

28 JAN 2013



Greenwood & Coope Ltd

REGISTERED OFFICE — BROOKHOUSE MILL
GREENMOUNT, BURY, LANCASHIRE B18 4HR
REGISTERED No. 200956 PNC:AND
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FACSIMILE: TOTTINGTON (01204) 887722
SALES DIRECT LINE: (01204) 881200
WEBSITE: www.cormarcarpets.co.uk

OUR REF DJJ/LC

YOUR REF

DATE

January 2013

Mr D Guyan
Mr Carpet Limited
32 Stadium Studios
Riverside Road
LONDON

SW17 0BA

Dear David,

Although we have held our prices since October 2011, since then we have faced manufacturing and distribution increases and whilst we are constantly working to reduce our internal costs, **from Monday 4th March 2013, we will be increasing prices. Please note the increases are restricted to our 50/50 wool polypropylene and our 100% polypropylene qualities (excluding New Feeling and Primo Ultra). There are no increases on our 80/20 or 100% wool ranges.**

We appreciate that generally trading conditions are still not stable, and price increases are never welcomed, however we assure you that this increase is necessary, in order to maintain the service levels and quality that you expect and require from Cormar.

Please find enclosed an Address and Information Sheet plus a Price Brochure giving details of your new prices. Within the brochure are a number of items to which we would like to draw your attention;

- To help you use the new web portal, a blank space has been created on the Contacts Page to write in your Log In details.
- A full list of the Sales Team, including the four new members, is shown on the opening page.
- A map showing all the Next Day Collection Points that are available for retailers to use, is shown on the reverse of the brochure. Please note the cut off time for next day collection has now been extended to 4pm.
- Some minor changes to reflect our new membership of the Carpet Foundation have been made to the Customer Service and Terms and Conditions sections - see pages 19 to 22.

Many thanks for your ongoing support and our best wishes for the coming year.

Yours sincerely,

David Judge
Managing Director

P.S. Telephone or Fax Orders placed for immediate delivery, received before 12.30pm on Saturday 2nd March will not be subject to the increase. For Online Orders (via our Web Portal) the deadline is before 12pm on Sunday 3rd March 2013.

Chairman: N. Cormack O.B.E.

Directors: D.J. Judge B.A. A.C.A. (Managing) R.M. Barker B.A. F.C.A. (Finance) D.N. Cormack (Marketing) Mrs. B.W. Cormack
PRODUCTION & TRANSPORT — HOLVE MILL, RAMSBOTTOM, LANCASHIRE B10 9AU. TELEPHONE: (01706) 825211. FACSIMILE: (01706) 827633

