



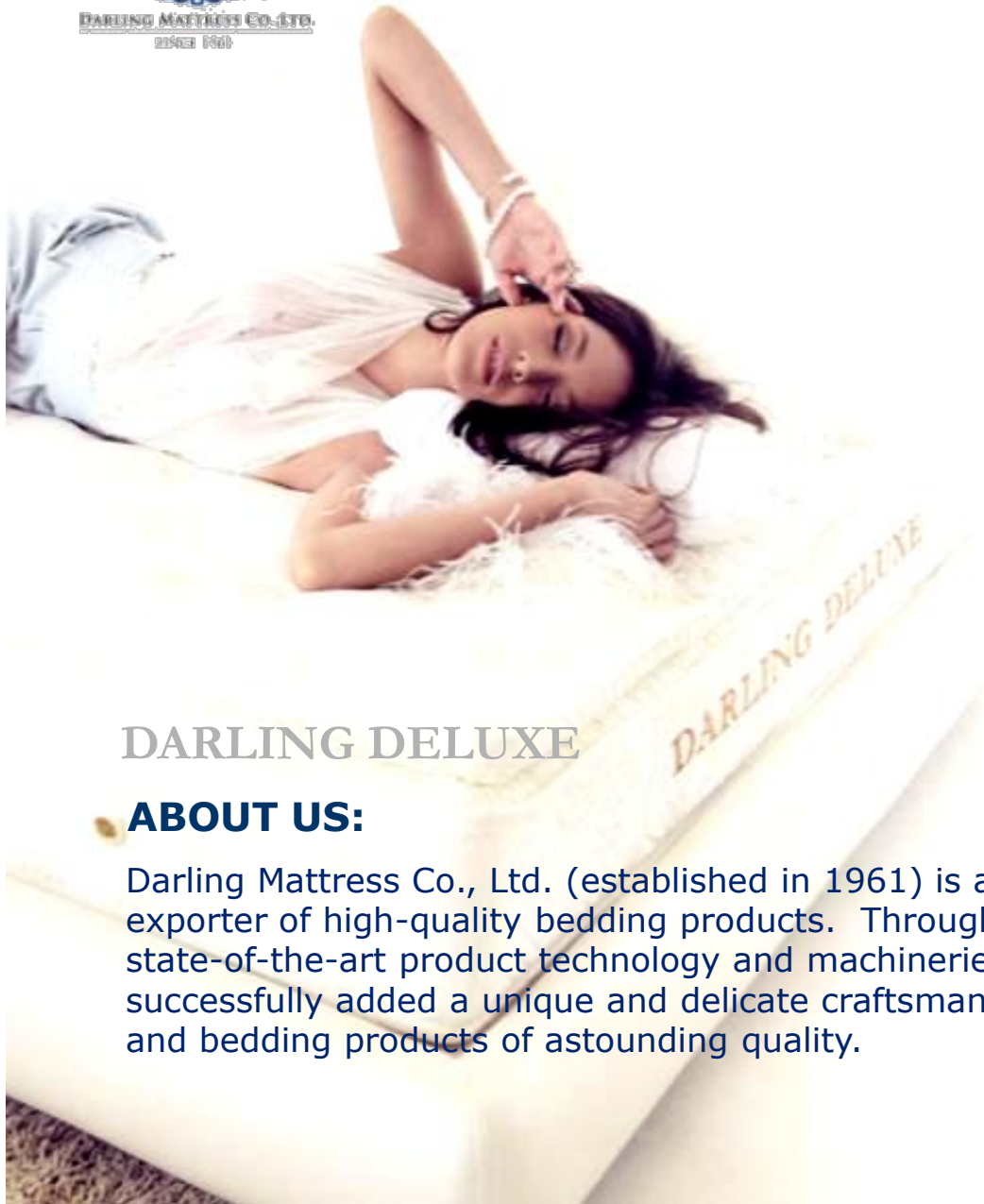
Darling Deluxe for Hotel Mattress

Proposal for Exclusive Hotel Property Projects

TRICONTINENTAL TRADING

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Ban Sisavath, Chanthabouly, Vientiane, Lao PDR
☎ +856 21 254400

info@tricontinental.asia
www.tricontinental.asia



DARLING DELUXE

ABOUT US:

Darling Mattress Co., Ltd. (established in 1961) is a privately owned manufacturer and exporter of high-quality bedding products. Throughout 50 years of the integration of only state-of-the-art product technology and machineries from both Europe and USA, we have successfully added a unique and delicate craftsmanship of the Thais, resulting in Mattresses and bedding products of astounding quality.



DARLING MATTRESS CO., LTD.

SINCE 1961

DARLING DELUXE

Trusts

Reputations

Beloved
Hotel Mattress Brand

Expertise

Workmanship

Leading Edge
Technology

Durability

BELOVED HOTEL MATTRESS BRAND



Trusts | Reputations

Long-term trust & reputations of highest quality hotel – mattresses built through 50 years that never end our exclusive hotel clients' satisfactions from generation to generation. *Darling Deluxe* has become **"Beloved Hotel Mattress Brand"** among Hotel Management levels.



Expertise Workmanship Leading Edge Technology

Throughout 50 years of - professional experiences in bedding industry, we have never stopped developing and integrated only state-of-the-art technology and machineries from Europe, USA and abroad as well as delicate craftsmanship to merely produce the highest quality hotel mattresses, resulting **WOM (word-of-mouth) reputations** among hotel industry



Durability

Darling mattresses are built to last. In the unlikely situations, our hotel mattresses have warranties **ranging from 7 years as minimum to 15 years as maximum**. However, most of our hotel clients have truly satisfied to overuse our hotel mattresses until they've - forgotten it's time to change the new mattresses again.



