



BRUCE STARKE

Established 1899

Bruce Starke & Co Ltd
Langton Green, Eye, Suffolk IP23 7HN

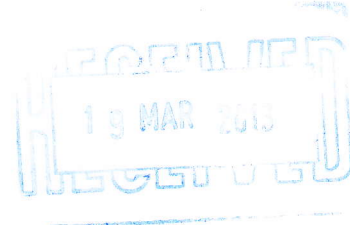
Telephone: 01379 870209

Fax: 01379 871232

Email: info@bruce-starke.com

Web: www.bruce-starke.com

11th March 2013



Dear Customer,

Please find enclosed our new Trade Price List which will take effect from 1st April 2013.

This new Trade Price List is just an update, showing some changes and additional new lines. Only a few prices have been revised.

The recent weakening of the pound has made our life as an importer quite difficult again. Like many businesses we are continually affected by fluctuations in currencies. However at this stage we have decided to keep our prices the same. In line with our normal business practice a new price list will be issued on 1st September 2013.

In the current economic climate we appreciate that customers are unwilling to accept price increases and we hope that our decision to hold prices will show our commitment to our customers to provide quality goods with excellent service.

Yours faithfully,

Hans Mateboer
Managing Director

BRUCE STARKE & CO LTD



BRUCE STARKE

SPRING OFFER

VALID 1 MARCH - 30 APRIL 2013

PRODUCT IMAGE	PRODUCT NAME, SIZES LIST PRICE (PACK QUANTITY)
	<p>CANCUN STRIPES, NATURAL OR CHAMPAGNE</p> <p>0.66 x 1.20m £23.90 each 1.00 x 1.50m £37.40 each 1.33 x 1.80m £49.65 each</p> <p>BUY 4 GET 1 FREE</p>
	<p>SEAGRASS PANAMA</p> <p>0.66 x 1.20m £19.99 each (5) 1.00 x 1.50m £31.45 each (5) 1.20 x 1.80m £43.75 each (2)</p> <p>BUY 4 GET 1 FREE</p>
	<p>MADRAS</p> <p>0.60 x 0.90m £6.99 each 0.60 x 1.80m £14.85 each 0.66 x 1.20m £10.75 each 0.90 x 1.50m £17.95 each 1.20 x 1.80m £28.80 each</p> <p>BUY 4 GET 1 FREE</p>

All mats to be of the same sizes

Usual discounts apply

Bruce Starke & Co Ltd, Langton Green, EYE, Suffolk IP23 7HN

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BRUCE STARKE

COTTON MAT OFFERS

VALID 1 MARCH - 30 APRIL 2013

ANY OF THESE MATS ARE 50% OFF LIST PRICE

PRODUCT IMAGE	NAME/SIZE	LIST PRICE
	COTTON ECO-FLEX (Assorted colours) 60x80cm	£13.95
	COTTON SUPERIOR PLAINS (Assorted colours) 50x75cm 60x85cm	£12.45 £16.15
	COTTON EXCEL (Assorted colours) 60x85cm	£11.30
	COTTON SPLENDOUR (Red or Blue) 50x80cm	£13.35

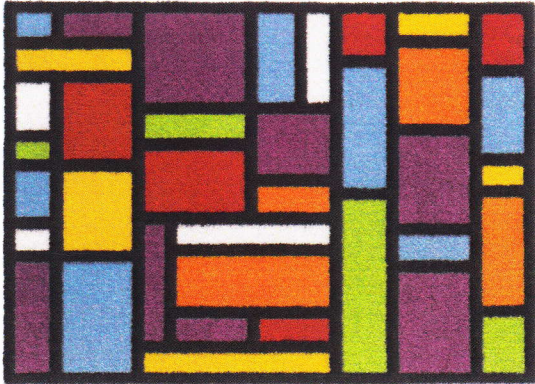
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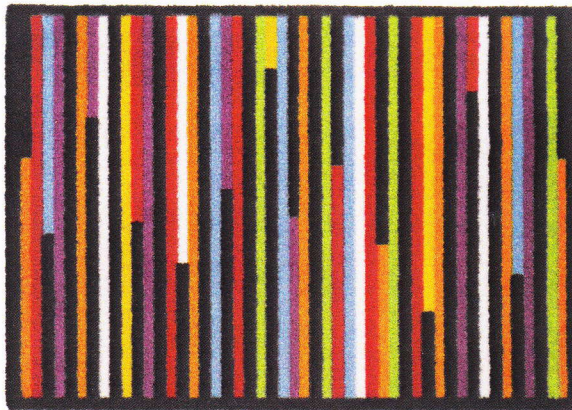
Flash



