



**2020-2021
MOLDING REFRESH**

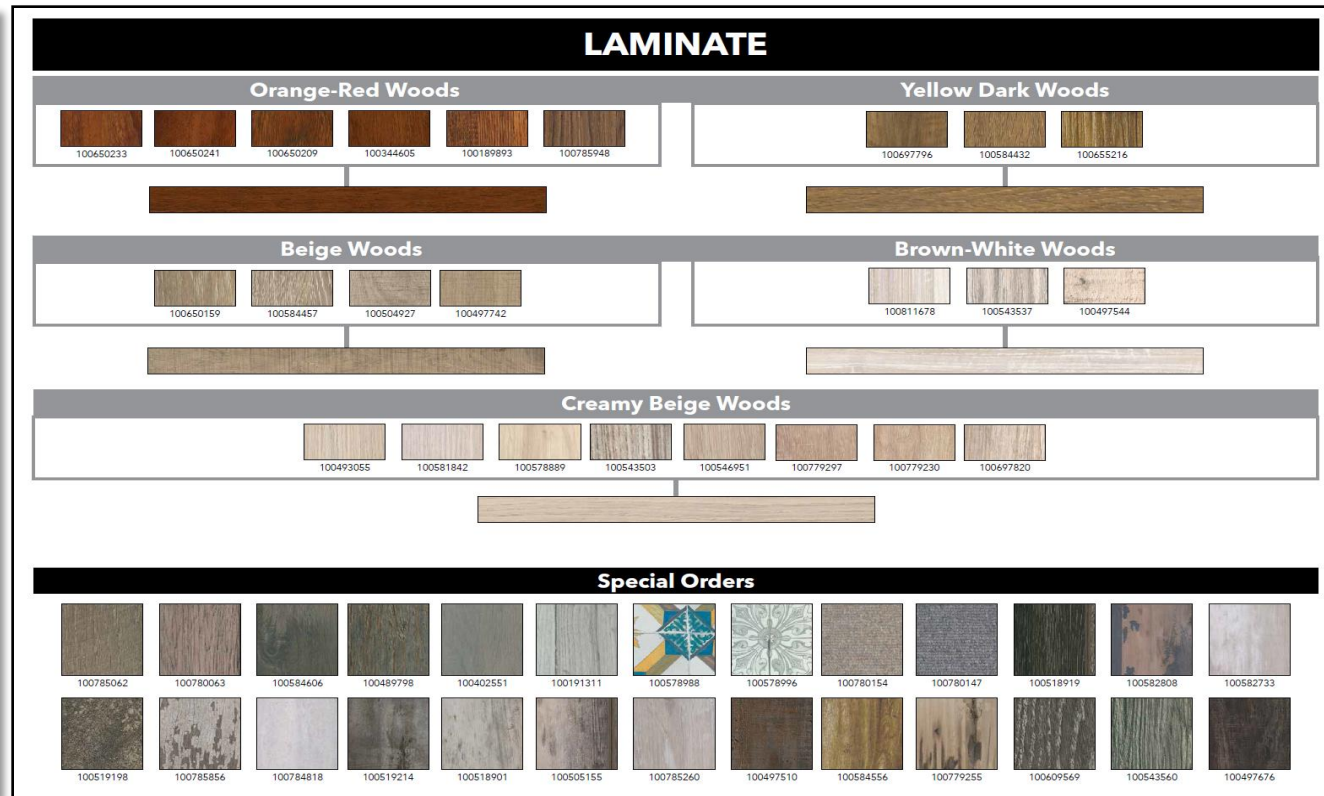
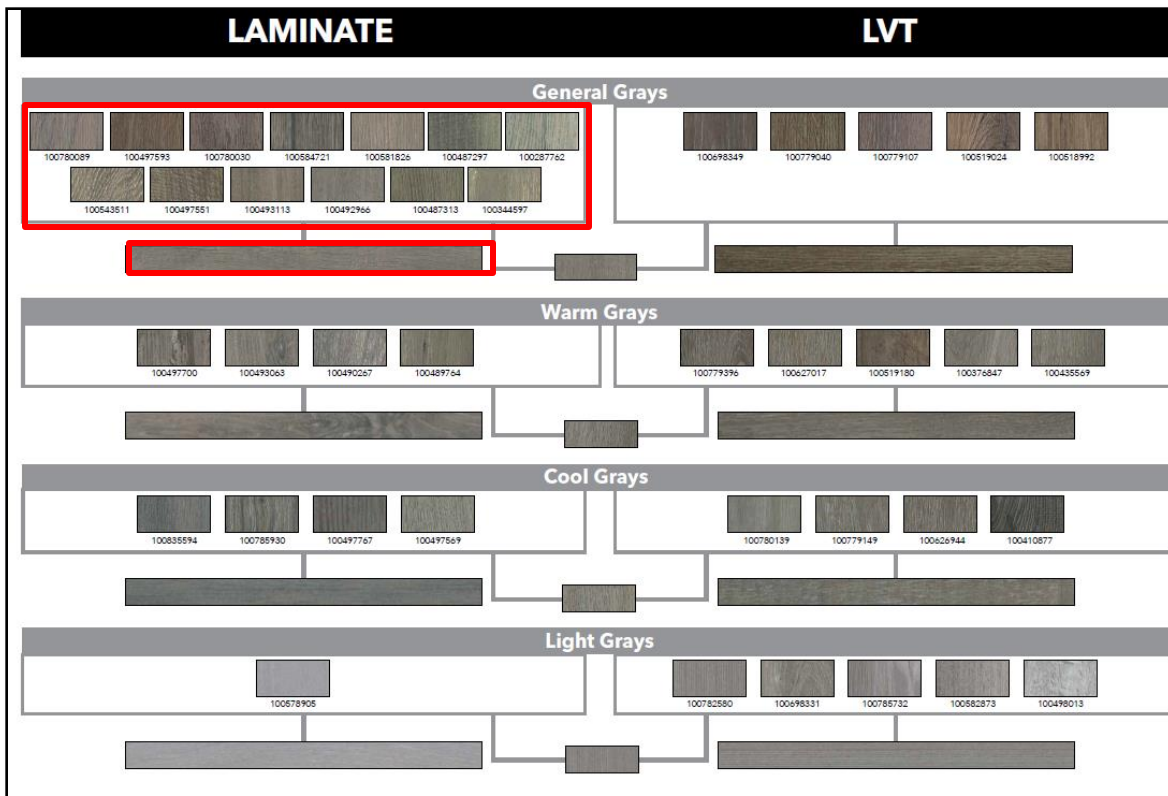
2020-2021 Molding Refresh

- **Strategy for the Reset**

- ***Simplify the business & Improve Customer Service***

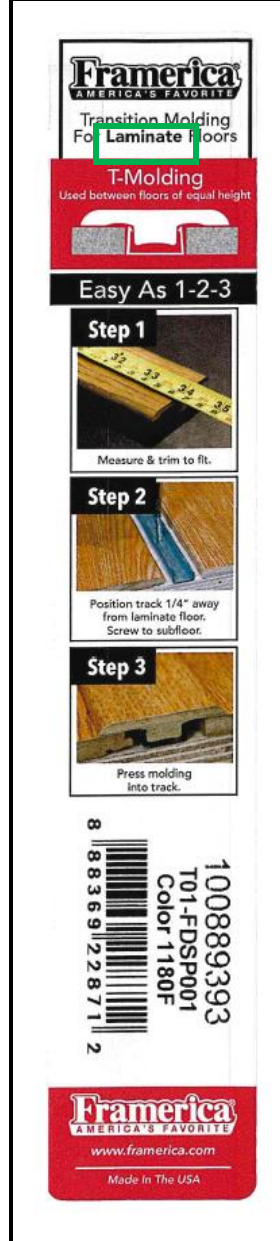
- We needed to create an assortment that more closely aligns with our in-stock flooring options for less SPO
 - Currently 30% SPO; 70% of SPO sales are SN
 - Listen and Connect to the Field
 - Assembled Molding Task Force
 - Stores are requesting in-stock Stair Nose options-**AGREED!**
 - Average assortment will carry 22 Lam/Vin SN and 14 Pre Finished Wood SN
 - Drop Ship Capabilities; our new vendor will launch with drop ship in late Q1
 - Diversify Vendor Base
 - New Vendor for vinyl/lam moldings on boarded-Framerica.
 - Framerica has created custom color blends based on scanning our floors to match our assortment and we've assorted direct matches for our most popular floors based on floor and molding sales.
 - Flex room included in each set to add direct matches for new Lam/Vinyl SKUS from 2020 PLR with all store stocking statuses.
 - Estimated 8-10 additional offerings coming Q1
 - Special Orders will likely be unavailable from Framerica until mid Q1. We should be selling from our in-stock assortment. When necessary, Zamma can fill for SPO. ***Be aware of extended lead times.***
 - ***SFE will be updated with all new matches for our new vendor starting last week of November***

