



Dear Customer,

Please find enclosed your new terms sheet effective 1st July 2013. Furlong Wood Flooring have not had an overall price increase for over a year. Even now we are keeping the amendments to a minimum. In many instances we can even offer better prices if you have our products displayed on our Point of Sale. If you wish to know how this can be achieved, please contact your local wood specialist.

Who are Furlongs?

The group's business model is structured to deliver a low cost supplier supported by a distributor's level of service.

We are privately owned, consistently profitable and have a very strong balance sheet.

We have a strong record of re-investment into the business.

We are now the largest producer of tufted carpet and one of the largest importers of wood flooring in the UK with a turnover of €104 million.

We store 1000 pallets of finished goods in the warehouse.

There are 22 delivery vehicles operating across the South East offering a 48 hour service. 70% of all orders are delivered on a next day basis.

How does Furlong differentiate itself from key competitors?

- Product - Quality Products all meeting new EU Regulations.
- Service - Next day, maximum 48 hours.
- Point of Sale - Leading edge, best in the market place, proven winner.
- Quality - Better than industry standard, supplier selection based on low complaint factor.
- Price - Best value for money for service delivered.
- Stock - complete commitment to stocking continuity lines.
- Back-up - Excellent technical and after sales back-up. Fully employed wood specialists on the road.

Not only that!

We can offer total protection against fitters working from home, Internet Price comparison customers and local competition by offering you bespoke point of sale – you do the hard work, you get the sale.

I believe our success rate directly relates to us 'ticking all the boxes' and being the supplier of choice. Our key objective of combining the benefits of a low cost supplier with a distributor's level of service is clearly working in this marketplace. Thank you for all your support, without which none of the above would be achievable.

Peter Sharpe
Sales Director

Furlong Flooring (Southern) Ltd. Manufacturing Distributor

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Mr Carpet Ltd
32 Stadium Studios
Riverside Road
London
SW17 0BA

