11

| RANK | STORE # |
|------|---------|
| 1 | 6204 |
| 2 | 4140 |
| 3 | 2560 |
| 4 | 4122 |
| 5 | 4127 |
| 6 | 906 |
| 7 | 4116 |
| 8 | 4501 |
| 9 | 4135 |
| 10 | 901 |



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 for 03/11

| RANK | STORE # |
|------|---------|
| 1 | 983 |
| 2 | 6177 |
| 3 | 922 |
| 4 | 6175 |
| 5 | 963 |
| 6 | 932 |
| 7 | 915 |
| 8 | 4641 |
| 9 | 947 |
| 10 | 4126 |

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!

72 Hour Program Changes

Over the next few weeks the 72 hour program will go through another change.

Destiny Doeskin is being removed from store stock but **will NOT** be removed from F&I program. Continue selling Destiny Doeskin to your F&I install customers, ACS has plenty in stock!

You should see on the current F&I channel card "Fireworks Explosion" This is a carpet that has been added to the mix. We are in stock in all our warehouses - This product replaces Sand Dune, Sand Dollar.

Additional changes to look for in coming weeks. A new F&I display with samples for the customer and will include new carpet selections!

Look for New F&I Signage!!



New 72 Hour sign package has been shipped to stores and should be on the floor. If you don't see this is your dept. please reach out to your SASM or ACS RIM!

It was shipped to the ATTN of the Store Manager.

Install Sku Conversion Process

A new process has been developed for managing the Merchandise and Labor Tax Flags for Service SKUs. Taxable information will be obtained by stores directly, this will allow Exception SKUs to be eliminated and replaced with the National SKU's. Due to the new process, Flooring has identified select programs that do not follow the new structure and require alternate guidelines. Depending on whether taxes are included in the SY cost amount to Service Providers will determine which SKU is applicable.

- Flooring Install SKUs have been renamed with the new Program Description provided (see D23 SKU Naming Convention)
- As of April 11th all stores will be converted with the new SKU structure
- All D23 SKUs (*except Pad and F&I Carpet*) will be active on national SKUs only
- Pad and F&I Carpet will be restructured as follows:
 - SKUs where cost includes tax payments will receive SKUs labeled "SPT-NAT" (Service Provider Tax)
 - SKUs where cost do not include tax payments will receive SKUs labeled "NAT"
- On Monday April 25th, 2011 all original SKUs will be inactivated