
From: Robert Ilas <[REDACTED]>
Sent: Tuesday, July 24, 2012 5:54 PM
To: [REDACTED]
Subject: RE: revised flooring proposal

The poly is very durable =#8211; we highly recommend it.

Only issue is not to leav= water or oil stay for too long on the wood but wipe it in a normal manner=when spills happen.

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From: [REDACTED] =mailto:[REDACTED]
Sent: Tuesday, July 24, 2012 17:43
To: Robert Ilas
Subject: Re: revised flooring proposal

Hi Robert,

I will touch base with my building manager who is me=nt to place the order for me. Also, I'm reconsidering putting wood in the =itchen now! Is the satin poly finish durable for a kitchen, or would it ne=d another coating of something?

On Jul 24, 2012, at 1:38 PM, Robert Ilas wrote:=/o:p>

Hi [REDACTED],

Have you reached a decisi=n about your order?

Please let me know if the=e is anything else I can assist you with.

Best,</=>

Robert<=p>

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From: [REDACTED] [mailto:[REDACTED]] <mailto:[mailto:[REDACTED]]>
Sent: Tuesday, Jul= 17, 2012 18:45
To: Robert Ilas
Subject: Re: revis=d 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]> 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 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 tongue 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, I-med satin poly, the wood is simply easier to source and cut.</p>

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:o:p>

VP, Sales North America

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