Account Number : MRCA01 - Mr Carpet Ltd
Effective 01/07/2013

Rep : John Powers

Item Code	Product Description	List Price £ ea	Pack Price £ ea	Pack Price £/sq.m	Pallet Price £ ea	Pallet Price £/sq.m
5785	Aspect Antique Stained Oak Brushed & UV Oiled 2.2x0.18 m 1.58 sq.m	71.08	60.42	38.24	60.42	38.24
5786	Aspect Black Stained Oak Brushed & UV Oiled 2.2x0.18 m 1.58 sq.m	71.08	60.42	38.24	60.42	38.24
5180	Aspect Clear Satin Oak Brushed & UV Oiled 2.2x0.18 m 1.58 sq.m	71.08	60.42	38.24	60.42	38.24
8005	Aspect Extra White Stained Oak Brushed & UV Oiled 2.2x0.18 m 1.58 sq.m	71.08	60.42	38.24	60.42	38.24
5787	Aspect Unfinished Oak Sanded 2.2x0.18 m 1.58 sq.m	64.76	55.05	34.84	55.05	34.84
5788	Aspect Walnut Stained Oak Brushed & UV Oiled 2.2x0.18 m 1.58 sq.m	71.08	60.42	38.24	60.42	38.24
5789	Aspect White Stained Oak Brushed & UV Oiled 2.2x0.18 m 1.58 sq.m	71.08	60.42	38.24	60.42	38.24
6392	Emerald Eng Plank Buckskin Stained 148x14mm Lacquered 2.25 sq.m	↑ 60.19	↑ 51.16	↑ 22.74	↑ 51.16	↑ 22.74
6394	Emerald Eng Plank Coffee 148x14mm Brushed & UV Oiled 2.25 sq.m	↑ 60.19	↑ 51.16	↑ 22.74	↑ 51.16	↑ 22.74
6395	Emerald Eng Plank Nutmeg 148x14mm Brushed & UV Oiled 2.25 sq.m	↑ 60.19	↑ 51.16	↑ 22.74	↑ 51.16	↑ 22.74
6470	Emerald Eng Plank Oak Prime 148x14mm Lacquered 2.25 sq.m	↓ 65.23	↓ 55.45	↓ 24.64	↓ 55.45	↓ 24.64
6469	Emerald Eng Plank Oak Rustic 148x14mm Lacquered 2.25 sq.m	↑ 55.13	↑ 46.86	↑ 20.83	↑ 46.86	↑ 20.83
6448	Emerald Eng Plank Oak Rustic 148x14x1900r Brushed & UV Oiled 2.25 sq.m	↑ 57.71	↑ 49.05	↑ 21.80	↑ 49.05	↑ 21.80
7325	Emerald Eng Plank Oak Rustic 190x14mm Lacquered 2.89 sq.m	↑ 74.13	↑ 63.01	↑ 21.80	↑ 63.01	↑ 21.80
7324	Emerald Eng Plank Oak Rustic 190x14x1900r Brushed & UV Oiled 2.89 sq.m	↑ 77.31	↑ 65.71	↑ 22.74	↑ 65.71	↑ 22.74
6393	Emerald Eng Plank Smoked 148x14mm Brushed & UV Oiled 2.25 sq.m	↑ 60.19	↑ 51.16	↑ 22.74	↑ 51.16	↑ 22.74
6391	Emerald Eng Plank Walnut Stained 148x14mm Lacquered 2.25 sq.m	↑ 60.19	↑ 51.16	↑ 22.74	↑ 51.16	↑ 22.74
6750	Majestic Lock Auburn 189 x 15mm Brushed & UV Oiled 2.81 sq.m	↑ 91.02	↑ 77.37	↑ 27.53	↑ 77.37	↑ 27.53
6752	Majestic Lock Ivory White 189 x 15mm Brushed & UV Oiled 2.81 sq.m	↑ 91.02	↑ 77.37	↑ 27.53	↑ 77.37	↑ 27.53
6749	Majestic Lock Light Grey 189 x 15mm Brushed & UV Oiled 2.81 sq.m	↑ 91.02	↑ 77.37	↑ 27.53	↑ 77.37	↑ 27.53
6592	Majestic Lock Oak Rustic 148 x 15mm Brushed & UV Oiled 2.2 sq.m	↑ 63.03	↑ 53.58	↑ 24.35	↑ 53.58	↑ 24.35
6591	Majestic Lock Oak Rustic 148 x 15mm Lacquered 2.2 sq.m	↑ 61.80	↑ 52.53	↑ 23.88	↑ 52.53	↑ 23.88
6594	Majestic Lock Oak Rustic 189 x 15mm Brushed & UV Oiled 2.81 sq.m	↑ 83.32	↑ 70.82	↑ 25.20	↑ 70.82	↑ 25.20
6593	Majestic Lock Oak Rustic 189 x 15mm Lacquered 2.81 sq.m	↑ 81.74	↑ 69.48	↑ 24.73	↑ 69.48	↑ 24.73
6751	Majestic Lock Scandic White 189 x 15mm Brushed & UV Oiled 2.81 sq.m	↑ 91.02	↑ 77.37	↑ 27.53	↑ 77.37	↑ 27.53
6753	Majestic Lock Smoked 189 x 15mm Brushed & UV Oiled 2.81 sq.m	↑ 98.60	↑ 83.81	↑ 29.83	↑ 83.81	↑ 29.83
6748	Majestic Lock Wenge 189 x 15mm Brushed & UV Oiled 2.81 sq.m	↑ 91.02	↑ 77.37	↑ 27.53	↑ 77.37	↑ 27.53
1022	Next Step Black American Walnut 125x18mm x 1700r Lacquered 2.1 sq.m	↑ 77.05	↑ 65.49	↑ 31.19	↑ 65.49	↑ 31.19
6997	Next Step Black American Walnut 125x18mm x 1800r Lacquered 2.2 sq.m	↑ 80.72	↑ 68.61	↑ 31.19	↑ 68.61	↑ 31.19
6516	Next Step Black American Walnut 189x18 1800r Lacquered 1.66 sq.m	↑ 63.23	↑ 53.75	↑ 32.38	↑ 53.75	↑ 32.38
6517	Next Step Buckskin 189x18 1800r Brushed & UV Oiled 1.66 sq.m	↑ 51.06	↑ 43.40	↑ 26.14	↑ 43.40	↑ 26.14
6993	Next Step Coffee 125x18 1800r Brushed & UV Oiled 2.2 sq.m	64.88	55.15	25.07	55.15	25.07
6514	Next Step Coffee 189x18 1800r Brushed & UV Oiled 1.66 sq.m	↑ 51.06	↑ 43.40	↑ 26.14	↑ 43.40	↑ 26.14
1021	Next Step Jatoba Luxus 125x18mm x1700r Lacquered 2.1 sq.m	↑ 82.93	↑ 70.49	↑ 33.57	↑ 70.49	↑ 33.57
6994	Next Step Nutmeg 125x18 1800r Brushed & UV Oiled 2.2 sq.m	64.88	55.15	25.07	55.15	25.07
6513	Next Step Nutmeg 189x18 1800r Brushed & UV Oiled 1.66 sq.m	↑ 51.06	↑ 43.40	↑ 26.14	↑ 43.40	↑ 26.14
6990	Next Step Oak Rustic 125x18 1800r Matt Lacquered 2.2 sq.m	59.38	50.47	22.94	50.47	22.94

