



How we can survive during the current Corona Virus

My goal is to continue to pay all staff without reducing pay & hours for as long as possible but I can't rule out having to make cuts as we do not know what lies ahead. While it is not ideal I can survive for several months even making a loss provided I have sufficient cash flow to pay the bills therefore I am willing to look at income rather than profit margin for now.

The obvious first plan is to try to sell as much of the stock in the warehouse to reduce our new purchases and subsequently reduce our bills.

I therefore have some proposals to encourage more sales as soon as possible. And the offers and terms are on the following page.

Current estimates not yet accepted. Go through all estimates that were sent 5 days ago or more and offer them an incentive to purchase now. There will be conditions attached to the reduction and this will relate to when they let us in to fit as I want to try to help the fitters to maintain an income.

Customers coming into the showroom who have not yet booked a measure then offers to encourage a measure and order conversion will also be offered.

I am going to ask the fitters if they are willing to take a reduction in their fitting money IF we reduce our prices and I want to encourage them to help. I think we should give the work to the fitters that are willing to help as a priority and I will be talking to them and confirm who is willing to take part and help us close more orders.

I AM ONLY PREPARED TO TAKE THE ABOVE ACTION PROVIDED YOU ALL STICK RIGIDLY TO THE TERMS AND CONDITIONS, DON'T BEND ANY RULES AND ONLY GIVE THE DISCOUNTS IF NECESSARY AND CONVERT AS MANY ORDERS AS POSSIBLE AT THE FULL PRICE.

ALSO WHEN YOU HAVE TAKEN ORDERS TO THE VALUE OF LAST YEARS ORDERS FOR THE CURRENT MONTH YOU HOLD OUT FOR FULL PRICES UNTIL THE FOLLOWING MONTH.

IF THE RULES ARE NOT ADHERED TO THEN MY OFFER TO RUN AT A LOSS WILL BE WITHDRAWN AND SALARIES WILL NEED TO BE REVIEWED FOR THE SURVIVAL OF THE BUSINESS

REMEMBER – SELLING STOCK CURRENTLY HELD IN THE WAREHOUSE IS GOING TO ENABLE ME TO MAINTAIN SALARIES AT THE CURRENT LEVELS FOR AS LONG AS POSSIBLE.

THE FOLLOWING OFFERS MAY BE REMOVED AT ANY TIME WITH NO FORWARD NOTICE.



Estimates not yet accepted dated 5 days or more ago.

- Stock carpets reduced price less than £14m2
 - Maximum 10% off carpets & ancillaries – Fitting not reduced unless agreed with fitters and if agreed take 10% off the fitting costs.
- Stock carpets reduced price £14m2 or more
 - Maximum 20% off carpets & ancillaries – Fitting not reduced unless agreed with fitters and if agreed take 10% off the fitting costs.

Terms for customers to qualify for the above discounts are as follows.

50% deposit with order balance due 48 hrs before delivery & fitting. Delivery & fitting MUST be completed within 4 weeks of order date. Enter order on the system at the full order value and only enter a VO if the fitting is completed within 4 weeks of the order date. NO EXCEPTIONS.

NO DISCOUNT ON ANY UPLIFT & DISPOSE OR WORKSHOP CHARGES

- De branded bespoke carpets any value.
 - Maximum 15% off carpets & ancillaries – Fitting not reduced unless agreed with fitters and if agreed take 10% off the fitting costs.
- All branded bespoke carpets any value.
 - Maximum 10% off carpets & ancillaries – Fitting not reduced unless agreed with fitters and if agreed take 10% off the fitting costs.

Terms for customers to qualify for the above discounts are as follows.

50% deposit with order balance due 48 hrs before delivery & fitting. Delivery & fitting MUST be completed within 2 weeks of good arriving at warehouse. Enter order on the system at the full order value and only enter a VO if the fitting is completed within 2 weeks of the date goods arrive. NO EXCEPTIONS.

NO DISCOUNT ON ANY UPLIFT & DISPOSE OR WORKSHOP CHARGES

Hard Flooring orders

At this point I am not proposing to reduce hard flooring. Please monitor the fitting diary and if the fitting work is lacking then let me know and if you have any estimates for hard flooring we will look at discounts for this work on a job by job basis.

See over for new inquiries coming into showroom not yet measured or estimated.



New inquiries coming into showroom not yet measured or estimated.

- Stock carpets reduced price less than £14m2
 - Maximum 10% off carpets & ancillaries – Fitting not reduced unless agreed with fitters and if agreed take 10% off the fitting costs.
- Stock carpets reduced price £14m2 or more
 - Maximum 20% off carpets & ancillaries – Fitting not reduced unless agreed with fitters and if agreed take 10% off the fitting costs.

Terms for customers to qualify for the above discounts are as follows.

50% deposit with order balance due 48 hrs before delivery & fitting. Delivery & fitting MUST be completed within 4 weeks of order date. Enter order on the system at the full order value and only enter a VO if the fitting is completed within 4 weeks of the order date. NO EXCEPTIONS.

NO DISCOUNT ON ANY UPLIFT & DISPOSE OR WORKSHOP CHARGES

- De branded bespoke carpets any value.
 - Maximum 10% off carpets & ancillaries – Fitting not reduced unless agreed with fitters and if agreed take 10% off the fitting costs.
- BRANDED BESPOKE - REFER TO DG BUT POSSIBLY NO DISCOUNT ON CARPETS

Terms for customers to qualify for the above discounts are as follows.

50% deposit with order balance due 48 hrs before delivery & fitting. Delivery & fitting MUST be completed within 2 weeks of good arriving at warehouse. Enter order on the system at the full order value and only enter a VO if the fitting is completed within 2 weeks of the date goods arrive. NO EXCEPTIONS.

If the fitters do decide to discount their labour then add all the requisitions as normal on the system. Then add a requisition to the order F8 Labour additional as below.

Fitters discount -28.60 (This would be 10% of the total fitter's payment as per the cost sheet and the total fitters payment for this order would be £286.00 10% = £28.60).

NO DISCOUNT ON ANY UPLIFT & DISPOSE OR WORKSHOP CHARGES