

# Standard Package



# How to use this guide

*This guide is aimed at hoteliers, interior designers and specifiers, allowing a simple and easy method to estimate your project. Benefit from competitive prices and excellent quality from Wylies.*

Simply browse through our Package details to see what is right for you. Whether you're just updating your soft furnishings or need a complete refurbishment; choose a package to suit you.

**Don't forget you can mix and match and create your own individual package.**

Select a Package or decide to "Mix & Match"

1. Choose your options in that package for example style of chair
2. Select your fabric colours
3. Select any optional extras you may need
4. Use our simple measuring guide to survey your hotel\*
5. Fill in the quotation form an instant quote
6. Place your order by calling us on **0141 4180661**

## **Not sure about what you need?**

One of our national sales consultants would be more than happy to guide you through the process.

## **I am ready to order, what next?**

Wylies will arrange a convenient time meet with you and survey your hotel.

- You will be able to view quality samples and finalise your product & fabric selections.
- Decide to pick a package or Mix and Match
- Design yourself or opt for our design consultation service\*
- Any alterations will be reflected in a revised quotation where possible there and then.
- Fill out the site Survey Pack
- Simply sign your contract pay a deposit and we will discuss convenient installation dates.
- Or ask about our leasing options

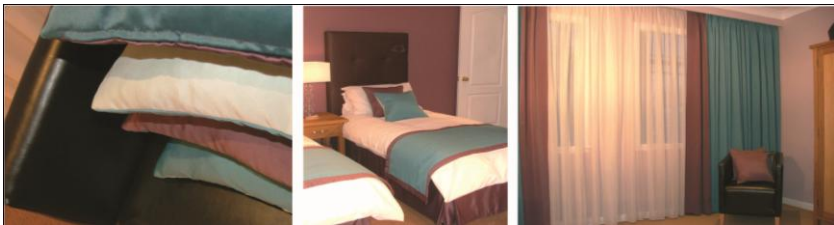
# Are your rooms in need of refurbishment and resulting in low occupancy?

Stuck in a “catch” 22 situation?

You feel need to create beautiful guest rooms to attract more customers. However your current low occupancy means there is little you can do to afford the update.

Imagine affordable stylish guest rooms that can help you attract new customers and keep existing ones coming back, increasing your revenue.

Wylies can help you achieve this stress free alternative, simply choose from our 3 or 5 year options and use your increased revenue from your updated rooms to effectively pay for itself.



## Furniture and Fitout Leasing

Don't forget that you have an alternative to using your capital budget when purchasing office furniture or fitting out your premises. We would recommend that you take advantage of a Rental Agreement as it will offer you the most benefits

**Case Example** 30 room hotel, take advantage of Wylies Value package E 10 of 30 rooms are to be refurbished at 755.00 ex vat each Total cost of £7550.00 ex vat. Refurbished are rebranded as premier rooms and charged an extra £5 per room per night Over 350 nights room occupancy expected increased from 61% to 70% with an increased profit of £12,250 or £1020 average increased monthly revenue, on these rooms alone, effectively self funding the refurbishment. Leasing options based on £7550.00 ex vat £249.15 per month over 36 months ex vat £169.88 per month over 60 months ex vat. Subject to status. The terms set out above are given solely upon the understanding that they do not constitute any part of an offer or a contract, but are merely an invitation to treat. Subject to one-off administration charge.

## IT CAN BE CHEAPER THAN PAYING CASH!

If you pay for the furniture and refurbishment of your building from your cashflow, only a limited percentage is allowable for tax purposes. Because of the 'intangible' elements, the Revenue only allows you to claim capital allowances against approximately 60% of the project. However, if you lease the works, the repayments are 100% allowable unlike any other form of finance such as a bank loan. This 100% allowance on payments makes leasing the most tax efficient method of refurbishing a building and can **WORK OUT CHEAPER THAN PAYING CASH!**

## OVERCOME BUDGET LIMITATIONS

Make the most of your budget by spreading the cost over 2, 3, 4 or 5 years and acquire the solution that meets your needs fully, rather than that which your budget dictates. You can pay monthly, quarterly or annually, from your Revenue Budget, to suit you.

