

# TALES BY SOLID

Pricelist 2023-2024

FASHION & LIFESTYLE							
Category	Model	Origin	Dimensions in cm	Delivery timing	Wholesale (vat exc.) [1]	Rrp (vat incl.) [2]	
JACKETS	Kantha Jacket - Essential	Short	IN	58	Direct delivery	€ 66,65	€ 179,95
		Mid	IN	69	Direct delivery	€ 70,35	€ 189,95
		Long	IN	97	Direct delivery	€ 81,46	€ 219,95
		Xlong	IN	130	Direct delivery	€ 92,57	€ 249,95
	Kantha Jacket - Essential Sleeveless	In-Between Short and Mid	IN	64	Direct delivery	€ 51,30	€ 138,95
	Kantha Jacket - Indigo	Short	IN	58	Direct delivery	€ 73,70	€ 199,95
		Mid	IN	69	Direct delivery	€ 83,20	€ 224,95
	Kantha Jacket - Playful	Short	IN	58	January 2024 [6]	€ 73,70	€ 199,95
		Mid	IN	69	January 2024 [6]	€ 83,20	€ 224,95
	Kantha Jacket - Festive	Short	IN	58	mid november 23	€ 68,50	€ 185,00
	Quilted Sari Kimono	Onesize	IN	74	January 2024 [6]	€ 36,60	€ 98,95
ALPACA HANDKNITWEAR	Tracey knit accessory - baby alpaca	Scarf - Essentials (100% baby alpaca)	PE	55 * 200	September 2023	€ 37,00	€ 99,95
		Beanie - Essentials (100% baby alpaca)	PE	TU	September 2023	€ 22,20	€ 59,95
		Headband - Essentials (100% baby alpaca)	PE	TU	September 2023	€ 16,60	€ 44,95
		Mittens - Essentials (100% baby alpaca)	PE	TU	September 2023	€ 22,20	€ 59,95
		Scarf - Comeback ( deadstock alpaca yarn)	PE	55 * 200	September 2023	€ 33,30	€ 89,95
		Beanie - Comeback ( deadstock alpaca yarn)	PE	TU	September 2023	€ 20,40	€ 54,95
		Headband - Comeback ( deadstock alpaca yarn)	PE	TU	September 2023	€ 14,80	€ 39,95
		Mittens - Comeback	PE	TU	September 2023	€ 20,40	€ 54,95
		1 scarf + 1 pair of mittens + 1 headband Set - Essentials (100% baby alpaca)	PE	55 * 200 + TU	September 2023	€ 75,80	204,85 - 184,95 [5]
		1 scarf + 1 pair of mittens + 1 beanie - Essentials (100% baby alpaca)	PE	55 * 200 + TU	September 2023	€ 81,40	219,85 - 197,95 [5]
		1 scarf + 1 pair of mittens + 1 headband Set - Comeback ( deadstock alpaca yarn)	PE	55 * 200 + TU	September 2023	€ 68,50	184,85 - 164,95 [5]
		1 scarf + 1 pair of mittens + 1 beanie Set - Comeback (deadstock alpaca yarn)	PE	55 * 200 + TU	September 2023	€ 74,10	199,85 - 179,95 [5]
		Scarf Colour Block (100% baby alpaca)	PE	55 * 200	September 2023	€ 37,00	€ 99,95
		Beanie Colour Block (100% baby alpaca)	PE	TU	September 2023	€ 22,20	€ 59,95
		1 scarf + 1 beanie Colour Block (100% baby alpaca)	PE	55 * 200 + TU	September 2023	€ 59,20	159,9 - 143,9 [5]
HIGHLAND WOOL KNITWEAR	Bird sweater	Cardigan Jacket ( Andean Highland wool)	PE	S	September 2023	€ 99,50	€ 199,00
				M	September 2023	€ 99,50	€ 199,00
				L	September 2023	€ 99,50	€ 199,00

