

David Guyan (Mr Carpet)

From: Antony Stapleton [antony.stapleton@rackhamsltd.co.uk]
Sent: 30 May 2013 10:49
To: davidguyan@mr-carpet.co.uk
Cc: jackie.wyment@rackhamsltd.co.uk
Subject: RE: Pricing on Underlay @ Lano
Attachments: INCREASE JULY 2013 PDF.pdf

Morning again! Just to confirm pricing from 01/08/13 will regrettably be;

Cosi 10 - **£26.24 per roll**

Cosi-step - **£19.35 per roll**

Apologies for the confusion, I attach a copy of their letter to indicate how little time we are given to react!

Speak soon!

A.

Good afternoon David,

Firstly I must thank you for your support on Cosi 10mm for the last 50 months. Four years of steady business from a quick chat over dinner! It has been appreciated.

Obviously we are sorry that market forces have driven you to move to a budget product, but be aware should the product not perform, or the service not be up to scratch, we remain on standby ready for action!

Sadly your move comes at a time when **COSI** prices have had to move upwards for the first time, making the gap look a little wider than perhaps it would have done before.

I will confirm your new **COSI** prices should you choose to swing back in our direction;

The **COSI-STEP** has been particularly popular with those that are looking to cut underlay costs, I will happily send you **four** rolls to use on a job **FOC** if this may be a possibility for the future.

Cosi 10 - **£24.75 per roll**

Cosi 8 - **£20.50 per roll**

Cosi 6 - **£19.25 per roll**

Cosi Step 8mm - **£18.25 per roll**

As a result of James's meeting with yourself we also discussed the LANO products you have been buying in cut length form from Halls, and your desire to continue to support an independent, so I am also pleased to confirm competitive rates for the following ranges on *4mt wide cuts only*.

Fairfield Supreme **£7.59m2**

Startwist Standard 30 oz **£6.89m2**

05/06/2013

Startwist Supreme 40oz **£7.95m2**

n.b Startwist is about to be relaunched as a new 30/40/50oz package with improved colours and a new yarn (the old yarn!) I will return with prices once the entire deal is finalised. It's a great package with the new 50oz costing the same as the current 40oz. It's going to be big!

Heathertwist Supreme 40oz **£8.40m2**


Heathertwist Design 40oz **£8.50m2**

Grandeur 40oz (Perlana yarn) **£9.45m2**

I trust these meet with your approval and look forward to Rackhams and Mr Carpet concluding its first broadloom order in addition to our underlay business. Should you wish to proceed please drop me a quick note and I will ensure these rates are entered on the system in readiness.

Thanks again

Regards
Antony

	Where service is the key to success.....
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