

PRICES VALID TILL FURTHER NOTICE

## UK PREMIER CUSTOMER PRICE LIST

Quality	Backing	Code	Prices		width (±cm)	Structure	Composition	Pile Weight ± g/m²	Total Weight ± g/m²	EN 1307
			Rolls £ /m²	Cuts £ /m²						
<b>PP-RANGES</b>										
Divine Twist	SB	DVT	8,99	10,99	400 / 500	1/8" saxony	PP LANOSET	2.500	3.370	
Fairfield Supreme	SB	FAI	6,54	7,99	400 / 500	1/10" twist	PP LANOSET	1.200	2.170	cl. 22
Fairfield Stripe	SB	FAC	6,54	7,99	400	1/10" twist	PP LANOSET	1.200	2.170	cl. 22
Fascination	SB	FAS	7,49	8,99	400 / 500	1/10" saxony	ECCELENA	1.365	2.340	cl. 22+
Heathertwist Elite	SB	HSE	7,49	8,99	400 / 500	1/8" twist	PP LANOSET	1.695	2.770	cl. 22+ - cl. 31
Heathertwist Supreme	SB	HSS	6,72	7,99	400 / 500	1/8" twist	PP LANOSET	1.360	2.440	cl. 22
Imagination	SB	IMG	6,75	7,99	400/500	1/10" saxony	ECCELENA	1.360	2.360	cl. 23
Intrigue	SB	INT	7,99	9,99	400	1/5" saxony	PP LANOSET	2.680	3.800	
Oblique Superior (new)	SB	OBS	7,49	8,99	400/500	1/8" twist	ECCELENA	1.990	3.020	cl. 22
Oblique Ultimate (new)	SB	OBU	8,99	10,99	400/500	1/8" twist	ECCELENA	2.585	3.610	
Startwist Supreme (new)	SB	SRS	5,82	6,99	400 / 500	1/8" twist	PP LANOSET	1.360	2.390	
Startwist Elite (new)	SB	SRE	7,17	8,50	400 / 500	1/8" twist	PP LANOSET	1.695	2.720	cl. 22
Forum	IB	FRM	7,49	8,99	400	1/8" twist	PP LANOSET	1.000	2.470	
Scala Classic (new)	IB	SCA	8,96	10,75	400	1/10" cut pile	PP LANOSET	1.160	2.810	cl. 22
Scala Plain (new)	IB	SCU	8,96	10,75	400	1/10" cut pile	PP LANOSET	1.160	2.810	cl. 22

### NYLON/WOOL/BAMBOO

Bamboo Luxe	KT	BAA	17,95	21,50	400 / 500	1/10" saxony	40% Bamboo-60% PA 6.6 spun	1.300	2.460	cl. 22+ - cl. 31
Bamboo Weave	KT	BAB	16,40	19,75	400	1/10" level loop	40% Bamboo-60% PA 6.6 spun	980	2.140	cl. 22+ - cl. 31
Bamboo	KT	BAM	12,80	15,50	400	1/10" cut pile	40% Bamboo-60% PA 6.6 spun	870	2.010	cl. 22
Jaudon	◦ Woven	JBZ	24,95	29,95	390	wilton	Woolblend (80% W - 20% PA)	1.210	1.870	cl. 23 - cl. 32
Oasis	SB	OAS	14,40	16,95	400 / 500	1/4" berber loop	Woolmark	1.030	2.310	cl. 22+ - cl. 31
Pearl	SB	PEA	22,75	26,50	400	3/16" shag	PA 6.6 BCF HS	2.310	3.470	cl. 23 - cl. 32
Satine	KT	SAT	15,95	18,95	400 / 500	1/10" saxony	PA 6.6 BCF HS	1.470	2.630	cl. 23 - cl. 32
Silken Grace	KT	SIL	19,75	22,95	400 / 500	1/10" saxony	PA 6.6 BCF HS	1.705	2.870	cl. 22+ - cl. 31
Smaragd	KT	SMK	14,50	16,95	400 / 500	5/64" cut pile	PA 6.6 BCF HS	900	2.060	cl. 23 - cl. 32
Sphere	SB	SPH	12,75	14,95	400	3/16" shag	PA 6 BCF HS	1.600	2.760	cl. 23 - cl. 32
Mayfair velvet	SB	MFV	23,95	27,75	400 / 500	1/10" saxony	Woolmark	1.365	2.550	cl. 23 - cl. 32
Mayfair velvet supreme	SB	MFS	29,95	33,30	400 / 500	1/10" saxony	Woolmark	1.890	3.080	cl. 33
Mirage	SB	MIS	14,40	16,95	400/500	9/6" berber loop	Woolmark	1.160	2.430	cl. 32
Zen	SB	ZEN	12,50	14,95	400	1/10" cut pile	PA 6.6 BCF HS ANTRON	1.000	2.160	cl. 33

### WILTONS

Venice	◦ Woven	27Z	14,34	16,73	400	wilton	PP LANOSET	1.770	2.960	cl. 23 - cl. 32
Sumatra	◦ Woven	SUZ	12,43	14,34	400	wilton	PP LANOSET	1.970	2.770	cl. 23 - cl. 32

