

CFR The Commercial Flooring Report

For the Commercial Floor Covering Industry

Volume 181 - October 2023

[Click here to View and Download all CFR Newsletters](#)

Technology That Pushes the Automation of Managing Commercial Product Data

I was especially intrigued by the technology presented and explained after the last Fall Starnet meeting where the speaker, Scott Steinberg, addressed the reluctance to abandon outdated industry norms and the slow adoption of technological opportunities in the commercial flooring sector. This presentation lit me up. Any of you that know me know that I'm a very enthusiastic guy about business and life, and the excitement of the technology that is about to change the flooring industry is astounding. How does this technology help LGM to help you? I'll explain that later, after we've shown you what it is. But first and foremost, it's about you, and anything that helps your business perform better you should be looking at. These technologies are no brainers since they help you with what you're already doing the hard way. Like it or not, you're going to have to adapt to this technology and embrace it because this is the future of business, happening now. Though this may seem like an advertisement, it is not, and we have no fiduciary relationship with any of these companies.

The four technologies are Spec-ID, JengAI, Measure Square and Quantify North America and we'll throw in Floorcloud as well. Logos and links are to the right. What do each of them do?

Spec-ID, is a leading innovator in commercial construction product data. They announced the seamless integration between Spec-ID and JengAI recently. Together, they create a unique blend of Machine Learning and Artificial Intelligence that turbo boosts estimating, ensuring minimal errors and optimized savings. The integration of Spec-ID product data and JengAI's automated project analyzer represents a significant step forward in their mission to simplify processes, enhance productivity, and deliver exceptional value to their clients. With this integration, both organizations aim to streamline the commercial construction industry operations, ultimately boosting efficiency and competitiveness.

Spec-ID users enjoy the intuitive automation of managing commercial product data with tools native to Spec-ID to save valuable time and further reduce the



Bestselling Future of Work Speaker:
Technology Trends and
Workplace Innovations

Spec ^{ID}

JENGA I

Measure
Square™

Quantify
north america
comprehensive estimating and project services

FLOORCLOUD®
Now you know.®

liability of manual data management processes, while JengAI is known for its AI-enhanced Drawing Analyzer, a cloud-based software that uses AI to automate the analysis of architectural and engineering drawings.

The integration of these two powerful platforms will deliver a range of benefits, including:

- **Enhanced Collaboration:** Teams can now work more seamlessly across projects, sharing vital data and insights effortlessly.
- **Streamlined Workflow:** The integration automates repetitive tasks, reducing errors and boosting productivity.
- **Real-time Insights:** Users can access real-time data and analytics, empowering them to make data-driven decisions.
- **Customization:** Tailor the system to easily meet your organization's unique needs.
- **Cost Savings:** Reduced operational costs and improved resource allocation contribute significant savings.

Jerry Freeman, President, Spec-ID, expressed excitement about this integration, stating, *"We are constantly striving to provide the best solutions for our clients. This integration is a testament to our commitment to innovation and our mission to make businesses more agile and competitive. We believe it will be a gamechanger in the commercial construction industry."*

"The integration of Spec-ID with JengAI is a testament to our commitment to fostering innovation and excellence within the industry," said Shayne Paterson, CEO/CTO and Co-Founder at JengAI. *"By combining the unique strengths of our two technologies, we are poised to provide our clients with unparalleled solutions that will significantly enhance their bidding and estimating processes and overall business performance."*

As Spec-ID and JengAI continue to push the boundaries of technological advancements, this integration marks a significant step forward in delivering transformative solutions that empower businesses and industries to thrive in the digital era. The integration of Spec-ID and JengAI is now available to all existing and new clients.