Fusion



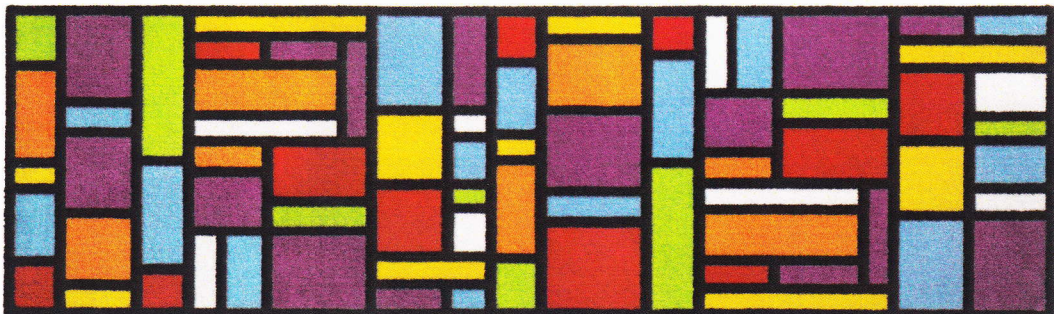
Home Sweet Home



Medley



Daisies



Fusion - Runner

Tufted barrier mat 100% polyamide
Chromo jet printed
Vinyl backed

4 designs available in size 50x75cm - Fusion also available as a runner 50x150cm

Pack quantity 20 mats (assorted designs) - runner pack quantity single

List Price 50x75cm £9.95/€12.25 each 50x150cm £22.90/€28.25 each

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BRUCE STARKE

Vico Cartoons



Come In - Black



Come In - Red



Welcome - Blue



Hello - Lime



Hello - Natural

Coir brushmat with vinyl backing
14mm thickness

Stencilled with quality acrylic paint
5 designs available in size 40x70cm

Pack quantity 15 mats (single design boxes)

List Price £7.99/€9.80 each

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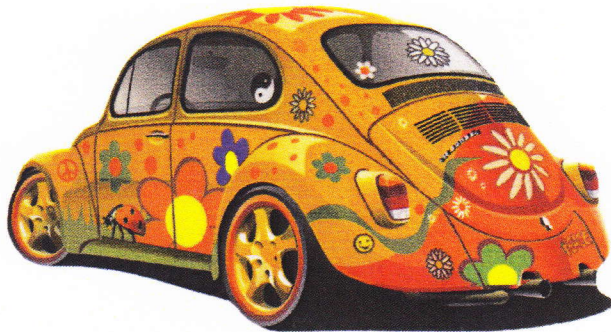


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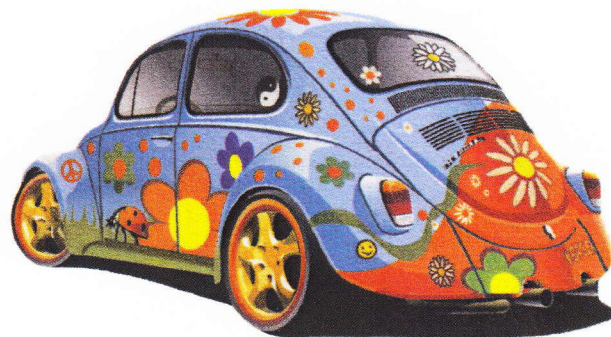
N'JOY BEETLE



Red



Yellow



Blue

Tufted play mat 100% polyamide
Chromo jet printed
Non-slip latex backing
Machine washable
3 colours available in size 45x80cm
List Price £12.85/€15.65 each