HOMEWARE AND ACCESSORIES								
Category	Model			Dimensions [3]		Wholesale (vat exc.)[1] [2]	Rrp (vat incl.)[2]	
THROWS	Vintage Kantha Plaid	Plaid	IN	140 * 200	Direct delivery	€ 56,00	€ 134,99	
	Vintage Kantha Bedcover	Bedcover	IN	250 * 250	Direct delivery	€ 110,00	€ 264,99	
	Vintage White Kantha Plaid	Unisize	IN	140 * 200	mid november 23	€ 77,00	€ 169,00	
	Vintage Rajai Blanket	Medium	IN	150*200	mid november 23	€ 87,60	€ 219,00	
		Large	IN	200*250	mid november 23	€ 119,60	€ 299,00	
	Handknitted Alpaca Blankets	Marsipan (cables on top)	PE		130 * 156	Direct delivery	€ 149,90	€ 299,99
		Frida	PE		150 * 163	Direct delivery	€ 159,90	€ 319,99
Esmeralda (warm stripes)		PE		150 * 163	Start November 2023	€ 121,90	€ 249,99	
Conchita (vibrant stripes)		PE		150 * 163	Direct delivery	€ 121,90	€ 249,99	
FLOOR COVERING	Vintage Sari Rugs	Tropical Peacock Small	IN	∅ 150	Direct delivery	€ 108,00	€ 249,00	
		Tropical Peacock Large	IN	∅ 200	Direct delivery	€ 181,00	€ 419,00	
		Tropical Peacock X Large	IN	∅ 300	preorder only	€ 450,00	€ 1.049,00	
		Tropical Peacock XX Large	IN	∅ 350	preorder only	€ 600,00	€ 1.399,00	
		Silk Swan Small	IN	∅ 150	Direct delivery	€ 200,00	€ 439,99	
		Silk Swan Large	IN	∅ 200	Direct delivery	€ 354,00	€ 779,00	
		Silk Swan X-Large	IN	∅ 300	preorder only	€ 1.062,00	€ 2.336,40	
		Silk Swan XX -Large	IN	∅ 350	preorder only	€ 1.770,00	€ 3.894,00	
		Vintage Sari Poufs (filled + cotton liner)	Tropical Peacock XL unfilled	IN		65	mid november 23	€ 68,00
	Tropical Peacock XL filled		IN		65	mid november 23	€ 90,50	€ 199,10
	Silk Swan unfilled		IN		65	mid november 23	€ 113,18	€ 249,00
	Sild Swan XL filled		IN		65	mid november 23	€ 135,91	€ 299,00
	Vintage Sari & Dhoti Poufs - Gender United	Gender United pouf unfilled (only the cover)			∅ 65	End September 2023	€ 68,00	€ 149,00
		Gender United pouf filled			∅ 65	End September 2023	€ 113,00	€ 249,00
	CUSHION COVERS	Handwoven Silk Sari Cushion covers	Silk swan (plain) Small	IN	48*48	Direct delivery	€ 20,00	€ 44,00
			Silk swan (plain) Large	IN	90 * 90	Direct delivery	€ 41,00	€ 90,00
			Silk swan with dip dye Small	IN	48*48	Direct delivery	€ 22,00	€ 49,00
Silk swan with dip dye Large			IN	90 * 90	Direct delivery	€ 45,00	€ 100,00	
Silk Swan Beach Thin Stripe Small			IN	48*48	mid november 23	€ 22,70	€ 49,94	
Silk Swan Beach Wide Stripe Large			IN	48*48	mid november 23	€ 22,70	€ 49,94	
Kantha Cushions		Vintage White Kantha Cushion Small	IN		30*50	mid november 23	€ 13,20	€ 29,00
		Vintage Kantha Cushion Small	IN		30*50	mid november 23	€ 11,36	€ 25,00
Cushion Fillings		Cushion filling	BE		50 * 50 for cover 45 * 45	Direct delivery	€ 3,50	
		Cushion Filling	BE		30*50	Direct delivery	€ 2,50	
	Cushion filling	BE		100 * 100 for cover 90 * 90	Direct delivery	€ 9,75		
TABLEWARE	Table accessories	Placemats Large set of 2 - Sisal -	KE		30 cm diam	Direct delivery	€ 19,50	€ 39,99
		Placemats X-Large set of 2 - Sisal -	KE		36 cm diam	Direct delivery	€ 29,00	€ 59,99
		Bottle holder	KE		8 cm * 15 cm	Direct delivery	€ 12,00	€ 26,99
		Bread and Fruit Basket Small	KE		∅ ca 18 cm	Direct delivery	€ 10,50	€ 23,99
		Bread and Fruit Basket Large	KE		∅ ca 27 cm	Direct delivery	€ 12,50	€ 26,99
		Quilted Sari Tablecloth	IN		175*175	mid november 23	€ 27,50	€ 69,00
			IN		175*300	mid november 23	€ 43,50	€ 109,00
		Quilted Sari Tablerunner	IN		54*150	mid november 23	€ 11,50	€ 29,00
		Quilted Sari Placemats ( per 4)	IN		35*50	mid november 23	€ 10,00	€ 25,00
		Handwoven Sari Placemats (per 4) – Vintage Sari - India	IN		36*44	Direct delivery	€ 16,00	€ 34,99

