

PRICES VALID FOR ORDERS AS FROM 1/1/2017, TILL FURTHER NOTICE

UK PREMIER CUSTOMER PRICE LIST

Quality	Backing	Code	Prices		width (±cm)	Structure	Composition	Pile Weight ± g/m²	Total Weight ± g/m²	
			Rolls £/m²	Cuts £/m²						
PP-RANGES										
Divine NEW	SB	DIV	9,50	11,50	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
Fairfield Stripe	SB	FAC	6,54	7,99	400	1/10"	twist	PP LANOSET	1.200	2.170
Fascination	SB	FAS	7,49	8,99	400 / 500	1/10"	twist	ECCELENA	1.365	2.340
Heathertwist Elite	SB	HRE	7,49	8,99	400 / 500	1/8"	twist	PP LANOSET	1.695	2.720
Heathertwist Supreme	SB	HRS	6,72	7,99	400 / 500	1/8"	twist	PP LANOSET	1.360	2.390
Imagination	SB	IMG	7,49	8,99	400/500	1/10"	saxony	ECCELENA	1.360	2.360
Intrigue	SB	INT	8,36	10,50	400	1/5"	saxony	PP LANOSET	2.680	3.800
Oblique Superior	SB	OBS	7,99	9,99	400/500	1/8"	saxony	ECCELENA	1.990	3.020
Oblique Ultimate	SB	OBU	9,50	11,50	400/500	1/8"	saxony	ECCELENA	2.585	3.610
Startwist Elite	SB	SRE	7,49	8,99	400 / 500	1/8"	twist	PP LANOSET	1.695	2.720
Startwist Supreme	SB	SRS	6,72	7,99	400 / 500	1/8"	twist	PP LANOSET	1.360	2.390
Treasure Elite NEW	SB	TSE	7,49	8,99	400 / 500	1/8"	twist	ECCELENA SILK	1.685	2.710
Treasure Superior NEW	SB	TSS	8,36	9,99	400 / 500	1/8"	saxony	ECCELENA SILK	1.990	3.010
Forum	IB	FRM	7,99	8,99	400	1/8"	twist	PP LANOSET	1.000	2.470
Scala Classic	IB	SCA	9,95	11,95	400	1/10"	cut pile	PP LANOSET	1.160	2.810
Scala Plain	IB	SCU	9,95	11,95	400	1/10"	cut pile	PP LANOSET	1.160	2.810

NYLON/WOOL/BAMBOO

Bamboo Luxe	KT	BAA	18,95	22,50	400 / 500	1/10"	saxony	40% Bamboo-60% PA 6.6 spun	1.300	2.460
Bamboo Weave	KT	BAB	17,25	20,75	400	1/10"	level loop	40% Bamboo-60% PA 6.6 spun	980	2.140
Bamboo	KT	BAM	13,25	15,75	400	1/10"	cut pile	40% Bamboo-60% PA 6.6 spun	870	2.010
Jaudon	◻ Woven	JBZ	25,95	30,95	390		wilton	Woolblend (80% W - 20% PA)	1.210	1.870
Oasis	SB	OAS	15,50	18,50	400 / 500	1/4"	berber loop	100% NZ wool	1.030	2.310
Pearl	SB	PEA	23,95	27,95	400	3/16"	shag	PA 6.6	2.310	3.470
Satine	KT	SAT	16,95	19,95	400 / 500	1/10"	saxony	PA 6.6	1.470	2.630
Silken Grace	KT	SIL	20,75	23,95	400 / 500	1/10"	saxony	PA 6.6	1.705	2.870
Smaragd	KT	SMK	15,50	18,50	400 / 500	5/64"	cut pile	PA 6.6	900	2.060
Sphere	SB	SPH	13,50	15,95	400	3/16"	shag	PA 6	1.600	2.760
Mayfair velvet	SB	MFV	25,50	29,50	400 / 500	1/10"	saxony	100% NZ wool	1.365	2.550
Mayfair velvet supreme	SB	MFS	31,50	35,95	400 / 500	1/10"	saxony	100% NZ wool	1.890	3.080
Mirage	SB	MIS	15,95	18,95	400/500	9/64"	berber loop	100% NZ wool	1.160	2.430
Zen	SB	ZEN	12,95	15,50	400	1/10"	cut pile	PA 6.6	1.000	2.160

