
From: Robert Ilas <[REDACTED]>
Sent: Tuesday, July 17, 2012 7:00 PM
To: [REDACTED]
Subject: RE: revised flooring proposal

Hi [REDACTED],

We could try to get it faster but I cant be sure – with all factories in Europe closing for summer vacation it is very difficult – if you're in a terrible rush, we can always source American Oak – slightly more expensive(+\$3500) but we can have it done for you in 4-5 weeks.

Please let me know.

Robert

From: [REDACTED] [mailto:[REDACTED]]
Sent: Tuesday, July 17, 2012 18:45
To: Robert Ilas
Subject: Re: revised flooring proposal

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]> [mailto:[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

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