

# LAUFEN

LAUFEN Bathrooms  
North America  
7636 NE 4th Court, Suite 112  
Miami, FL 33138 USA

7/21/2025

Dear Laufen Customer,

I'm pleased to share with you the LAUFEN 2025/2026 price file, effective August 1, 2025. As previously communicated, we have implemented a nonlinear price increase averaging 10%. The PDF version of the price book and printed copies are forthcoming.

We're also excited to announce several new product introductions that will be launched in Q4. More details will be shared in the coming months, but here's a preview of what you can look forward to:

- **Arun Furniture Collection** – ARUN transforms the bathroom into a space for personal expression with 40 matte lacquer colors, three metallic finishes, and four stoneware surfaces.
- **New Classic Patterns** – A fresh twist on a timeless design with the addition of delicate reliefs.
- **Kartell Faucets** – Now available in six new finishes to refresh this enduring favorite.
- **Meda Collection** – A new standard in attainable luxury, featuring refined details across a full product range including water closets, tubs, vanities, and washbasins.
- **Lani Furniture** – A versatile and elegant furniture series designed to harmonize with numerous collections across the LAUFEN portfolio.
- **Juna Furniture** – Trend-forward design with fluted fronts, perfectly complementing PRO S and VAL ceramics.
- **INEO Installation System** – A robust and proven system “Made in Germany,” now with an expanded selection of flush plate designs and finishes.
- **Laufen Pro & Savoy Color Extensions** – Now available in Matte Black and Matte White for added design flexibility.
- **Niara Accessories** – A sleek, minimalistic collection offered in six refined finishes to complete any bathroom space.

Lastly, we have updated sales policies for Laufen. As part of our efforts to simplify processes and ensure consistency across our portfolio, we've now aligned freight terms across all brands. Key updates include:

- For orders not meeting the FFA threshold, freight will now be charged at 12% of net (previously 12% of list).
- Free Freight Allowance (FFA) remains at \$2,500 (net).

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We hope these new product introductions and the revised freight policy will help create new opportunities and continued growth for our partnership.

If you have any questions or need further information, please feel free to reach out to your Laufen representative.

Warm regards

A handwritten signature in black ink that reads "Janet Vokes". The script is fluid and cursive, with the first letters of each word being capitalized and prominent.

Janet Vokes  
North American Brand and sales Manager  
Laufen /Roca/Alape