

To maintain your carpet's appearance it is recommended that it is vacuumed at least three times per week to remove particles of dirt and dust. An upright vacuum with a beater bar and brush is recommended for use with cut or loop pile carpets. Please note, over time, regular foot traffic will flatten the pile surface in the main walkways causing the areas of different wear. These areas will appear lighter of shade in comparison to the less frequently used parts. The shading/tracking or flattening happens to all carpets with a pile surface and as such is not accepted as the basis for any complaint.

**HEATHER SHADES**

In manufacturing the heather shades several contrasting colours are blended together to create a heather yarn, as such random coloured flecks will be apparent in the carpet. These flecks form part of the effect and are not considered the basis of any claim.

**MATCHING**

Samples may not be from the same production batch as current stock and therefore should be used as a guide and not as an exact match. Equally matching between 5 metre and 4 metre widths cannot be guaranteed.

**IMPORTANT**

A good quality, new underlay is always recommended when fitting a new carpet.

**CUT LENGTHS**

Minimum order for 1m wide is 3 linear metres, 4m and 5m wide is 1.50 linear metres.

**BACKINGS/WEAR RATINGS/SCOTCHGARD**

See overleaf alpha listing.  
Please contact the office or your local representative for details and prices of our Contract Programme.

**Chief Executive**

Phil Hartley T: 01422 371226

Email: p.hartley@edteltenzocarpets.co.uk

**Greater London, Surrey, Kent, Middlesex,**

**East and West Sussex**

John A Constable T: 01622 685397 M: 07836 734322

**Berks, Bucks, Hants, Oxfordshire**

Niall Martin M: 07866 735772

**Lincs, Leics, Northants, North East, Notts, Derbyshire**

Jim Osborne M: 07738 642934

**Devon, Cornwall, Somerset and Dorset**

Brendon Hart M: 07850 130221

**East Anglia, Bedfordshire, Cambs, Essex, Herts,**

**Norfolk, Suffolk**

Jonathan Hart T: 01621 817992 M: 07889 264466

**West Midlands, South Wales**

**(Wholesalers)**

Paul Brewer T: 0121 4277117 M: 07798 745181

**Yorkshire & North Lincs**

John Alsop T: 01904 762471 M: 07860 572220

**Cheshire, Cumbria, Greater Manchester, Lancashire,**

**North Wales and Isle of Man**

John Rostron M: 07973 733208

1. **Damage, shortage or non-delivery** - claims to be submitted within ten days of invoice date. Damage must be declared to the carrier at time of delivery.

2. **Reservation of title** - the goods remain the property of the manufacturer until payment received.

3. **Interest** - interest will be charged at 1.5% per month chargeable as from the date of invoice once the account falls overdue by more than thirty days.

4. **Cancellations** - orders cannot be cancelled after goods have been despatched.

5. **Claims** - carpets should be inspected before being fitted. Claims for manufacturing faults cannot be accepted after the carpet has been laid.

6. **Prices** - prices are subject to alteration without notice and are applied at rate ruling at date of despatch. Excluded from this are bona fide contract orders accepted by us being at a fixed price.

7. **Specification** - The company reserves the right to amend the specification of any quality where this leads to improvement.

**Delivery terms:**

Prices quoted are free delivered to customer's premises. VAT is not included.

**Payment terms:**

Less 2.5% for payment by 20th of month following.

**All Payment to:**

Edel Telenzo Carpets Ltd, Unit B7 Warhurst Road, Low Fields Business Park, Elland, HX5 9DF.