New Vendor-New Technology-New Capabilities



- Regions Impacted: Q4 2020 Northeast & Mid Atlantic. Q1 2021 Mid West & Southeast.
- Framerica has scanned all floors and created 'coordinated' blends to pair with the assortment.
- Moldings will be set in color order for easy shopping and matching by associates and customers.

Floor	Color Number	AST SKU COUNT
Laminate	1020F	4
Laminate	1040F	4
Laminate	1060F	3
Laminate	1080F	5
Laminate	1100F	8
Laminate	1120F	10
Laminate	1160F	3
Laminate	1180F	2
Laminate	1200F	4
Laminate	1220F	2
Laminate	1300F	5
Laminate	1320F	9
Laminate	1340F	6
Laminate	1360F	6
Laminate	1400F	5
Laminate	1430F	7
Laminate	1460F	7
LVT	5020F	2
LVT	5060F	15
LVT	5200F	5
LVT	5240F	3
LVT	5300F	3
LVT	5340F	9
LVT	5360F	5
LVT	5420F	6
LVT	5440F	8
LVT	5480F	12
LVT	5560F	3
LVT	5600F	3
LVT	5680F	6
LVT	5690F	10
LVT	Varied	12



Laminate
\$29.99

Color Number

1020F

Profile

TM

Length

94in.

Thickness

1/2in.



SKU #: 100889435

- New assortment consists of 31 custom color blends designed around our floors
- Exact Matches are in each assortment based on top selling floors and molding colors.
- The Color # for each color is numbered in a chromatic order. The lower the number, the lighter the shade.
- **Laminate colors start with #1 (red labels)**
- **Vinyl start with #5 (blue labels)**
- The “F” after color code indicates the vendor “Framerica”
- F&D SKU and Color # will be on each tag

Assortment Updates

Assortment updates to match top selling and top stocked SKUS

- Moldings will be set in color order for easy shopping and matching by associates and customers.
- In-Stock stairnose SKUS will be added to the assortment in both Lam/Vinyl and Wood to reduce special orders and better serve our customers and stores.
- SFE would be updated with in-stock coordinated matches as well as SPO options (not available at roll out)



Matches will be available for all SKUS via SPO

Pennwood

Assortment Strategy

In-Stock Stair Nose & Exact Matches

Exact Match & In-Stock Stair Nose	Exact Matches					
	Floor SKU	Description	Color Code#	4 Bay	5 Bay	6 Bay
	100780337	DLXP 7X48 5MM WNDMILL OAK FB-100780337	5170F	4	4	4
	100582717	NCR MWX48 6.5MM CORTADO OAK CB-100582717	5640F	4	4	4
	100497361	NCR 7X48 6.5MM WHITE PEWTER CB-100497361	5140F	4	4	4
	100620269	DLXP 6X36 5MM HGLD GRY SLVG FB-100620269	5160F	4	4	4
	100109750	NCR 7X48 6.5 DRIFTWOOD OAK CB-100109750	5520F	4	4	4
	100498013	DLX 6X36 3MM ALPINE FROST-100498013	5120F	4	4	4
	100109743	NCR 7X48 6.5 SPALTED MAPLE CB-100109743	5380F	4	4	4
	100344605	AG LAM 12MM CHERRY HG-100344605	1480F	4	4	4
In-Stock Stair Nose	100650159	AG LAM 12MM CALICO	1260F		4	4
	100376789	NCR 7X48 6.5 OMBRE GREY CB HS-100376789	5180F		4	4
	100109859	NCR 7X48 6.5 GUNSTOCK CB-100109859	5580F		4	4
	100498088	DLX 6X36 3MM VAIL GREIGE-100498088	5320F		4	4

In-Stock Stair Nose	Additional Stairnose					
	Floor SKU	Description	Color Code#	4 Bay	5 Bay	6 Bay
	100580471	HSLD LAM 10MM HRTGE HEARTH OAK	1420F	1	1	1
	100650167	AG LAM 12MM SMOKY DUSK	1380F	1	1	1
	100505155	NCR MWX48 6.5MM RIVER PORT CB	5260F	1	1	1
	944101346	LAM 7MM BARTLEY PINE	1240F	1	1	1
	100109842	NCR 7X48 6.5 CHEYENNE CB	5500F	1	1	1
	100620277	DLXP 6X36 5MM LENOX ESTATE FB	5730F		1	1
	100378876	NCR 7X48 5.5 COFFEE OAK CB	5700F		1	1
	100650183	AG LAM 12MM GOGH	1280F		1	1
In-Stock Stair Nose	100109784	NCR 7X48 6.5 ASHEN OAK CB HS	5660F		1	1

In-Stock Stair Nose

SKU	Description	Color	5 Bay SN
100083930	SOL 3/4X4 3/4 BIRCH COCOA HS	29145P	x
100706647	ENG 9/16X8 3/4 OAK MNTPELL 2.0	29004P	x
100785872	ENG 1/2X7 1/2 EURO OAK MARLEY	37909P	x
100506237	ENG 5/8X9 1/2 EURO OAK RCTV WB	37220P	x
100836949	ENG 3/8X5 BIRCH AMARETTO HS	29326P	x
100823632	SOL 3/4X5 1/4 MAPLE HAZEL DST	37877P	x
100785880	ENG 1/2X9 7/16 EURO OAK TILFRD	37898P	x
100378504	BAM 3/8X5 1/8 MAGANDA HS LK	36500P	x
100785708	ENG 9/16X6 WHITE OAK MNTPLIER	29004P	x
100502475	ENG 3/8X4 3/4 ACACIA TOBTRL TT	37739P	x
100048214	BAM 1/2X5 MOCHA LK	29330P	x
100785013	SOL 3/4X 4 3/4 ACACIA GRAY 2.0	37943P	x
942450086	SOL 3/4X5 HICKORY NAT	29067P	x
942450085	SOL 3/4X5 HICKORY CHESTNUT HS	29108P	x
100502483	ENG 3/8X6 1/2 ACACIA TOBTRL TT	37739P	x
100706654	ENG 9/16XMW OAK MONTPELIER 2.0	29004P	x

FLOOR DECOR & LOW PRICES EVERY DAY!

\$ 1.79

Price Per: Sqft

Golden Hickory Wire-Brushed Engineered Hardwood

Size: 3/8in. x 5in.

Price Per Box: \$65.14

Sq Ft Per Box: 36.39

SKU#: 100836907

Don't Forget... Coordinating Moldings & Stair Treads

Choose from our hundreds of in-stock moldings to complete your project. If you can't find the molding for your project in our moldings section, please see an associate for our special order options.

