

Shaw Total Care

Investing in our future

Our Vision

Consultative approach addressing your needs for today and tomorrow.

Comprehensive program surrounding your investment from purchase to repurpose.

Coordinated approach with support industries to provide unprecedented care for your product.

Entropy

Poor maintenance leads to product failure.



The universe is chaos, but your flooring program doesn't need to be.

What's wrong with this picture?

Today's scenario.

- 1. Purchase flooring based on upfront cost only.*
- 2. Maintenance staff charged with cleaning task.*
- 3. Tenant owns liability on prorated scale.*
- 4. Inside/outside firms do cleaning.*
- 5. Unit turns in appx 3-5 years... or LESS!*

The High cost of Cheap!

Products that don't perform may be short term gains traded for long term liabilities!



Who is investing in You?

You are faced with.....

- Budget concerns, Expectations not met?
- Maintenance staff that has many duties and not formally trained?
- Facilities not adequately protected?
- Resources not available to tenants?
- Product Support????

Seems like a.....



Now lets try this.....

1. Purchases based on needs/desired outcome.
2. **Shaw Total Care** certified training of all internal personnel.
3. **Shaw Total Care** certified training of subcontracted professional cleaning firms.
4. In depth examination of Facilities Maintenance with focus on internal and external soil control.

Total cost of ownership

What causes a unit to be replaced? You might be surprised.....

1. Matting/crushing 55%
2. Spots and stains 42%
3. Odor 2%
4. Color loss = <1%

Dollars and common sense

Shaw Carpets made with FusionSD®
Performance Nylon will save you money!

Hypothetical to Calculate Flooring Budgets (current):

Total # of Units	% Replaced Annually	Yds Per Unit	Price Per Yard	Per Unit Replacement Cost	Total Annual Flooring Investment
400	30%	80	\$ 10.50	\$ 840	\$ 100,800

Hypothetical Model Using FusionSD® Performance Nylon

Total # of Units	% Replaced Annually	Yds Per Unit	Price Per Yard	Per Unit Replacement Cost	Total Annual Flooring Investment
400	20%	80	\$ 13.50	\$ 1,080	\$ 86,400

Estimated Annual Savings =

\$ 14,400

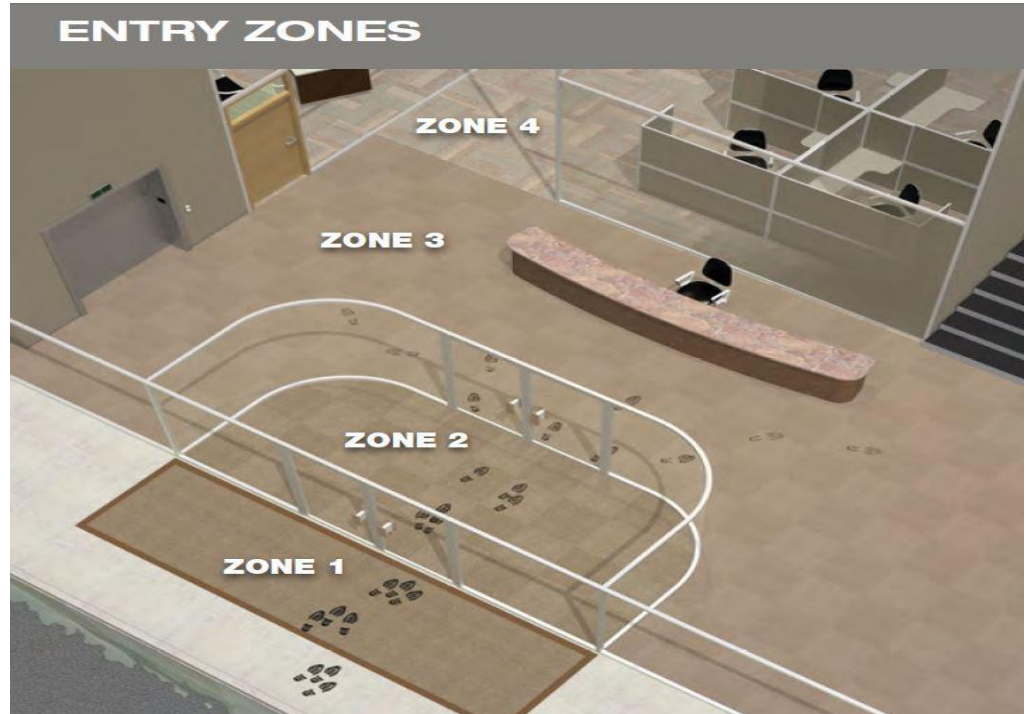
Product Specification

By determining the right specification, build a product menu that represents your needs now, and in the future!



Leave it at the door!

Developing a plan to stop soil at the door.



Time to clean it up

Partnering with Industry recognized leaders to provide training that will qualify for education credits. Your team or subcontractor.



Recognition

CERTIFICATE OF RECOGNITION

*In honor and recognition of your attendance at the
Shaw Builder Flooring
Carpet Cleaning Continuing Education*

We proudly present this certificate to:

*We applaud your commitment and dedication to continuing efforts that improve your
expertise while providing outstanding service to your customers.*

10/23/2013

Date

Jim Mannes

Jim Mannes, Strategic Account Manager



Using the right tools



All products and equipment used in maintaining your property are certified and tested providing the latest in technology and innovation.

Tenant resources

Protecting their deposit
and your investment.



Shaw Total Care

A flooring company investing in
Total product Care?



.....isnt that how it should be?

Resources

- Shaw field personnel
- www.shawpropertyolutions.com
- <http://technicalsupport.shawinc.com/>
- <https://www.carpet-rug.org/>
- www.iicrc.org/