THESE PRICES SUPERCEDE ANY PREVIOUS TERMS GIVEN

Item Code	Product Description	List Price £ ea	Pack Price £ ea	Pack Price £/sq.m	Pallet Price £ ea	Pallet Price £/sq.m
6992	Next Step Oak Rustic 125x18mm x 1800r Brushed & UV Oiled 2.2 sq.m	62.02	52.72	23.96	52.72	23.96
6991	Next Step Oak Rustic 125x18mm x 1800r UV Oiled 2.2 sq.m	59.38	50.47	22.94	50.47	22.94
6512	Next Step Oak Rustic 189x18 1800r Brushed & UV Oiled 1.66 sq.m	↑ 50.13	↑ 42.61	↑ 25.67	↑ 42.61	↑ 25.67
6510	Next Step Oak Rustic 189x18 1800r Matt Lacquered 1.66 sq.m	↑ 48.29	↑ 41.05	↑ 24.73	↑ 41.05	↑ 24.73
6511	Next Step Oak Rustic 189x18 1800r UV Oiled 1.66 sq.m	↑ 48.29	↑ 41.05	↑ 24.73	↑ 41.05	↑ 24.73
7303	Next Step Smoke Stain 125x18 1800r Brushed & UV Oiled 2.2 sq.m	64.88	55.15	25.07	55.15	25.07
6515	Next Step Smoked 189x18 1800r Brushed & UV Oiled 1.66 sq.m	↑ 52.04	↑ 44.23	↑ 26.64	↑ 44.23	↑ 26.64
8013	Virginia Oak Rustic 120x18mm Brushed & UV Oiled 2.11 sq.m	56.44	47.97	22.73	47.97	22.73
1002	Virginia Oak Rustic 120x18mm Lacquered 2.11 sq.m	↑ 54.02	↑ 45.92	↑ 21.76	↑ 45.92	↑ 21.76
1006	Virginia Oak Rustic 120x18mm Oiled 2.11 sq.m	↑ 54.02	↑ 45.92	↑ 21.76	↑ 45.92	↑ 21.76
8012	Virginia Oak Rustic 150x18mm Brushed & UV Oiled 2.31 sq.m	69.18	58.80	25.45	58.80	25.45
1003	Virginia Oak Rustic 150x18mm Lacquered 2.31 sq.m	↑ 66.87	↑ 56.84	↑ 24.61	↑ 56.84	↑ 24.61
1007	Virginia Oak Rustic 150x18mm Oiled 2.31 sq.m	↑ 66.87	↑ 56.84	↑ 24.61	↑ 56.84	↑ 24.61
219	Woodland Black American Walnut 14mm Lacquered 2.2x0.189 m 3.33 sq.m	102.40	87.04	26.14	87.04	26.14
217	Woodland Oak Rustic 14mm Lacquered 2.2x0.189 m 3.33 sq.m	↑ 59.91	↑ 50.92	↑ 15.29	↑ 50.92	↑ 15.29

Notes :

FURLONG

WOOD FLOORING

DESCRIPTION

PRICE PER LENGTH

SCOTIA	Walnut / Enhanced Walnut	£14.40
HW/SC	Light Oak	£8.94
	Unfinished	£8.79
	All other matching colours	£9.72

** A discount of 15% on the above accessories is available when purchased in tubes of 20 lengths on 3m (no mixed tubes)

COLOURS

PER PACK OF 10

PER PACK OF 50

PIPE COVERS (Available in packs of 10 or 50 only)	All matching colours	£2.20 each	£1.65 each
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PRICE PER LENGTH

<u>SPECIAL ORDER ITEM</u>	<u>COLOURS AVAILABLE</u>	<u>1M</u>	<u>1.4M</u>	<u>2M</u>	<u>3M</u>
NOSING FWN5	Unfinished	£13.95	£19.53	£27.90	£41.85
	Light Oak	£14.64	£20.50	£29.28	£43.92
NOSING FWN5 EX	Stained	£16.65	£23.31	£33.30	£49.95
	Enhanced Walnut / Walnut	£21.98	£30.77	£43.96	£65.94

** A delivery charge of £15 is applicable to special order items

BARRIER PLUS UNDERLAY

STOCK CODE

DESCRIPTION

PER ROLL

PER PACK OF 10

1237	Barrier Plus 3mmx1mx15m	£17.25 roll (15m ²)	10 roll plus £15.53 per roll
1238	Barrier Plus Tape	£1.64 per roll (15 lm)	10 rolls plus £1.48 per roll