THE COMMERCIAL FLOORING REPORT

Lewis G. Migliore—President

P: 706.370.5888 or Email: lgmtcs@optilink.us

Just Click Here to Go to Our Website for All CFR Articles

LGMANDASSOCIATES.COM

***LGM* and Associates**

**Experts in Everything Flooring
From Substrates to Surfaces**

**No Issue is too Big, too Small or
too Far Away for Us to Handle**

**Complaint Determination, Consulting,
Resolution of Flooring Issues
Concrete/Moisture Issues and
Certified Product Testing
Dispute Resolution, Legal/Litigation
Assistance, and Proffered Expert Witness
Project Assistance
Develop Flooring Specifications and
Product Sample Evaluation**

***"When No One Else has Answers,
We Do"***

*Just click the image below or search under
Lew Migliore and let's connect on LinkedIn!!*

Linked in

**FLOOR
COVERING
INSTITUTE**

**Professional
Testing
Laboratory
Inc.**

fuse
COMMERCIAL FLOORING ALLIANCE

starnet
worldwide
COMMERCIAL FLOORING PARTNERSHIP

CRITM
THE CARPET AND RUG INSTITUTE

Page Layout By: Anita S. Drennon

A Brief description about each these companies.

Spec-ID:

Spec-ID is a pioneer in the commercial construction industry and manages the world’s largest database of commercial flooring materials that it leverages to optimize the sourcing, selection, and management of building material data. Tasks, from sample ordering and product labels to professional and branded technical documents, are automated on a cloud-based platform that improves workflows, data accuracy, business decisions, and ROI. Our goal is to differentiate businesses to be more profitable and competitive.

JengAI:

JengAI offers cutting-edge solutions that empower organizations to thrive in an ever-evolving landscape. We believe that artificial intelligence can revolutionize the way preconstruction cost estimation is done. With a focus on innovation, reliability, and client success, we developed AI-enhanced Drawing Analyzer cloud-based software that uses AI to automate the analysis of architectural and engineering drawings.

Quantify North America:

Quantify is a resource for flooring contractors when they need help with estimating. This can be full-time or part-time where you need fill-in with estimating. Their goal is for high level clear and quality communication with your firm. They can pull out documents that have anything to do with the estimating and the specific scope of work no matter where they exist in the documents. They customize the work to their specific client and have four estimating software programs they match to your process and the program you’re using.

Measure Square:

Flooring projects require tons of collaboration; the more you collaborate, the more you profit. Measure Square’s cloud collaboration with simple sharing of projects and product catalogs between the office and field will help you do that. Measure Square will provide accurate measurements and presentations. The use of AI to help on take offs, layouts, measures, quantities, types of flooring for each location and details for designing patterns and even the production of a proposal.

You can also share floorplans with installers & clients over the web, reduce waste and stay on budget.

Click Photo to view the LGM website.

LGM and Associates
TECHNICAL FLOORING SERVICES

The Floorcovering Experts

519 Oxford Street Dalton, GA 30720 P (706) 370-5888 F (706) 270-0482
Email: lgmtcs@optilink.us Website: lgmandassociates.com

Guidance, Consulting, Determination Legal Assistance and Resolution of Flooring Issues:

- Onsite Physical Investigation - Product Sample Evaluation
- Identifying Substrate, Concrete And Moisture Issues
- Certified Product Testing - Insurance Loss Evaluations
- Dispute Resolution, Litigation Assistance and Proffered Expert Witness

Right Product in the Right Place: Get it in the Door; Keep it on the Floor

- Construction/Renovation Project Assistance to Determine Suitable Flooring
- Develop Flooring Specifications - Installation Assistance
- New Flooring Product Development and Marketing
- Educational Seminars (Corporate and Personal/Individual)

“WHEN NO ONE ELSE HAS ANSWERS, WE DO”

Commercial Flooring Report

Ad Size and Pricing 519 Oxford Street • Dalton, GA 30720 — lgmtcs@optilink.us — 706.370.5888

CFR Provides the most Coverage and Best Value for Your Advertising Dollar
Link to Your Website is Embedded in Your Ad
All Three Ad Sizes Can be Customized to Your Liking
Free to Recipients - Sharing and Posting to Your Website is Encouraged
Pertinent and Relevant Information in Each CFR Issue
Totally Green – No Paper Used for Publication
Over 100,000 plus Readers and Growing
Archived on LGMandAssociates.com and other Websites
Just Click Here

| | |
|--|--|
| <p>Ad Size—1" x 2"</p> <p>\$ 4,000—12 Issues</p> <p>\$ 335—per Issue</p> | <p>Ad Size—5" x 3.5"</p> <p>\$ 9,600—12 Issues</p> <p>\$ 800—per Issue</p> |
| <p>Ad Size—3.5" x 3.5"</p> <p>\$ 6,000—12 Issues</p> <p>\$ 500—per Issue</p> | |

Click Photo to view on the LGM website.