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TRADE PRICE LIST

Effective from 1st April 2013



BRUCE STARKE

Established 1899

COTTON MATS

Quality	40 x 60 cms p.pc.	50 x 75 cms p.pc.	50 x 80 cms p.pc.	60 x 85 cms p.pc.	60 x 90 cms p.pc.	66 x 90 cms p.pc.	80 x 120 cms p.pc.	90 x 120 cms p.pc.	90 x 150 cms p.pc.	60 x 180 cms p.pc.	65 x 150 cms p.pc.
COTTON SUPERIOR	7.55	-	13.35	-	17.15	-	-	32.35	41.95	35.15	-
COTTON COMFORT	-	-	9.65	-	13.55	-	-	26.70	-	-	-
COTTON ECO PLUS	-	9.99	-	-	-	15.75	25.95	-	-	-	-
COTTON SELECT	-	10.80	-	-	-	-	27.45	-	-	-	-
SOUTHWOLDS	-	14.49	-	-	20.40	-	-	-	-	-	39.95
KINGSTON MUCKTRAPPER	-	8.90	-	11.90	-	-	-	-	-	-	-

BARRIER MATS

Quality	40 x 60 cms p.pc.	45 x 75 cms p.pc.	50 x 75 cms p.pc.	50 x 150 cms p.pc.	60 x 80 cms p.pc.	60 x 90 cms p.pc.	60 x 120 cms p.pc.	80 x 120 cms p.pc.	90 x 120 cms p.pc.	90 x 150 cms p.pc.	120 x 180 cms p.pc.	135 x 200 cms p.pc.
FURBO	4.40	6.45	-	-	-	9.90	-	-	-	-	-	-
BANTRY	6.55	8.75	-	-	-	13.70	-	-	-	37.20	-	-
KINSALE	2.70	3.98	-	-	-	-	-	-	-	-	-	-
AMBIANCE	-	-	10.75	-	-	-	-	-	-	-	-	-
FLASH	-	-	9.95	22.90	-	-	-	-	-	-	-	-
WALK 'N' WASH	-	-	-	-	18.85	-	-	-	-	-	-	-
LIFFEY	3.99	-	-	-	7.79	-	-	15.45	-	-	-	-
COLORIT	5.40	-	-	-	-	12.25	-	-	-	32.40	-	-
SHANNON	4.90	-	-	-	-	10.80	13.60	-	19.75	26.90	40.25	-
LINDESFARNE	-	9.90	-	-	-	-	-	-	-	-	-	-
SHERKIN	-	-	-	-	-	22.95	-	-	-	57.50	-	109.50
CLIFDEN	3.88	-	-	-	7.44	-	-	14.55	-	-	-	-

ECO MATS

Quality	40 x 60cms p.pc.	46 x 76cms p.pc.	50 x 75cms p.pc.	56 x 86cms p.pc.
MASTERPIECE - Pebbles & Bricks	7.55	-	-	-
MASTERPIECE - All other designs	-	10.90	-	-
CLEANSRAPE - All designs	-	10.90	-	-
COBBLESTONE	-	-	-	13.95
ECO FLEX DESIGNER	-	-	13.85	-

COIR MATS

Quality	26 x 75cms p.pc.	35 x 60cms p.pc.	40 x 60cms p.pc.	40 x 70cms p.pc.	45 x 75cms p.pc.	50 x 75cms p.pc.	50 x 80cms p.pc.	55 x 90cms p.pc.
RUCO								
MASTERMAT	-	-	-	-	12.45	-	-	-
TULLAMORE (Rect. / H. Moon)	-	-	-	-	3.66	-	-	-
VIKING (Rect. / H. Moon)	-	-	-	-	7.89	-	-	-
TRINITY	-	-	-	-	8.79	-	-	-
FITZROY (any style)	-	4.49	5.38	-	7.24	-	-	-
DOGGER	-	-	-	-	9.44	-	-	-
TRAFALGAR (any style)	-	-	7.86	-	10.80	-	-	-
VICO								
WELCOME CLASSIC	-	-	-	-	-	8.25	-	-
EPSOM (Rect. / H. Moon)	-	-	-	-	7.15	-	-	-
MESSAGE MATS	-	-	5.49	-	-	-	-	-
KERALA	4.69	-	-	-	-	-	-	-
ALLEPPEY	-	-	5.49	-	-	-	-	-
CARTOONS	-	-	-	7.99	-	-	-	-
LINEA	-	-	-	-	7.45	-	-	-
LINEA FUTURA	-	-	-	-	7.45	-	-	-
WELCOME BUDGET	-	-	4.99	-	-	-	-	-
BASIC	-	3.29	3.78	4.49	5.35	-	6.29	-
WELCOME XL	-	-	-	-	7.45	-	-	-
MILLEFLEURS	-	-	-	-	7.45	-	-	-
WELCOME FRAMES	-	-	-	-	7.45	-	-	-
COCO								
BOUTIQUE NATURALS	-	-	-	10.89	-	-	15.85	-
HUMBER	-	5.94	-	8.46	10.30	-	11.99	14.74
THAMES	-	-	7.69	8.94	10.89	-	12.90	16.25
PLYMOUTH	-	4.96	-	6.24	7.63	-	8.90	-

