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24 MAR 2014

LANO

CARPETS

SALES DEPARTMENT
UNITED KINGDOM & IRELAND

+32-56-

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DIRECT FAX 65 42 79

Harelbeke, 19th March 2014

Subject: new Smartstrand/Everstrand pricing valid from 01/04/2014

Dear Customer,

Please find enclosed with this letter the new price list valid from April 1, 2014 for Smartstrand and Everstrand ranges.

Thanking you for your business and continued support,

Yours sincerely



Tom Mathys
Sales Manager UK & EIRE
Fax: +32 56 65 42 79

TRADE PRICE LIST UK

EFFECTIVE FROM 04/2014

Don't just say
you're green,
prove it

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HISBTO

everSTRAND

SmartStrand

SmartStrand

Silk

Quality Name	Description	WIDTH m	ROLL PRICE		CUT PRICE	
			yd ²	m ²	yd ²	m ²
Beauty	100% SmartStrand® Triexta	4.00	£21.97	£26.28	£25.42	£30.40
Bella Villetta	100% SmartStrand® Triexta	3.66	£17.66	£21.12	£20.84	£24.93
Cascade Forest	100% SmartStrand® Triexta	3.66	£12.25	£14.65	£14.95	£17.88
Dramatic Flair	100% SmartStrand® Triexta	3.66	£12.25	£14.65	£14.95	£17.88
Fashion Knowledge	100% SmartStrand® Triexta	3.66	£13.18	£15.76	£15.92	£19.04
Freedom	100% SmartStrand® Triexta	4.00/5.00	£13.11	£15.68	£15.32	£18.32
Independence	100% SmartStrand® Triexta	4.00	£10.39	£12.42	£12.44	£14.88
Intelligent Style	100% SmartStrand® Triexta	3.66	£15.71	£18.79	£18.64	£22.29
In Tune	100% SmartStrand® Triexta	4.00/5.00	£12.28	£14.69	£14.57	£17.42
Liberty	100% SmartStrand® Triexta	4.00	£11.32	£13.54	£13.40	£16.02
Luxury	100% SmartStrand® Triexta	4.00	£18.05	£21.59	£21.20	£25.36
Sheer Ecstasy	100% SmartStrand® Triexta	3.66	£19.60	£23.44	£22.94	£27.43
Splendour	100% SmartStrand® Triexta	4.00	£13.52	£16.18	£15.79	£18.89
Super Freedom	100% SmartStrand® Triexta	4.00/5.00	£15.62	£18.68	£18.19	£21.75
Vision	100% SmartStrand® Triexta	4.00	£8.41	£10.06	£10.45	£12.50
Velvet Dream	100% SmartStrand® Triexta	4.00/5.00	£14.01	£16.75	£16.28	£19.47

Quality Name	Description	WIDTH m	ROLL PRICE		CUT PRICE	
			yd ²	m ²	yd ²	m ²
Gentle Essence	100% SmartStrand® Silk Triexta	4.00	£20.49	£24.51	£24.09	£28.81
Cozy Comfort	100% SmartStrand® Silk Triexta	3.66	£20.49	£24.51	£24.09	£28.81
Serene Selection	100% SmartStrand® Silk Triexta	3.66	£21.38	£25.57	£25.06	£29.97

Quality Name	Description	WIDTH m	ROLL PRICE		CUT PRICE	
			yd ²	m ²	yd ²	m ²
American Design	100% P.E.T Polyester with SCOTCHGARD™	4.00	£8.13	£9.72	£10.02	£12.02
American Style	100% P.E.T Polyester with SCOTCHGARD™	4.00	£10.04	£12.01	£12.38	£15.45
American Trend	100% P.E.T Polyester with SCOTCHGARD™	4.00	£12.92	£15.45	£15.93	£18.89
Canyon	100% P.E.T Polyester with SCOTCHGARD™	4.00	£7.53	£9.00	£9.28	£11.44
Discovery	100% P.E.T Polyester with SCOTCHGARD™	4.00	£7.17	£8.58	£8.84	£11.44
Grand Canyon	100% P.E.T Polyester with SCOTCHGARD™	4.00	£9.71	£11.62	£11.98	£14.32
Half Century	100% P.E.T Polyester with SCOTCHGARD™	4.00	£10.96	£13.10	£13.51	£15.98
New Century	100% P.E.T Polyester with SCOTCHGARD™	4.00	£20.34	£24.33	£25.08	£28.05
Shooting Star	100% P.E.T Polyester with SCOTCHGARD™	4.00	£7.17	£8.58	£8.84	£11.44

SmartCushion

Stock Underlay

Quality Name	Description	DIMENSIONS (16.73 m ²)	PRICE	
			1 roll >	9 roll >
SmartCushion™	100% PU (TOG Rating 2.8)	9.14 x 1.83	£67.00	£64.00

Floorcare Essentials

Description	UNITS PER CASE	PRICE PER CASE
Carpet Care Kit	6	£66.66
Carpet Stain Remover	12	£48.72

Products sold in case quantities only – All FLOORCARE ESSENTIAL prices include delivery

Orders over £250 net receive 5% discount

FLOORCARE ESSENTIAL products are excluded from other list price discounts.



