

Shaw[®]

Where Great Floors Begin

An Overview of Collection Models



Green. It's something we never forget.

That's the **Shaw Green Edge** |™

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Agenda

1. Level Set (with an example)
2. Carpet distribution basics
3. Carpet 'basics'
4. Common denominators of success
5. Methods/models we've run across
6. Questions



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'Un'-Related Example

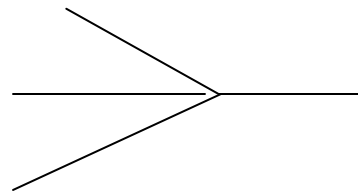
- Grocery Stores
 - Super-stores
 - Local Corner stores
 - Ethnic stores
 - Specialty stores

The Shaw logo features the word "Shaw" in a white, serif font, set against a dark blue rectangular background. To the left of the text is a stylized graphic of a blue and white wave or mountain range.

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Carpet Distribution (and 'reverse' - distribution)

- Yarn Manufacturing
- Carpet Mills (manufacturers)
- Distribution Centers
- Retailers/Dealers
- Installers
- Consumers

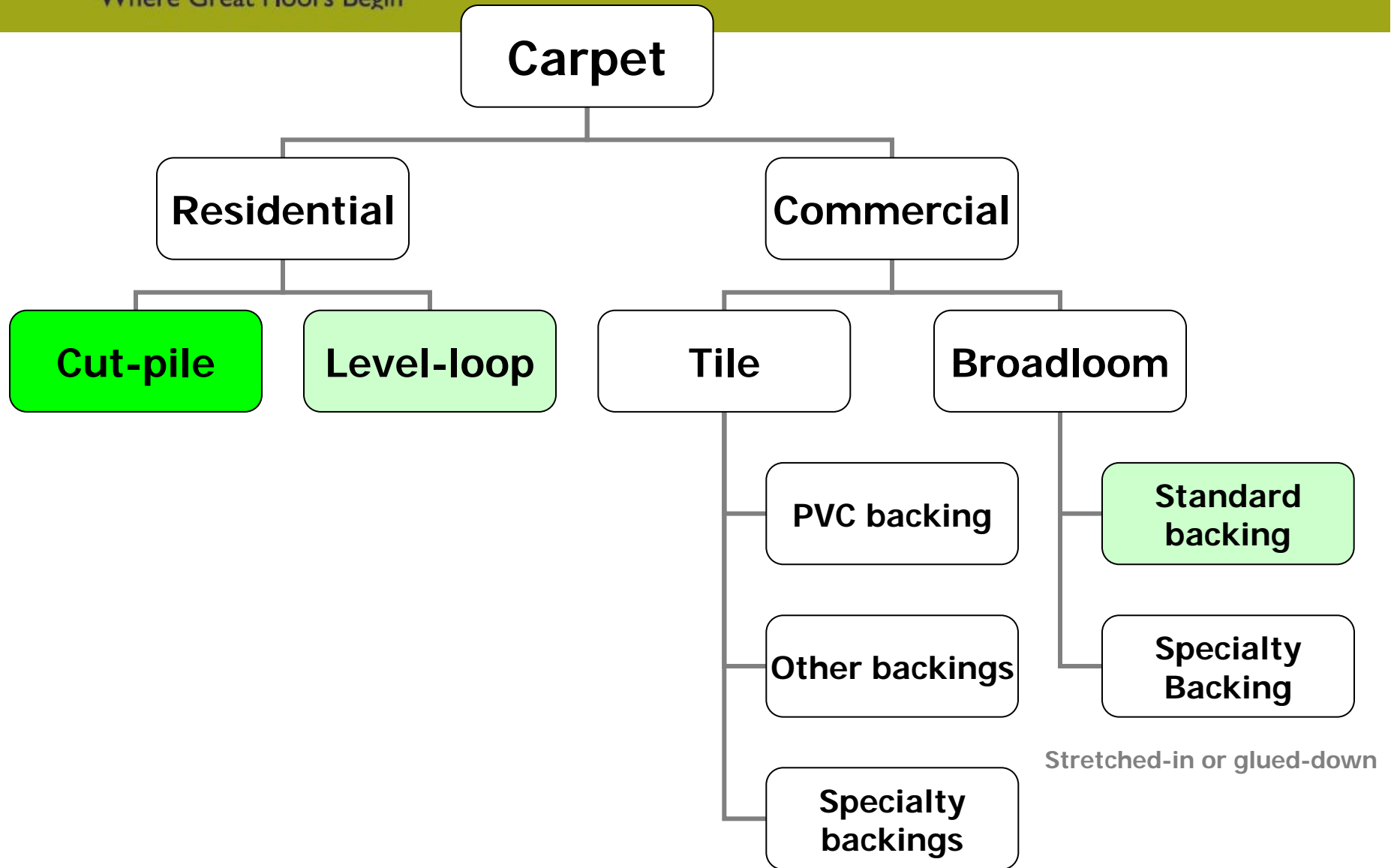


Collectors /
Recyclers



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Carpet 'Super' Basics





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Common Denominators of Success

- ‘Additive’ business
- Charge waste generators for recycling services
- Not in areas where Curbside disposal is common
- Innovative, Resourceful, Tenacious
- Moderate to high disposal costs in local area
- Did I say charge for recycling services?
- ‘Grow’ into business (not ‘go’ into business)



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Methods / Models

Collection Type	Retailer		Collector		End-user	
	Cost	Service	Collect Cost	Disp Cost	Quality	Other
"Collect All", no charge	↑	↑	↓	↓	↔	↓
"Collect All", charge	↔	↑	↔	↔	↔	↑
Site Sort	↑	↔	↓	↑	↔	↔
Drop off, pay for	↑	↔	↔	↑	↔	↔
Drop off, don't pay	↑	↔	↑	↑	↔	↔
C&D	↔	↔	↓	↑	↓	↓
Landfill/MRF	↔	↔	↓	↑	↔	↔
Waste Hauler divert	↓	↔	↔	↓	↔	↔
Direct Collect Retailer	↑	↑	↓	↔	↓	↔ ↓
Voucher System	↑	↑	↑	↑	↔	↔
Installer-demo contractor	↑	↑↑	↑	↔	↔	↔
Curbside	↑↑	↑↑	↓↓	↔	↓↓	↓↓

The Shaw logo features the word "Shaw" in a white, serif font, set against a dark blue rectangular background. To the left of the text is a stylized, dark blue wave-like graphic. A small registered trademark symbol (®) is located at the top right of the blue box.

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Questions

- Questions

The Shaw logo features the word "Shaw" in a white, serif font, set against a dark blue rectangular background. To the left of the text, there is a stylized graphic element consisting of a dark blue shape that curves upwards and then downwards, resembling a wave or a stylized letter 'S'.

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'Extras'

- Extra slides follow



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Overall Make-up