**South Wales, Bristol, Gloucestershire, Wiltshire**

Andrew Jefferies M: 07831 457102

**Scotland**

James Hall M: 07787 140136

**Channel Islands, Isle of Wight**

John Eastlake T: 01323 896141 M: 07885 398858

**Northern Ireland, Ulster and Leinster**

Gary O'Boyle M: 07831 220675

**Republic of Ireland, Munster and Connaught**

Larry White T: 00353 862594126

**Edel Telenzo Carpets Ltd**

Unit B7, Warhurst Road,

Lowfields Business Park,

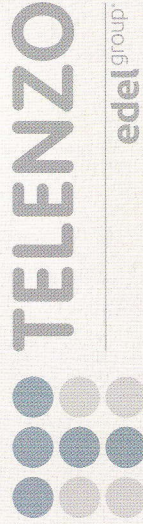
Elland HX5 9DF

Tel: 01422 374417 / 371226

Fax: 01422 377452

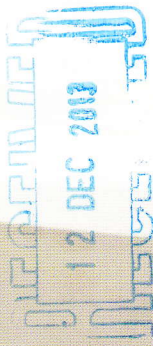
Email: Sales@edteltenzocarpets.co.uk

www.edteltenzocarpets.co.uk



PRICE LIST | 1<sup>st</sup> January 2014

Telenzo: Style and quality assured. Naturally



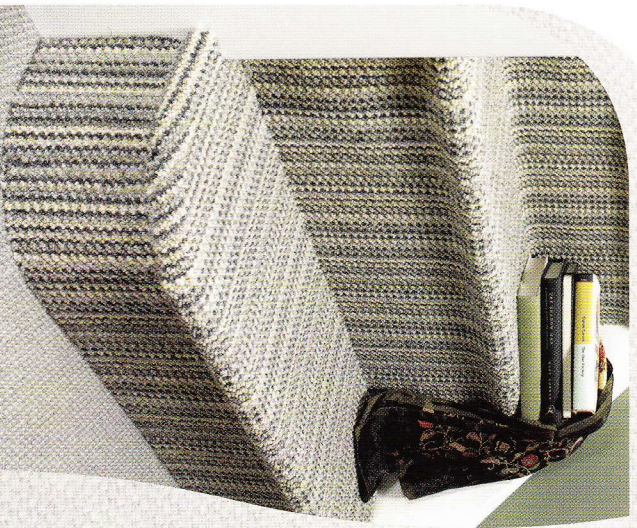


ALPHA LISTING: Wool Programme

QUALITY	CP Rolls	CP Cuts	Rolls Yds	Cuts Yds	Backing	TS-Width	TS-Pile Content	TS-Treatment	TS-Construction	TS-Class	TOG	Pattern Repeat
Bakerloo	13.43	17.52	11.23	14.64	AB	1m, 4m & 5m	100% Wool		Multi-coloured striped boucle	HD/HC	1.5	111mm
Balance	14.80	17.80	12.37	14.88	AB	4m & 5m	100% Wool		2 Tone Loop Pile	HD/HC		
Barbican	11.53	15.03	9.64	12.57	AB	4m & 5m	100% Wool		2 Tone Loop	HD/MC	1.4	220mm
Burford Bridge	18.76	22.43	15.69	18.75	AB	4m & 5m	100% Wool		Loop Pile	HD/HC	1.6	
Centre Point	13.43	17.52	11.23	14.64	AB	4m & 5m	100% Wool		Loop Pile	HD/HC	1.5	
Chelsea	16.12	18.84	13.48	15.75	AB	4m & 5m	100% NZ Wool		Brussels Loop	HD/MC	1.6	
Greenwich	10.79	14.58	9.02	12.19	AB	4m & 5m	50% Wool 50% PP		Structured Loop	HD/HC	1.4	
Hammersmith	13.43	17.52	11.23	14.65	AB	1m & 4m	100% Wool		Multi-coloured striped boucle	HD/HC	1.5	450mm
Hampton Court	11.28	14.96	9.43	12.50	AB	4m & 5m	50% Wool 50% PP		High Low Loop Pile	HD/HC	1.24	
Highbury	11.28	14.96	9.43	12.50	AB	4m	50% Wool 50% PP		High Low Stripe Loop Pile	HD/HC	1.24	
Islington	11.28	14.96	9.43	12.50	AB	4m & 5m	50% Wool 50% PP		High Low Loop Pile	HD/HC	1.24	
Kings Cross	13.43	17.52	11.23	14.65	AB	4m & 5m	100% Wool		Pin stripe with multi-coloured yarn	HD/HC		
London Bridge	13.43	17.52	11.23	14.65	AB	4m & 5m	100% Wool		Loop Pile	HD/HC		
Mainline	13.43	17.52	11.23	14.64	AB	4m & 5m	100% Wool		Loop Pile	HD/HC	1.5	6mm
Mayfair	16.12	18.84	13.48	15.75	AB	4m & 5m	100% NZ Wool		Textured Loop Pile	HD/HC	1.6	
Paddington	12.08	15.10	10.10	12.63	AB	4m & 5m	100% Wool		High Low Loop Pile	HD/MC	1.5	
Piccadilly	13.43	17.52	11.23	14.64	AB	1m, 4m & 5m	100% Wool		Multi-coloured striped boucle	HD/HC	1.5	178mm
St. Pancras	13.43	17.52	11.23	14.65	AB	4m & 5m	100% Wool		Pin stripe with multi-coloured yarn	HD/HC		
Windor	10.80	14.58	9.03	12.19	AB	4 & 5m	50% Wool 50% PP		High Low Loop Pile	HD/HC	1.4	8mm

ALPHA LISTING: Nylon Programme

QUALITY	CP Rolls	CP Cuts	Rolls Yds	Cuts Yds	Backing	TS-Width	TS-Pile Content	TS-Treatment	TS-Construction	TS-Class	TOG
Amore	27.79	29.41	23.23	24.59	AB	4m	100% PA6.6		Cut Pile	HD	1.89
Casablanca	21.16	23.50	17.70	19.65	AB	4m	100% PA6.6		Cut pile	HD	1.5
Pamina	20.79	23.10	17.38	19.31	AB	4m	100% PA6.6		Cut pile	HD	1.3
Wild Romance	19.64	22.87	16.42	19.13	AB	4m & 5m	100% PA6.6		Cut pile	HD	1.5