Quarter Round (QR)

T-Mold (TM)

Reducer (RD)

Stair Nose (SN)

Box Treads

Accents the transition and bridges gap between the wall/base board and the floor/surface

Transitions between two floors of the same height

Transitions between two floors of unequal heights

Provides professional, finished look to stair treads

The part of the staircase that is stepped on

STAIR NOSE IN STOCK

WING WOOD

Barcode

NEW!
In-Stock
Stair Nose
Wedge

2020-2021 Molding Refresh Prep

- **3 Weeks Out**
 - Pull all product out of the warehouse (think prepping for inventory).
 - Decontaminate and organize bays
- **2 Weeks Ahead of Reset**
 - Schedule Wood DM + 1 Associate for night before reset and two nights of reset
- **1 Week Ahead of Reset**
 - ICS to cycle count active molding SKUS
- **3 – 5 Days Ahead of Reset**
 - Pallets will arrive marked with Purple Pallet Label-If you do not have your POS 3 days before the set please email IMWoodteam@flooranddecor.com
 - Detail Receive Molding POs from Frameraica & Pennwood-keep inventory in warehouse or in noted spot in the overhead. We do not want the pallet to hit the floor ahead of the set date.
 - Communicate any discrepancies to IMWoodteam@flooranddecor.com
 - Secure all reset materials shipped in for set and store in the warehouse in designated VM Bay.
 - Pre Printed Price Tags-**DO NOT OPEN**
 - In-Stock Stair Nose indicator wedge
- **Night Before Reset**
 - Stores are to de-merchandise all clearance moldings from the bays
 - All clearance moldings will be field destroyed-prior to disposing in open top (ordered for all stores), please lay moldings on a pallet in the warehouse and spray-paint an orange stripe across moldings
 - **Finance will be provided a list of Store/SKU combinations for write off and will take write based on system OH**
- **Reset Sign Off**
 - Are bays set to POG
 - All slots/positions are tagged
 - Write off material disposed of (store executed)
 - Stair Nose Wedges placed on level 1 floors (store executed)





Installation Guide

Molding Refresh 2020

11/11/2020

Bill of Materials

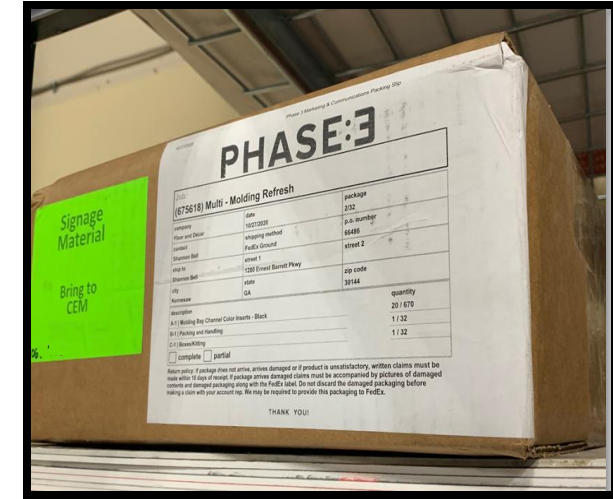
❑ Package #1: Preprinted Price Cards

- Supplier – Drummond
- Label will be purple



❑ Package #2: Black Signage Inserts

- Supplier – Phase 3
- Label will be green



❑ Package #3: In-Stock Stair Nose Wedges

- Supplier – Phase 3
- White Label w/purple font
- Store SOW

❑ Package #4: Product

- Supplier – Framera and Penwood



3PL & Store Provided Components

Store Provided

- ☐ All stores will receive an open top a minimum of 24 hours prior to scheduled install date
 - ☐ Email VisualMerch@flooranddecor.com if your open top does not arrive
 - ☐ Open top will be removed on the second day of install
- ☐ Provide 3PL a handheld scanner
- ☐ Provide 3PL stretch wrap

3PL Provided

- ☐ Painters Tape
- ☐ Permanent Marker

POG & SOW



Mid-Atlantic Region

Store #	Store Name	Molding Bays	Comment
101	I-85	4	actual 8 bay single tiered-listed as 4 for assortment
102	Southlake	4	actual 8 bay single tiered-listed as 4 for assortment
103	Jacksonville	4	
106	Kennesaw	5	27 Slots per bay-only 8' wide. Receiving updated fixtures.
130	Roswell	5	
137	Memphis	6	
151	McDonough	5	
152	Savannah	5	
153	Greensboro	5	
160	Mall of Georgia	5	
164	Knoxville	6	
165	Nashville	6	
179	Concord	5	
186	Homewood	6	
194	Kirkwood	6	moved from 7 bays to 6 bays
196	St Johns Town Center	5	
208	North Charleston	6	
214	Pineville	6	

Northeast Region

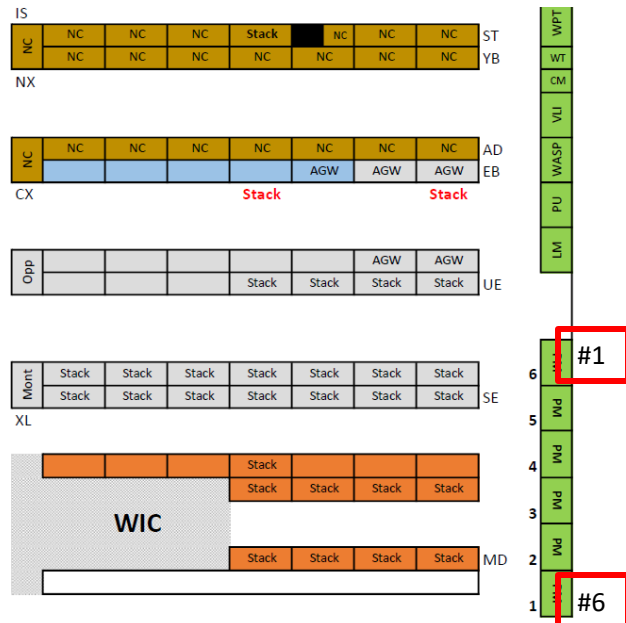
Store #	Store Name	Molding Bays	Comment
139	Richmond	5	
146	Potomac Mills	5	
154	Levittown	5	
156	Wayne	5	
163	Moorestown	4	
166	Gaithersburg	5	
171	Devon	6	
177	Alexandria	5	moved from 8 bays to 5 bays
182	Paramus	4	
184	Farmingdale	5	moved from 7 bays to 5 bays
189	Hampton	6	
204	Virginia Beach	6	
206	Avon	5	
212	Saugus	6	
229	Dorchester	5	
235	Elizabeth	6	
236	Toms River	5	moved from 7 bays to 5 bays
237	Nashua	6	

How to Read the POG

- ☐ Tier 2 = Upper tier
- ☐ Tier 1 = Lower tier
- ☐ Only stores 101 & 102 have single tier fixtures

	Bay 1	Bay 2	Bay 3	Bay 4	Bay 5	Bay 6
Tier 2	Lam/Vinyl SN	Lam/Vinyl Molding				
Tier 1	Unfinished Wood Profile-Wood SN	Wood Molding				

