

Jan-21

PRICES VALID FOR ORDERS AS FROM 06/01/2021, TILL FURTHER NOTICE

UK PREMIER CUSTOMER PRICE LIST

| Quality                               | Backing | Code | Prices        |              | width (±cm) | Structure | Composition | Pile Weight | Total Weight |
|---------------------------------------|---------|------|---------------|--------------|-------------|-----------|-------------|-------------|--------------|
|                                       |         |      | Rolls<br>£/m² | Cuts<br>£/m² |             |           |             |             |              |
| <b>ESSENZ</b><br>CARPETS MADE TO LAST |         |      |               |              |             |           |             |             |              |
| <b>ESSENZ</b>                         |         |      |               |              |             |           |             |             |              |
| Fairfield Supreme                     | SB      | FAI  | 6.85          | 8.35         | 400 / 500   | 1/10"     | twist       | PP LANOSET  | 1,200 2,170  |
| Fairfield Stripe                      | SB      | FAC  | 6.85          | 8.35         | 400         | 1/10"     | twist       | PP LANOSET  | 1,200 2,170  |
| Heathertwist Elite                    | SB      | HRE  | 8.15          | 9.65         | 400 / 500   | 1/8"      | twist       | PP LANOSET  | 1,695 2,720  |
| Heathertwist Supreme                  | SB      | HRS  | 6.99          | 8.50         | 400 / 500   | 1/8"      | twist       | PP LANOSET  | 1,360 2,390  |
| Startwist Elite                       | SB      | SRE  | 8.15          | 9.65         | 400 / 500   | 1/8"      | twist       | PP LANOSET  | 1,695 2,720  |
| Startwist Supreme                     | SB      | SRS  | 6.99          | 8.50         | 400 / 500   | 1/8"      | twist       | PP LANOSET  | 1,360 2,390  |

NET - NO DISCOUNT.

**TOUCH  
DOWN**  
The softest landing

TOUCHDOWN COLLECTION

|                      |     |     |       |       |           |       |          |               |             |
|----------------------|-----|-----|-------|-------|-----------|-------|----------|---------------|-------------|
| Fairfield Silk       | SB  | FFS | 7.25  | 9.25  | 400 / 500 | 1/10" | twist    | ECCELENA SILK | 1,440 2,450 |
| Fairfield Silk Elite | SB  | FSE | 8.75  | 10.75 | 400 / 500 | 1/10" | twist    | ECCELENA SILK | 1,870 2,860 |
| Fascination          | SB  | FSC | 7.50  | 9.25  | 400 / 500 | 1/10" | twist    | ECCELENA      | 1,365 2,340 |
| Montreal             | SMB | MTR | 7.35  | 8.99  | 400 / 500 | 1/8"  | twist    | PP            | 1,800 2,650 |
| Serenade             | SMB | SRA | 7.55  | 9.55  | 400 / 500 | 1/8"  | saxony   | PP            | 2,040 2,890 |
| Serenade Rustique    | SMB | SRU | 7.55  | 9.55  | 400 / 500 | 1/8"  | saxony   | PP            | 2,040 2,890 |
| Serenade Superb      | SMB | SSB | 10.30 | 12.25 | 400 / 500 | 1/8"  | saxony   | ECCELENA SILK | 2,800 3,770 |
| Soft Distinction     | SB  | SDI | 8.50  | 10.50 | 400 / 500 | 1/10" | cut pile | PP            | 1,760 2,730 |
| Sweet Elegance       | SB  | SWE | 8.99  | 10.99 | 400 / 500 | 1/8"  | cut pile | PP            | 2,190 3,160 |

NET - NO DISCOUNT.

SOFT CONTRACT

|               |    |      |       |       |     |       |          |            |             |
|---------------|----|------|-------|-------|-----|-------|----------|------------|-------------|
| Scala Twist   | IF | SCI  | 8.25  | 9.85  | 400 | 1/8"  | twist    | PP LANOSET | 1,200 TBC   |
| Scala classic | IB | LSCB | 10.35 | 12.30 | 400 | 1/10" | cut pile | PP LANOSET | 1,160 2,810 |
| Scala style   | IB | LSCY | 10.35 | 12.30 | 400 | 1/10" | cut pile | PP LANOSET | 1,160 2,810 |

**X**

A touch of luxury.

