

jan/19

PRICES VALID FOR ORDERS AS FROM 01/01/2019, TILL FURTHER NOTICE

**UK PREMIER CUSTOMER PRICE LIST**

| Quality                                | Backing | Code | Prices                       |                           | width (±cm) | Structure | Composition  | Pile Weight       | Total Weight                |       |
|----------------------------------------|---------|------|------------------------------|---------------------------|-------------|-----------|--------------|-------------------|-----------------------------|-------|
|                                        |         |      | Rolls<br>£ /m <sup>2</sup>   | Cuts<br>£ /m <sup>2</sup> |             |           |              |                   |                             |       |
| <b>ESSENZ</b>                          |         |      |                              |                           |             |           |              |                   |                             |       |
| 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 |
| Heathertwist Elite                     | SB      | HRE  | 7,75                         | 9,35                      | 400 / 500   | 1/8"      | twist        | PP LANOSET        | 1.695                       | 2.720 |
| Heathertwist Supreme                   | SB      | HRS  | 6,75                         | 7,99                      | 400 / 500   | 1/8"      | twist        | PP LANOSET        | 1.360                       | 2.390 |
| Startwist Elite                        | SB      | SRE  | 7,75                         | 9,35                      | 400 / 500   | 1/8"      | twist        | PP LANOSET        | 1.695                       | 2.720 |
| Startwist Supreme                      | SB      | SRS  | 6,75                         | 7,99                      | 400 / 500   | 1/8"      | twist        | PP LANOSET        | 1.360                       | 2.390 |
| <b>TOUCHDOWN COLLECTION</b>            |         |      |                              |                           |             |           |              |                   |                             |       |
| Fairfield Heaven                       | SMB     | FSH  | 9,50                         | 10,99                     | 400 / 500   | 1/10"     | twist        | ECCELENA SILK     | 2.230                       | 3.200 |
| Fairfield Silk                         | SMB     | FSI  | 7,75                         | 9,35                      | 400 / 500   | 1/10"     | twist        | ECCELENA SILK     | 1.450                       | 2.420 |
| Fascination                            | SB      | FSC  | 7,49                         | 8,99                      | 400 / 500   | 1/10"     | twist        | ECCELENA          | 1.365                       | 2.340 |
| Serenade Superb                        | SMB     | SSB  | 9,50                         | 11,50                     | 400 / 500   | 1/8"      | saxony       | ECCELENA SILK     | 2.800                       | 3.770 |
| Treasure Elite                         | SB      | TSE  | 7,75                         | 9,35                      | 400 / 500   | 1/8"      | twist        | ECCELENA SILK     | 1.685                       | 2.710 |
| Treasure Superior                      | SB      | TSS  | 8,50                         | 10,20                     | 400 / 500   | 1/8"      | saxony       | ECCELENA SILK     | 1.990                       | 3.010 |
| <b>HALCYON COLLECTION</b>              |         |      |                              |                           |             |           |              |                   |                             |       |
| Cashmere                               | SMB     | CSH  | 8,50                         | 9,99                      | 400 / 500   | 5/64"     | velvet       | HALCYON           | 1.200                       | 2.170 |
| Cashmere Luxe                          | SMB     | CSL  | 10,75                        | 12,99                     | 400 / 500   | 5/64"     | velvet       | HALCYON           | 1.720                       | 2.690 |
| Pashmina                               | SMB     | PAS  | 8,95                         | 10,75                     | 400 / 500   | 1/10"     | saxony       | HALCYON           | 1.760                       | 2.740 |
| Pashmina Luxe                          | SMB     | PAL  | 10,75                        | 12,99                     | 400 / 500   | 1/10"     | saxony       | HALCYON           | 2.200                       | 3.180 |
| <b>SOFT CONTRACT</b>                   |         |      |                              |                           |             |           |              |                   |                             |       |
| Scala Twist                            | IF      | SCI  | 7,95                         | 9,50                      | 400         | 1/8"      | twist        | PP LANOSET        | 1.200                       | TBC   |
| 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 |
| <b>NYLON/WOOL/BAMBOO</b>               |         |      |                              |                           |             |           |              |                   |                             |       |
| Bamboo Luxe                            | KT      | BAA  | 19,95                        | 23,70                     | 400 / 500   | 1/10"     | saxony       | 40% Bamboo-60% PA | 1.300                       | 2.460 |
| Bamboo Touch                           | KT      | BAT  | 31,50                        | 35,75                     | 400 / 500   | 5/64"     | Saxony       | 40% Bamboo-60% PA | 1.870                       | 3.130 |
| Bamboo Velvet                          | KT      | BVE  | 21,00                        | 24,15                     | 400 / 500   | 5/64"     | Saxony       | 40% Bamboo-60% PA | 1.125                       | 2.390 |
| Oasis                                  | SB      | OAS  | 15,50                        | 18,50                     | 400 / 500   | 1/4"      | berber loop  | 100% NZ wool      | 1.030                       | 2.310 |
| Pearl                                  | SB      | PEA  | 26,60                        | 30,85                     | 400         | 3/16"     | shag         | PA 6.6            | 2.310                       | 3.470 |
| Pleasure                               | KT      | PLE  | 23,30                        | 27,75                     | 400 / 500   | 5/64"     | saxony       | PA 6.6            | 1.870                       | 3.090 |
| Satine                                 | KT      | SAT  | 17,85                        | 21,00                     | 400 / 500   | 1/10"     | saxony       | PA 6.6            | 1.470                       | 2.630 |
| Serenity                               | KT      | SER  | 16,60                        | 19,95                     | 400/500     | 1/10"     | saxony       | PA 6              | 2.200                       | 3.270 |