- ☐ Bay #1: furthest to the left when facing the wall
- ☐ NO mirrored POG sets



POG Versions

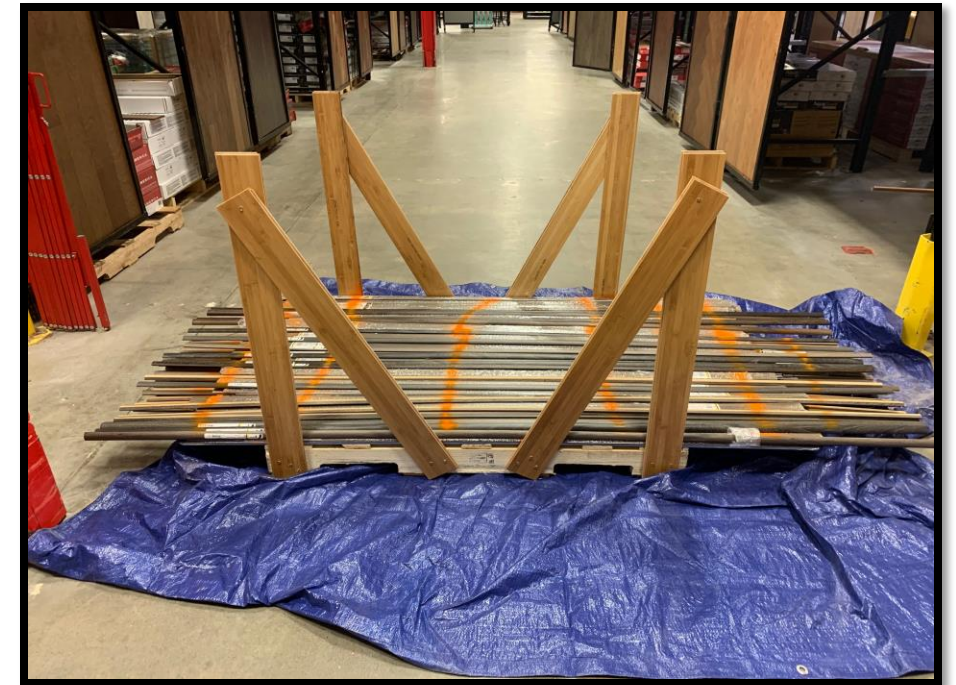
- ☐ 5 versions of the POG
 - ☐ 4, 5 & 6 bay POGs
 - ☐ Store specific POGs for store 101 & 102
- ☐ Each POG is sorted in POG order and a secondary version is sorted in numerical order
 - ☐ Reference the header on each POG for sorted type

6 BAY POG IN ORDER						
Ba	Tie	Positi	SKU	Description	Vendor	
1	1	1	945907296	324 QR 3/4X3/4X94	Zamma	
1	1	2	954226045	901 QR 3/4X3/4X94	Zamma	
1	1	3	954209414	901 RD FL 94 SM	Zamma	
1	1	4	954209411	901 RD FL 94 MD	Zamma	

6 BAY POG NUMERICAL						
Ba	Tie	Positi	SKU	Description	Vendor	
1	1	2	954226045	901 QR 3/4X3/4X94	Zamma	
1	1	9	954221603	901 SN FL 94 LG	Zamma	
1	1	8	954221175	901 SN FL 94 MD	Zamma	
1	1	3	954209414	901 RD FL 94 SM	Zamma	
1	1	4	954209411	901 RD FL 94 MD	Zamma	

Store SOW Prior to Installation

- ❑ Purchase orange spray point for the disposal of the clearance moldings
- ❑ Build a crate using a pallet in good condition for the base
 - ❑ Remove the side panels from an empty crate and use wood screws to attach to the base pallet
- ❑ A large tarp is needed for the disposal process



Refresh Prep Work

Store SOW Prior to Installation

- ❑ Active SKUs to remain in their current position in the set
- ❑ Remove all clearance Zamma & Penwood SKUs from the molding bays
 - ❑ Overnight, 24 hours prior to 3PL install date
- ❑ Layout the tarp near the molding bays and place the crate on top of the tarp
- ❑ Pull the product and lay across the pallet in a single layer
- ❑ Use the spray paint to stripe the moldings prior to disposal in the open top
- ❑ Place an additional layer of moldings on top of the spray-painted moldings
- ❑ Spray paint this layer of moldings and repeat process until all clearance moldings have been removed from the bays