NYLON/WOOL/BAMBOO

|                |    |     |       |       |           |       |             |                   |             |
|----------------|----|-----|-------|-------|-----------|-------|-------------|-------------------|-------------|
| Bamboo Touch   | KT | BAT | 36.15 | 40.95 | 400 / 500 | 5/64" | Saxony      | 40% Bamboo-60% PA | 1,870 3,130 |
| Evita          | SB | EVI | 19.50 | 21.90 | 400 / 500 | 5/64" | cut pile    | PA                | 1,800 2,600 |
| Oasis          | SB | OAS | 17.50 | 20.80 | 400 / 500 | 1/4"  | berber loop | 100% NZ wool      | 1,030 2,310 |
| Pearl          | SB | PEA | 29.90 | 34.70 | 400       | 3/16" | shag        | PA 6.6            | 2,310 3,470 |
| Pleasure       | KT | PLE | 26.20 | 31.20 | 400 / 500 | 5/64" | saxony      | PA 6.6            | 1,870 3,090 |
| Satine         | KT | SAT | 21.25 | 24.75 | 400 / 500 | 1/10" | saxony      | PA 6.6            | 1,470 2,630 |
| Serenity       | KT | SER | 18.65 | 22.45 | 400/500   | 1/10" | saxony      | PA 6              | 2,200 3,270 |
| Mayfair velvet | SB | MFV | 29.80 | 34.30 | 400 / 500 | 1/10" | saxony      | 100% NZ wool      | 1,365 2,550 |
| Mirage         | SB | MIS | 18.90 | 22.45 | 400/500   | 9/64" | berber loop | 100% NZ wool      | 1,160 2,430 |
| Zen            | SB | ZEN | 16.75 | 19.85 | 400       | 1/10" | cut pile    | PA 6.6            | 1,000 2,160 |

20% OFF CUTS & ROLLS.

20% off CUTS + ROLLS.

Jan-21

PRICES VALID FOR ORDERS AS FROM 01/01/2021, UNTIL FURTHER NOTICE

## UK SMARTSTRAND CUSTOMER PRICE LIST

| Quality                 | Backing | Code | Prices                     |                           | width (±cm) | Structure | Composition           | Pile Weight<br>± g/m <sup>2</sup> | Total Weight<br>± g/m <sup>2</sup> |
|-------------------------|---------|------|----------------------------|---------------------------|-------------|-----------|-----------------------|-----------------------------------|------------------------------------|
|                         |         |      | Rolls<br>£ /m <sup>2</sup> | Cuts<br>£ /m <sup>2</sup> |             |           |                       |                                   |                                    |
| <b>SMARTSTRAND</b>      |         |      |                            |                           |             |           |                       |                                   |                                    |
| Beauty                  | SB      | UAO  | 28.65                      | 33.25                     | 400         | 1/10"     | saxony 100% triexta   | 2,543                             | 3,520                              |
| Bella Donna             | KT      | UMK  | 24.05                      | 28.65                     | 400 / 500   | 1/10"     | velvet 100% triexta   | 1,850                             | 3,060                              |
| Freedom / Lounge        | SB      | UEO  | 19.45                      | 22.90                     | 400 / 500   | 1/10"     | twist 100% triexta    | 1,490                             | 2,480                              |
| Gentle Bliss            | KT      | UNK  | 24.05                      | 28.65                     | 400 / 500   | 1/10"     | saxony 100% triexta   | 1,850                             | 3,070                              |
| Soft Reflection         | SB      | UQO  | 20.10                      | 23.50                     | 400         | 1/5"      | saxony 100% triexta   | 1,700                             | 2,660                              |
| Super Freedom           | SB      | UHO  | 23.60                      | 27.55                     | 400 / 500   | 1/10"     | twist 100% triexta    | 1,860                             | 2,850                              |
| Boheme                  | SB      | UYO  | 25.20                      | 29.85                     | 400 / 500   | 1/8"      | cut pile 100% triexta | 2,200                             | 3,170                              |
| Celeste                 | SB      | URO  | 26.35                      | 30.95                     | 400 / 500   | 5/64"     | saxony 100% triexta   | 1,815                             | 2,790                              |
| Dream / Velvet Dream    | SB      | UIO  | 19.45                      | 22.90                     | 400 / 500   | 1/10"     | velvet 100% triexta   | 1,300                             | 2,290                              |
| Incasa                  | SMB     | UVO  | 15.95                      | 19.50                     | 400 / 500   | 1/8"      | twist 100% triexta    | 1,395                             | 2,360                              |
| Lior                    | SB      | USO  | 21.80                      | 26.40                     | 400 / 500   | 5/64"     | velvet 100% triexta   | 1,410                             | 2,380                              |
| Loft Life Pure          | SB      | UU1  | 20.65                      | 25.20                     | 400         | 1/10"     | cut loop 100% triexta | 1,280                             | 2,250                              |
| Loft Life Sweet         | SB      | UU2  | 20.65                      | 25.20                     | 400         | 1/10"     | cut loop 100% triexta | 1,280                             | 2,250                              |
| Loft Life Grand         | SB      | UU3  | 20.65                      | 25.20                     | 400         | 1/10"     | cut loop 100% triexta | 1,280                             | 2,250                              |
| Patina                  | SMB     | UTO  | 14.90                      | 18.35                     | 400 / 500   | 1/10"     | twist 100% triexta    | 1,235                             | 2,200                              |
| Romance                 | SB      | YHO  | 23.60                      | 27.55                     | 400 / 500   | 1/10"     | twist 100% triexta    | 1,860                             | 2,850                              |
| <b>Non-UK Qualities</b> |         |      |                            |                           |             |           |                       |                                   |                                    |
| Moon                    | SB      | UXO  | 20.10                      | 24.65                     | 400 / 500   | 1/4"      | loop 100% triexta     | 1,540                             | 2,620                              |
| Valentine               | SB      | UWO  | 17.20                      | 20.65                     | 400 / 500   | 1/10"     | twist 100% triexta    | 1,375                             | 2,340                              |