Rating

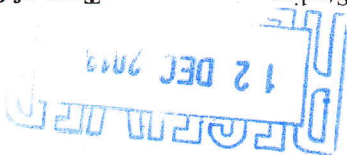
- GD = General Domestic
- HD = Heavy Domestic
- HC = Heavy Contract
- MC = Medium Contract
- LC = Light Contract
- AB = Actionbac

Pile Content

- PA = Polyamide
- PE = Polyester
- PP = Polypropylene
- SD = Solution Dyed
- W = Wool
- = 100% Wool
- = Yarn Ply
- = Scotchgard

# Edel Telenzo Customers Terms / Record Sheet

Name **Mr Carpet Ltd**



Address 32 Stadium Studios

Riverside Road

Tooting

London

TelTerms

Group

Type of Outlet Retailer

Barclays No 2125722/00

Acc No

40340

Tele No

0208 879 0485

Fax No

0208 947 5432

Agent

82

Contact

Mr D Guyan

Post Code

SW17 0BA

Email Address

[davidguyan@mr-carpet.co.uk](mailto:davidguyan@mr-carpet.co.uk)

All prices are quoted in pounds per square metre

Quality	Backing	DateFrom	1 roll	2-5 rolls	5+ rolls	CP Cuts
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438	Amore	AB	01/01/2014	23.76		25.15
459	Bakerloo	AB	01/01/2014	10.48		13.95
20	Barbican	AB	01/01/2014	9.97		12.84
455	Burford Bridge	AB	01/01/2014	16.32		19.17
32	Casablanca	AB	01/01/2014	18.09		20.09
555	Centre Point	AB	01/01/2014	10.48		13.95
472	Chelsea	AB	01/01/2014	14.25		16.73
546	Firenze	AB	01/01/2014	15.03		16.85
889	Greenwich	AB	01/01/2014	8.89		12.22
445	Hampton Court	AB	01/01/2014	9.31		12.78
44	Highbury	AB	01/01/2014	9.31		12.78
31	Islington	AB	01/01/2014	9.31		12.78
684	Mainline	AB	01/01/2014	10.48		13.95
689	Malta	AB	01/01/2014	11.43		13.49
731	Paddington	AB	01/01/2014	10.24		12.92
734	Piccadilly	AB	01/01/2014	10.48		13.95
881	Victoria	AB	01/01/2014	10.49		
907	Wild Romance	AB	01/01/2014	16.70		19.77

Delivery Address

FAO John

Mr Carpet

299 Upper Richmond Ro Sheen

London

SW14 8QS

Payment Terms

20th month after month less 2.5%

Rebate

18 November 2013

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# Edel Telenzo Customers Terms / Record Sheet

Name **Mr Carpet Ltd**

17	Wimbleton	AB	01/01/2014	9.31	
910	Windsor	AB	01/01/2014	8.89	12.21

## Delivery Address

FAO John  
Mr Carpet  
299 Upper Richmond Ro Sheen London SW14 8QS

## Payment Terms

20th month after month less 2.5%

## Rebate

18 November 2013

December 2013

Dear Customer,

As we approach the end of 2013 I thought I would give you a general update on the plans here at Edel Telenzo, together with enclosing herewith your revised price list, effective on the 1<sup>st</sup> January.

In previous correspondence I had suggested that we were going to try and hold the price increase at or around the 2½% level. However since then we have seen continued increases in wool prices, which form a huge part of our product make up and in order to avoid the need for a second price increase half way through next year, I have decided to address it in this January list such that we can hold the price throughout 2014. So the sort of increase we are talking about now, is at or around, the 4% level across the board.

I have arrived at this having looked very closely at the competitive scenario and at these new price levels know, that we still remain on a like for like basis, in a position where we are providing an excellent and proven product at a competitive price.

Whilst 2013 has been a challenging year for all, we have still ended very strongly, something that of course we were very pleased with. This is before we start to introduce a number of initiatives next year that will, we believe, further underpin our current position and form a great platform for subsequent growth.

By way of a summary these will include:-

- New core wool ranges
- Additional sampling
- Additional point of sale
- Improved marketing PR and branding
- Flexibility in terms of promotions and incentives
- Strengthening of the external sales team and internal colleagues at our head office in Eiland
- Continued focus on quality and service to maintain Edel Telenzo customer confidence

We are showing at Domotex in Hannover in January, this is something that the Edel Group overall have always done in a fairly big way and as the key subsidiary in terms of carpet sales, we are of course looking forward to being there.

The event is from the 1<sup>th</sup> to the 14<sup>th</sup> January and you can find us in Hall 5 stand C16. It would be great to see you there.

In closing, thanks again for your continued support and I wish you all the best for Christmas and the New Year.

Kind regards,

Yours sincerely,

*Phil Hartley*

Phil Hartley  
Chief Executive