Floorcloud:

Floorcloud provides jobsite intelligence information allowing you to monitor the conditions on any job site. You can view and archive detailed jobsite conditions across all of your projects before, during, and after installation. Also receive alerts and notifications for out of specification conditions. Capture and archive photos, notes, and other important information for analysis. This technology will keep you out of trouble and prevent you from being blamed for a site related condition that compromises the flooring material you're installing and the installation itself. This is invaluable technology that should also help you sell the job. This not only works for flooring but for other construction materials and components such as case goods, wood moldings and doors and other temperature and humidity sensitive products. It also benefits the GC, whether they want to believe it or not.

When everyone has their own system in a company, there is so much room for inefficiency, miscommunication, and ultimately chaos without accountability. These technologies will help you prevent that kind of quagmire.

How does LGM use these technologies to help you? Since virtually all of what we do is large commercial projects, we must do a lot of research. That involves looking at architectural specifications dealing particularly with Division 3 and Division 9 information. Something that may shed light on the concern condition and cause may be hiding in an obscure location in the documents, or there may be conflicting information in different locations in the specs, or nothing that addressed the issue that should be there. By being able to use Spec ID we can scour the specs and find quickly what we're looking for. We can also find product information, the specs for it and the installation guidelines without hunting all over, whether they are old, new, or revised. And the information they archive goes back so we can see if what was so at the time of installation has changed. This can be very telling since a change may indicate someone knew something wasn't working or was a problem and the information got changed mid-stream.

You should believe that change is good. And change is going to happen with or without you. It's the future and it's happening now. If you don't get on board, your competition will, and you'll watch them go right by you.

If you need help with any flooring issue, from concrete to carpet and everything in between, including ancillary products, contact us. We can help by answering your questions, preventing a failure, or helping resolve a failure when it occurs. If we don't have the answer we can get it, guaranteed. Our job is to know as much as possible about the products, technologies and science of the floor covering industry, from the substrate to the surfaces that go on them and the ancillary products used. We must know, to help you.

***Factoid:** Concrete is the second most-consumed material in the world after water. And the industry is massive. More than 600,000 professionals are employed in the cement and concrete ecosystem, which generates more than \$100 Billion into the United States economy every year. (from Construction Dive)



Take Advantage of this!

Are you confused by all the changes occurring in the industry? Is the onslaught of new flooring products, soft and hard, adhesives, site related conditions as well as substrate issues, overwhelming you? Do you want to stay out of trouble and avoid a flooring failure? Let us help. We can come to your business with an educational program that addresses all these issues, and more. Afterwards we can engage you and your team in a question and answer session that is sure to help clear the cobwebs of chaos.

Call or email us to discuss your interest and for more details.

706-370-5888—lgmtcs@optilink.us

FCEF exists to bring awareness to the opportunities in a flooring installation career, recruit new talent, aid in the funding of their education, and facilitate job placement into flooring industry careers.

Here is a link to ALL of the FCEF Digital Marketing assets.

We provide all of this to retailers for free so that can promote the career and the scholarships in their neighborhood and with their network.

[At this link](#), you will find, complete social ads ready to be customized and posted, email templates, customizable fliers, social video ads. Feel free to use any of the copy you see there – and download anything you like.

FCEF

FLOOR COVERING EDUCATION FOUNDATION



Looking to Buy All Excess Material in Lots of 150 Yards or Larger



Turn Your Old Inventory into Cash and Clean Up Your Warehouse – We Arrange Shipping and Pay Freight!!!!



Call Kolt Privett – 770.530.4709
Overstock Floorz - koltp.of@gmail.com

DONT WAIT, WE PAY THE FREIGHT - GIVE KOLT A CALL ON PRICING
We Prefer No Carpet Remnants, Right Now.

402 Beamer Road SW, Calhoun, GA 30701