**SmartStrand**  
FOREVER CLEAN™

NET NO DISCOUNT.

January 2021

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UK PREMIER CUSTOMER PRICE LIST

| Quality   | Backing | Code | Prices                     |                           | width (±cm) | Structure | Composition               | Pile Weight | Total Weight | Pile height / mm |
|---|---------|------|----------------------------|---------------------------|-------------|-----------|---------------------------|-------------|--------------|------------------|
|   |         |      | Rolls<br>£ /m <sup>2</sup> | Cuts<br>£ /m <sup>2</sup> |             |           |                           |             |              |                  |
|  |         |      |                            |                           |             |           |                           |             |              |                  |
| LANDSCAPING STAR LAWN   |         |      | Rolls<br>2m & 4m           | Cuts                      |             |           |                           |             |              |                  |
| Iris  | GB      | IRI  | 3.95                       | -                         | 200/400     | 3/8"      | art.grass 65% PE - 35% PP | 450         | 1,195        | 18               |
| Camellia  | GB      | CAM  | 4.50                       | 6.00                      | Green12345  | 5/16"     | art.grass 55% PE - 45% PP | 595         | 1,245        | 15               |
| Musa  | GB      | MUS  | 5.00                       | -                         | 200/400     | 5/16"     | art.grass 65% PE - 35% PP | 720         | 1,465        | 15               |
| Faye  | GB      | FAY  | 5.00                       | -                         | 200/400     | 5/16"     | art.grass 65% PE - 35% PP | 720         | 1,465        | 15               |
| Talia   | GB      | TAL  | 4.90                       | -                         | 200/400     | 3/8"      | art.grass 65% PE - 35% PP | 750         | 1,495        | 28               |
| Verdino   | GB      | VRD  | 6.15                       | -                         | 200/400     | 5/16"     | art.grass 100% PE         | 735         | 1,480        | 13               |
|   |         |      |                            |                           |             |           |                           |             |              |                  |
| LANDSCAPING EASY LAWN   |         |      | Rolls<br>2m & 4m           | Cuts                      |             |           |                           |             |              |                  |
| Botanic   | GB      | BOT  | 6.00                       | 7.50                      | 200/400     | 5/8"      | art.grass 70% PE - 30% PP | 890         | 1,525        | 35               |
| Castor  | GB      | CST  | 7.15                       | 8.65                      | Green12345  | 3/8"      | art.grass 70% PE - 30% PP | 1,100       | 1,985        | 30               |
| Poppy   | GB      | POP  | 7.25                       | 8.75                      | 200/400     | 3/8"      | art.grass 65% PE - 35% PP | 1,200       | 2,045        | 35               |
| Violet  | GB      | VIO  | 7.85                       | 9.35                      | 200/400     | 5/16"     | art.grass 65% PE - 35% PP | 1,350       | 2,085        | 30               |
| Anica   | GB      | ANC  | 7.85                       | 9.35                      | 200/400     | 5/16"     | art.grass 55% PE 45% PP   | 1,200       | 2,185        | 30               |
| Verbena   | GB      | VER  | 7.60                       | 9.10                      | 200/400     | 5/16"     | art.grass 100% PE         | 1,160       | 2,235        | 30               |
| Polaris   | GB      | POL  | 8.35                       | 9.85                      | 200/400     | 5/8"      | art.grass 70% PE - 30% PP | 1,400       | 2,235        | 40               |
| Sage  | GB      | SAG  | 8.60                       | 10.10                     | 200/400     | 5/8"      | art.grass 65% PE - 35% PP | 1,350       | 2,285        | 35               |
| Tangerine   | GB      | TAG  | 9.15                       | 10.65                     | 200/400     | 3/8"      | art.grass 70% PE - 30% PP | 1,600       | 2,485        | 35               |
