

From: [REDACTED] <[REDACTED]>
To: Robert Ilas <[REDACTED]>
Subject: Re: revised flooring proposal
Date: Tue, 17 Jul 2012 18:44:47 +0000

Hi Robert. Confirming if I ordered the floors this week, is it truly an 8-10 week lead time?

On Jul 16, 2012, at 4:15 PM, Robert Ilas <[REDACTED]> wrote:

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

ebonyandco
156 Fifth Avenue, Suite 707
New York, NY 10010, USA

c. [REDACTED]
t. [REDACTED]
f. [REDACTED]

e. [REDACTED]
w. www.ebonyandco.com

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