

David Guyan (Mr Carpet)

From: KARLSSON Birger [birger.karlsson@lano.be]
Sent: 20 September 2012 17:05
To: davidguyan@mr-carpet.co.uk
Cc: ZAG HUGHES Peter; MONTEYNE Magda
Subject: 23.01.007 : Mr Carpet : rolls / cut length price agreement
Attachments: image001.jpg; image003.jpg; image005.wmz; oledata.mso

Good afternoon David

It was good to see you again earlier this week.

I appreciated your time and interest.

Thank you for offering Pete and me a nice lunch, it was the perfect timing to discuss future business and how we can strengthen our relationship.

The bottle neck of cuts versus roll price can be tackled as follows :

product	roll price	cut length price	
		<20 LM	>20 LM (in 1 width)
Bamboo	11,25	13,50	11,25
Bamboo Luxe	15,95	18,95	15,95
Bamboo Weave	13,95	16,95	13,95
Oasis	12,49	15,49	12,49
Satine	15,95	18,95	15,95

It would be helpful indeed to detail the split lengths for your cuts orders that require roll price, in order for Magda to find the best match from our stocks.

Should we not have ideal roll lengths available, a new production order will be entered and we can then create the exact length for you.

I trust your office will communicate as clearly as possible when passing on orders to our Sales Desk. Lano will target a maximum delivery service and in combination with the above price advantage I look forward to increasing our business with you.

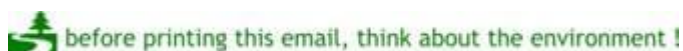
Should you have any further questions, do not hesitate to contact me

Kind regards

Birger



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26/09/2012

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David

I forgot to add the 2 wool velvets from the Mayfair collection, see update below.
Plus note the remark for OASIS : we agreed a **special stock price at £12,49/sqm**. Due to tight margins I cannot hold that price for +20 LM cuts. Therefore such cuts in non-stock colours would be charged £13.30/sqm.

You also requested a SATINE stock price –most likely buying full 5m rolls in a selection of colours- and I can now confirm a cost of **£14.95/sqm** in order to do some serious business in this quality.
Again, should you then order a +20LM cut in a non-stock colour, the price becomes £15.95/sqm.

I hope this is clear and await your thoughts

Best regards

Birger



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Bamboo Luxe	15,95	18,95	15,95
Bamboo Weave	13,95	16,95	13,95
Mayfair Velvet	20,95	24,95	20,95
Mayfair Velvet Supreme	26,50	29,95	26,50
Oasis	12,49	15,49	13,30
Satine	15,95	18,95	15,95

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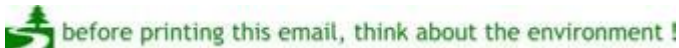
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