| Mira  | GB      | MRA  | 9.50                       | 11.00                     | 200/400     | 3/8"      | art.grass 70% PE - 30% PP | 1,750       | 2,635        | 40               |
| Play  | GB      | PLY  | 9.75                       | 11.25                     | 200/400     | 3/16"     | art.grass 100% PE         | 1,150       | 2,635        | 13               |
| Daisy   | GB      | DAI  | 9.25                       | 10.75                     | 200/400     | 3/8"      | art.grass 65% PE 35% PP   | 1,750       | 2,885        | 38               |
| Rosemary  | GB      | RMY  | 10.50                      | 12.00                     | Green12345  | 5/16"     | art.grass 55% PE - 45% PP | 2,000       | 2,885        | 38               |
| Valeria   | GB      | VAL  | 10.50                      | 12.00                     | 200/400     | 5/16"     | art.grass 65% PE 35% PP   | 2,000       | 2,360        | 38               |
|   |         |      |                            |                           |             |           |                           |             |              |                  |
| LANDSCAPING PRO LAWN COLLECTION   |         |      | Rolls 2m                   | Cuts                      |             |           |                           |             |              |                  |
| Multi Lane  | GB      | MLA  | 8.25                       | 9.75                      |             | 5/8"      | art.grass 70% PE 30% PP   | 1,450       | 2,335        | 40               |
| Multi Lane Luxe   | GB      | MLU  | 9.25                       | 10.75                     |             | 5/8"      | art.grass 70% PE 30% PP   | 1,800       | 2,685        | 40               |
|   |         |      |                            |                           |             |           |                           |             |              |                  |
|   |         |      | Rolls 2m & 4m              | Cuts                      |             |           |                           |             |              |                  |
| Wilder  | GB      | WIL  | 8.15                       | 9.65                      | 200/400     | 5/8"      | art.grass 60% PE - 40% PP | 1,400       | 2,285        | 45               |
| Vinca   | GB      | VIN  | 8.25                       | 9.75                      | Green12345  | 5/16"     | art.grass 65% PE 35% PP   | 1,450       | 2,335        | 30               |
| Linden  | GB      | LIN  | 9.25                       | 10.75                     | 200/400     | 5/16"     | art.grass 65% PE 35% PP   | 1,750       | 2,635        | 35               |
| Sirius  | GB      | SIR  | 10.50                      | 12.00                     | 200/400     | 3/8"      | art.grass 70% PE - 30% PP | 2,000       | 2,885        | 45               |
| Green   | GB      | FGR  | 13.50                      | 15.00                     | 200/400     | 3/16"     | art.grass 100% PE         | 1,650       | 3,885        | 13               |
| Florence  | GB      | FLO  | 15.00                      | 16.50                     | 200/400     | 5/16"     | art.grass 100% PE         | 3,000       | 2,860        | 40               |



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All prices unless otherwise agreed and confirmed in writing are nett and not subject to any further discounts.  
All prices are in sterling/SQM and subject to alteration without further 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)).

3.75% payment discount for settlement within 7 days order, by CHAPS electronic money transfer.  
"BACS payment" will routinely be turned around within 4 days.  
Details for payment are at the bottom of each invoice.

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

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.

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.

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

eddie.terras@lano.be  
joke.huysentruyt@lano.be  
veronique.daem@lano.be  
elien.derycke@lano.be  
lotte.de.craemere@lano.be  
stephanie.herremans@lano.be

free nr: 0800 345 7014  
free nr: 0800 345 7012  
free nr: 0800 345 7015  
free nr: 0800 345 7016  
free nr: 0800 345 7013  
free nr: 0800 345 7017