DARLING MATTRESS CO., LTD.
SINCE 1961

DARLING DELUXE

Customisation

Tailor-made

Made-to-Order

High Quality
Best Mattress Price

Customer-oriented
After-sale Service



Customisation I Tailor-made/Made-to-Order Mattress

Need a mattress made to your **own size**, special specification of your **own creative design**, or a **choice of softness or firmness** you prefer? *Darling Deluxe* can customise to your individual needs to help you fulfill your dream journey with **Perfect Sleep** that you can design. . .

by your own desire



High Quality - Best Mattress Price

Easily allow your hotel guests to fondly sleep like a baby on the high quality mattress with reasonable mattress prices to invest on and **save your money** to pay for any extra cost of other luxurious mattress branding expenses with same mattress material quality inside your bed. *Darling Deluxe* can offer you the **Great Value for Money** with the superior quality mattresses you can afford to **make your money worth at all costs**



Customer-oriented

Darling Deluxe is always pleased to offer your hotels the wide range of customer services. In the unlikely situations, our professional sale team will **take care of your mattress problem** whenever and wherever it's needed. Our after-sale services are free of charge during the warranty period as regards to our warranty criteria.

BELOVED HOTEL MATTRESS BRAND



DARLING MATTRESS CO., LTD.

SINCE 1961

DARLING DELUXE

MARKET
DIFFERENTIATION

TRUST

REPUTATION

EXPERTISE

DURABILITY

CUSTOMISATION

SAVE MONEY

AFTER
SALE SERVICES

DARLING MATTRESS VS COMPETITORS

DARLING MATTRESS VS COMPETITORS

MATTRESS MARKET MARKET DIFFERENTIATION	DARLING DELUXE	INTERNATIONAL MATTRESS BRANDS	UNKNOWN MATTRESS BRANDS (LOCAL)
TRUST REPUTATION	★	★	
EXPERTISE WORKMANSHIP	★	★	
DURABILITY	★	★	
CUSTOMISATION	★		★
SAVE MONEY	★		★
AFTER SALE SERVICES	★	★	



DARLING MATTRESS CO., LTD.

SINCE 1961

DARLING DELUXE HOTEL REFERENCE

**MARRIOTT
HOTELS & RESORTS
PHUKET I HUAHIN
BANGKOK**

**THE LANDMARK
BANGKOK**

**MILLENNIUM
PATONG I PHUKET
JUNGCEYLON**

**AMARI
WATERGATE HOTEL
BANGKOK
CHIANGMAI I TRANG
PHUKET I SAMUI**

**NOVOTEL
BANGKOK I PATTAYA
PHUKET I RAYONG
CHIANGMAI I ETC...**

HOTEL REFERENCE

Hotels of the forefront have chosen only Darling Mattress to welcomingly house their honored guests and celebrities all over the world including Austria, Japan, USA, United Kingdom, Italy, German, Switzerland, Kuwait, People's Republic of China, Hong Kong, Singapore, The Maldives and etc...





DARLING MATTRESS CO., LTD.

SINCE 1961

DARLING DELUXE HOTEL REFERENCE

(INTERNATIONAL)

HYATT

REGENCY

KATHMANDU, NAPAL

STEIGENBERGER

STRANDHOTEL

AND SPA

ZINGST

GERMANY

AMANKORA

BHUTAN

DUSIT HOTEL NIKKO

METRO MANILA

PHILPPINES

FRASERSUITES

GLASSGOW, UK

HOTEL REFERENCE

Hotels of the forefront have chosen only Darling Mattress to welcomingly house their honored guests and celebrities all over the world including Austria, Japan, USA, United Kingdom, Italy, German, Switzerland, Kuwait, People's Republic of China, Hong Kong, Singapore, The Maldives and etc...





DARLING MATTRESS CO., LTD.

SINCE 1961

THE DUSIT THANI, BANGKOK

5-Star Luxury Hotel | Bangkok

"POCKET SPRING"