HOMEWARE AND ACCESSORIES								
BASKETS	Baskets	Practical weave Sisal	KE	XXS $\varnothing$ < 11	Direct delivery	€ 7,00	€ 14,99	
			KE	XS $\varnothing$ 10 - 15	Direct delivery	€ 9,50	€ 19,99	
			KE	S $\varnothing$ 16 - 20	Direct delivery	€ 12,50	€ 24,99	
			KE	M $\varnothing$ 21 - 25	Direct delivery	€ 18,50	€ 39,99	
			KE	L $\varnothing$ 26 - 30	Direct delivery	€ 25,50	€ 54,99	
			KE	XL $\varnothing$ 31 - 40	Direct delivery	€ 34,00	€ 74,99	
			KE	XXL $\varnothing$ 41 - 50	Direct delivery	€ 43,50	€ 89,99	
			Mkeka Palmleaf Basket (no straps)	KE	XL $\varnothing$ 33-40 (bottom $\varnothing$ 33)	Direct delivery	€ 19,50	€ 42,99
			Planthanger Sisal (basket + tier)	KE		Direct delivery	€ 15,50	€ 33,99
			Fine Weave Sisal	KE	XS $\varnothing$ 11-15	Direct delivery	€ 11,00	€ 23,99
				KE	S $\varnothing$ 16- 20	Direct delivery	€ 15,50	€ 31,99
				KE	M $\varnothing$ 21-25	Direct delivery	€ 21,00	€ 44,99
	KE	L $\varnothing$ 26-30		Direct delivery	€ 30,00	€ 64,99		
BAGS	Woven Sari bag	Small	IN		Direct delivery	€ 25,50	€ 69,00	
	Woven Sari bag	large	IN		Direct delivery	€ 29,00	€ 79,00	
	Hadithi shoppers – Practical weave	Practical weave with rim and long handle	KE	L $\varnothing$ 26-30	Direct delivery	€ 33,00	€ 72,99	
		Practical weave with rim and short handle	KE	XL $\varnothing$ 31-40	Direct delivery	€ 42,00	€ 91,99	
		Rainbow shopper	KE	L $\varnothing$ 30	Direct delivery	€ 26,50	€ 59,99	
	Hadithi shoppers – Fine weave	Fine weave with rim and short handles (baby darling)	KE	S $\varnothing$ 16-20	Direct delivery	€ 25,00	€ 54,99	
		Fine weave with zipper and lining	KE	L	Direct delivery	€ 45,50	€ 99,00	
	Mkeka (palm leaves)	Mkeka shoppers – short straps	KE	XL $\varnothing$ 33-40 (bottom $\varnothing$ 33)	Direct delivery	€ 20,50	€ 44,99	
		Mkeka shopper – long straps	KE	XXL $\varnothing$ 41-50 (bottom $\varnothing$ 40)	Direct delivery	€ 24,50	€ 53,99	
	LAMP SHADES	Lampshades (wires can not be bought separately; on the other hand, you are free to use your own cable sets: there is no obligation to buy the cable sets we offer) [4]	Hadithi Fineweave Lampshade ( basket and wooden mold and manual; no cable set; no light bulb) [4]	KE	Basket size S $\varnothing$ 18	Direct delivery	€ 31,38	€ 64,60
KE				Basket size M $\varnothing$ 23	Direct delivery	€ 38,88	€ 84,60	
KE				Basket size L $\varnothing$ 28	Direct delivery	€ 49,76	€ 94,60	
KE				Basket size XL $\varnothing$ 33	Direct delivery	€ 62,26	€ 124,60	
Hoopzi Ceiling lamp wire with plug & switch for 1 lamp			KE	250	Direct delivery	€ 15,00	€ 34,90	
Hoopzi Ceiling lamp wire with plug & switch for 2 lamps			KE	2 * 250	Direct delivery	€ 30,00	€ 69,90	
Hoopzi Wall or floor lamp wire with plug & switch			KE	400	Direct delivery	€ 15,00	€ 34,90	
ACCESSORIES	Scrunchie		IN		Direct delivery	€ 1,80	€ 4,99	
	Bracelet beadwork		KE		Direct delivery	€ 6,50	€ 13,99	
	Key chain with beadwork	Elephant & giraffe	KE		Direct delivery	€ 7,00	€ 14,99	
	Sari Party Flags	unysize	IN		mid november 23	€ 6,40	€ 17,00	
	Pet Collar	Short	KE		Direct delivery	€ 19,00	€ 42,99	
		Mid	KE		Direct delivery	€ 26,00	€ 57,99	
Long		KE		Direct delivery	€ 31,00	€ 68,99		

