

Bruce Starke & Co Ltd  
Langton Green  
Eye, Suffolk IP23 7HN  
T - 01379 870209  
F - 01379 871232  
E - info@bruce-starke.com  
W - www.bruce-starke.com  
VAT Reg No. GB 246 3300 87



*Eye, 12th October, 2016*

Dear Customer,

Please find enclosed our new TRADE PRICE LIST which will become effective from 1st November, 2016.

Brexit and subsequent Sterling depreciation are forcing us to adjust our prices. We should have done this 2-3 months ago but we have preferred to wait and see if Sterling would strengthen again but this has not happened. Although Sterling has dropped by some 12.5%, we are only increasing our prices by an average 8-10%.

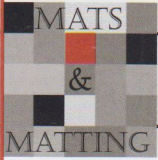
We hope you will understand our position and we look forward to continue our business with you and can assure you of our continued support and service.

Yours sincerely,

**Hans Mateboer**

*Managing Director*

BRUCE STARKE & CO LTD



**BRUCE STARKE**

# TRADE PRICE LIST

Effective from 1st November 2016

## COIR MATS

Quality	Page	26 x 75 cms p.pc.	35 x 60 cms p.pc.	40 x 60 cms p.pc.	40 x 70 cms p.pc.	45 x 75 cms p.pc.	50 x 75 cms p.pc.	50 x 80 cms p.pc.	55 x 90 cms p.pc.
<b>VICO</b>									
PLAIN NATURAL	6	-	3.62	4.16	4.94	5.89	-	6.92	-
PLAIN COLOURS	n/a	-	4.03	4.61	5.38	6.48	-	7.68	-
DESIGN	n/a	-	-	-	5.95	-	-	-	-
ALLEPPEY	6/7	-	-	6.04	-	-	-	-	-
WELCOME CLASSIC	7	-	-	-	-	-	9.08	-	-
EPSOM	7	-	-	-	-	7.88	-	-	-
WELCOME BUDGET	8	-	-	5.49	-	-	-	-	-
CATS & DOGS	9	-	-	-	-	8.20	-	-	-
KERALA	9	5.16	-	-	-	-	-	-	-
WELCOME XL	10	-	-	-	-	8.20	-	-	-
WELCOME FRAMES	11	-	-	-	-	8.20	-	-	-
LINEA HEIRLOOM	11	-	-	-	-	8.20	-	-	-
LINEA FUTURA	12	-	-	-	-	8.20	-	-	-
VICO GARDEN	13	-	-	-	-	8.20	-	-	-
VICO FLOCK ZEN	14	-	-	-	-	8.20	-	-	-

## COCO

HUMBER	15	-	7.57	-	10.22	12.53	-	14.80	18.14
THAMES	15	-	-	10.16	11.54	14.14	-	16.45	20.40
PLYMOUTH	15	-	6.52	-	7.96	9.77	-	11.50	-
BOUTIQUE	15	-	-	-	12.60	-	-	-	-

## RUCO

MASTERMAT	16	-	-	-	-	13.70	-	-	-
ROCKALL	16	-	-	-	-	9.89	-	-	-
VIKING	16	-	-	-	-	8.79	-	-	-
JUBILEE	17	-	-	-	9.89	-	-	-	-
DOGGER	18	-	-	-	-	10.67	-	-	-
FITZROY (any style)	19	-	-	5.92	6.59	7.97	-	-	-

## COIR MATTING

Quality	Page		Widths in cms	Approx. Length	Full Rolls per m <sup>2</sup>	Cuts per m <sup>2</sup>
DEBEN	20	17mm Natural	100 & 200	6.5 & 12.5m	21.60	n/a
STOUR	n/a	17mm Natural	100 & 200	12.5m	17.20	n/a
WAVENEY	20	17mm Natural	100 & 200	6.5 & 12.5m	17.98	n/a
SUPACOIR DESIGN	21	17mm Stripes	100 & 200	12.5m	37.20	58.10
SUPACOIR	21	14mm Natural	100 & 200	12.5m	22.40	36.30
SUPACOIR	21	17mm Natural	100 & 200	6.5 & 12.5m	25.10	40.60
SUPACOIR	21	20mm Natural	100 & 200	12.5m	29.70	46.60
SUPACOIR	21	23mm Natural	100 & 200	10m	31.90	51.10
SUPACOIR	21	28mm Natural	100 & 200	10m	38.90	60.20
SUPACOIR	21	17mm Colours	100 & 200	12.5m	37.20	58.10