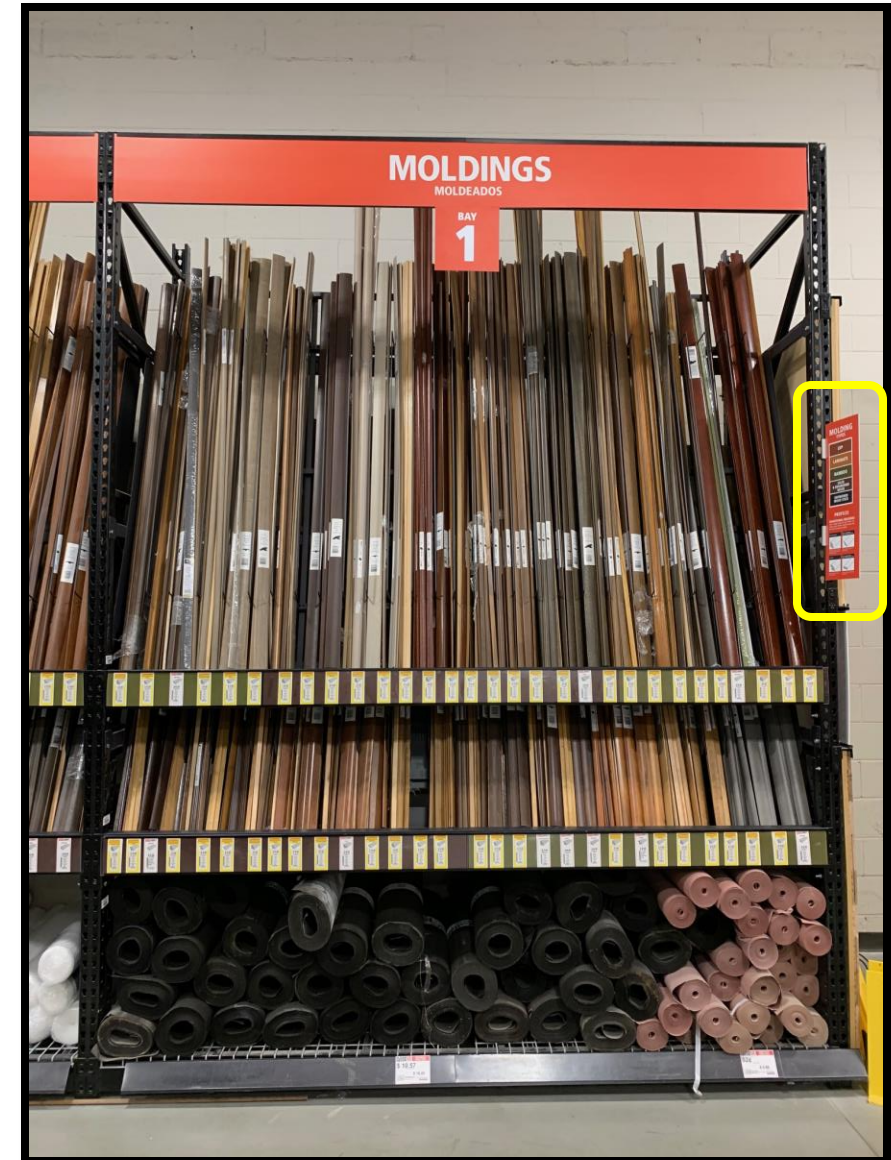


Key
Takeaway
*About 80%
of the
assortment
will be
removed*



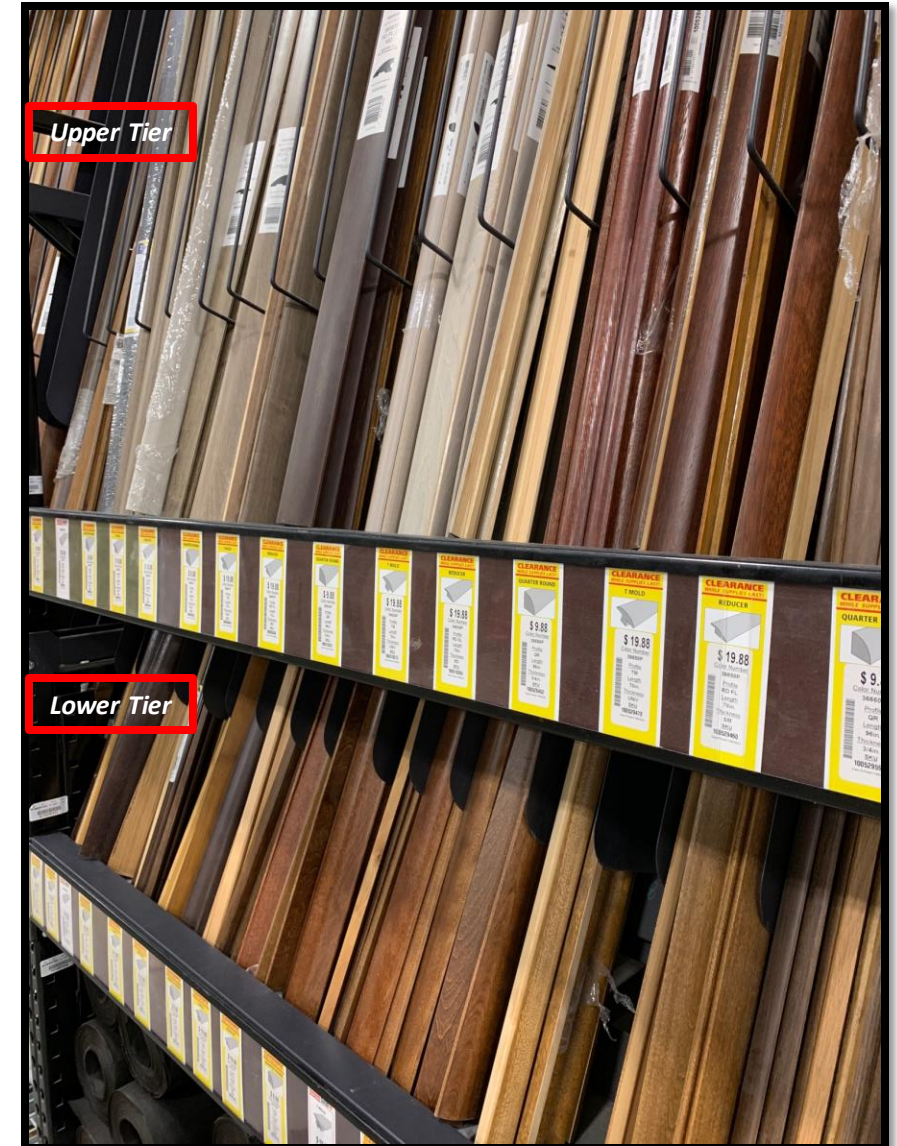
Signage & Preprinted Price Cards

- ☐ Locate packages 1 & 2
- ☐ Remove the clear insert in the c-channel and set aside
- ☐ Remove the price cards and colored sign inserts behind the price cards
- ☐ Package 2: Install the black signage inserts into the c-channel
- ☐ Package 1: Install preprinted price cards into the c-channel, overlaying the black insert
- ☐ Install the clear inserts in the c-channel over the preprinted price cards
- ☐ Missing price cards?
 - ☐ Provide a SKU list to the point of contact at the store on the first night
 - ☐ Store owns printing the tags and providing them to 3PL on night two
- ☐ DO NOT remove the aisle violators, see yellow box



Molding Merchandising

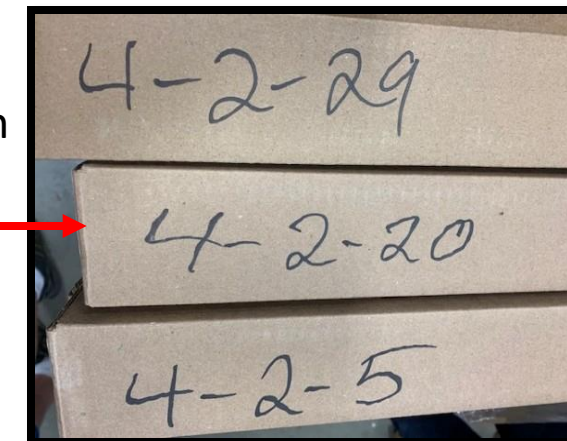
- ☐ Count the number of slots on each tier of each bay
 - ☐ Each tier needs 30 slots (29 dividers)
 - ☐ If more than 30 slots, remove the extra dividers
 - ☐ If less than 30 slots, set without the divider and notate in the DFR the total missing dividers for upper tier and lower tier
- ☐ Locate package 4 (product pallets) and stage in front of the molding bays
- ☐ Relocate the existing active SKUs into their new position on the POG
- ☐ Install new product per the POG assigned to each store
 - ☐ Install molding pieces so stickers are toward the bottom of the rack
 - ☐ There may be empty slots in the set
 - ☐ Empty slots are placeholders for new assortments



3PL Provided Project Overview

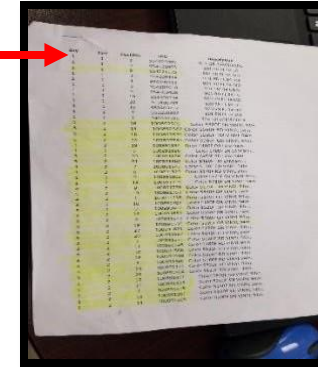
This project guide is intended to walk the team lead through the process of successfully completing this refresh.

- ❑ Upon arriving to the store, check in with the store management and confirm that the new molding is in the store.
- ❑ Ensure that the bays are empty and prepared for the refresh
- ❑ Ask for a handheld scanner to scan any existing product left in the bays
- ❑ Tape and number the spaces in each bay (should be 30)
- ❑ Make sure you correct the spacing before you start to stock the shelves
- ❑ Tier 1 would be the bottom row, Tier 2 will be the top row
- ❑ Put info cards in their correct spaces. They will be in order and separated by assigned section
- ❑ Scan, label and move existing molding before you start to stock the bays with the new molding.
- ❑ Assign a team member(s) to look-up and write the location of new molding on the box.
 - Example: Bay 4, Tier 2, Position 29 = 4-2-29



3PL Provided Project Overview

- ❑ Make sure to use a highlighter to mark found item numbers
- ❑ Have the rest of the team put away the new molding
- ❑ Clean as you go.
 - Dumpster delivered for this project
- ❑ Put nonstock molding on a cart and shrink wrap it to the cart
- ❑ Put overstock on a pallet and shrink wrap them.