Dusit Thani
HOTELS & RESORTS

**Darling Deluxe...the Ultimate Choice
of World Most Celebrated Hotels**

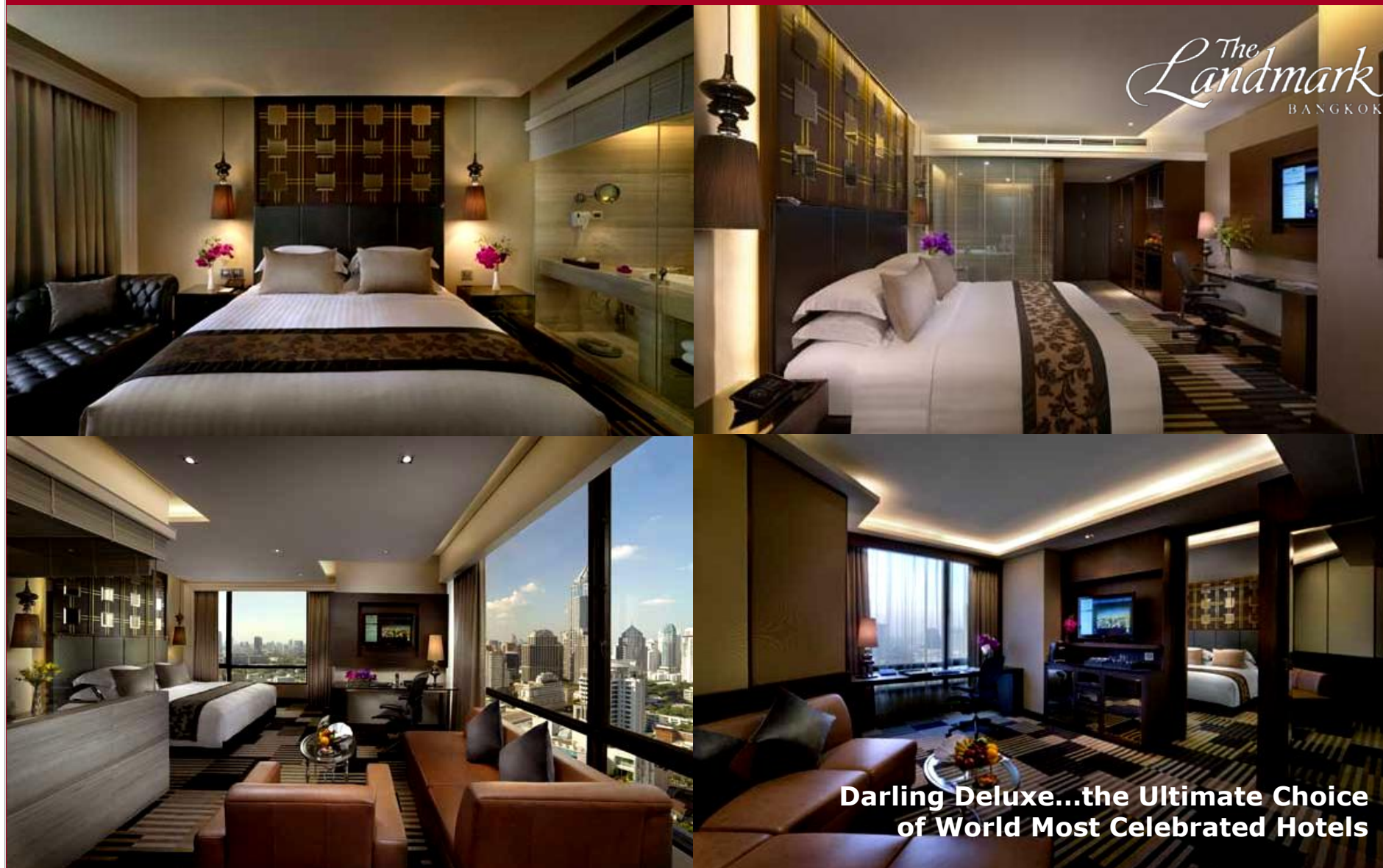


DARLING MATTRESS CO., LTD.

SINCE 1961

THE LANDMARK, BANGKOK

5-Star Luxury Hotel | Bangkok



**Darling Deluxe...the Ultimate Choice
of World Most Celebrated Hotels**



DARLING MATTRESS CO., LTD.
SINCE 1961

DARLING DELUXE'S POCKET SPRING
THE LANCASTER BANGKOK
5-Star Luxury Hotel | Bangkok



LANCASTER
BANGKOK



DARLING MATTRESS CO., LTD.
SINCE 1961

DARLING DELUXE'S POCKET SPRING
THE LANCASTER BANGKOK
5-Star Luxury Hotel | Bangkok



LANCASTER
BANGKOK



DARLING MATTRESS CO.,LTD.

SINCE 1961

THE CP Leadership Institute Khaoyhai



C.P. LEADERSHIP
INSTITUTE



DARLING MATTRESS CO.,LTD.

SINCE 1961

THE CP Leadership Institute Khaoyhai



C.P. LEADERSHIP
INSTITUTE



DARLING MATTRESS CO., LTD.
SINCE 1961

SIAM@SIAM DESIGN HOTEL & SPA, BANGKOK

Luxury Designed Hotel | Bangkok
BACKCARE SPRING





DARLING MATTRESS CO., LTD.
SINCE 1961

SIAM@SIAM DESIGN HOTEL & SPA, BANGKOK

Luxury Designed Hotel | Bangkok
BACKCARE SPRING





DARLING MATTRESS CO., LTD.

SINCE 1961

RIVA SURYA

BANGKOK



This is clearly evident as our most prestigious customers in Thailand and abroad have put their trusts in our mattresses

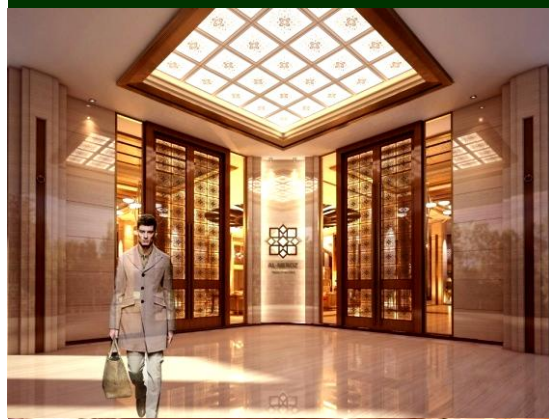
**Darling Deluxe...the Ultimate Choice
of World Most Celebrated Hotels**