## OUTDOOR MATS & MATTING

Quality	Page	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.	45 x 120 cms p.pc.	50 x 75 cms p.pc.	60 x 80 cms p.pc.	100 x 150 cms p.pc.	1m & 2m Rolls per m <sup>2</sup>	1m & 2m Cuts per m <sup>2</sup>
COCO BROS	22/23	-	-	-	6.47	-	-	-	9.89	-	-	24.75	31.70
METAL SCRAPER	24	-	11.29	-	-	-	-	-	-	-	-	-	-
GRID SCRAPER	24	-	-	-	21.95	-	-	-	-	-	-	-	-
AVANTI BRUSH	24	-	-	-	29.29	-	43.95	-	-	-	-	-	-
CONDOR	25	-	-	-	4.21	-	-	-	-	-	-	-	-
ASTRO TURF	25	-	-	-	-	7.14	-	-	-	-	-	-	-
SUPER SCRAPE	25	-	-	-	-	15.15	-	-	-	-	-	-	-
BOOTSCRAPER	26	7.65	-	-	-	-	-	-	-	-	-	-	-
DOORBUTLER + Tray	26	-	-	13.75	-	-	-	-	-	-	-	-	-
DIRTSTOPPER	26	-	-	-	9.89	-	13.05	-	-	-	-	-	-
GRIMEBUSTER	27	-	-	8.24	-	-	9.89	-	-	-	-	-	-
RUBBER LINK	28	-	7.94	-	-	-	12.38	-	-	-	-	-	-
DOMINO	28	-	-	-	3.62	-	-	-	-	-	-	-	-
FINISTERRE	28	-	-	-	4.83	-	-	-	-	12.05	32.95	-	-
MARATHON	29	-	-	-	-	-	9.23	-	-	-	-	-	-
MOSAIC	29	-	-	-	-	-	6.88	-	-	-	-	-	-
KILKENNY	29	-	-	-	-	-	8.46	10.95	-	-	-	-	-

## ECO MATS

Quality	Page	40 x 60cms p.pc.	46 x 76cms p.pc.
CLEANSRAPE	30	-	12.75
PEBBLES & BRICKS	30	8.79	-
MASTERPIECE Any Design	31	-	12.75

## NEEDLEPUNCH MATS

Quality	Page	40 x 60cms p.pc.	40 x 70cms p.pc.	50 x 80cms p.pc.
FAIRISLE	32	3.29	3.99	5.65
ORKNEY	32	-	6.46	-
RIBCORD	33	0.72	-	-
TRIO	33	1.20	-	2.15
MALLIN	33	1.75	2.19	3.16

## BARRIER MATS

Quality	Page	40 x 60 cms p.pc.	45 x 75 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.
CLIFDEN	34	4.39	-	8.79	-	-	16.99	-	-	-	-
FURBO	34	5.16	7.32	-	10.99	-	-	-	-	-	-
LIFFEY	35	4.39	-	8.79	-	-	16.99	-	-	-	-
SHANNON	35	5.39	-	-	11.88	14.96	-	21.73	29.59	44.28	-
COLORIT	35	6.55	-	-	14.63	-	-	-	38.25	-	-
SHERKIN	36	-	-	-	25.25	-	-	-	63.25	-	119.90

## COTTON MATS

Quality	Page	40 x 60 cms p.pc.	50 x 75 cms p.pc.	50 x 80 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.
COTTON SUPERIOR	36	8.31	-	14.69	18.88	-	-	35.59	46.15	38.65
COTTON COMFORT	36	-	-	10.98	15.15	-	-	29.65	-	-
SCAPA	37	-	7.69	-	-	13.60	21.95	-	-	-
LININGS	37	-	13.10	-	-	-	-	-	-	-
SOUTHWOLDS	38/39	-	16.49	-	-	-	-	-	-	-
KINGSTON	n/a	-	10.23	-	13.70	-	-	-	-	-