\* Please note: Each Kantha jacket has a unique design, meaning no two are the same in the world. Thanks to the artisans' creative designs, worn and unwanted saris are turned into something new and beautiful. Same fabric colourful homeware products made out of vintage sari fabric like colourful rugs, kantha plaids, and kantha bedcovers. As well for the handmade sisal Kenyan baskets.

[1] All prices are mentioned in €, wholesales prices are vat excl., rrp are vat incl. We kindly request that you adhere to the recommended retail price (RRP) as the minimum resale price for our products.

[2] Transport between HQ Tales by Solid in Ghent, Belgium and delivery address not included.

[3] All dimensions are mentioned in cm

[4] As a stockist, when you buy lampshades specifically designed for a 2-light pendant fixture, you are entitled to a 10% discount on the retail price, including VAT. This special offer allows you to save significantly compare total sum of individual components at retail price. Plus, as a stockist, you have the option to retain the higher margin for yourself. This means you can either pass on the discount to your customers, providing them with a better price or maximize your profits by keeping the additional margin.

[5] When considering purchasing a set of our alpaca accessories, we would like to clarify the price variation options available. We offer different choices to meet your needs.

Our retail prices are based on the individual prices of each item. The highest figure you see is simply the sum of the prices of the separate pieces.

However, as a stockist, you also have the option to offer a discounted set price to your customers. You can choose whether to take a higher margin for yourself as a stockist or to provide a reduced price to satisfy your customers. To give you an idea of the price variation, we also mention the lowest possible price with a 10% discount included.

As a stockist, you have complete freedom to select the pricing structure according to your own discretion. We want to ensure that you have the flexibility to create the best deals for you and satisfy your customers.

[6] With your order, you have the option to provide color preferences during your pre-order process. Please indicate your preferences based on the following color categories: Cool Blue, Dark Vibes, Earth Vibes, Eclectic, Glow, Pink & Purple, Pretty Pastel, Red Flames, Yellow & Orange. Our team of artisans will take these preferences into consideration while manufacturing your order.

