

**Lano**

Carpet Solutions

Sales Department  
UNITED KINGDOM  
IRELAND

Direct Line  
+32 56 65 42 70

Direct Fax  
+32 56 65 42 79

Account nr : 2301007

RECEIVED

12 DEC 2016

**MR. CARPET LTD  
32 STADIUM STUDIOS, RIVERSIDE ROAD**

**SW17 0BA LONDON  
UK**

Harelbeke, 7<sup>th</sup> December 2016

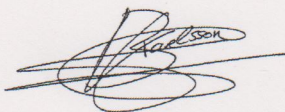
**Subject: Smartstrand Price list January 2017**

Dear customer,

Enclosed you will find an updated price list for our Smartstrand ranges. These are list prices valid as from 2017 Jan 1<sup>st</sup>.

Should you have further questions, do not hesitate to contact your agent or our sales desk.

Yours sincerely



Birger Karlsson  
Sales Director UK/ EIRE + BENELUX  
Office: +32 56 65 42 71  
Mobile: +32 474 954 251  
Fax: +32 56 65 42 79  
[birger.karlsson@lano.be](mailto:birger.karlsson@lano.be)

**Visit us: Hall 5, Stand B16**

14 - 17 January 2017 · Hannover · Germany



Encl: pricelist

Lano nv · Venetiëlaan 33 · B-8530 Harelbeke-Belgium · t +32 56 65 40 00 · f +32 56 65 40 09

VAT BE0405 425 356 · BNP Paribas London Acc. nr. 14965018 - Sort. cd. 40 63 84

IBAN: GB56 BNPA 4063 8414 9650 18 - BIC/SWIFT: BNPA GB22

[marketing@lano.be](mailto:marketing@lano.be) · [www.lano.com](http://www.lano.com)

# TRADE PRICE LIST UK


01/2017

# X

A touch of luxury.



  
SmartStrand  
Enjoy the good life

  
SmartStrand  
Enjoy the good life

*Sale*

# X

A touch of luxury.

## Stock Program Bespoke Rugs

Quality	Description	Width m	List Price €/m <sup>2</sup>		List Price €/m <sup>2</sup>	
			Rolls	Cuts	< 6 m <sup>2</sup>	≥ 6 m <sup>2</sup>
Beauty	100% SmartStrand® Triexta	4.00	£ 24.95	£ 28.95	£ 79.50	£ 73.50
Bella Donna	100% SmartStrand® Silk Triexta	4.00/5.00	£ 20.95	£ 24.95	£ 73.75	£ 68.25
Freedom	100% SmartStrand® Triexta	4.00/5.00	£ 16.95	£ 19.95	£ 68.25	£ 62.95
Gentle Bliss	100% SmartStrand® Silk Triexta	4.00/5.00	£ 20.95	£ 24.95	£ 73.75	£ 68.25
Soft Reflection	75% SmartStrand® Silk Triexta 25% PET Polyester	4.00	£ 17.50	£ 20.50	£ 68.75	£ 63.50
Super Freedom	100% SmartStrand® Triexta	4.00/5.00	£ 20.50	£ 23.95	£ 72.95	£ 67.50
Velvet Dream	100% SmartStrand® Triexta	4.00/5.00	£ 16.95	£ 19.95	£ 68.25	£ 62.95

### ADDITIONAL INFORMATION LUXURY RUGS

#### PURE

Luxury finish with folded edges and a non-slip moisture resistant underlay suitable for underfloor heating (recommended for high pile carpets only).



#### ELEGANCE

Luxury finish with a colourmatch ribbon and a non-slip moisture resistant underlay suitable for underfloor heating.



Prices are valid for rectangular rug sizes only. Maximum width/length is related to quality. Minimum order size is 2 sqm. Please contact Lano for free advice.



### Stock Program

Quality	Description	Width m	List Price £/m <sup>2</sup>	
			Rolls	Cuts
Gentle Essence	100% SmartStrand® Silk Triexta	4.00	£ 23.50	£ 27.95
Independence	100% SmartStrand® Triexta	4.00	£ 13.50	£ 15.95
Intelligent Style	100% SmartStrand® Triexta	4.00	£ 20.95	£ 24.50
In Tune	100% SmartStrand® Triexta	4.00/5.00	£ 15.50	£ 18.50
Luxury	100% SmartStrand® Triexta	4.00	£ 20.95	£ 24.50
Sheer Ecstasy	100% SmartStrand® Triexta	4.00	£ 24.95	£ 28.95
Splendour	100% SmartStrand® Triexta	4.00	£ 17.95	£ 20.95
Spirit	100% SmartStrand® Triexta	4.00	£ 11.50	£ 13.75

### SmartCushion.

### Underlay

Quality	Description	Dimensions (16.73 m <sup>2</sup> )	Price £/roll	
			1 roll >	9 roll >
SmartCushion™	100% PU (TOG Rating 2.8)	9.14 x 1.83	£ 67.92	£ 64.58

### Floorcare Essentials

Description	Units per case	Price per case Nett price
Carpet Care Kit	6	£ 66.66
Carpet Stain Remover	12	£ 48.72

FLOORCARE ESSENTIAL products are excluded from other list price discounts.

## 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 ([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).
- For broadloom orders < 2.50 running metre (in 4m and 5 m width), a nominal surcharge of £ 25,00 for transport and administration costs will be added on the invoice. For rug orders a nominal surcharge of £ 25,00 will be added for orders less than £ 150,00.

### CLAIMS

- All queries/claims must be made in writing 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 end users 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% + transport cost.
  - After written acceptance from the customer on the value to credit and transport cost at charge from customer.

### FOR MORE INFORMATION PLEASE CALL

Eddie:	0800 345 7014	Stephanie:	0800 345 7017
Gina:	0800 345 7013	Véronique:	0800 345 7016
Magda:	0800 345 7012		

Lano Carpets, Venetiëlaan 33, B-8530 Harelbeke-Belgium  
Fax: +32 5665 4279 E-mail: [sales.uk@lano.be](mailto:sales.uk@lano.be) Web: [www.lano.com](http://www.lano.com)