

From: Robert Ilas <[REDACTED]>

To: [REDACTED] <[REDACTED]>

Subject: revised flooring proposal

Date: Mon, 16 Jul 2012 20:15:12 +0000

Attachments: Ebonyandco_SK_002_dtd_July16_Sheet1.pdf

Inline-Images: signature-1.png

Hi [REDACTED],

Ebony and co usually sources boards around 16" to 18" wide, then cuts them down to clean the edges.

Most clean boards end up 6 to 9 inches wide, then very select ones go over 10 inches wide.

To make them 5" wide, they have to cut them again, then do the tong and groove – this brings up the price around 20%.

Your order would be around \$1400 more for all same 5" wide.

The continental oak is always cheaper because the wood is simply cleaner – no matter the tree location, oak in Europe does not have so many imperfections / knots.

The finish is the same, limed satin poly, the wood is simply easier to source and cut.

Please see attached the revised proposal without the kitchen – are you worried about wood in the kitchen or you want another material?

Best,

Robert C. Ilas
VP, Sales North America

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