DARLING MATTRESS CO., LTD.
SINCE 1961

AL MEROZ

Luxury Designed Hotel | Bangkok
BACKCARE SPRING

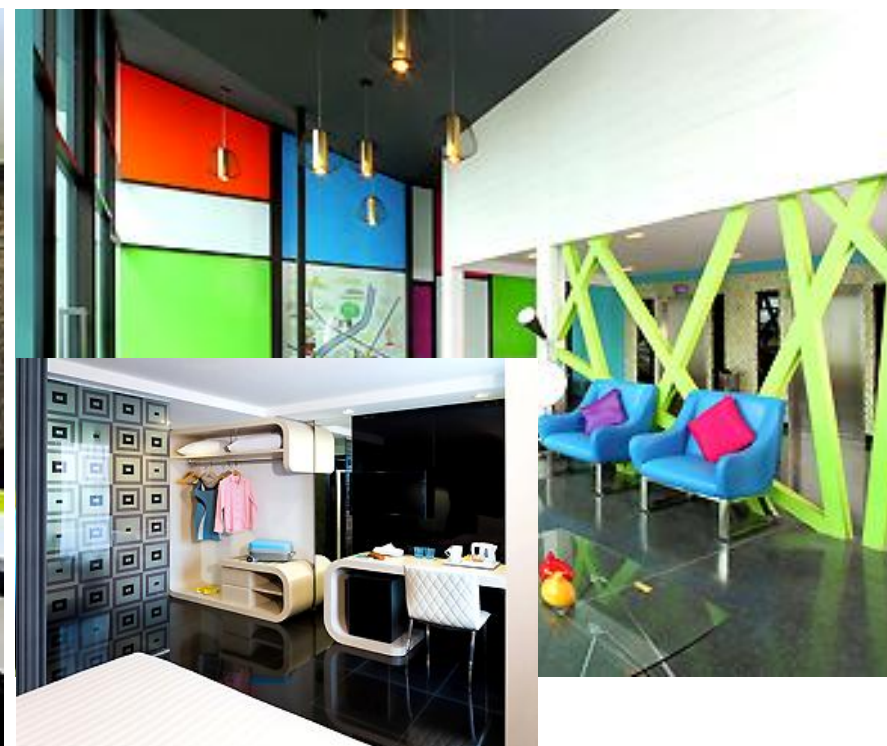
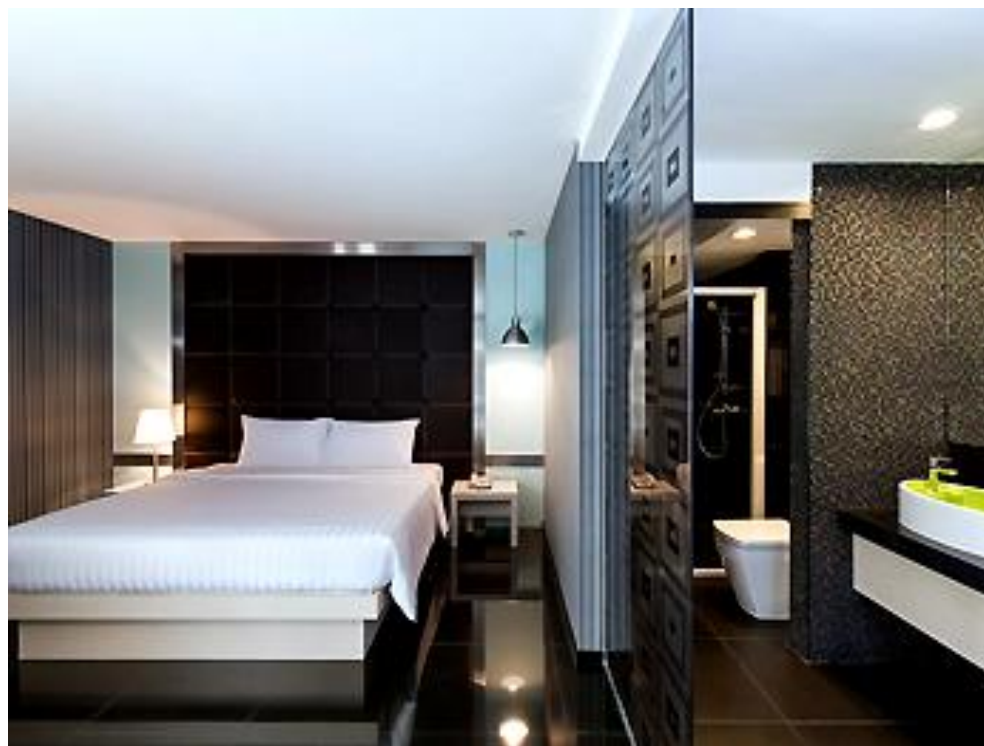
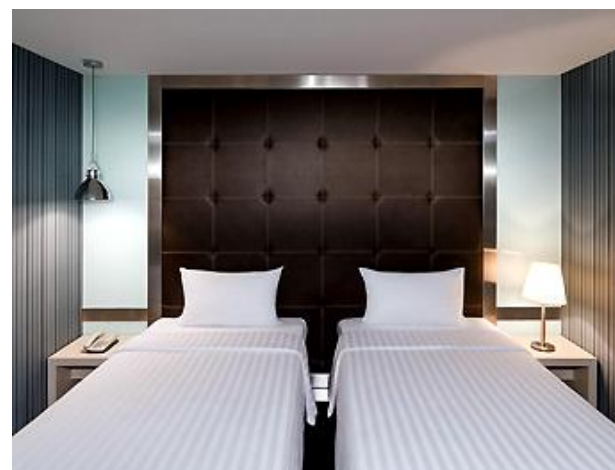
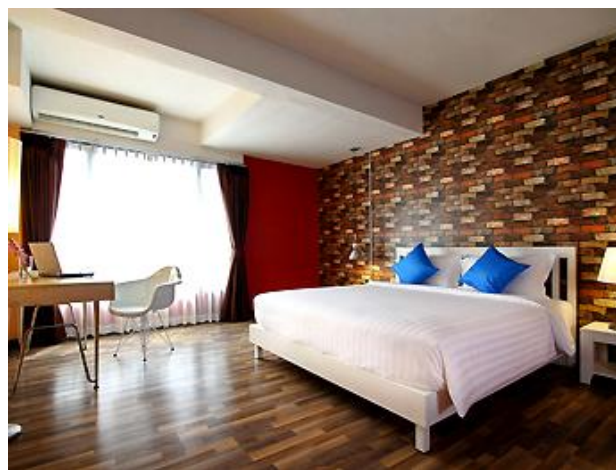




DARLING MATTRESS CO.,LTD.
SINCE 1961



Ibis Style Chiang Mai





DARLING MATTRESS CO., LTD.

SINCE 1961

JW MARRIOTT RESORT & SPA PHUKET



JW MARRIOTT.
PHUKET

This is clearly evident as our most prestigious customers in Thailand and abroad have put their trusts in our mattresses

**Darling Deluxe...the Ultimate Choice
of World Most Celebrated Hotels**

JW MARRIOTT RESORT & SPA, MAI KHAO BEACH, PHUKET
5-Star Luxury Resort & Spa | PHUKET



DARLING MATTRESS CO., LTD.

SINCE 1961

DARLING DELUXE

HOTEL REFERENCE

"POCKET SPRING"

**JW MARRIOTT
RESORT & SPA**

PHUKET



JW MARRIOTT.
PHUKET

JW MARRIOTT RESORT & SPA MAI KHAO BEACH, PHUKET

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of World Most Celebrated Hotels**





DARLING MATTRESS CO., LTD.
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DARLING DELUXE HOTEL GUESTS QUOTES

"BACK CARE SPRING FOAM" CLUB MED HOTEL

"POCKET SPRING" MARRIOTT HOTELS & RESORTS

QUOTES FROM HOTEL GUESTS TO DARLING DELUXE



BACK CARE SPRING FOAM

Recently my husband and I stayed at a *Club Med*. We both **"slept like a baby"** on the mattress the company provided. We inquired what brand it was and found it to be the *Darling Mattress*. We are interested in purchasing this mattress for our home. . .

Bernie Tuttle (Nltut@aol.com), from America, Club Med Hotel, Phuket, 9th April, 2011



POCKET SPRING

we had **wonderful holidays in thailand**, marriott bangkok and j.w. marriott phuket.
your mattress: darling deluxe – really great !! we are from germany.
Allow me a few questions: can we buy these mattress in germany – where?. . .