### LANDSCAPING EASY LAWN

		Rolls 4m **	Cuts 4m						Pile height / mm	
Botanic	GB	BOT	6,90	8,40	5/8"	art.grass	PE + PP	890	1.525	35
Aster	GB	AST	7,40	8,90	5/8"	art.grass	PE + PP - C-Shape	950	1.585	34
Verbena	GB	VER	9,00	10,50	5/16"	art.grass	PE	1.160	2.045	30
Lovage	GB	LOG	9,35	10,85	5/16"	art.grass	PE	1.100	1.985	30
Primrose	GB	PRR	8,85	10,35	3/8"	art.grass	PE + PP - C-Shape	1.200	2.085	30
Sage	GB	SAG	9,80	11,30	5/8"	art.grass	PE + PP	1.350	2.235	35
Tangerine	GB	TAG	10,55	12,05	3/8"	art.grass	PE + PP	1.600	2.485	35
Marigold	GB	MRG	10,85	12,35	3/8"	art.grass	PE - C-shape	1.600	2.485	30
Rosemary	GB	RMY	11,95	13,45	5/16"	art.grass	PE + PP	2.000	2.885	38
Green	GB	FGR	12,65	14,15	3/16"	art.grass	PE	1.650	2.860	13
Victory	GB	VIC	19,50	21,00	3/8"	art.grass	PE	3.200	4.085	52

\*\* : 2M rolls available : £0,50/m² surcharge



## NOTES

£

### CONDITIONS

- All prices are in Sterling/SQM and subject to alteration without notice.
- VAT is zero-rated.
- Prices are subject to change pending on sales conditions and transportation costs.
- See also our general sales conditions (see [www.lano.com](http://www.lano.com)).

### STANDARD LANO PAYMENT TERMS

All invoices are due within 60 days after date of invoice.

- 3.75% payment discount for settlement within 7 days order, by CHAPS electronic money transfer.
- 2.50% payment discount for settlement by the 20th of the month following date of invoice, preferably by electronic money transfer.
- Electronic money transfer:  
"CHAPS payment": Add swift code BNPA GB22 to the account number. Payment by 11.00 a.m. will result in a same day payment.  
"BACS payment" will routinely be turned around within 4 days.
- Details for payment are at the bottom of each invoice.

### TRANSPORT & DELIVERY

- All transport organised by Lano is handled under the rules of the latest Incoterms arrangement. Details can be found on the following website: [www.iccwbo.org/incoterms/id3045/index.html](http://www.iccwbo.org/incoterms/id3045/index.html).
- The relevant term will be shown in abbreviated form on our shipping documents.
- Consignees are reminded to state in writing any visual defects to the goods on the carriers' delivery note or Lano's CMR. Details on CMR: [www.unece.org/trans/conventn/cmr\\_e.pdf](http://www.unece.org/trans/conventn/cmr_e.pdf).
- Transport surcharge:  
-Rugs : + £25 for orders less than £150  
- Broadloom :: +£25 for cutlength orders less than 2,50 lin M , 4 and 5m wide

### CLAIMS

- All queries/claims must be made in mailing to LANO within 10 working days from the date of LANO's invoice date or dispatch date of goods.
- For mail and fax coordinates: details below.

### MISCELLANEOUS

- For detailed information check sampling material and specification sheets.
- The 500 cm width may not always be made in all colours and backings stated; when 2 different backings are stated they may not always be made in all colours.
- 400 & 500 cm wide material is produced from different creels. Even within the same colour number matching is not guaranteed.
- Our customers are requested to inform their customers of the inherent properties of products under consideration at the point of sale.

### RETURNS

- Lano does not take back any supplied cuts, when due to mistake in orders received.
- Lano will only take back rolls under following conditions:  
- Fully intact and undamaged, in original packaging  
-The product is a standard stocking item, and not produced made-to-order based on specific characteristics requested by customer  
-Charge of 30% + return transport cost  
-After written acceptance from the customer on the value to credit and transport cost at charge from customer

### For more information please contact us :

#### Sales : +32 5665 4270

Deborah: [deborah.allemeersch@lano.be](mailto:deborah.allemeersch@lano.be) free nr: 0800 345 7015  
Eddie: [eddie.terras@lano.be](mailto:eddie.terras@lano.be) free nr: 0800 345 7013  
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## David Guyan

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**From:** HUGHES Peter [[peter.hughes@lano.be](mailto:peter.hughes@lano.be)]  
**Sent:** 07 June 2016 14:01  
**To:** David Guyan  
**Subject:** Re: New price list attached

Hi Dave

As per the phone call 10% discount only applies to the section wool, nylon, bamboo The other sections poly prop, Wilton grass are nett.

Any special prices (the ridge for example) remains as before

Hope this is clear

Kind regards

Peter Hughes

> On 7 Jun 2016, at 11:20, David Guyan <[davidguyan@mr-carpet.co.uk](mailto:davidguyan@mr-carpet.co.uk)> wrote:

>

> Pete

> For the purpose of clarity are you saying that we will get 10% off ALL  
> prices on this price list with immediate effect but all net roll  
> prices quoted remain as before including the project price for The  
Ridge?

> Just want to confirm I have understood correctly.

> David

>

>

> "Getting under peoples feet

> since 1983"

> Head Office

> Unit 32 Stadium Studios

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> London, SW17 0BA

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> F: 020 8947 5432

>

>

> -----Original Message-----

> From: HUGHES Peter [<mailto:peter.hughes@lano.be>]

> Sent: 07 June 2016 10:58

> To: david Guyan Mr carpet

> Subject: New price list attached

>

>

> Hi David,

>

> Please see attached a new price list, Lano want to put some distance  
> in terms of prices between those who support us and those who just