SQUARE METRE PRICE LIST

FROM 4TH MARCH 2013

THIS LIST SUPERSEDES ALL PREVIOUS LISTS

APOLLO	SUITABILITY*	WIDTHS	ROLLS	CUTS
'Easy Clean Twist' 100% POLYPROPYLENE Twist Pile with Woven Secondary Back	Heavy Domestic	4m 5m	6.47 SQ. M.	7.04 SQ. M.
PRIMO PLUS	SUITABILITY	WIDTHS	ROLLS	CUTS
'Easy Clean Twist' 100% POLYPROPYLENE Twist Pile with Woven Secondary Back	Heavy Domestic Medium Contract	4m 5m	7.95 SQ. M.	8.67 SQ. M.
PRIMO CHOICE SUPER	SUITABILITY	WIDTHS	ROLLS	CUTS
'Easy Clean Twist' 100% POLYPROPYLENE Twist Pile with Woven Secondary Back	Heavy Domestic	4m 5m	7.43 SQ. M.	8.08 SQ. M.
PRIMO CHOICE ELITE	SUITABILITY	WIDTHS	ROLLS	CUTS
'Easy Clean Twist' 100% POLYPROPYLENE Heavyweight Twist Pile with Woven Secondary Back	Extra Heavy Domestic Medium Contract	4m 5m	9.21 SQ. M.	10.02 SQ. M.
PRIMO ULTRA	SUITABILITY	WIDTHS	ROLLS	CUTS
'Easy Clean Twist' 100% POLYPROPYLENE Heavyweight Twist Pile with Woven Secondary Back	Extra Heavy Domestic Medium Contract	4m 5m	9.49 SQ. M.	10.41 SQ. M.
PRIMO DELIGHT	SUITABILITY	WIDTHS	ROLLS	CUTS
'Easy Clean Saxony' 100% POLYPROPYLENE Saxony with Woven Secondary Back	Extra Heavy Domestic	4m 5m	9.73 SQ. M.	10.67 SQ. M.
SENSATION NEW FEELING	SUITABILITY	WIDTHS	ROLLS	CUTS
'Easy Clean Saxony' 100% LUXELLE POLYPROPYLENE Heavyweight Saxony with Woven Secondary Back	Heavy Domestic	4m 5m	9.50 SQ. M.	10.33 SQ. M.
SENSATION ORIGINAL	SUITABILITY	WIDTHS	ROLLS	CUTS
'Easy Clean Saxony' 100% LUXELLE POLYPROPYLENE Heavyweight Saxony with Woven Secondary Back	Extra Heavy Domestic Medium Contract	4m 5m	10.76 SQ. M.	11.71 SQ. M.
LIVING NATURALS	SUITABILITY	WIDTHS	ROLLS	CUTS
50% PURE NEW WOOL 50% POLYPROPYLENE Loop Pile in Three Designs with Woven Secondary Back	Heavy Domestic	4m 5m	8.71 SQ. M.	9.47 SQ. M.
FOREST HILLS SUPER	SUITABILITY	WIDTHS	ROLLS	CUTS
50% PURE NEW WOOL 40% LANELLE PP 10% TUFTBOND 32oz Twist Pile with Woven Secondary Back	Heavy Domestic	4m 5m	8.38 SQ. M.	9.11 SQ. M.
FOREST HILLS ELITE	SUITABILITY	WIDTHS	ROLLS	CUTS
50% PURE NEW WOOL 40% LANELLE PP 10% TUFTBOND 42oz Twist Pile with Woven Secondary Back	Extra Heavy Domestic	4m 5m	9.69 SQ. M.	10.58 SQ. M.
GLENDALE	SUITABILITY	WIDTHS	ROLLS	CUTS
50% PURE NEW WOOL 45% LANELLE PP 5% TUFTBOND 40oz Twist Pile with Woven Secondary Back	Extra Heavy Domestic	4m 5m	9.69 SQ. M.	10.58 SQ. M.
HEATHER CLASSICS 40	SUITABILITY	WIDTHS	ROLLS	CUTS
80% PURE NEW WOOL 15% POLYPROPYLENE 5% TUFTBOND POLYESTER 40oz Twist Pile with Woven Secondary Back	Extra Heavy Domestic	4m 5m	10.35 SQ. M.	11.25 SQ. M.
HEATHER CLASSICS 50	SUITABILITY	WIDTHS	ROLLS	CUTS
80% PURE NEW WOOL 15% POLYPROPYLENE 5% TUFTBOND POLYESTER 50oz Twist Pile with Woven Secondary Back	Extra Heavy Domestic Medium Contract	4m 5m	11.93 SQ. M.	12.97 SQ. M.

THIS LIST SUPERSEDES ALL PREVIOUS LISTS

NATURAL BERBER TWIST ELITE		SUITABILITY	WIDTHS	ROLLS	CUTS
80% PURE NEW WOOL 10% NYLON 10% TUFTBOND 45oz Berber Twist Pile with Woven Secondary Back		Extra Heavy Domestic	4m 5m	12.50 SQ. M.	13.59 SQ. M.
NATURAL BERBER TWIST DELUXE		SUITABILITY	WIDTHS	ROLLS	CUTS
80% PURE NEW WOOL 10% NYLON 10% TUFTBOND 55oz Berber Twist Pile with Woven Secondary Back		Extra Heavy Domestic Medium Contract	4m 5m	14.07 SQ. M.	15.29 SQ. M.
MALABAR TEXTURES		SUITABILITY	WIDTHS	ROLLS	CUTS
100% PURE NEW WOOL Loop Pile in Two Textures with Woven Secondary Back		Heavy Domestic Medium Contract	4m 5m	12.03 SQ. M.	13.06 SQ. M.
NEW OAKLANDS 32		SUITABILITY	WIDTHS	ROLLS	CUTS
80% PURE NEW WOOL 10% NYLON 10% POLYPROPYLENE 32oz Twist Pile with Woven Secondary Back		Heavy Domestic	4m 5m	10.59 SQ. M.	11.53 SQ. M.
NEW OAKLANDS 42		SUITABILITY	WIDTHS	ROLLS	CUTS
80% PURE NEW WOOL 10% NYLON 10% POLYPROPYLENE 42oz Twist Pile with Woven Secondary Back		Extra Heavy Domestic	4m 5m	12.40 SQ. M.	13.36 SQ. M.
NEW OAKLANDS 50		SUITABILITY	WIDTHS	ROLLS	CUTS
80% PURE NEW WOOL 10% NYLON 10% POLYPROPYLENE 50oz Twist Pile with Woven Secondary Back		Extra Heavy Domestic Medium Contract	4m 5m	14.69 SQ. M.	15.98 SQ. M.
BERWICK 40		SUITABILITY	WIDTHS	ROLLS	CUTS
80% PURE NEW WOOL 10% TUFTBOND 10% POLYPROPYLENE 40oz Twist Pile with Woven Secondary Back		Extra Heavy Domestic	4m 5m	12.08 SQ. M.	13.15 SQ. M.
BERWICK 50		SUITABILITY	WIDTHS	ROLLS	CUTS
80% PURE NEW WOOL 10% TUFTBOND 10% POLYPROPYLENE 50oz Twist Pile with Woven Secondary Back		Extra Heavy Domestic Medium Contract	4m 5m	14.15 SQ. M.	15.37 SQ. M.
HOME COUNTIES 42		SUITABILITY	WIDTHS	ROLLS	CUTS
80% PURE NEW WOOL 10% NYLON 10% POLYPROPYLENE 42oz Twist Pile with Woven Secondary Back		Extra Heavy Domestic	4m 5m	12.43 SQ. M.	13.53 SQ. M.
HOME COUNTIES 50		SUITABILITY	WIDTHS	ROLLS	CUTS
80% PURE NEW WOOL 10% NYLON 10% POLYPROPYLENE 50oz Twist Pile with Woven Secondary Back		Extra Heavy Domestic Medium Contract	4m 5m	14.55 SQ. M.	15.81 SQ. M.
TOWN & COUNTRY		SUITABILITY	WIDTHS	ROLLS	CUTS
80% PURE NEW WOOL 10% NYLON 10% TUFTBOND 60oz Twist Pile with Woven Secondary Back		Extra Heavy Domestic Heavy Contract	4m 5m	17.03 SQ. M.	18.36 SQ. M.
AVEBURY PLAINS & STRIPES		SUITABILITY	WIDTHS	ROLLS	CUTS
100% PURE NEW WOOL Loop Pile Stripes and Plains with Woven Secondary Back (*Stripes 4m only)		Extra Heavy Domestic Medium Contract	4m 5m*	17.07 SQ. M.	18.54 SQ. M.
		SUITABILITY	WIDTHS	ROLLS	CUTS
		SUITABILITY	WIDTHS	ROLLS	CUTS

