

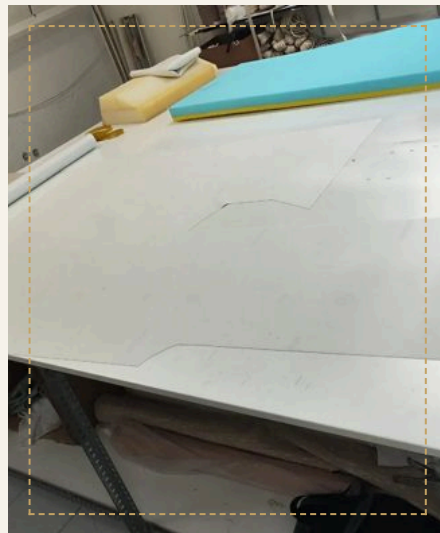


INTERIOR DESIGNERS · ARCHITECTS · SHOPS · PROPERTY MANAGERS

Your soft-furnishings workroom *in Palma*

Curtains, blinds, upholstery, cushions and outdoor textiles for your projects, made to measure in our workshop in Palma and delivered on time. You design; we make and fit.

No minimum order: from a single cushion to a whole hotel. We work with the fabric you choose (Gancedo, Designers Guild, Sunbrella, Pierre Frey...) or source samples for you.



WHAT YOU GET

15 % trade price

Off our rates on every project. Or a 10 % referral fee if we invoice your client directly.

Quote within 24 h

Materials and labour itemised, ready to present.

Priority scheduling

Your deadlines come first, even in high season.

Free samples and measuring

We visit the site, the boat or your studio with samples and take measurements.

White-label delivery

No Kael labels or cards. We deliver and fit on your behalf.

Fabric visualiser

Your client's furniture photo with the proposed fabrics applied, ready to present.

WHAT WE MAKE

--- **Curtains and blinds** — wave, pleats, linings, blackout, tracks and fitting

--- **Upholstery** — sofas, armchairs, chairs, headboards and benches

--- **Cushions** — scatter, seat and back cushions

--- **Outdoor and marine** — pads, sunpads, covers and biminis



HOW WE WORK TOGETHER

From drawing to site, with one point of contact

01

You send the brief

Drawings, photos, measurements or a site visit.

02

Quote in 24 h

With exact fabric metres so you can order it.

03

Making

In our Palma workshop. We send you progress photos.

04

Delivery and fitting

On site, on your behalf, on the agreed date.

OPTION A · TRADE PRICE

We invoice you

15 % off our rates on every job. You add your margin and present the price to your client.

OPTION B · REFERRAL FEE

We invoice your client

We pay you 10 % of the pre-VAT amount of every job you bring, once the client has paid.

- 50 % deposit to start and the rest on delivery. Usual lead times: 1 to 3 weeks depending on volume.
- Client's or studio's fabric: we give you exact metres before ordering. If we source it, it is quoted separately.
- Public liability insurance. We work all over Mallorca and ship to Ibiza.

Shall we spend 15 minutes at your studio with samples?

kaelinteriors.com/en/trade

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