## EASE CASHFLOW AND BUDGET TO INCLUDE EVERYTHING

Lease payments are fixed for the period allowing you to budget for one easy monthly or quarterly payment for your total office solution.

## PRESERVE BORROWING POWER

Other lines of credit from your bank remain intact for other credit needs. In addition to which, leasing is far more cost effective than bank borrowing as loan payments do not attract 100% allowances.

## BE COMPLETELY FLEXIBLE

You can add to your existing lease at any point during the term. You can either extend the term and keep the payments the same, or simply increase the payments and keep the end date the same.

At the end of the lease period you have two choices

- a) Continue to rent the installation at small monthly charge
- b) Negotiate ownership of the installation via a third party for a nominal charge.

# Standard room package pricing options



**DOUBLE ROOM PACKAGE PRICING EXAMPLES**

A	B	C	D	E	F	G
£97.50	£400.50	£628.70	£729.70	£1072.70	£1562.70	£2408.30

**Room Package Details**

Package	A	B	C	D	E	F	G
Bed valance	✓	✓	✓	✓	✓	✓	✓
Cushion	✓	✓	✓	✓	✓	✓	✓
End of Bed Throw	✓	✓	✓	✓	✓	✓	✓
Full length Curtains		✓	✓	✓	✓	✓	✓
Sheer Curtains		✓	✓	✓	✓	✓	✓
1 Desk Chair			✓	✓	✓	✓	✓
Artwork			✓	✓	✓	✓	✓
Headboard				✓	✓	✓	✓
1 Tub chair					✓	✓	✓
20 Sq meters Carpet						✓	✓
Double Wardrobe							✓
Night Stand							✓
Desk							✓

Lighting Why not add a standard bedside light from just £25.00 each

# Standard room package pricing options

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End of Bed Throw	✓	✓	✓	✓	✓	✓	✓
Full length Curtains		✓	✓	✓	✓	✓	✓
Sheer Curtains		✓	✓	✓	✓	✓	✓
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Desk							✓
Lighting	<b>Why not add a standard bedside light from just £25.00 each</b>						

	Room Package Pricing Options						
	A	B	C	D	E	F	G
Single 1 x 1000 mm	£82.00	£385.00	£613.20	£698.20	£1041.20	£1531.20	£2263.40
Twin 2x 1000 mm	£144.00	£447.00	£675.20	£839.20	£1182.00	£1672.00	£2404.00
Double 1 x 1400 mm	£97.50	£400.50	£628.70	£729.70	£1072.70	£1562.70	£2408.30
Queen 1 x 1500 mm	£103.50	£406.50	£634.70	£745.70	£1088.70	£1578.70	£2424.30
King 1 x 1800 mm	£110.50	£413.50	£641.70	£762.70	£1105.70	£1595.70	£2441.30
Z&L 1 x 2000 mm (not split)	£118.50	£421.50	£649.70	£780.70	£1123.70	£1613.70	£2459.30

## Terms & Conditions.

- Prices include fabric: Select from our plain Madison range or prints (samples available on request)
- Package includes standard unlined bed valance, tailored no corner pleats 200 cm x 38 cm drop
- 1 cushion included in package A. 2 cushions included in B- G.
- 1 x 1/2 width end of bed throw, cream lined, available with or without contrast 5 cm trim. Quilted in channel design (2 included in Package B)
- 1 Pair Pinch Pleat Blackout Curtains.
- Sheers maximum drop 2.75 meters maximum 2 widths per curtain or track width 300 cm
- Curtains maximum drop 2.75 meters maximum 2 widths per curtain or track width 300 cm
- 1 piece of artwork standard size 50 x 50 cm. Other sizes may be offered
- 1 faux leather headboard with saddle stitch detail across the centre based on 100cm high includes F/R foam and split baton fixing. (2 included in Package B)
- 20 sq meters of carpet including fitting to main land UK only.
- 1 night stand included in option A –B, 2 night stands included C-G.
- To Mix and Match within or across packages, please see a sales representative for more information. Conditions apply and prices are subject to a site survey.
- Delivery and Installation is not included and dependant on quantity and package option selected.
- Site Survey is not included – use our guide to measure.