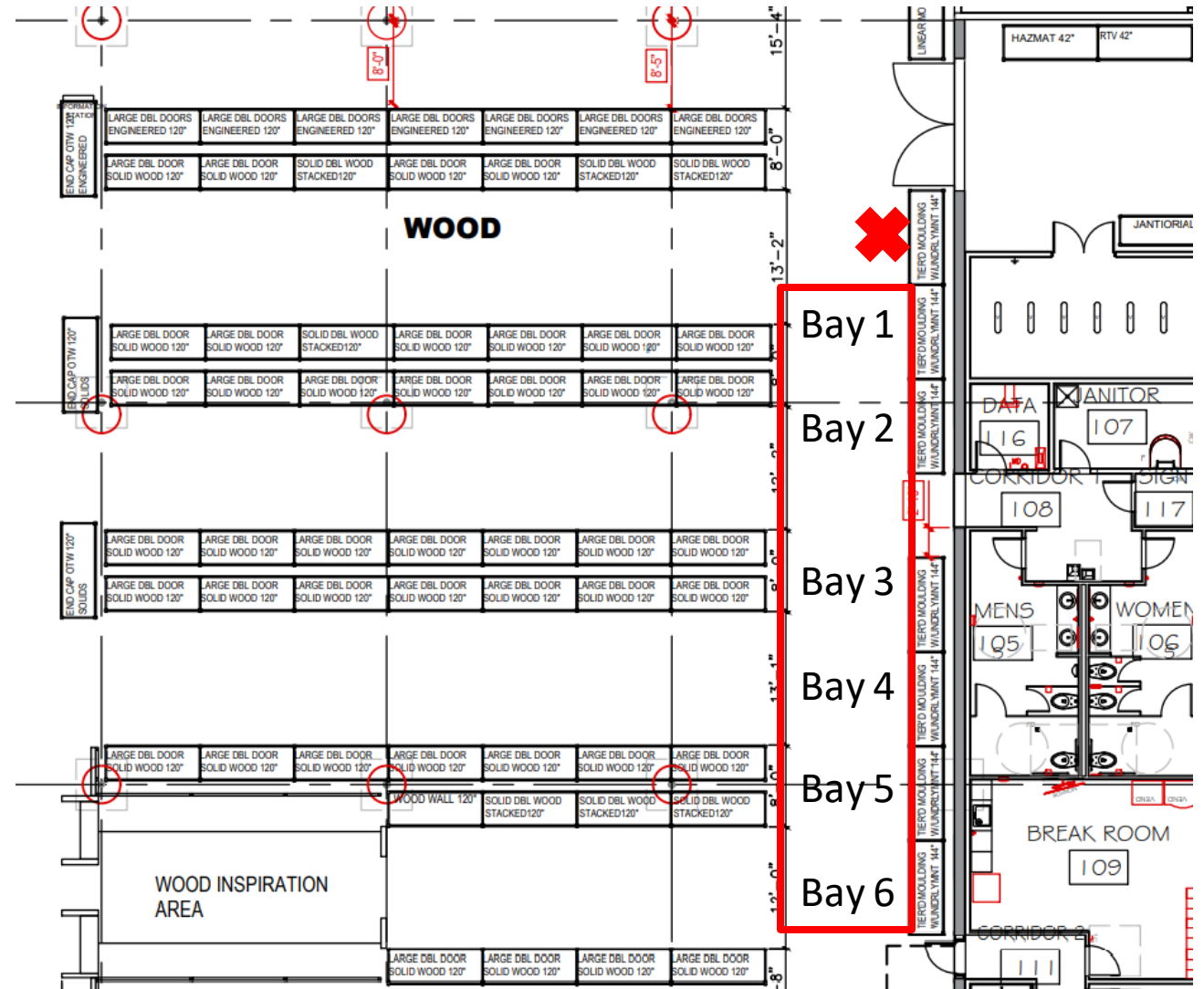


106 Kennesaw SOW Additions

- ☐ Store to receive 5 new molding fixtures
- ☐ Remove the existing molding fixtures and dispose in the open top
- ☐ Install the new fixtures in the cleared bays
 - ☐ Installation instructions will ship with each fixture
 - ☐ Installation instructions in Teams as well

194 Kirkwood SOW Additions

- ❑ Store to receive 1, 4x8 left hand door & 1, 4x8 right hand door
- ❑ Molding bay reduction from 7 bays to 6 bays
- ❑ Clean out the bay with the red “X” and dispose the molding fixture in the open top

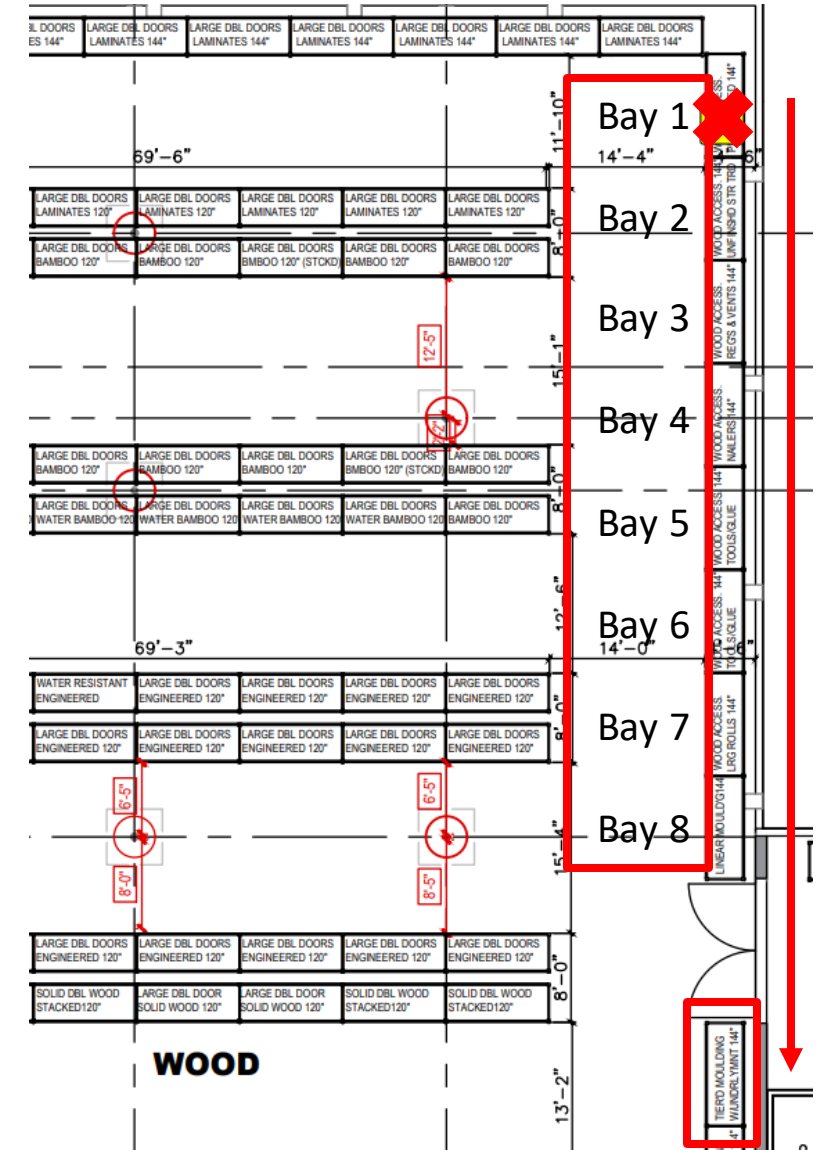


194 Kirkwood SOW Additions

- ❑ Shift the 8 bays of Wood Installation Materials toward the front of store
- ❑ After shifting the bays, then set the bay with the red "X" to the new elevation

Beam	Height	Decking
5"/8C Beam	120" Front & Back	Waterfall Wire Deck
5"/8C Beam	108" Front Only	Not Required
5"/8C Beam	54" Front & Back	Waterfall Wire Deck

- ❑ Install the new 4x8 Left-Hand & Right-Hand doors as the same height as the doors within the department
- ❑ Store owns setting merchandise and display for this bay

