



FLOOR PERFORMANCE

The Trus Joist® TJ-Pro™ Rating system assigns point values up to 65 using complex algorithms based on field and laboratory research conducted on over 600 floor system assemblies. Ranges can then be regularly correlated to performance expectations for the builder demographics listed below.



Move-Up / Mid-Level

Builders in this demographic are generally driven by **Efficiency** and **Image**. With constant changes to remain “fresh” and competitive, floor plans can be numerous and contain many options. Use TJ-Pro Rating to maintain consistency in floor feel across the base-model plan, all available options, throughout your subdivisions, and across your business.



High-End Luxury

Decision-drivers for builders in this demographic generally revolve around **Image** and **Efficiency**. In our experience, homeowners in this category expect point values of 45 and greater. Only TJ-Pro Rating can validate that your quality and your brand are not being compromised through changes in floor system design. If you look to improve efficiency by using different assemblies, make sure your TJ-Pro Rating remains relatively consistent.



AT SPARTAN HOMES, WE USE TJ-PRO RATING TO:

- Understand floor performance and the TJ-Pro™ Rating system.
- Design floors your customers expect.
- Manage performance through purchase decisions.
- Learn why span charts are not measures of performance or customer satisfaction.
- Balance image, efficiency, and financial goals with decision-making.

We design for a **minimum TJ-Pro Rating of 45** in all our homes.

Enhanced Options

Builder sales teams may be able to address a buyer's previous dissatisfaction with underperforming floor systems by offering upgrades, particularly in competitive subdivisions. Use base models with standard floor systems (and performance) to compete but consider an "improved floor option" to both create up-sell opportunities and address those homeowners who may be more sensitive to floor feel than most.

BY THE NUMBERS

Today's consumer understands technology. Explain how your business utilizes the industry's leading design tool that goes beyond the building codes' static deflection and looks at the entire floor system.



FREQUENCY

Frequency is the number of waves per second created when you step on the floor. Generally, low frequencies are uncomfortable. The less stiff the joist, the lower the frequency.



DAMPING

Damping is the ability of the floor system to "absorb" the wave that is introduced. The faster the wave is absorbed, the more solid the floor will feel.



PERCEPTION

How a floor feels is highly variable from one person to another. The proprietary algorithm behind TJ-Pro Rating takes this into account. TJ-Pro Ratings are correlated to customer satisfaction which takes the guesswork out of floor system design.

At 45 points, customer satisfaction is 84%. At 65 points, it's nearly 100%.



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