Heiner robertz (heiner.robertz@t-online.de), from Germany, Marriott Hotels & Resorts, Bangkok and Phuket, 11st July, 2009



DARLING MATTRESS CO., LTD.

SINCE 1961

Hotel Pullman Phuket Arcadia Naithon Beach Phuket



DARLING DELUXE'S POCKET SPRING



DARLING MATTRESS CO., LTD.

SINCE 1961

DARLING DELUXE'S BACKCARE SPRING FOAM
**Mövenpick Resort & Spa Hotel and Villas
Phuket**





DARLING MATTRESS CO., LTD.
SINCE 1961

DARLING DELUXE'S BACKCARE SPRING FOAM
Mövenpick Resort & Spa Hotel and Villas
Bangtao Beach, Phuket




MÖVENPICK
Hotels & Resorts





DARLING MATTRESS CO., LTD.

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DARLING DELUXE'S BACKCARE SPRING FOAM
Mövenpick Resort & Spa Hotel and Villas
Bangtao Beach, Phuket




MÖVENPICK
Hotels & Resorts





DARLING MATTRESS CO., LTD.
SINCE 1961

KATA ROCKS
Infinite Luxury | Thailand
ASIA PACIFIC RESIDENTIAL PROPERTY AWARDS, since 2010-2013





DARLING MATTRESS CO., LTD.
SINCE 1961

KATA ROCKS

Infinite Luxury | Thailand
ASIA PACIFIC RESIDENTIAL PROPERTY AWARDS, since 2010-2013



KR KATA ROCKS
BY INFINITE LUXURY



DARLING MATTRESS CO., LTD.
SINCE 1961

KATA ROCKS
Infinite Luxury | Thailand
ASIA PACIFIC RESIDENTIAL PROPERTY AWARDS, since 2010-2013





DARLING MATTRESS CO.,LTD.
SINCE 1961

DARLING DELUXE'S POCKET SPRING
MAI HOUSE PATONG HILL
Phuket



MAI HOUSE
PATONG HILL





DARLING MATTRESS CO., LTD.
SINCE 1961

DARLING DELUXE'S POCKET SPRING
MAI HOUSE PATONG HILL
Phuket



MAI HOUSE
PATONG HILL



DARLING MATTRESS CO., LTD.

SINCE 1961

CENTARA GRAND WEST SANDS RESORT & VILLAS Phuket



CENTARA
GRAND

WEST SANDS RESORT & VILLAS
PHUKET





DARLING MATTRESS CO., LTD.

SINCE 1961

TRISARA | Private Pool Villas Phuket

TRISARA





DARLING MATTRESS CO., LTD.

SINCE 1961

Hilton Phuket Arcadia Resort & Spa Phuket

5-Star Luxury Resort & Spa | PHUKET



This is clearly evident as our most prestigious customers in Thailand and abroad have put their trusts in our mattresses

**Darling Deluxe...the Ultimate Choice
of World Most Celebrated Hotels**



DARLING MATTRESS CO., LTD.
SINCE 1961



BANDARA
Villas, Phuket

**BANDARA Villas
Phuket**





DARLING MATTRESS CO., LTD.

SINCE 1961



MÖVENPICK

Hotels & Resorts





DARLING MATTRESS CO., LTD.

SINCE 1961





DARLING MATTRESS CO., LTD.

SINCE 1961

Holiday Inn Resort, Krabi – Ao Nang Beach Krabi



STAY
RELAXED

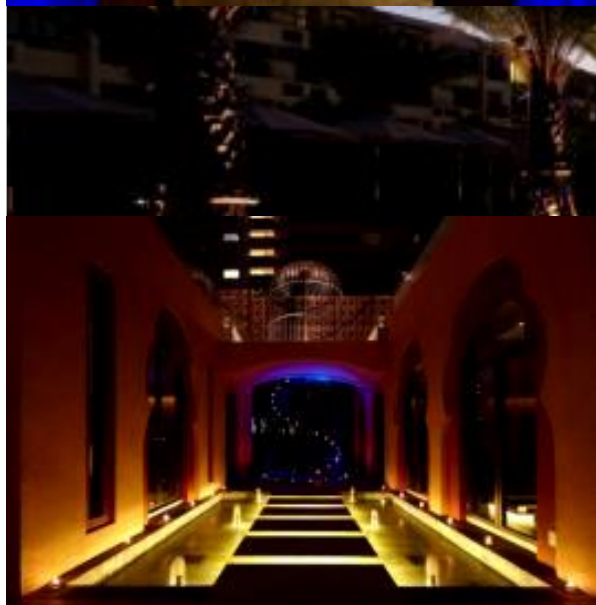




DARLING MATTRESS CO.,LTD.
SINCE 1961

DARLING DELUXE'S BACK CARE SPRING FOAM
Marrakesh Resort and Spa
Hua Hin

Marrakesh
hua-hin
JOURNEY OF MYSTIC HIDEAWAY





DARLING MATTRESS CO.,LTD.
SINCE 1961

DARLING DELUXE'S BACKCARE SPRING FOAM
Marrakesh Resort and Spa
Hua Hin

Marrakesh
hua-hin
JOURNEY OF MYSTIC HIDEAWAY





DARLING MATTRESS CO., LTD.

SINCE 1961

Anantara Resort & Spa, Hua Hin

Luxury Hotel | Hua Hin





DARLING MATTRESS CO., LTD.
SINCE 1961



An Exceptional Boutique Beach Resort in Every way, Khao Lak





DARLING MATTRESS CO., LTD.

SINCE 1961



Pampered Luxury Vacations





DARLING MATTRESS CO., LTD.

SINCE 1961

BORIBOT

4-star Luxury Hotel | Khao Yai

DARLING DELUXE'S PLUSH POCKET SPRING FOAM





DARLING MATTRESS CO., LTD.
SINCE 1961

BORIBOT

4-star Luxury Hotel | Khao Yai

DARLING DELUXE'S PLUSH POCKET SPRING FOAM



BORIBOT
POOL RESORT



DARLING MATTRESS CO.,LTD.
SINCE 1961

GRAND HOTEL HEILIGENDAMM (Formerly Kempinski)

The Leading Hotels of The World | Germany
POCKET SPRING





DARLING MATTRESS CO.,LTD.

