

Free Yourself Up.



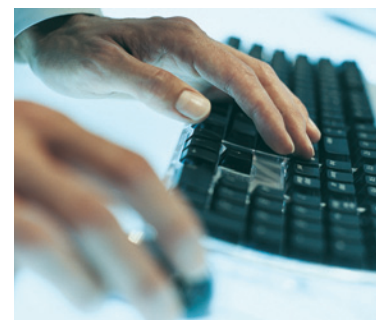
Time Saved is Money Earned
By Using Floor Covering B2B Technology.

Time is Money. With B2B You Save Both!

The future of flooring is just a click away.



One software vendor estimated that B2B would add 1.5% to the bottom line. For the average dealer that does \$10 million that equates to \$100,000 - \$150,000. Those numbers are estimates based on time savings throughout your organization and the reduction of errors. Time savings you can probably calculate are those saved by your salespeople, sales support staff, purchasing, receiving, and accounts payable clerks multiplied by their hourly rate. But errors are a little more difficult to estimate. What do errors truly cost your bottom line? It costs more than just the cost of the material and labor. It means a lot more work: another ticket to be written, another purchase order to be written, more material to be received, stored, picked and cut, another installation to be scheduled, more labor to be paid, an additional trip to inspect the job, etc. In the big picture, the investment for the B2B component is insignificant in comparison with the contribution to your bottom line. B2B, by saving time and reducing errors, will help you make more money.



How B2B Technology can make your business fly...

Most major manufacturers and distributors are using software systems that utilize B2B technology. Using the Internet for transactions

can lower costs, speed processes, reduce errors, and increase hours of operation for manufacturers, distributors, dealers and contractors alike. From inventory management to sales orders, the entire process is streamlined, thereby increasing efficiency and improving margins.

Streamline your business...

- > Quickly and accurately process and exchange transactions via the internet.
- > Eliminate costly back office errors and delays common to doing business by phone, fax, or mail.
- > Reduce costs for administration and materials.



Floor Covering Business to Business (B2B) technology enables software users to automatically send and receive the documents that are exchanged everyday between manufacturers, distributors, and flooring retailers and contractors, in a fraction of the time it takes to complete manually.

- > Price Catalog
- > Price Sheets
- > Purchase Orders
- > Acknowledgments
- > Advance Shipping Notices
- > Invoices

“We used to spend an average of \$4,400 a year for the 220 hours it took just to phone in our purchase orders. Using B2B technology, it now takes less than 6 hours to do the same work, at a cost of only \$110.”

Now that you understand B2B, what should you do next?

Well, if you have Flooring Industry specific software, you should contact their office and tell them you want to upgrade to the B2B version. There may be some extra costs involved but it's worth it. If you don't have one of these packages talk to your current software vendor and tell them you want it. And, if you don't use any

It takes about 6 seconds for your vendor to receive your purchase order, calculate the total cost of the purchase, check and approve credit, verify stock, assign inventory and respond back to you.

integrated package consider either buying a product like *VencomB2B* or *Rollmaster*. These products are designed to stand alone or be used in conjunction with accounting packages like *Peachtree* or *QuickBooks*. To get the most out of B2B you need to consider an integrated package. The operational efficiencies of an integrated system will run circles around everything else. With some of the systems you can go from a computer aided take-off through a proposal to a sales ticket all the way to an invoice without having to enter the same information twice. Now *that's* efficiency! Contact your trading partners and talk to them about B2B. They respond to customer demand. And, quite frankly, both buyers and sellers benefit when errors are reduced and productivity increases.

JIM CREAMER
President and CEO
Potomac Floor Covering, Inc.



Here at CFM we have reduced our labor costs substantially with just the electronic data interface (EDI) of the accounts payable and the product file pricing updates. With the continued pricing changes just this year it has saved us from losing money by being able to update pricing with a simple download from B2B instead of days to update a single price list manually. Our Mohawk price list alone takes us seventeen hours to update by hand, not to mention all the divisions of Shaw.

CARRIE DULAY
Contract Furnishings Mart
Tigard, Oregon

The B2B software is a true life-saver for me. Pricing is changing it seems on a weekly basis and I'm able to reflect this in our invoicing and billing with a few strokes of the keyboard. Truly a timesaving and reliable product that helps keep me up-to-date without fail.

DEBORAH HARRIS
The Floor Gallery & Interiors
Atlanta, Georgia

Using B2B when posting invoices has saved us substantial time and money, especially enabling us to take advantage of discounts earned. Because we are able to process the invoice immediately thru B2B the discount gets taken instead of missed!! This has been the primary focus of our B2B use. Now that we are downloading and using the pricing we expect to save even more time and money.

JOAN COCUZZO
Flooring America
Westborough, Massachusetts

When I transitioned to a Mohawk Color Center 2 years ago and added thousands of new products to my showroom the new product names and pricing were overwhelming. B2B helped smooth this transition over for me and my staff. Even now with all of the price changes we are seeing, B2B helps save time and makes sure that we are selling products on the most current pricing.

SAL SACCHERE
Factory Warehouse of Floors
Deland, Florida

Join the B2B Family, and you can rest assured you're in Good Company.

Just to name
a few...



Today, most major flooring manufacturers and distributors use B2B in their daily business transactions to lower costs, speed processes, reduce errors and increase hours of operation.

Start Saving Today with Flooring B2B Technology!

Visit us on the web at <http://www.fcb2b.org/>
Or e-mail: pbowe@fcb2b.org and let us know that you want to energize your business with the power of B2B.

Hook Up.
Then Hang On!





Floor Covering Business to Business Association

For more information
please visit our website
www.fcb2b.org

B2B Technology... It's About Time

YOU ARE NOT ALONE...

Dozens of industries, including retail, grocery, warehousing, transportation (rail, ship, and trucking), health care, education, real estate, and government use B2B technology. Any standard business document that one company would exchange with another (such as a Price Catalog, Purchase Order, Acknowledgement, Advance Shipping Notice or Invoice) can be exchanged between two parties, or trading partners, as long as both have made the preparations.

The use of B2B technology is not limited by differences in companies or communication methods. Instead, **B2B BRIDGES THE INFORMATION GAP** that exists between companies using different computer systems.

IS IT RIGHT FOR ME?

The flooring industry (contractors, retailers, distributors & manufacturers) is already benefiting from embracing B2B technology for everyday operations.

B2B IS THE BRIDGE that enables flooring businesses to achieve dramatic increases in speed, accuracy and control in the transfer of critical information to and from their suppliers. Documents are transferred directly from dealer computer to supplier computer and move far more quickly, securely, and accurately than paper documents.

Because B2B replaces paper documents with electronic transactions, electronic logs or audit trails of document handling activity are tracked. Businesses gain substantial increases in control while measuring performance throughout the entire process.

HOW CAN I BENEFIT FROM B2B?

BENEFITS OF B2B INCLUDE:

- **Managing inventory more efficiently**
- **Cutting the cost of paperwork**
- **Increased staff productivity**
- **Tighter cash flow management**
- **More efficient purchasing**

And that's just the tip of the iceberg. Analysts have been predicting rapid growth of B2B e-commerce, but many people don't feel much urgency to get their companies started on an e-commerce path. Some are planning to wait and see how everyone else is doing with e-commerce, and some are even waiting until a business partner forces them to move. However, the time to prepare your business for B2B has arrived. E-commerce is no longer a new, untried idea. Companies are saving real money and building strong relationships through e-commerce and those companies that are still waiting will soon find themselves struggling to catch up.