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MR. CARPET LTD
32 STADIUM STUDIOS, RIVERSIDE ROAD

SW17 0BA LONDON
UK

Harelbeke, 27th March 2015

LANO
CARPETS

SALES DEPARTMENT
UNITED KINGDOM & IRELAND

+32-56-

DIRECT PHONE 65 42 70

DIRECT FAX 65 42 79

Subject: April 2015 price list Smartstrand/Everstrand Collection

Dear customer,

We are extremely pleased to announce you our newest Trade List prices valid from April 1st onwards. Please take note of the collection changes and what will be considered as Stock Program versus Special Program (manufactured in the US, resulting in a 4 to 6 weeks lead time).

We also reworked the list prices of Beauty and Luxury, in order to offer these key selling products an improved price point and we have even more exciting news to announce.

One of the unique attributes of Smartstrand Carpet is its natural softness but not all carpets are sink-in-your-toes soft. If you are looking for a super soft carpet, Smartstrand Silk will exceed your expectations.

Within the Exclusive **Smartstrand Silk** portfolio, we have developed 2 brand new products that explain the Silk Story perfectly : **Gentle Bliss** (1,850gr twist saxony) and **Bella Donna** (1,850gr velvet) are both high rated for consumer satisfaction, cleanability and incredible durability, in combination with a luxurious soft touch. We will launch these ranges by end of April with some dedicated sampling and point of sale support!

We trust you appreciate our new efforts that should push the Smartstrand business forward. Should you have further questions do not hesitate to contact your local agent or our sales desk.

May we please ask you to place your orders directly with the sales desk:
deborah.allemeersch@lano.be or fax +32/56 654 279

Kind regards

Birger KARLSSON
Area Sales Director UK/EIRE/BENELUX

End: Price list

Check our new web site: www.lano.com

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TRADE PRICE LIST UK
EFFECTIVE FROM 04/2015

Don't just say
you're green,
prove it



everSTRAND

SmartStrand

SmartStrand

Silk



Stock Program

Quality Name	Description	WIDTH m	ROLL PRICE		CUT PRICE	
			yd ²	m ²	yd ²	m ²
Beauty	100% SmartStrand® Triexta	4.00	£19.60	£23.44	£22.94	£27.43
Freedom	100% SmartStrand® Triexta	4.00/5.00	£13.11	£15.88	£15.32	£18.32
Independence	100% SmartStrand® Triexta	4.00	£10.39	£12.42	£12.44	£14.88
Intelligent Style	100% SmartStrand® Triexta	4.00	£15.71	£18.79	£18.64	£22.29
In Tune	100% SmartStrand® Triexta	4.00/5.00	£12.28	£14.68	£14.57	£17.42
Luxury	100% SmartStrand® Triexta	4.00	£15.71	£18.79	£18.64	£22.29
Sheer Ecstasy	100% SmartStrand® Triexta	4.00	£19.60	£23.44	£22.94	£27.43
Splendour	100% SmartStrand® Triexta	4.00	£13.52	£16.18	£15.79	£18.89
Super Freedom	100% SmartStrand® Triexta	4.00/5.00	£15.62	£18.68	£18.19	£21.76
Vision /Cariva®	100% SmartStrand® Triexta	4.00	£8.41	£10.06	£10.45	£12.50
Velvet Dream	100% SmartStrand® Triexta	4.00/5.00	£14.01	£18.75	£16.28	£19.47

Special Order Program

Quality Name	Description	WIDTH m	ROLL PRICE		CUT PRICE	
			yd ²	m ²	yd ²	m ²
Bella Villetta	100% SmartStrand® Triexta	3.66	£17.66	£21.12	£20.84	£24.93
Cascade Forest	100% SmartStrand® Triexta	3.66	£12.25	£14.65	£14.95	£17.88
Dramatic Flair	100% SmartStrand® Triexta	3.66	£12.25	£14.65	£14.95	£17.88
Fashion Knowledge	100% SmartStrand® Triexta	3.66	£13.18	£15.76	£15.92	£19.01
Liberty	100% SmartStrand® Triexta	4.00	£11.32	£13.54	£13.40	£16.02

SmartCushion

Stock Underlay

Quality Name	Description	DIMENSIONS (15.73 m ²)	PRICE	
			1 roll >	9 roll >
SmartCushion™	100% PU (TOG Rating 2.8)	9.14 x 1.83	£67.00	£64.00



Stock Program

Quality Name	Description	WIDTH m	ROLL PRICE		CUT PRICE	
			yd ²	m ²	yd ²	m ²
Gentle Essence	100% SmartStrand® Silk Triexta	4.00	£20.49	£24.51	£24.09	£28.51
Gentle Bliss	100% SmartStrand® Silk Triexta	4.00/5.00	£15.76	£18.85	£18.52	£22.15
Bella Donna	100% SmartStrand® Silk Triexta	4.00/5.00	£15.76	£18.85	£18.52	£22.15

Special Order Program

Quality Name	Description	WIDTH m	ROLL PRICE		CUT PRICE	
			yd ²	m ²	yd ²	m ²
Cozy Comfort	100% SmartStrand® Silk Triexta	3.66	£20.49	£24.51	£24.09	£28.81
Serene Selection	100% SmartStrand® Silk Triexta	3.66	£21.38	£25.57	£26.05	£29.97



Stock Program

Quality Name	Description	WIDTH m	ROLL PRICE		CUT PRICE	
			yd ²	m ²	yd ²	m ²
American Design	100% PET Polyester with SCOTCHGARD™	4.00	£8.13	£9.72	£10.02	£12.02
American Style	100% PET Polyester with SCOTCHGARD™	4.00	£10.04	£12.01	£12.38	£15.45
American Trend	100% PET Polyester with SCOTCHGARD™	4.00	£12.92	£15.45	£15.93	£18.89

Floorcare Essentials

Description	UNITS PER CASE	PRICE PER CASE
Carpet Care Kit	6	£96.66
Carpet Stain Remover	12	£48.72

FLOORCARE ESSENTIAL products are excluded from other list price discounts.

NOTES

CONDITIONS

- All prices are in Sterling 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 GEBAGB22 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 form 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.unsca.org/trans/conventi/cmr_e.pdf.
- For consignments under £ 150,00 a nominal surcharge of £ 25,00 for transport and administration costs will be added on the invoice.

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 tax 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 priorities 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
 - Credited at a value of 80% of the total initial invoiced value
 - After written acceptance from the customer on the value to credit and transport cost at charge from customer.

FOR MORE INFORMATION PLEASE CALL

Deborah: 0800 345 7015 Magda: 0800 345 7012
Eddie: 0800 345 7014 Véronique: 0800 345 7016
Gina: 0800 345 7013

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