## BARRIER DESIGN MATS

Quality	Page	40 x 80 cms p.pc.	50 x 70 cms p.pc.	50 x 75 cms p.pc.	66 x 90 cms p.pc.	50 x 150 cms p.pc.
SUMMER THOUGHTS	40	-	-	-	13.70	-
FLASH	41	-	10.95	-	-	25.20
VISION	42	10.45	-	-	-	-
AMBIANCE	43/44/45	-	-	12.05	-	-

## RUGS & UTILITY MATS

Quality	Page	50 x 150 cms p.pc.	67 x 150 cms p.pc.	80 x 120 cms p.pc.	80 x 150 cms p.pc.	95 x 200 cms p.pc.	100 x 165 cms p.pc.	100 x 190 cms p.pc.	133 x 175 cms p.pc.	140 x 200 cms p.pc.			
<b>ENTRADA</b>	46/47	-	27.45	-	-	-	-	-	-	-			
<b>GALLEY</b>	48/49	21.95	-	-	-	-	-	-	-	-			
<b>RACE CARS</b>	50	-	-	10.99	-	-	-	-	-	-			
<b>CITY PLAN</b>	50	-	-	9.99	-	18.65	-	-	21.99	27.25			
<b>ROADS</b>	51	-	-	11.75	13.50	-	-	19.10	-	-			
<b>DUAL PLAY</b>	51	-	-	19.75	-	-	25.15	-	-	-			

Quality	Page	40 x 60 cms p.pc.	40 x 60 cms twin pack	60 x 120 cms p.pc.	60 x 200 cms p.pc.	60 x 90 cms p.pc.	60 x 200 cms p.pc.	66 x 120 cms p.pc.	66 x 180 cms p.pc.	90 x 150 cms p.pc.	100 x 150 cms p.pc.	120 x 180 cms p.pc.	133 x 180 cms p.pc.
<b>SAMANTHA</b>	52	-	-	-	-	-	-	9.59	14.47	-	18.88	-	-
<b>STELLA</b>	52	-	-	-	-	-	-	8.35	11.95	-	15.35	-	-
<b>JEMMA</b>	52	-	-	-	-	-	-	8.79	13.05	-	-	-	-
<b>CANDY</b>	53	1.23	3.10	4.72	7.80	-	-	-	-	8.80	-	-	-
<b>MADRAS</b>	53	-	-	-	-	7.69	16.35	11.85	-	19.75	-	31.70	-
<b>PANAMA</b>	53	-	-	-	-	-	-	21.99	-	-	34.60	48.15	-
<b>CANCUN</b>	53	-	-	-	-	-	-	27.45	-	-	43.30	-	57.75

Quality	Page	.65 x 15 mtr per roll	.65 x 20 mtr per roll	65 x 150 cms p.pc.									
<b>MOONWALK designs</b>	54/55	n/a	66.55	7.33									
<b>MOONWALK plains</b>	n/a	53.00	n/a	7.70									

## RUNNERS

Quality	Page	Width in cms	Full Rolls per lin. mtr	Cuts per lin. mtr	Pre-cut 67 x 180cms	Full Rolls of 30m
<b>BALTIMORE</b>	56	67	7.05	n/a	-	-
<b>BALLINA</b>	56	67	8.02	9.99	15.95	-
<b>RAMSEY</b>	57	67	6.59	n/a	-	-
<b>PEMBRIDGE</b>	57	67	7.10	8.69	-	-
<b>BIDJAR</b>	57	67	6.75	n/a	-	-
<b>RAMSES</b>	57	67	6.75	n/a	-	-
<b>PROMENADE</b>	n/a	67	7.45	n/a	-	-
<b>CARPET PROTECTOR</b>	58	67	-	-	-	87.75

## STOPTEX ANTI-CREEP

Quality	Page	60 x 120cms p.pc.	80 x 150cms p.pc.	120 x 180cms p.pc.	160 x 235cms p.pc.	60cms x 30m Roll	100cms x 30m Roll	120cms x 30m Roll
<b>STOPTEX RUG-STOP</b>	58	4.39	5.82	10.44	17.55	49.40	80.70	97.65

