



### **Did you find cheaper elsewhere?**

**We line up and lower the price by 5% !**

At Kaltimber, we put our know-how to the benefit of dealers, professionals and other lovers of recycled wood. That's why we offer high-quality decks and floors on more than 42 product variations and even more supports at ultra-competitive deadlines and prices. Since we advocate product accessibility for all, we align ourselves if you find cheaper elsewhere, and we even lower the price by 5% compared to the competitor.

### **How to claim for price alignment**

In order to benefit from this price alignment, there will be three key steps to follow.

#### **1- Send us the competitor quote**

The first is when you find one of our products cheaper at one of our competitors. You must then ask the competing manufacturer for a quote on the desired product. Once you have received the document, email it to us at [info@kaltimber.com](mailto:info@kaltimber.com) with the title Price Alignment.

#### **2- We are studying the feasibility**

Once the information has been received by the relevant department, the request is treated carefully. How's that going? We are studying the feasibility of your application. First, we check the quote sent and re-simulate your order on the competing website. Once this step is done, we do the same simulation on our website. All the steps taken, we do an analysis on our purchase price.

#### **3- We line up and lower the price by 5%**

After the second step, the analysis of your application is being verified. Here, the relevant service checks our purchase price of the product to give a definitive answer. If the purchase price allows, we validate your request. If our purchase price is higher than your request, we must refuse your request. The reason is simply legal, because a company does not have the right to sell a product cheaper than its purchase price.

## How do we do that?

### Three simple professional steps

#### 1- Automation

We have a system of standardization of procedures and custom automation. We have thus relied on three factors; the expertise of skilled carpenter coupled to powerful machines and continuous training, and that we continue, every day for 11 years, to evolve. These procedures allow us to calculate as accurately as possible the sums paid by the company and its customers.

#### 2- Amalgam

We make an amalgam to get better prices. Consolidating our orders significantly reduces costs. The approximately 10+ orders placed per month on our website allow us to buy our raw materials in massive volumes. As a result, purchase prices are lower and this affects the selling price.

#### 3- Production management

It is essential to talk about our production unit as well. We make it a point of honor to meet our deadlines and ensure the quality of our products. We are proud to produce a durable material without intermediaries. This is partly why we guarantee you the best rates and we can line up if you find cheaper elsewhere.

### Which products are affected?

Our offer "if you find cheaper, we line up and lower the price by 5%" applies to very specific products. It should not be forgotten that to take advantage of this offer, requests for cheaper products must be made on perfectly similar products (characteristics, dimensions, finishes, warranties, etc.). A competitor samples product can be requested as a proof of similarity. That's why we elected Kaltimber's flagship products. This way, you can send your requests for decks and floors in all their variations (duckboard, square edges, semi-process, full-process).