NEEDLEPUNCHED MATS

Quality	40 x 60cms p.pc.	40 x 70cms p.pc.	50 x 80cms p.pc.
TRIO	1.06	-	1.87
MALLIN	1.55	1.98	2.79
FAIRISLE	2.99	3.63	5.13
ORKNEY	-	5.87	-
RIBCORD	0.63	-	-

OUTDOOR MATS

Quality	30 x 35 cms p.pc.	38 x 58 cms p.pc.	39 x 59 cms p.pc.	40 x 60 cms p.pc.	40 x 70 cms p.pc.	45 x 75 cms p.pc.	50 x 80 cms p.pc.	60 x 80 cms p.pc.	80 x 120 cms p.pc.	100 x 150 cms p.pc.
GRIMEBUSTER	-	-	7.49	-	-	8.99	-	-	-	-
GRIMEBUSTER (Black)	-	-	7.49	-	-	-	-	-	-	-
GRIMEBUSTER (H. Moon)	-	-	-	-	-	9.19	-	-	-	-
DOORBUTLER	-	-	9.99	-	-	11.99	-	-	-	-
DOORBUTLER + TRAY	-	-	12.50	-	-	-	-	-	-	-
BOOTSCRAPER	6.95	-	-	-	-	-	-	-	-	-
DIRTSTOPPER	-	-	-	8.99	-	-	-	-	-	-
METAL SCRAPER	-	9.99	-	-	-	-	-	-	-	-
AVANTI BRUSH	-	-	-	26.60	-	39.95	-	-	-	-
ALU SCRAPE	-	-	-	38.85	-	49.90	-	-	-	-
RUBBER LINK	-	7.22	-	-	-	11.25	-	-	-	-
DOMINO	-	-	-	3.29	-	-	-	-	-	-
FINISTERRE	-	-	-	4.39	-	-	-	10.95	21.45	29.95
KILKENNY (Rect. / H. Moon)	-	-	-	-	-	7.69	-	-	-	-
KILKENNY (Welcome)	-	-	-	-	-	9.75	-	-	-	-
NOVUS	-	-	-	-	12.55	-	-	-	-	-
CONDOR	-	-	-	3.65	-	-	-	-	-	-
ASTRO TURF	-	-	-	-	5.99	-	-	-	-	-
PORTAL	-	-	-	-	-	-	9.99	-	-	-

COIR MATTING

Quality	Widths in cms	Approx. Length	Full Rolls per m ²	Cuts per m ²
SUPACOIR 14mm Natural	100 & 200	12m	21.00	33.90
SUPACOIR 17mm Natural	100 & 200	6m & 12m	23.50	38.15
SUPACOIR 20mm Natural	100 & 200	12m	27.90	43.65
SUPACOIR 23mm Natural	100 & 200	10m	29.90	47.95
SUPACOIR 28mm Natural	100 & 200	10m	36.60	56.40
SUPACOIR 17mm Colours	100 & 200	12m	34.90	54.50
DEBEN 17mm Natural	100 & 200	6m & 12m	19.90	n/a
WAVENEY 17mm Natural	100 & 200	12m	16.80	n/a

STOPTEX ANTI-CREEP

Quality	60 x 120cms p.pc.	80 x 150cms p.pc.	120x180cms p.pc.	60cms x 30m Roll	100cms x 30m Roll	120cms x 30m Roll
STOPTEX ANTI-CREEP	3.99	5.29	9.49	44.90	73.35	88.75