SINCE 1961

GRAND HOTEL HEILIGENDAMM (Formerly Kempinski)

The Leading Hotels of The World | Germany

POCKET SPRING





DARLING MATTRESS CO., LTD.
SINCE 1961

LANCASTER LONDON, UNITED KINGDOM

4-Star Luxury London Hotel | Hyde Park (Central London) | UK

POCKET SPRING





DARLING MATTRESS CO., LTD.

SINCE 1961

LANCASTER LONDON, UNITED KINGDOM

4-Star Luxury London Hotel | Hyde Park (Central London) | UK

POCKET SPRING



LANCASTER
LONDON

Hotel Guest feedback

We stayed at the *Lancaster Hotel* in London and **really liked the beds**.
They told us they are using your beds and we would like to
receive your pricelist and shipping cost to Europe. . .

Gerjo Timmerije, Domaine de Lanzac, from France, Lancaster Hotel, London, 30th December, 2009



DARLING MATTRESS CO., LTD.

SINCE 1961

Hotel de le Nouvelle Couronne

Geneva, Switzerland



Hôtel de la Nouvelle Couronne



Hotel les Nations, Geneva, Switzerland
Hotel du Boulevard | Hotel des Horlogers, Lausanne, Switzerland

This is clearly evident as our most prestigious customers in Thailand and abroad have put their trusts in our mattresses

**Darling Deluxe...the Ultimate Choice
of World Most Celebrated Hotels**



DARLING MATTRESS CO., LTD.

SINCE 1961

ZHIWA LING

Luxury Hotel | Paro Bhutan



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ZHIWA LING

Luxury Hotel | Paro Bhutan

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zhiwa Ling
PARO BHUTAN





DARLING MATTRESS CO., LTD.
SINCE 1961

AMANPURI

Luxury Hotel | Thailand

AMAN RESORTS: THAILAND | BHUTAN | LAOS | CAMBODIA

amanpuri

AMAN
RESORTS



PROPOSAL FOR EXCLUSIVE HOTELS | PM AWARD | ISO 9001: 2000 | All Rights Reserved by DARLING MATTRESS CO., LTD.



DARLING MATTRESS CO., LTD.

SINCE 1961

AMANKORA

Luxury Hotel | Bhutan

AMAN RESORTS: THAILAND | BHUTAN | LAOS | CAMBODIA

amankora

ĀMAN
RESORTS





DARLING MATTRESS CO., LTD.
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AMANKORA
Luxury Hotel | Bhutan

AMAN RESORTS: THAILAND | BHUTAN | LAOS | CAMBODIA

amankora

ĀMAN
RESORTS



amankora paro suite



amankora gangtey window banquette



amankora punakha bathroom



amankora gangtey bathroom

AMAN RESORTS: THAILAND | BHUTAN | LAOS | CAMBODIA

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of World Most Celebrated Hotels**



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SINCE 1961

AMANTAKA

Luxury Hotel | Lao

AMAN RESORTS: THAILAND | BHUTAN | LAOS | CAMBODIA

AMANTAKA

ĀMAN
RESORTS





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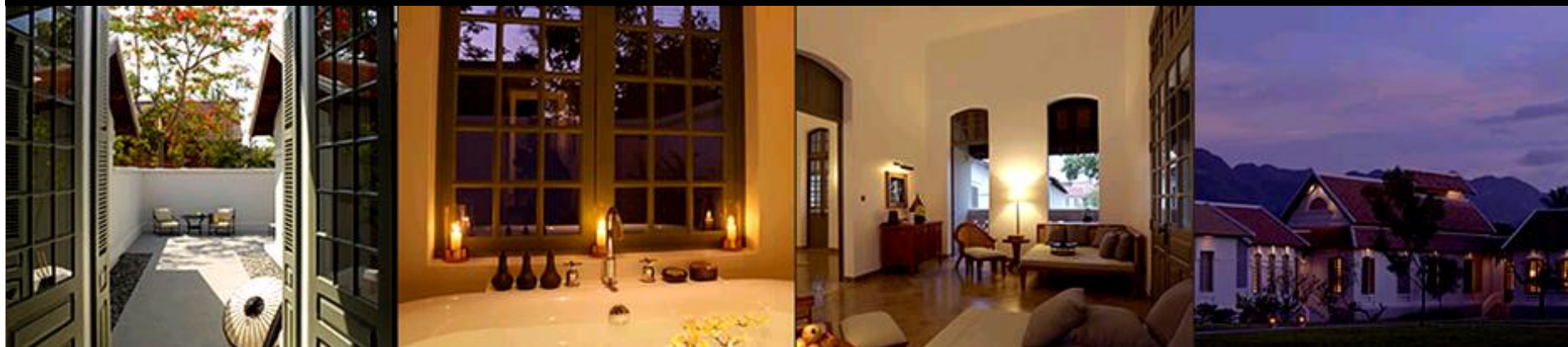
AMANTAKA