PVA ADHESIVE

STOCK CODE

DESCRIPTION

EACH

PER BOX OF 12

1240	500ml covers 15m ²	£3.29	£2.47
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FURLONG

WOOD FLOORING

WOODLINE - A range of pre-finished hardwood trims for use with both engineered and solid wood floors. 13mm-22mm thick

A discount of 15% of the below accessories is available when purchased in tubes of 6 lengths on 3m (no mixed tubes)

A discount of 15% of the below accessories is available when purchased in tubes of 12 lengths on 990mm (no mixed tubes)

DESCRIPTION	COLOURS	For 15-18mm thick wood floors		For 18-22mm thick wood floors	
		PRICE PER SINGLE LENGTH 990MM	3000MM	PRICE PER SINGLE LENGTH 990MM	3000MM
			<u>WE18</u>		<u>WE22</u>
End Cap (Base Tracks Included)	Unfinished	7.03	21.30	7.38	22.35
	Light Oak	7.43	22.50	7.72	23.40
	Emerald Smoked Oak	8.32	25.20	8.61	26.10
	T Golden Matt	8.32	25.20	-	-
	Mahogany	8.32	25.20	8.61	26.10
	Nutmeg Matt	8.32	25.20	-	-
	Whitened	8.32	25.20	-	-
	Residence Oak	8.32	25.20	8.61	26.10
	Smoked Oak	8.32	25.20	8.61	26.10
	Walnut	12.08	36.60	-	-
	Enhanced Walnut	12.08	36.60	-	-
	Aspect Matt Black	-	-	8.61	26.10
	Antique Oak	-	-	8.61	26.10
	Chepstow Russet	-	-	8.61	26.10
			<u>WR18</u>		<u>WR22</u>
Ramp (Base Tracks Included)	Unfinished	8.86	26.85	11.19	32.4
	Light Oak	9.31	28.20	11.53	33.9
	Residence Oak	9.80	29.70	11.53	34.95
	Smoked Oak	9.80	29.70	11.53	34.95
	Emerald Smoked Oak	9.80	29.70	11.53	34.95
	T Golden Matt	9.80	29.70	-	-
	Mahogany	9.80	29.70	11.53	34.95
	Whitened	9.80	29.70	-	-
	Nutmeg Matt	9.80	29.70	-	-
	Walnut	15.74	47.70	-	-
	Enhanced Walnut	15.74	47.70	-	-
	Aspect Matt Black	-	-	11.53	34.95
	Antique Oak	-	-	11.53	34.95
	Chepstow Russet	-	-	11.53	34.95
			<u>WSR18</u>		<u>WSR22</u>
Semi Ramp (Base Tracks Included)	Unfinished	9.11	27.60	10.99	33.3
	Light Oak	9.60	29.10	11.63	35.25
	Residence Oak	9.99	30.30	11.98	36.3
	Smoked Oak	9.99	30.30	11.98	36.3
	Emerald Smoked Oak	9.99	30.30	11.98	36.3
	T Golden Matt	9.99	30.30	-	-
	Nutmeg Matt	9.99	30.30	-	-
	Mahogany	9.99	30.30	11.98	36.3
	Whitened	9.99	30.30	-	-
	Walnut	16.73	50.70	-	-
	Enhanced Walnut	16.73	50.70	-	-
	Aspect Matt Black	-	-	11.98	36.3
	Antique Oak	-	-	11.98	36.3
	Chepstow Russet	-	-	11.98	36.3
			<u>WT18</u>		<u>WT22</u>
Twin (Base Tracks Included)	Unfinished	8.22	24.90	8.71	26.4
	Light Oak	8.66	26.25	9.25	28.02
	Residence Oak	9.11	27.60	9.53	28.89
	Smoked Oak	9.11	27.60	9.53	28.89
	Emerald Smoked Oak	9.11	27.60	9.53	28.89
	T Golden Matt	9.11	27.60	-	-
	Nutmeg Matt	9.11	27.60	-	-
	Mahogany	9.11	27.60	9.53	28.89
	Whitened	9.11	27.60	-	-
	Walnut	13.37	40.50	-	-
	Enhanced Walnut	13.37	40.50	-	-
	Aspect Matt Black	-	-	9.53	28.89
	Antique Oak	-	-	9.53	28.89
	Chepstow Russet	-	-	9.53	28.89

Distributed by: **Furlong Flooring (Southern) Ltd** Unit E6, Bridge Close, Edisons Park, Crossways Industrial Estate, Dartford, Kent DA2 6QN

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