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fcB2B Introduced its First Non-EDI Standard Product Catalog at Annual Meeting

***Debut of EDI alternative offers suppliers a way to modernize their business
without full electronic data exchange adoption***

October 10, 2022 - Dalton, GA – fcB2B held its annual meeting last month in Nashville where it unveiled the release of its first non-EDI standard product catalog. Designed to enable suppliers who do not have an EDI infrastructure, this new tool will modernize their business and provide a standard format for product and price catalogs without having to implement the traditional fcB2B standard.

While the traditional B2B exchange remains superior, this new standard provides a Comma Separated Values (CSV) format that matches the attributes used in the fcB2B 832 product catalog and can serve as a temporary platform as distributors and manufacturers continue to work on their long-term objectives with fcB2B.

“While we’ve made huge strides in achieving adoption across the supply chain with our standard, this new format will allow smaller vendors the ability to join their peers in supplying their customers with e-commerce functionality and help advance our goal of achieving industry-wide implementation,” said Lewis Davis, Sr. Director of Technology and Research WFCA/fcB2B. “Many vendors have

struggled with understanding and implementing the traditional fcB2B standard; this will provide them a more cost-effective process.”

According to Bob Noe, President Pacific Solutions, "Pacific Solutions is thrilled that the fcB2B committee has adopted a standard .csv import of product data. The product catalog is the bedrock to pricing and purchasing accuracy, and devising a simplistic way in which all suppliers can adopt sooner than later will elevate our entire industry."

David Marshello, Director of E-Commerce Vendor Development, added, "RFMS has been a leader and first adopter of B2B technology, and we look forward to assisting new manufacturers and distributors in joining the current 55 b2b enabled vendors to provide product catalogs, invoices, ship notices, purchase orders, and web services."

If you have looked into fcB2B before but didn't have the resources or found EDI to be cost prohibitive, contact Lewis Davis at 706-217-1183 ext. 132 or ldavis@wfca.org to find out more about this Non-EDI Standard.

ABOUT WFCA

The World Floor Covering Association (WFCA), the official sponsor of the annual Surfaces trade show, is the floor covering industry's largest advocacy organization, representing floorcovering retailers, contractors, and allied service providers throughout North America.

The WFCA is a recognized leader in marketing research and industry programs for flooring professionals. In addition, it publishes the only retailer-oriented trade periodical, *Premier Flooring Retailer*. As part of its mission to enhance the business environment for the independent flooring retailer, the WFCA acquired Certified Floorcovering Installers (CFI) to resolve the industry's largest issue –

the shortage of qualified installers. The WFCA runs fcB2B, an organization committed to helping businesses in the industry transition to an e-commerce platform for all business transactions. The WFCA also influences public policy affecting the floorcovering industry and consumers. For more information about the WFCA, visit WFCA.org.

ABOUT fcB2B

The Floor Covering Business To Business Association (fcB2B), part of WFCA, is a community of business leaders working together on the development of B2B technology designed to benefit all entities in the flooring industry. fcB2B acts as an advocate for the continual development and adoption of a standard language that allows software management systems (utilized in the flooring industry) to communicate seamlessly with one another.

fcB2B has developed a comprehensive strategic plan to increase utilization, awareness, and connectivity for the flooring industry; and ensures increased relevancy and impact for this program.

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