Luxury Hotel | Lao

AMAN RESORTS: THAILAND | BHUTAN | LAOS | CAMBODIA

AMANTAKA

ĀMAN
RESORTS



AMAN RESORTS: THAILAND | BHUTAN | LAOS | CAMBODIA



DARLING MATTRESS CO., LTD.
SINCE 1961

AMANSARA

Luxury Hotel | Cambodia

AMAN RESORTS: THAILAND | BHUTAN | LAOS | CAMBODIA

amansara

ĀMAN
RESORTS





DARLING MATTRESS CO., LTD.
SINCE 1961

AMANSARA

Luxury Hotel | Cambodia

AMAN RESORTS: THAILAND | BHUTAN | LAOS | CAMBODIA

amansara

ĀMAN
RESORTS





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SINCE 1961

PARK HYATT SIEM REAP

Luxury Hotel | Cambodia

HYATT®

PARK HYATT SIEM REAP



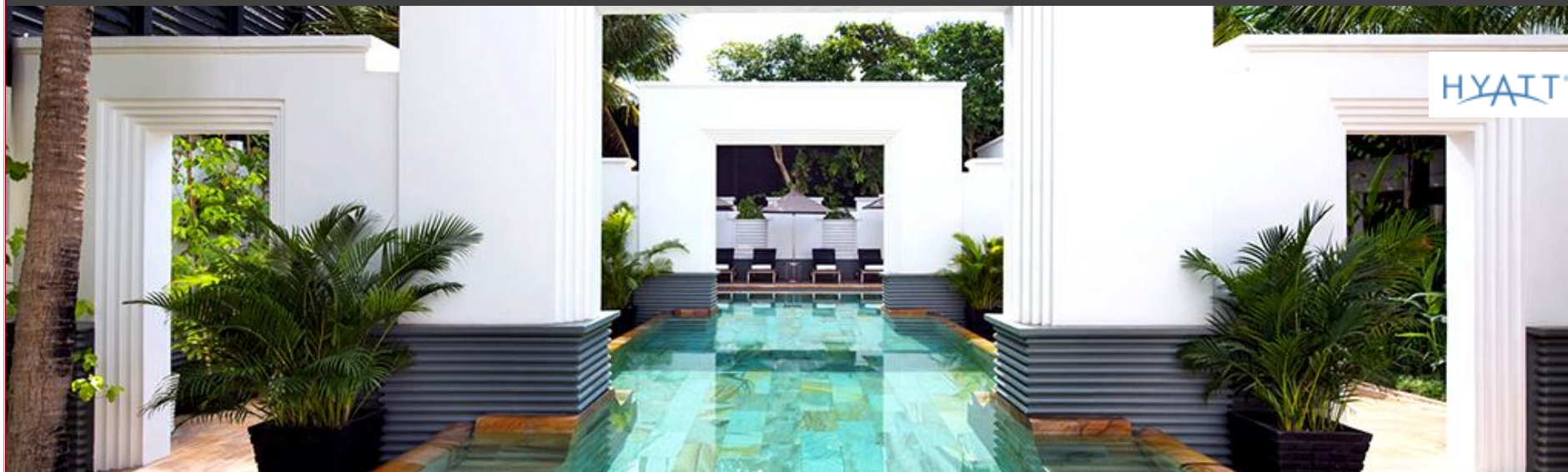


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PARK HYATT SIEM REAP

Luxury Hotel | Cambodia

PARK HYATT SIEM REAP



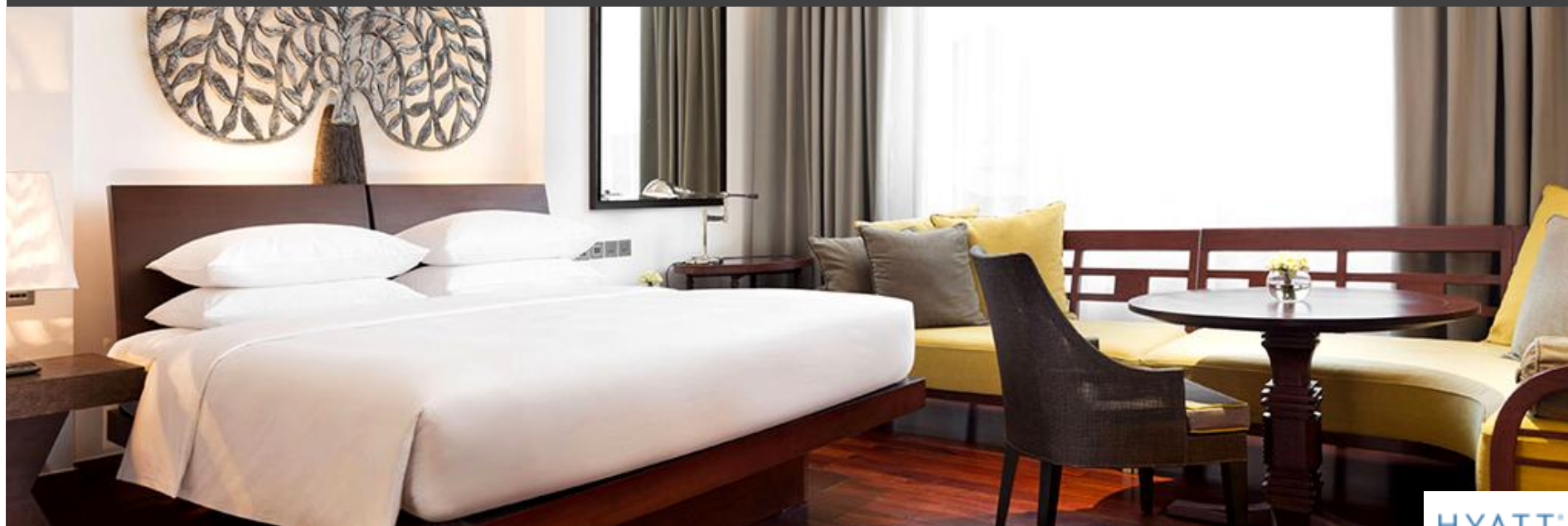


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SINCE 1961

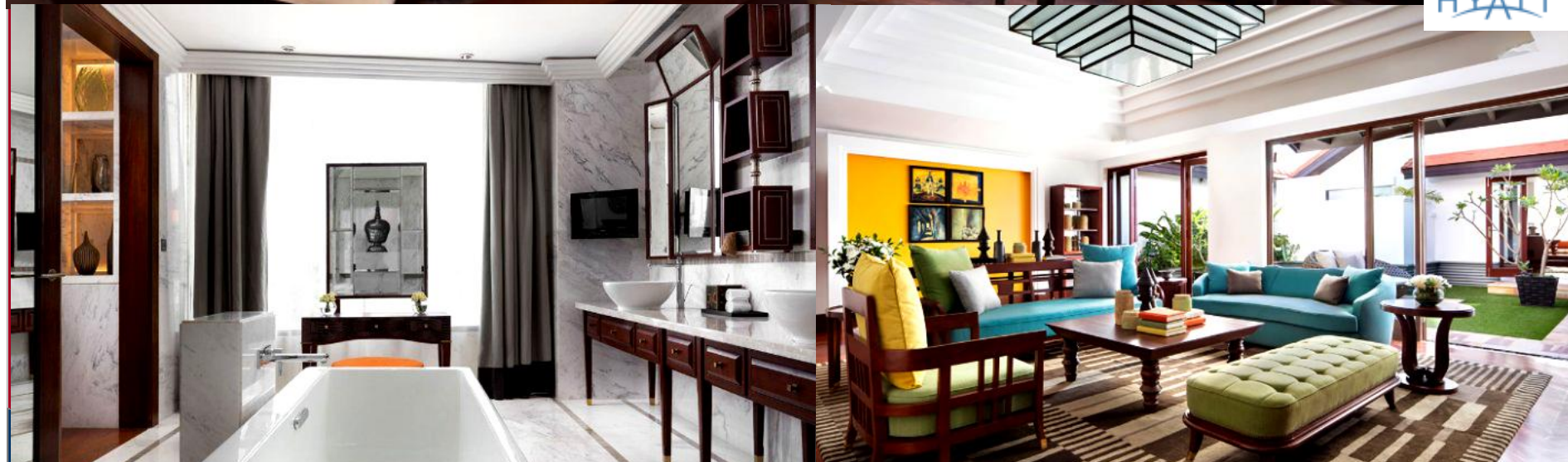
PARK HYATT SIEM REAP

Luxury Hotel | Cambodia

PARK HYATT SIEM REAP



HYATT





DARLING MATTRESS CO., LTD.
SINCE 1961

Sala Lodges

Luxury Hotel | Siem Reap | Cambodia



SALA
LODGES





DARLING MATTRESS CO., LTD.
SINCE 1961

Sala Lodges

Luxury Hotel | Siem Reap | Cambodia





DARLING MATTRESS CO., LTD.

SINCE 1961

LESIC DIMITRI
Luxury Hotel | Croatia



This is clearly evident as our most prestigious customers in Thailand and abroad have put their trusts in our mattresses
Darling Deluxe...the Ultimate Choice of World Most Celebrated Hotels



DARLING MATTRESS CO., LTD.

SINCE 1961

LESIC DIMITRI
Luxury Hotel | Croatia



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Darling Deluxe...the Ultimate Choice of World Most Celebrated Hotels



DARLING MATTRESS CO., LTD.

SINCE 1961

DARLING DELUXE
TOP SELECTION
OF
HOTEL MATTRESS

SUPER SPRING

SLEEPRITE

BACK CARE
SPRING FOAM

POCKET SPRING

DARLING DELUXE

THE MATTRESS OF CHOICE OF TOP WORLD-CLASS HOTELS



DARLING DELUXE - SUPER SPRING



DARLING DELUXE - SLEEPRITE



DARLING - BACK CARE SPRING FOAM



DARLING DELUXE - POCKET SPRING



DARLING MATTRESS CO.,LTD.

SINCE 1961

DARLING DELUXE

HOTEL MATTRESS
COMPARISON

POCKET SPRING

BACK CARE
SPRING FOAM

SLEEPRITE

SUPER SPRING

DARLING DELUXE

THE MATTRESS OF CHOICE OF TOP WORLD-CLASS HOTELS

HOTEL MATTRESS COMPARISON

COMPARISON MATTRESS MODELS	SUITABILITY	QUALITY	PRICING**	PRODUCT WARRANTY
SUPER SPRING	★★★	GOOD	THB 3,XXX - 7,XXX	7 YEARS