OFFICE CONTACT DETAILS

SALES OFFICE DIRECT LINE

01204 881200 Pages 1



When ordering please provide our sales staff with your order details in the sequence below, we will then input your order information using our new portal ordering system.

- 1 Your Account Number
- 2 Confirm Delivery Address
- 3 Range / Colour / Width / Size
- 4 Your Name & Order Reference

ONLINE WEB SALES

portal.cormarcarpets.co.uk

For assistance contact: help.portal@cormarcarpets.co.uk

YOUR LOG IN DETAILS

SALES OFFICE FAX / EMAIL

Fax: 0800 458 9181 E-mail: sales@cormarcarpets.co.uk

SALES OFFICE PERSONNEL

TRACEY (Office Manager) HELEN (Supervisor) NICKY
ANNE JOANNE CAROLINE ALISON KAREN

ACCOUNTS

CHERYL (Supervisor) 01204 881224 JANE 01204 881225
LESLEY 01204 881227 JANETTE 01204 881226

CUSTOMER SERVICES

Tel: 01204 881213 Fax: 01204 888154
E-mail: customerservice@cormarcarpets.co.uk
MARK (Customer Services Manager) ANDREA EMMA SALLY

GENERAL ENQUIRIES / SAMPLING

Tel: 01204 881234 Fax: 01204 887722
E-mail: info@cormarcarpets.co.uk Website: www.cormarcarpets.co.uk

REGIONAL SALES

NORTHERN REGION

Simon Tucker	Regional Sales Manager	07786 394 826
Frank Gunn	Scotland	07736 826 442
Mark Ponting	Scottish Borders	07885 801 759
James Taylor	Lancashire / West Yorkshire	07710 186 505
Lee Harris	Cheshire / Merseyside / I.O.M.	07710 186 469
Jason Clewer	Derby / Notts / N.Leicestershire / South Lincs.	07801 834 424
Lynda Lockhart	North East / North Yorkshire / Cumbria	07710 186 507
Steve Flesher	Humberside / North Lincs. / South Yorks.	07710 186 503

EASTERN REGION

Chris Isaacs	Regional Sales Manager	01279 721 124
Trevor Swain	Norfolk / Suffolk / N.Essex	07710 186 473
Mick Loughlin	Hertfordshire / Bedfordshire / Bucks.	07712 653 835
Alan Harris	North London / East London / S.Essex / Cambs.	07710 186 482
Chris Hudson	Middlesex / West London	07801 834 402
Steve Tapp	Brighton / West Sussex / S.Surrey	07710 186 476
Lucy Hunter	Kent / East Sussex	07710 387 777
Paul Lawrence	Central London / South London	07764 927 850
Mick Binks	Oxfordshire / S.W. Northants.	07786 394 824

WESTERN REGION

Neil Burgess	Regional Sales Manager	07710 186 497
Martin Hemmings	North Wales / North Staffordshire	07885 801 757
John Bevan	South Wales / Gloucs. / Worcestershire	07710 186 467
Neil Evans	Avon / Somerset	07801 676 669
Neil Pitcher	Wiltshire / Dorset / Channel Islands	07710 187 010
David Grebby	Birmingham / S.Staffs. / Shropshire / Mid Wales	07885 801 758
Dennis Johnson	Leicestershire / Warwickshire / Northants.	07786 394 832
Darren Jackson	Devon / Cornwall	07885 801 756
Joe O'Boyle	Northern Ireland / Eire	07921 484 597