NOTES

CONDITIONS

- All prices are in Sterling and subject to alteration without notice.
- VAT is zero-rated.
- Prices are subject to change pending on sales conditions and transportation costs.
- See also our general sales conditions (see www.lano.com/en/834).

STANDARD LANO PAYMENT TERMS

All invoices are due within 60 days after date of invoice.

- 3.75% payment discount for settlement within 7 days order, by CHAPS electronic money transfer.
- 2.50% payment discount for settlement by the 20th of the month following date of invoice, preferably by electronic money transfer.
- Electronic money transfer:
 - "CHAPS payment": Add swift code GEBAGB22 to the account number. Payment by 11.00 a.m. will result in a same day payment.
 - "BACS payment" will routinely be turned around within 4 days.
- Details for payment are at the bottom of each invoice.

TRANSPORT & DELIVERY

- All transport organised by Lano is handled under the rules of the latest Incoterms arrangement. Details can be found on the following website: www.iccwbo.org/incoterms/id3045/index.html.
- The relevant term will be shown in abbreviated form on our shipping documents.
- Consignees are reminded to state in writing any visual defects to the goods on the carriers' delivery note or Lano's CMR. Details on CMR: www.unece.org/trans/conventn/cmr_e.pdf.
- For consignments under £ 150,00 a nominal surcharge of £ 25,00 for transport and administration costs will be added on the invoice.

CLAIMS

- All queries/claims must be made in mailing to LANO within 10 working days from the date of LANO's invoice date or dispatch date of goods.
- For mail and fax coordinates: details at the right.

MISCELLANEOUS

- For detailed information check sampling material and specification sheets.
- The 500 cm width may not always be made in all colours and backings stated; when 2 different backings are stated they may not always be made in all colours.
- 400 & 500 cm wide material is produced from different creels. Even within the same colour number matching is not guaranteed.
- Our customers are requested to inform their customers of the inherent properties of products under consideration at the point of sale.

RETURNS

- Lano does not take back any supplied cuts, when due to mistake in orders received.
- Lano will only take back rolls under following conditions:
 - Fully intact and undamaged, in original packaging
 - The product is a standard stocking item, and not produced made-to-order based on specific characteristics requested by customer
 - Credited at a value of 80% of the total initial invoiced value
 - After written acceptance from the customer on the value to credit and transport cost at charge from customer.



SmartStrand® renewably sourced polymer is made, in part, from readily available and renewable crops. A key ingredient is Bio-PDO™, produced from corn sugar. By using this central ingredient 37% of Smartstrand® can be made from renewable resources. Given the rising demand for eco-friendly products, carpets with SmartStrand® are ideal for today's consumers.

SmartStrand® renewable sourced polymer offers permanent stain resistance that's built right into the fibre. Since its stain protection is actually engineered into its DNA, carpets made from SmartStrand® fibre consistently outperform other similar fibres on everything from shoe polish and red wine to coffee and tea. Carpets with SmartStrand® also resist discolouration from bleach.



Introducing SmartStrand® Silk™ with all the benefits of SmartStrand® but with even greater softness.

- Built-in lifetime stain and soil resistance, not topically applied
- Protection that never wears or washes off like other carpets
- Proven durability that withstands life's challenges
- Easy to clean with just water, no chemicals required
- Environmentally friendly because it's made in part from renewable resources



EverStrand™ is manufactured by taking plastic bottles and turning them into a soft, durable and easy to maintain carpet fibre. This means that carpets made with EverStrand™ have 100% post-consumer recycled fibre content and with a growing concern for the environment, carpets made with EverStrand™ are perfect for today's consumer.

The P.E.T. used in plastic bottles is a top quality resin. When recycled it is extruded into fibres that are far superior to low grade synthetic fibres used in making other brands of carpet yarns. By controlling every aspect of the recycling process we can guarantee the highest standards of performance in our luxurious carpet made with EverStrand™.

FOR MORE INFORMATION PLEASE CALL

Marianne Vanmaercke
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Lano Carpets

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