MOONWALK - ALL PURPOSE RUNNER

Quality	65 x 180cms p.pc.	65 x 2000cms p.pc.
MOONWALK	7.95	59.95

RUNNERS

Quality	Width in cms	Full Rolls per lin. mtr	Cuts per lin. mtr	Pre-cut 67 x 180cms p.pc.
BALLINA	67	7.10	8.85	11.45
BALTIMORE	67	6.15	n/a	-
PEMBRIDGE	67	6.25	7.65	-
BERBER	67	8.49	n/a	-
BIDJAR	67	5.95	n/a	-
RAMSES	67	5.95	n/a	-

UTILITY MATS & RUGS

Quality	40 x 60 cms p.pc.	40 x 60 cms twin pack	45 x 80 cms p.pc.	60 x 120 cms p.pc.	60 x 200 cms p.pc.	66 x 120 cms p.pc.	66 x 180 cms p.pc.	80 x 150 cms p.pc.	90 x 150 cms p.pc.	100 x 165 cms p.pc.	100 x 150 cms p.pc.	100 x 190 cms p.pc.
DUAL PLAY MAT	-	-	-	-	-	-	-	-	-	19.95	-	-
ROADS PLAY MAT	-	-	-	-	-	-	-	9.99	-	-	-	15.95
NJOY BEETLE	-	-	12.85	-	-	-	-	-	-	-	-	-
STELLA	-	-	-	-	-	6.99	9.99	-	-	-	12.99	-
SAMANTHA	-	-	-	-	-	8.45	12.75	-	-	-	16.65	-
CANDY	1.09	2.50	-	4.15	6.90	-	-	-	7.85	-	-	-

Quality	60 x 90 cms p.pc.	60 x 110 cms p.pc.	60 x 180 cms p.pc.	66 x 120 cms p.pc.	80 x 150 cms p.pc.	90 x 150 cms p.pc.	100 x 150 cms p.pc.	120 x 160 cms p.pc.	120 x 180 cms p.pc.			
CELTIC WEAVE	-	8.30	-	-	14.95	-	-	24.20	-			
CAN CUN	-	-	-	23.90	-	-	37.40	-	49.65			
MADRAS	6.99	-	14.85	10.75	-	17.95	-	-	28.80			
PANAMA	-	-	-	19.99	-	-	31.45	-	43.75			

ENTRANCE MATTING

Quality	Widths in cms	Approx. Length	Full Rolls per m ²	Cuts per m ²
MALLIN	100 & 200	30m	6.60	n/a
FAIRISLE	100 & 200	25m	10.80	13.60
HEBRIDES	100 & 200	25m	14.40	18.60
PENTLAND	100 & 200	25m	14.60	18.90
BARRA	200	25m	13.80	17.20
SHANNON	90/120/200	20m	18.10	21.35
SHERKIN	200	20m	34.50	43.12

RUBBER MATS, RUBBER RUNNERS, RUBBER STABLE MATS

Quality	60 x 80cms p.pc.	80 x 120cms p.pc.	91 x 152cms p.pc.	100 x 150cms p.pc.	122 x 183cms p.pc.	1m x 10m p.pc.	1.2m x 10m p.pc.
FINISTERRE H.D. 23mm	10.95	21.45	–	29.95	–	–	–
SEVERN 14mm	–	–	27.80	–	–	–	–
STABLE MAT 10mm	–	–	–	–	47.40	–	–
STABLE MAT 17mm	–	–	–	–	68.80	–	–
LUPO 3mm	–	–	–	–	–	102.00	122.40
STILO 7mm	–	–	–	–	–	216.00	259.20

PVC CLEAR CARPET PROTECTOR

Quality	67cms x 30m
30MU Straight line/rib roll	79.80

LOGO MATS

Quality		Quantity	Price per m ²
COIR INLAID 17mm	2 colour designs (natural base + 1 insert) Add 10% for coloured base. Minimum charge for 1 mat is 100.00.	up to 1m ²	162.50
		1.1 > 2m ²	157.70
		2.1 > 3m ²	143.00
		3.1 > 4m ²	123.30
		4.1 > 5m ²	109.25
		5.1 > 6m ²	95.00
		6m ² +	77.00
Quality		Size in cms	Price per Piece
NYLON PRINTED	One-off artwork charge of 30.00 per design.	60 x 85	54.75
		85 x 115	104.75
		85 x 150	136.50
		115 x 180	222.00
		115 x 240	294.50
		150 x 240	381.00