WILTONS

Venice	◻ Woven	27Z	15,54	17,93	400		wilton	PP LANOSET	1.770	2.960
Sumatra	◻ Woven	SUZ	12,55	14,34	400		wilton	PP LANOSET	1.970	2.770

LANDSCAPING EASY LAWN

			Rolls 2m & 4m	Cuts 4m					Pile height / mm	
Botanic	GB	BOT	5,25	6,75	5/8"	art.grass	PE + PP	890	1.525	35
Aster	GB	AST	6,50	8,00	5/8"	art.grass	PE + PP - C-Shape	950	1.585	34
Verbena	GB	VER	6,95	8,45	5/16"	art.grass	PE	1.160	2.045	30
Lovage	GB	LOG	7,25	8,75	5/16"	art.grass	PE	1.100	1.985	30
Primrose	GB	PRR	6,95	8,45	3/8"	art.grass	PE - C-Shape	1.200	2.085	30
Sage	GB	SAG	7,75	9,25	5/8"	art.grass	PE + PP	1.350	2.235	35
Tangerine	GB	TAG	9,15	10,65	3/8"	art.grass	PE + PP	1.600	2.485	35
Marigold	GB	MGR	10,50	12,00	3/8"	art.grass	PE - C-shape	1.600	2.485	30
Rosemary	GB	RMY	10,50	12,00	5/16"	art.grass	PE + PP	2.000	2.885	38
Green	GB	FGR	13,50	15,00	3/16"	art.grass	PE	1.650	2.860	13
Victory	GB	VIC	16,50	18,00	3/8"	art.grass	PE	3.200	4.085	52

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).

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.
- 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.
- 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

Eddie:	eddie.terras@lano.be	free nr: 0800 345 7013
Magda:	magda.monteyne@lano.be	free nr: 0800 345 7012
Véronique:	veronique.daem@lano.be	free nr: 0800 345 7016
Gina:	gina.dewaele@lano.be	free nr: 0800 345 7013
Stephanie:	stephanie.herremans@lano.be	free nr: 0800 345 7017

Lano Carpets, Venetielaan 33, B-8530 Stasegem-Belgium

Fax: +32 5665 4279 E-mail: sales.uk@lano.be Web: www.lano.com

David Guyan

From: HUGHES Peter [peter.hughes@lano.be]
Sent: 20 July 2017 19:32
To: David Guyan
Subject: Re: Spec sheet request

Hi Dave

Prices for new bamboo qualities are as below

These prices are net prices and don't fall under the less 10%

However if you get the chance to put these forward for some nice contacts we can always try to twist Birgers arm

Bamboo velvet
Cuts £20.95 Sqm
Rolls £17.95 Sqm

Bamboo touch
Cuts £29.95 Sqm
Rolls £26.95 Sqm

Thanks for putting the books out, I'm sure your will do well.
They are not in many shops in london (that's why there are not in the price list)

Also, when you get round to it

The mirage is

Cuts £18.95 Sqm

= 17.05 net

Rolls 15.95 Sqm

= 14.35 net

These prices do get a 10% discount

Thanks for your support

Kind regards

Peter Hughes

On 19 Jul 2017, at 12:04, David Guyan <davidguyan@mr-carpet.co.uk> wrote:

Peter

I am just sorting out the Bamboo samples to send to the shops but I don't have a price for Bamboo Touch & Velvet.

Could you let me have the cut & roll prices please and I think they are less 10%?

DG

<image001.gif>

"Getting under peoples feet"

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