Before finalizing the delivery, you will have the opportunity to select your desired jackets from the color categories you have chosen. We will provide product-specific packshots to assist you in making your selection.

[7] S and M size can not be sold separately, only in the set of 3: S + M + L. The price of a set is 12% cheaper than buying the pieces separately.

## 1- INTRODUCTION

THE BUSINESS is exclusively for professionals who wish to distribute the products of the brand Tales by Solid.

You must have a VAT number, or if applicable your SIRET number (self entrepreneurs), otherwise your order will not be possible.

### 2- ORDERING

#### 2.1 Minimum order

Tracey FW23: 10 items for the establishment and 2 items for the restocking. Sari (kantha and quilted) Jackets: 6 items for the establishment and 2 items for the restocking. For the baskets a minimum order value of 200 € is required for a first order. For following orders the minimum order value is 400 € (vat. Excl.)

#### 2.2 Prices

For all price requests please send an email to: [sales@talesbysolid.be](mailto:sales@talesbysolid.be)

Discount of 5 % as from 50 pcs, 10% as from 100 pcs within the same category. Within the same category, there is a discount of 5% available for purchases of 50 pieces or more, and a discount of 10% for purchases of 100 more. This discount applies to all products except for the baskets, for which a specific discount is provided. For the baskets, a special discount is available starting from 100 pieces. The exact discount for the baskets will be separately.

2.3.2 Early bird incentive

Goods for SS24 season on order: Discount of 3 % when ordered before 31st July 2023

+ 1 headwear piece of the main Tracey FW23 collection From 10 bundles = 10% discount; Bundle offer 1 bundle = 1 scarf + 1 beanie of the capsule Block FW23 collection from 10 bundles = 10% discount

#### 2.4 Sales

announced by Tales by Solid after which you can follow the same sales guidelines.

#### 2.5 Incoterm

Incoterms= ddp in storage Ghent, Belgium (including transport country of origin – Belgium, including import duties), excluding delivery at client.

#### 2.6 Shipping costs

delivery is franco. For other orders, a transport cost of 7,9 € is assumed by the client per box. Neighbour countries of Belgium: From an order value of 2 000 €, the delivery is franco. For other orders, a transport cost of 16, € is assumed by the client. Other EU Countries: From an order value of 2 750 €, the delivery is franco. For other orders, a transport cost of 34,60 € per box for 0 - 4,99 kg and 52,7 € per box for 5 - 10 kg is assumed by the client. If the client orders at the same moment various products of Tales by Solid, the sum of the separate orders will be considered to determine if the delivery will be either franco either shipment paid by the client.

Belgium: From an order value of 1 500 €

#### 2.7 Track your order / booking voucher

receive an "order confirmation" email.

When you validate an order, you automatically

A reservation form (proforma invoice) will then be sent after checking the availability of products and calculation of shipping costs.

The stock is reserved for you for 7 days from the date of issue of the reservation form. Beyond this period, we cannot guarantee availability of all products.

Your order will be shipped upon receipt of your payment.

### 3- PAYMENT

Payment terms are 30 days after delivery, unless agreed differently.

payment will be applied.

If you are a regular customer, your usual terms

Payments are done via bank transfer: IBAN our face at the foot of reservation form.

In all cases, the sales contract is deemed concluded at the time of cashing.

Tales by Solid reserves the right to not receive payment and therefore not to confirm an order for any reason whatsoever, relating in particular to a problem of competition, a problem of product supply, a problem concerning order received (e.g. the document illegible), an abnormal order or a foreseeable problem concerning the delivery to be made (e.g. off delivery area).

In the event that one of the items ordered is not available in our stocks (following a standard inventory for example), we promise to contact you by mail electronic or telephone within 5 days the date of your order to inform you and you repay within 30 days the products not available to the delivery, if they were cashed when ordering.

### 4- MODES OF DELIVERY

Your order will be shipped from our stockage in Belgium by DHL, UPS or BPost for Belgium and the rest of the world. We choose for each shipment the most competent and suitable carrier.