DISPLAY STANDS

Quality	Price p.pc
9803 3-arm runner stand for rolls/runner up to 67cms wide	77.95
9805 4-arm runner stand for Moonwalk runners 65cms wide	88.20
9832 Heavy duty 6-tiers doormat stand for large and heavy mats	199.00
9800 Standard 6-tiers doormat stand for usual size domestic mats	177.50
9817 Single sided one-arm stand for 24 hanging mats	69.75
9830 Large dual function stand for hanging and flat laying mats	255.00

Ramping or Edging Service

Cut lengths of our Tufted Barrier Matting Program can be provided with a ramped edge on any or on all sides of the cut at GBP 11.85 per surrounding linear metre, plus VAT.

Terms & Conditions of Sale

Prices	Prices are those ruling at date of invoice, unless otherwise agreed in writing. Orders accepted by us at fixed or special prices will not be subject to rise or fall during period of agreement. All prices are in Sterling.
V.A.T.	All prices quoted are exclusive of VAT and subject to current standard rate.
Terms of Payment	Payment is due on the 20th of the month following the invoice date.
Transport	Orders over GBP 250.00 nett (Retail) and / or GBP 550.00 nett (Wholesale) are delivered free of any transport charges. Orders of less than the specified retail and wholesale amounts will be subject to a "small order surcharge" of GBP 10.00 for retail and / or GBP 25.00 for wholesale accounts. To make a carriage paid delivery of any rolls of 2m wide Matting, we require a minimum of 4 full rolls. Orders of less than the above minimum will incur carriage charges regardless of order value. Single rolls or cuts over 30kgs will incur a carriage charge of GBP 25 for a 1m wide roll/cut and GBP 50 for a 2m wide roll/cut. OFFSHORE: We deliver F.O.B. to nearest mainland port. Onward transport by arrangement at customer's cost. N. IRELAND: To make a carriage paid delivery to customers in N. Ireland, we need a minimum order of GBP 400 plus VAT. N.B. Some locations in Scotland, N. Ireland and Eire will be charged at a higher rate. Price on order.
Cancellations	Orders can not be cancelled after despatch of goods or after cutting of special orders.
Lead Times	Bruce Starke will use its best endeavours to execute orders promptly and deliver within 2-3 working days. Next day deliveries can be made but extra costs will be charged to the customer.
Damage & Non-Delivery	Claims for non-delivery must be made to the Company within 10 days of the despatch date shown on the invoice. Claims for shortage or damage are required to be signed for accordingly with the Carriers and confirmed to the Company within 3 days of delivery. We also accept a good quality photo as a proof of any shortcomings instead of collecting the product.
Title of Goods	Title to the goods supplied shall remain vested in Bruce Starke & Co Ltd until the full purchase price shall have been paid and received by Bruce Starke & Co Ltd.

Please Note

All roll goods and cut lengths are priced and invoiced by the square metre or linear metre and are quoted exclusive of V.A.T. We cut to special size and charge for exact size, not for full roll width.

We are pleased to accept orders in Imperial sizes, but will convert to metric for invoicing purposes.

Complaints: Prior to cutting or installing any goods, they must be inspected to confirm correct size, design, colour match, uniformity and absence of visible flaws. Any such complaints should be notified to Bruce Starke & Co Ltd immediately by telephone in the first instance and confirmed in writing within 7 days. No claim for visible defects can be accepted after materials have been cut and/or fitted and our liability will be limited to replacement of faulty pieces, repairs or when mutually agreed an allowance against the purchase price. No liability will be accepted in respect of any consequential loss or expenses incurred by the purchaser or third parties unless the fault is of such a nature that it could not have been detected by careful inspection before fitting. In no circumstances will we enter into correspondence with our customers' clients.

Display Stands: Bruce Starke supply display stands for the use of its customers to display Bruce Starke products only. Display stands will remain the property of Bruce Starke and must be returned to the company in good condition when no longer required. In the event of any stand becoming lost or used to display materials other than those supplied by Bruce Starke, the company reserves the right to invoice customers for the cost of replacement.

N.B. Coir dyes in coloured mats/matting, cannot be guaranteed colour fast. They may become unstable in direct sunlight or sub-zero temperatures, prolonged waterlogging or from the "attentions" of domestic animals. Care must therefore be exercised in laying coloured mats/matting on light coloured carpets or vinyls.



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