SLEEPRITE	★★★★	VERY GOOD	THB 4,XXX - 8,XXX	10 YEARS
BACK CARE SPRING FOAM	★★★★+	EXCELLENT	THB 5,XXX - 9,XXX	12 YEARS
POCKET SPRING	★★★★★+	PREMIUM	THB 7,XXX - 1X,XXX	15 YEARS

**THE ESTIMATED PRICES SHOWN ABOVE DEPENDED ON MATTRESS SIZES AND
CAN BE NEGOTIATED DUE TO BULK ORDER



DARLING MATTRESS CO., LTD.

SINCE 1961

DARLING DELUXE

BOX SPRING

TORSION FOUNDATION

SPRING FOUNDATION

BOX SPRING WITH DRAWER

DARLING DELUXE OTHERS & ACCESSORIES



Torsion Foundation

The Torsion Spring is made from 100% high carbon steel spring wire for durability.

Torsion Bar with border support points give a firmer edge and improved resistance to edge sag. Cross slats give greater strength to the foundation. Center support rails add extra reinforcement from head to foot. The Torsion

Bar prevents the springs from Shifting sideways and ensure the mattress does not sway on its base, which supports the – entire mattress by more than 30%.

Product Life: Longer than regular box spring



Spring Foundation

Our Spring Foundation offers a delicate option to support your mattress. The spring foundation allows for softer feel while sleeping. It also works perfectly with Darling's Non-Spring mattresses to provide a more resilient support in place of wooden hard bed.



Box Spring with Drawer



DARLING MATTRESS CO., LTD.

SINCE 1961

DARLING DELUXE

**OTHERS
AND
ACCESSORIES**

CLASSIC ROLLAWAY

**LIGHT-GREY-
STRIPED
JACQUARD**

**FOLDABLE
ROLLAWAY BED**



DARLING DELUXE - CLASSIC ROLLAWAY

**CLASSIC ROLLAWAY I
LIGHT-BROWN-STRIPED
COTTON**

Consisted of steel frame with upholstered wooden base and spring mattress

Firmness Level:



FOLDABLE ROLLAWAY BED

FOLDABLE ROLLAWAY BED

Together with folded foam mattress, convenient to move about and economical

Firmness Level:





DARLING MATTRESS CO., LTD.

SINCE 1961

DARLING DELUXE

OTHERS AND ACCESSORIES

BED SHEET
FITTED & FLAT

PILLOW I CASE

MATTRESS
PROTECTOR PAD

DUVET

DUVET COVER

BOLSTER I CASE



DARLING DELUXE OTHERS & ACCESSORIES

1. Bed Sheet-Fitted & Flat
100% White Stripe Cotton Satin
100% White Cotton
50/50 Poly Cotton
2. Pillow-Case
3. Mattress Protector Pad
4. Duvet
5. Duvet Cover
6. Bolster and bolster case





TRICONTINENTAL TRADING

House 631 / Unit 50, Sisavath street, Hom 13,
Ban Sisavath, Chanthabouly, Vientiane, Lao PDR
☎ +856 21 254400

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www.tricontinental.asia