## ENTRANCE MATTING

Quality	Page	Widths in cms	Approx. Length	Full Rolls per m <sup>2</sup>	Cuts per m <sup>2</sup>
<b>MALLIN</b>	See flooring brochure	100 & 200	30m	7.10	n/a
<b>FAIRISLE</b>		100 & 200	25m	11.60	14.98
<b>HEBRIDES</b>		100 & 200	25m	15.30	19.90
<b>PENTLAND</b>		100 & 200	25m	15.60	20.30
<b>BARRA</b>		200	25m	14.80	18.40
<b>SYNCOIR</b>		100 & 200	20m	21.40	26.50
<b>SHANNON</b>		90/120/200	20m	19.40	22.80
<b>SHERKIN</b>		200	20m	36.90	46.20

## RUBBER MATS, RUBBER RUNNERS, RUBBER STABLE MATS

Quality	Page	60 x 80cms 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.
<b>FINISTERRE H.D. 23mm</b>	See flooring brochure	12.05	-	32.95	-	-	-
<b>SEVERN 14mm</b>		-	30.60	-	-	-	-
<b>STABLE MAT 10mm</b>		-	-	-	52.15	-	-
<b>STABLE MAT 17mm</b>		-	-	-	75.50	-	-
<b>LUPO 3mm</b>		-	-	-	-	112.25	134.65
<b>STILO 6mm</b>		-	-	-	-	237.60	285.12

## LOGO MATS

Quality		Quantity	Price per m <sup>2</sup>
<b>COIR INLAID 17mm</b>	2 colour designs (natural base + 1 insert) Add 10% for coloured base. Minimum charge for 1 mat is 100.00.	up to 1m <sup>2</sup>	162.50
		1.1 > 2m <sup>2</sup>	157.70
		2.1 > 3m <sup>2</sup>	143.00
		3.1 > 4m <sup>2</sup>	123.30
		4.1 > 5m <sup>2</sup>	109.25
		5.1 > 6m <sup>2</sup>	95.00
		6m <sup>2</sup> +	77.00
Quality		Size in cms	Price per Piece
<b>NYLON PRINTED</b>	One-off artwork charge of 30.00 per design.	60 x 85	60.23
		85 x 115	115.23
		85 x 150	150.15
		115 x 180	244.20
		115 x 240	323.95
		150 x 240	419.10

## DISPLAY STANDS

Quality		Price p.pc
<b>9803</b>	<b>3-arm runner stand for rolls/runner up to 67cms wide</b>	93.50
<b>9817</b>	<b>Single sided one-arm stand for 24 hanging mats</b>	82.50
<b>9820</b>	<b>4-arm stand for Moonwalk rolls</b>	149.00
<b>9828</b>	<b>1m roll display stand for 3 rolls</b>	590.00
<b>9830</b>	<b>Large dual function stand for hanging and flat laying mats</b>	281.00
<b>9832</b>	<b>Heavy duty 6-tiers doormat stand for large and heavy mats</b>	232.65
<b>9835</b>	<b>Two sided two-arms stand for 5' hanging runners</b>	101.85

### 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 13.00 per surrounding linear metre (plus VAT).

## Terms & Conditions of Sale

<b>Prices</b>	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. <b>All prices are in Sterling.</b>
<b>V.A.T.</b>	All prices quoted are exclusive of VAT and subject to current standard rate.
<b>Terms of Payment</b>	Payment is due on the 20th of the month following the invoice date.
<b>Transport</b>	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 11.50 for retail and / or GBP 27.50 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 27.50 for a 1m wide roll/cut and GBP 55.00 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 500.00 plus VAT.  N.B. Some locations in Scotland, N. Ireland and Eire will be charged at a higher rate. Price on order.
<b>Cancellations</b>	Orders can not be cancelled after despatch of goods or after cutting of special orders.
<b>Lead Times</b>	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.
<b>Damage &amp; Non-Delivery</b>	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.
<b>Title of Goods</b>	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.
<b>Display Stands</b>	Display Stands are available at Price List less usual discounts or special agreed Terms.

### Please Note

All roll goods and cut lengths are priced and invoiced by the square metre (m<sup>2</sup>) or linear metre (m<sup>1</sup>) and are quoted exclusive of V.A.T. We cut to special size and charge for exact size, not for full roll width.

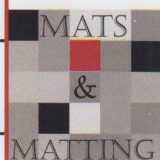
We are pleased to accept orders in Imperial sizes, but will convert to Metric for invoicing purposes.

**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.

**Coir Dyes:** 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.



# BRUCE STARKE

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