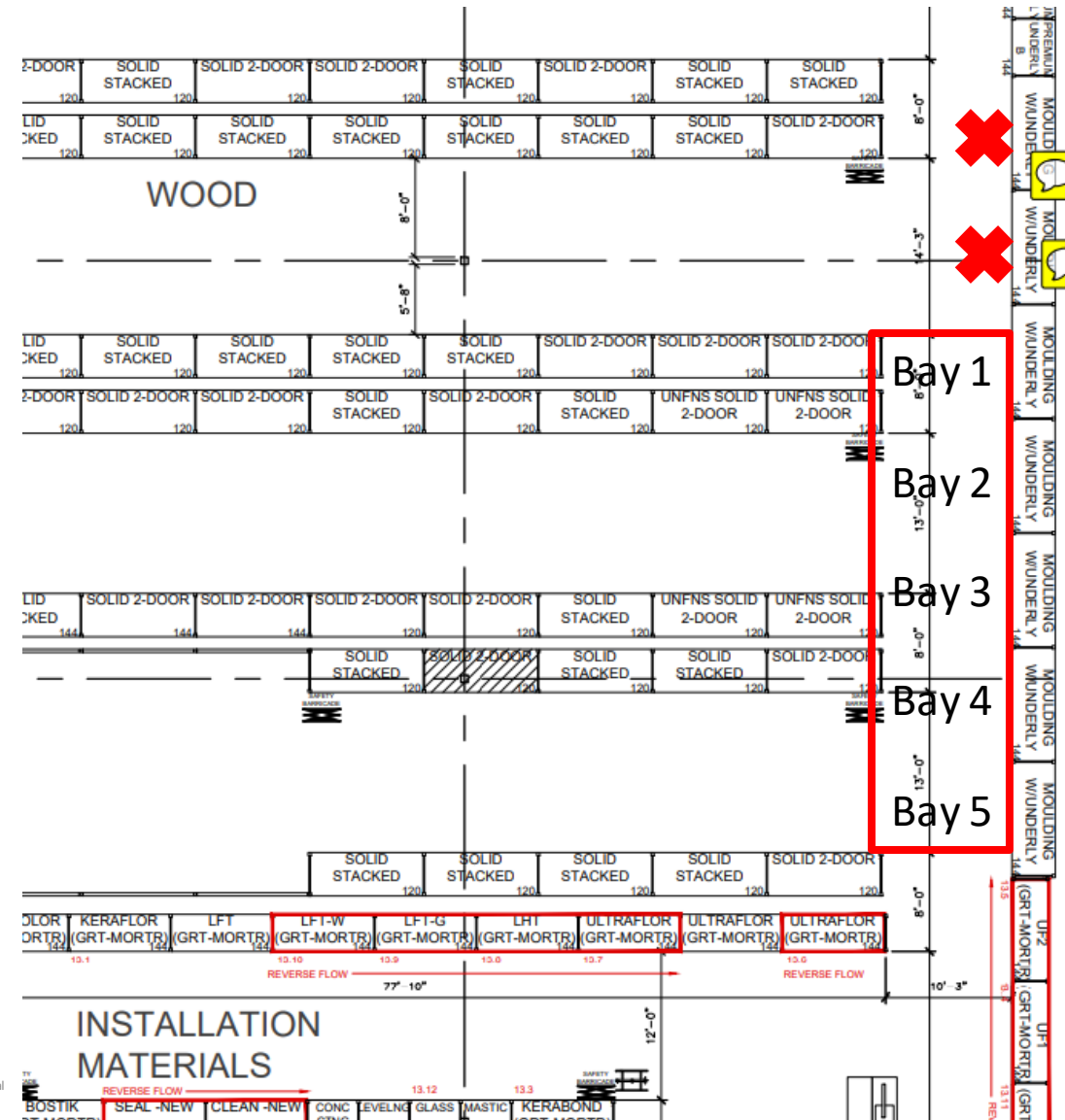


236 Toms River SOW Additions

- ❑ Store to receive 2, 4x8 left hand doors & 2, 4x8 right hand doors
- ❑ Molding bay reduction from 7 bays to 5 bays
- ❑ Clean out the bays with the red "X" and dispose the molding fixtures in the open top
- ❑ Set the two bays with the red "X" to the new elevations

Beam	Height	Decking
5"/8C Beam	108" Front Only	Not Required
5"/8C Beam	54" Front & Back	Waterfall Wire Deck

- ❑ Install the new 4x8 Left-Hand & Right-Hand doors as the same height as the doors within the department
- ❑ Store owns setting merchandise and display for these 2 bays

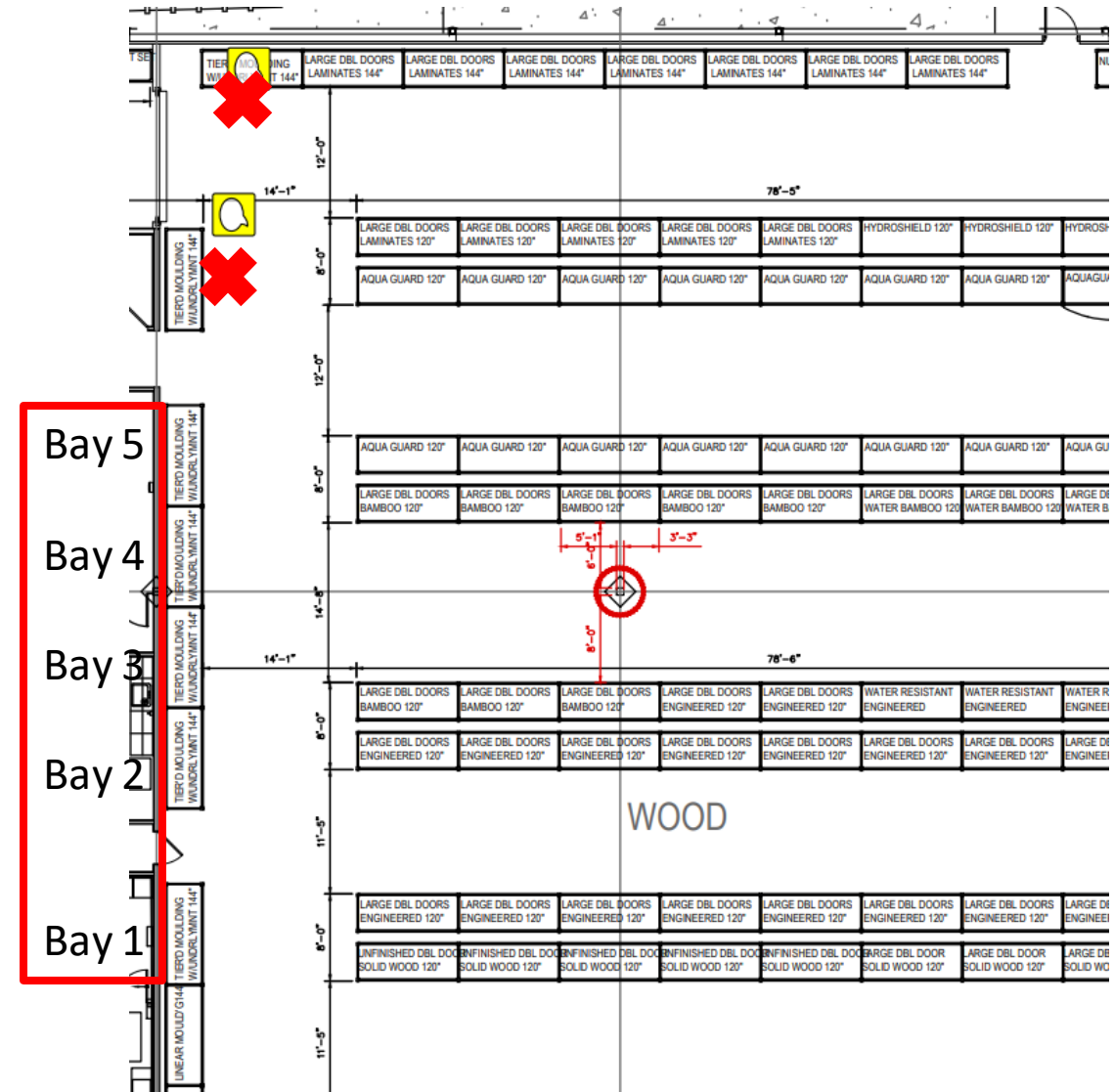


184 Farmingdale SOW Additions

- ❑ Store to receive 2, 4x8 left hand doors & 2, 4x8 right hand doors
- ❑ Molding bay reduction from 7 bays to 5 bays
- ❑ Clean out the bays with the red "X" and dispose the molding fixtures in the open top
- ❑ Set the two bays with the red "X" to the new elevations

Beam	Height	Decking
5"/8C Beam	120" Front & Back	Waterfall Wire Deck
5"/8C Beam	108" Front Only	Not Required
5"/8C Beam	54" Front & Back	Waterfall Wire Deck

- ❑ Install the new 4x8 Left-Hand & Right-Hand doors as the same height as the doors within the department
- ❑ Store owns setting merchandise and display for these 2 bays