| Mayfair velvet                         | SB      | MFV  | 26,50                        | 30,50                     | 400 / 500   | 1/10"     | saxony       | 100% NZ wool      | 1.365                       | 2.550 |
| Mirage                                 | SB      | MIS  | 16,80                        | 19,95                     | 400/500     | 9/64"     | berber loop  | 100% NZ wool      | 1.160                       | 2.430 |
| Zen                                    | SB      | ZEN  | 14,00                        | 16,75                     | 400         | 1/10"     | cut pile     | PA 6.6            | 1.000                       | 2.160 |
| <b>SMARTSTRAND</b>                     |         |      |                              |                           |             |           |              |                   |                             |       |
| Beauty                                 | SB      | UAO  | 24,95                        | 28,95                     | 400         | 1/10"     | saxony       | 100% triexta      | 2.543                       | 3.520 |
| Bella Donna                            | KT      | UMK  | 20,95                        | 24,95                     | 400 / 500   | 1/10"     | velvet       | 100% triexta      | 1.850                       | 3.060 |
| Freedom                                | SB      | UEO  | 16,95                        | 19,95                     | 400 / 500   | 1/10"     | twist        | 100% triexta      | 1.490                       | 2.480 |
| Gentle Bliss                           | KT      | UNK  | 20,95                        | 24,95                     | 400 / 500   | 1/10"     | saxony       | 100% triexta      | 1.850                       | 3.070 |
| Soft Reflection                        | SB      | UQO  | 17,50                        | 20,50                     | 400         | 1/5"      | saxony       | 100% triexta      | 1.700                       | 2.660 |
| Super Freedom                          | SB      | UHO  | 20,50                        | 23,95                     | 400 / 500   | 1/10"     | twist        | 100% triexta      | 1.860                       | 2.850 |
| Velvet Dream                           | SB      | ZIO  | 16,95                        | 19,95                     | 400 / 500   | 1/10"     | velvet       | 100% triexta      | 1.300                       | 2.290 |
| <b>WILTONS</b>                         |         |      |                              |                           |             |           |              |                   |                             |       |
| Venice Tartan                          | = Woven | 27Z  | 15,54                        | 17,93                     | 400         |           | wilton       | PP LANOSET        | 1.770                       | 2.960 |
| <b>LANDSCAPING EASY LAWN</b>           |         |      |                              |                           |             |           |              |                   |                             |       |
|                                        |         |      | <b>Rolls<br/>2m &amp; 4m</b> | <b>Cuts<br/>4m</b>        |             |           |              |                   | <b>Pile height /<br/>mm</b> |       |
| Botanic                                | GB      | BOT  | 5,85                         | 7,35                      | 5/8"        | art.grass | PE + PP      | 890               | 1.525                       | 35    |
| Verbena                                | GB      | VER  | 7,60                         | 9,10                      | 5/16"       | art.grass | PE           | 1.160             | 2.045                       | 30    |
| Primrose                               | GB      | PRR  | 7,60                         | 9,10                      | 3/8"        | art.grass | PE - C-Shape | 1.200             | 2.085                       | 30    |
| Anica                                  | GB      | ANC  | 7,85                         | 9,35                      | 5/16"       | art.grass | PE + PP      | 1.200             | 2.085                       | 30    |
| Sage                                   | GB      | SAG  | 8,60                         | 10,10                     | 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    |
| Rosemary                               | GB      | RMY  | 10,50                        | 12,00                     | 5/16"       | art.grass | PE + PP      | 2.000             | 2.885                       | 38    |
| Valeria                                | GB      | VAL  | 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    |
| <b>LANDSCAPING PRO LAWN COLLECTION</b> |         |      |                              |                           |             |           |              |                   |                             |       |
|                                        |         |      | <b>Rolls 4m<br/>only</b>     | <b>Cuts<br/>4m</b>        |             |           |              |                   | <b>Pile height /<br/>mm</b> |       |
| Multi Lane                             | GB      | MLA  | 8,25                         | 9,75                      | 5/8"        | art.grass | PE + PP      | 1.450             | 2.335                       | 40    |
| Multi Lane Luxe                        | GB      | MLU  | 9,25                         | 10,75                     | 5/8"        | art.grass | PE + PP      | 1.800             | 2.685                       | 40    |
|                                        |         |      | <b>Rolls 2m<br/>&amp; 4m</b> | <b>cuts<br/>4m</b>        |             |           |              |                   | <b>Pile height /<br/>mm</b> |       |
| Vinca                                  | GB      | VIN  | 8,25                         | 9,75                      | 5/16"       | art.grass | PE + PP      | 1.450             | 2.335                       | 30    |
| Hedera                                 | GB      | HDR  | 10,25                        | 11,75                     | 3/8"        | art.grass | PE + PP      | 1.700             | 2.585                       | 38    |
| Sirius                                 | GB      | SIR  | 10,50                        | 12,00                     | 3/8"        | art.grass | PE + PP      | 2.000             | 2.885                       | 45    |
| Florence                               | GB      | FLO  | 15,00                        | 16,50                     | 5/16"       | art.grass | PE + PP      | 3.000             | 3.885                       | 40    |

## January 2019

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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)).

3.75% payment discount for settlement within 7 days order, by CHAPS electronic money transfer.

Fairfield Heaven

electronic money transfer.

Electronic money transfer:

Fairfield Silk

a same day payment.

"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

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