

Versatile's Kiosk Boosts Sales for Mohawk Retailers

Touch Screen System Shows Customers How They May Be Able To Afford More

Mechanicsburg, PA January 29, 2009 – Versatile Systems Inc. (Trading symbols on the TSX Venture Exchange: VV and on AIM: VVS) today announces that Mohawk has made it easier than ever for consumers to see their credit availability, through an in-store credit kiosk that processes information quickly, simply while giving customers privacy and security.

This credit information system has helped stores across the country increase the number of store credit applications as well as increase the size of the average sales ticket.

The credit kiosk, created by Versatile Systems, features a touch screen and built-in computer that allows the consumer, without store assistance, to connect to the lender and apply for credit. An answer, either approved or not, is provided in seconds. The safe, secure kiosk provides credit line information encouraging shoppers to look beyond their initial purchase intent.

The credit kiosks are available in a custom cabinet with graphics or as a table top model.

“We know that store credit is one of the most valuable selling tools for our industry,” said Mike Zoellner, Vice President of Marketing Services for Mohawk. “Studies show the average ticket sale with a branded store credit card is \$2,600, compared to \$600 for a cash sale or \$750 for a bank card. Also, the initial purchase on a new private label credit card is typically higher than a store’s average ticket sale.”

Store credit programs also tend to create more loyal, repeat customers, and they encourage new customers to buy. They also let flooring dealers compete with other durable consumer goods who offer credit programs—electronics, appliances, furniture, and other goods.

And Versatile Systems’ credit kiosk has demonstrated that it can be a significant benefit to stores wanting to promote their own credit programs.

“A tool like this—especially now—that can give our dealers ways to significantly boost the average sale is something we want every Mohawk retailer to know about,” Zoellner said.

“Self Service Technology is being rapidly adopted by many industries,” said Oliver Poppenberg, EVP of Sales for Versatile Systems. “The application of this technology for credit kiosks has been extremely successful for our customers with over \$2 Billion in approved credit, processed securely by Versatile’s credit kiosks.”

One Mohawk retailer, Carpets of Dalton in Dalton, GA, has had a Versatile Kiosk in place since October. General Manager Jerry Hennen said that it is readily used by customers, and saves the store time and money by cutting a step out of the credit process.

“The customers do everything themselves, and especially now when we’re getting more turndowns, they really appreciate the privacy,” Hennen said. “The salesperson is out of the loop, and that saves a lot of time. It’s definitely a convenience.”

Hennen said that salespeople show their customers the system (Carpets of Dalton has a tabletop version) and let the shoppers use it on their own. He also said he’s noticed a number of people will go up to the kiosk and initiate the process themselves.

“People want privacy when dealing with their money,” said Zoellner. “That encourages more people to explore their credit options. It also helps prevent the store or salesperson from being the ‘bad guy’ should an

individual be turned down.”

Zoellner said the system is available to all Mohawk dealers paired with Mohawk’s Consumer Finance Program that is backed by GE Money, a lender that has a AAA rating and ample resources for helping dealers get competitive financing for consumers.

About Mohawk

Mohawk is a leading supplier of flooring for both residential and commercial applications. Mohawk offers a complete selection of broadloom carpet, ceramic tile, laminate, wood, stone, vinyl, rugs and other home products. These products are marketed under the premier brands in the industry, which include Mohawk, Karastan, Ralph Lauren, Lees, Bigelow, Columbia, Century, Dal-Tile, American Olean and Quick-Step. Mohawk's unique merchandising and marketing assist our customers in creating the consumers' dream. Mohawk provides a premium level of service with its own trucking fleet and over 250 local distribution locations.

About Versatile

Versatile provides business solutions that enable companies to improve sales, marketing and distribution of their products. Versatile also provides information technology services for the implementation, maintenance and security of mission-critical computer environments. Versatile has the ability to architect solutions involving both proprietary and third party components. For more information: www.versatile.com.

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