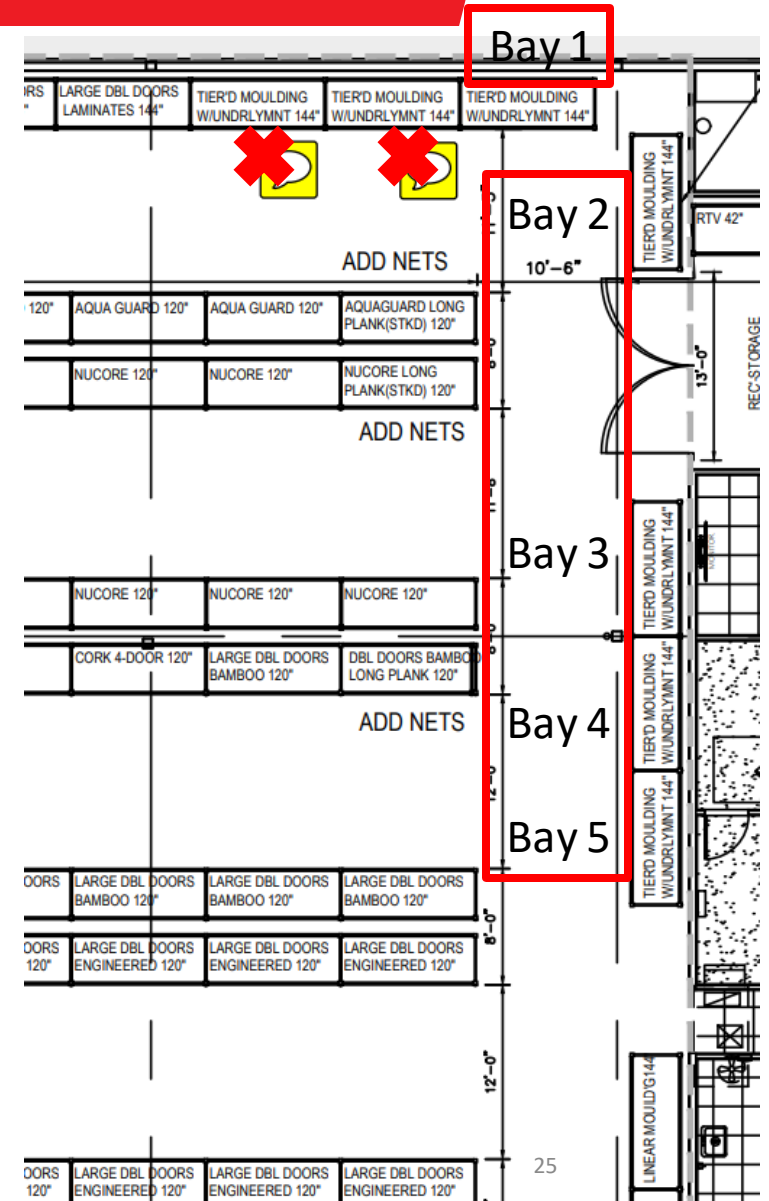
206 Avon SOW Additions

- ❑ Store to receive 2, 4x8 left hand doors & 2, 4x8 right hand doors
- ❑ Molding bay reduction from 7 bays to 5 bays
- ❑ Clean out the bays with the red “X” and dispose the molding fixtures in the open top

- ❑ Set the two bays with the red “X” to the new elevations

Beam	Height	Decking
5”/8C Beam	120” Front & Back	Waterfall Wire Deck
5”/8C Beam	108” Front Only	Not Required
5”/8C Beam	54” Front & Back	Waterfall Wire Deck

- ❑ Install the new 4x8 Left-Hand & Right-Hand doors as the same height as the doors within the department
- ❑ Store owns setting merchandise and display for these 2 bays

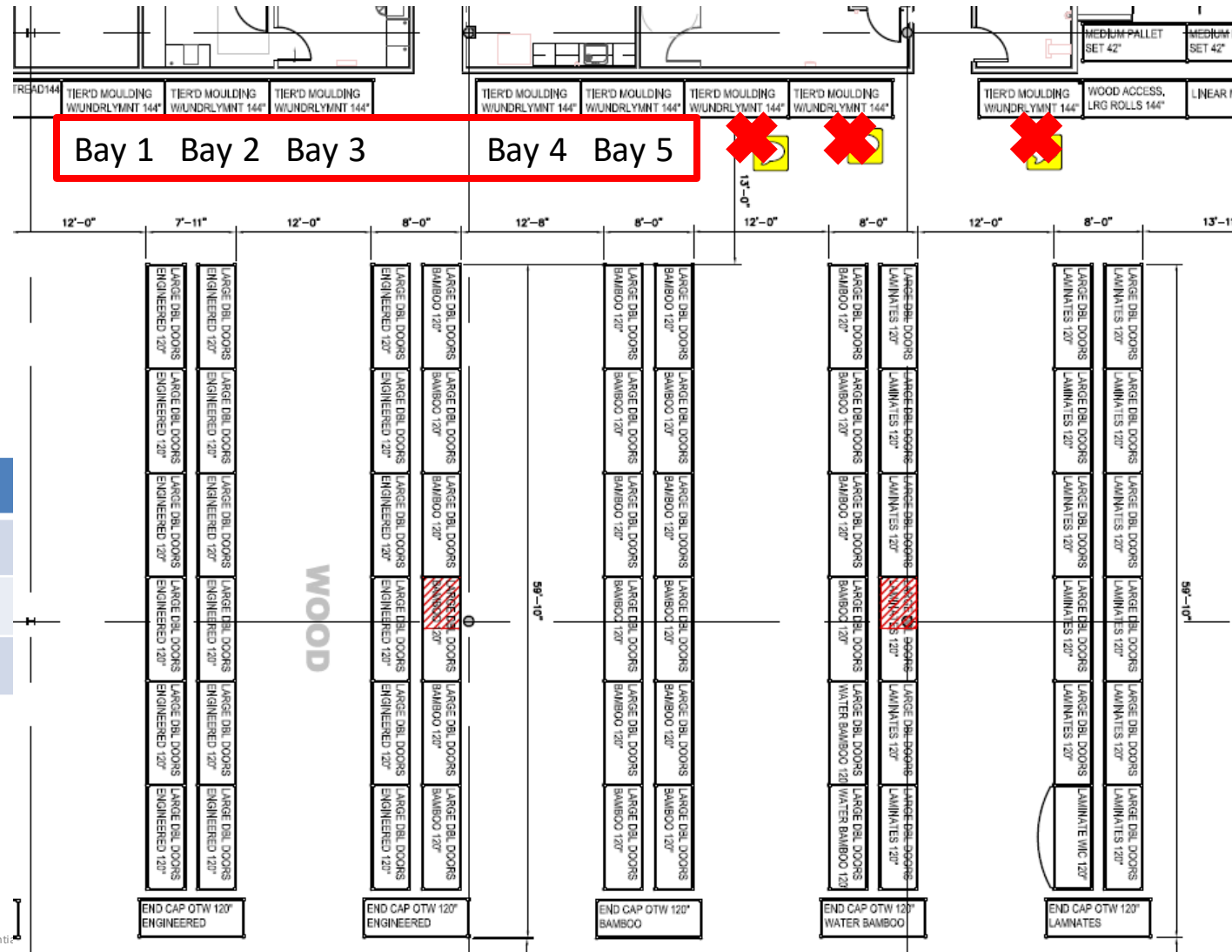


177 Alexandria SOW Additions

- ❑ Store to receive 3, 4x8 left hand doors & 3, 4x8 right hand doors
- ❑ Molding bay reduction from 7 bays to 5 bays
- ❑ Clean out the bays with the red "X" and dispose the molding fixtures in the open top
- ❑ Set the two bays with the red "X" to the new elevations

Beam	Height	Decking
5"/8C Beam	120" Front & Back	Waterfall Wire Deck
5"/8C Beam	108" Front Only	Not Required
5"/8C Beam	54" Front & Back	Waterfall Wire Deck

- ❑ Install the new 4x8 Left-Hand & Right-Hand doors as the same height as the doors within the department
- ❑ Store owns setting merchandise and display for these 3 bays



2020-2021 Molding Refresh: Who to Contact

- Missing Molding POs
 - IMWoodteam@flooranddecor.com
 - Amcveigh@flooranddecor.com
- Missing Signage or Pre Printed Tags
 - Sbell@flooranddecor.com
- Execution or Labor Issues/Questions
 - Elizabeth.southall@flooranddecor.com