#### Shipping cost

See 2.6 for shipping costs. All EUR orders will be shipped via DHL, UPS or BPost. All shipping charges Under 1000 EUR are the responsibility of the client and will be paid before shipment. The client can instruct with a preferred carrier at the time of placing the order; when the related costs of this shipment exceeds the normal transport costs, this surcharge is assumed by the client. For international orders, the client shall be responsible for the arranging transportation of the Goods from the premises of Tales by Solid or other named place of delivery, unless other arrangement has been made in writing. Risk in respect of the Goods shall pass to the client when they are made available at the place of delivery. The client is responsible for obtaining insurance in respect of the Goods from the time they are made available at the place of delivery. All export and import documentation, licenses, duties, taxes or other obligations or costs relating to the delivery of the Goods are the responsibility of the client. Tales by Solid is not responsible for delays/errors in shipping including local delivery or international.

Upon receipt of your order, we recommend checking in one time the conformity of products delivered with your order and indicate, if applicable, on the delivery and the form of handwritten reserves accompanied by your signature, any anomaly concerning them.

Without prejudice to applicable legal guarantees, we recommend that you address any reservations about the lack of conformity of the products at the date of delivery as soon as possible by mail to [sales@talesbysolid.be](mailto:sales@talesbysolid.be)

### 5. MONEY-BACK GUARANTEE. RIGHT TO SHRINK. SWAP OF GOODS.

Tales by Solid – Swap products

- Timeframe: Exchange of goods is possible within a maximum period of 6 weeks after receipt of the goods.

You can return within that time these products, along with your bill, without having any reason to give, or penalties payable. However direct shipping and return of goods are your responsibility.

You get this timeframe to send us an exhaustive list of the pieces that you wish to return to us.

- Value: When exchanging (swapping) goods, the order value of the exchange order is at least 15% higher (vat excl.) than the value of the goods to be exchanged.

- Condition: We only accept exchanges if the item is in new or like-new condition with all tags and packaging intact. If the item has been worn or used, we might refuse the exchange or offer a reduced refund or credit. Returned products will be accepted only for products in their original condition, ie including their packaging and without annotation labels. The postage fees are paid by the client.

- Damaged or missing tags/hangtags: If the product is returned for exchange and is not in the same condition as it was received, such as having damaged or missing tags and hangtags, the cost of replacing them will be borne by the client.

- Cleaning: If the product is dirty or not in perfect condition, it must be professionally cleaned by the stockist before it can be exchanged, and it must come back in perfect condition. If products are returned dirty or not in perfect condition, it must be professionally cleaned by the stockist before it can be exchanged, and it must come back in perfect condition. If products are returned dirty or not in perfect condition, it must be professionally cleaned by the stockist before it can be exchanged, and it must come back in perfect condition.

- Original tags/hangtags: It's important to note that all original tags and hangtags from the store must be removed from the item before returning it for exchange.

- Sale items: All sales of discounted items are final and cannot be exchanged or returned.

- Transport costs: Transport costs related to returning the goods and reshipping the new goods are assumed by the stockist/retailer.

In case of non-compliance proven, Tales by Solid will replace the product.

All returns must be reported prior to Customer Service by email at [sales@talesbysolid.be](mailto:sales@talesbysolid.be) and we will explain the procedure.

Tales by Solid - Backorders

- Additional orders are done per at least 3 pieces of the same item.

### 6. CANCELLATION

In case of cancellation, 25% of the amount of the order will be asked.

### 7. PROTECTION OF PERSONAL DATA

The information you communicate essential for processing and delivering orders and preparing invoices, their absence leads to the cancellation of your order. You agree to provide us with sincere and true information about yourself. You can at any time rechange the data.

Promotional emails (emails) offering you news, exclusives, bargains ... can be sent.

You can ask to stop receiving emails from us at any time by email to [sales@talesbysolid.be](mailto:sales@talesbysolid.be)

### 8. COPYRIGHT

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