

WALL-2-WALL NEWS

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Editor: Rob Covert

Top 10 Carpet Installs for 3/14

RANK	STORE #
1	963
2	4140
3	6204
4	4608
5	2560
6	4135
7	6207
8	2506
9	4127
10	4131



Great job!

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

Thank you for all the hard work.

Acoustics and Noise Issues

Acoustics and noise can affect flooring choices. Some floors, like carpet, insulate against outside noise while also absorbing and dampening the internal, ambient sounds of a room. Many hard-surface floors, like ceramic tile and wood, do just the opposite. Their hard reflective surfaces guarantee each step will be heard while other sounds may produce echoes. Here are some of the important acoustic issues for each type of floor.

Carpet

- Best acoustic control
- Absorbs sound, dampens noise and reduces noise transfer between floors

Ceramic Tile

- Very noisy
- Sound-proofing possible but complicated
- Sound-proofing must be installed under the subfloor, since subfloor must be rigid

Laminate

- Moderately noisy
- Sound-proofing depends on subfloor – some include a layer of sound-proofing
- Cushioned laminate floors absorb impact of steps, reducing noise levels

Vinyl

- Quiet
- Natural resilience absorbs sound, dampens noise and reduces noise transfer between floors.

Wood

- Noisy; wood is somewhat resilient making it less noisy than ceramic tile or concrete
- Reflects sound waves from surface
- Sound-proofing installed under wood floors can reduce sound transfer to other floors.

Important Changes Coming to In-Store Carpet Selections

The stock carpet program is going through a significant change in the next month. Every store can expect a significant refresh on their in-store offerings that are located above their pins. Whether you have 2, 3 or 4 bays of selections, you can expect several new options. As always, associates can tell customers this carpet can be installed; however, the carpet must be delivered, picked up by the customer or picked up by the installers. If the last option is chosen, there is a pickup fee of \$75.00.

With the new reset, it is now more important than ever to make sure that you have an adequate quantity for install of all in-stock carpet you sell. Please be mindful that if the amount needed isn't verified, or put aside, there could be issues on day of install.

Key points to remember for the in-stock program:

- The customer can choose to take the In-stock carpet home, have it delivered or picked up by the installers for \$75.00
- The In-stock roll carpet mix is different for each store and other stores in your area may not have the same mix.
- 90% of special order carpet materials ship within 3 days of the job being sold; therefore, it is always advisable to sell a job as a special order as opposed to using store stock.
- Store stock is mainly meant to be used for your cash and carry customers.
- When In-stock carpets are sold as special orders you have the benefit of knowing that the whole job will be the same dye lot. It also protects the store against any damages that might be found when the product is rolled out. If the carpet does come in damaged a claim can be created for the mill instead of the store taking a markdown.
- If there are ever any questions always contact your ACS RIM so they can assist you!