

# Más Trading

## A Taste of Bali in the Heart of England

**R**eaders will probably remember that we profiled this up-and-coming wholesaler that specialises in selling a vast range of Indonesian and Guatemalan handmade products with ethnic origins in an issue of MTN last year.

They have recently increased their extensive range with a varied selection of brand new products. We thought it would be interesting to revisit the company at its warehouse at Burton-on-Trent in Staffordshire and feature it again.

Owned and operated by husband and wife team Samantha and Dominic Duckworth, Más Trading has been established as an importer and wholesaler since 1993 and has been owned by Sam and Dom since April 2006.

Samantha & Dominic recently visited their suppliers in Bali and got some new ideas for a larger variation of new and exciting products, including batik items, unusual woodcarvings, incense and accessories, jewellery and ethnic masks.



*A good range of abstract carvings is always in stock.*



*Mirrors, masks, rainsticks and didgeridoos are very popular.*

Always on the lookout for something 'different', they scoured the family run warehouses and carvers within Bali for new products to import. They then arranged for a full container load, which includes over 14,000 items, 150 new product lines and numerous variations on existing favourites to be delivered last month.

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Consequently Más Trading has significantly increased its range of handmade ethnic products imported from Indonesia & South America and also sells a huge range of fashion jewellery, cosmic pewter and giftware that includes:

- Mirrors
- Masks
- Woodcarvings
- Buddhas
- Didgeridoos
- Rain Sticks
- Wall Plaques
- Abstract Carvings
- Candles
- Candlesticks
- Candle Holders
- Incense
- Mobiles
- Bamboo Wind Chimes
- Picture Frames
- Painted Animals
- Ornamental Boxes
- Dream Catchers
- Note Books and Photograph Albums
- Guatemalan IKAT bags,
- Worry Dolls and Friendship Bracelets
- Bags, Hats and Purses



*The reusable multi-purpose bag, both zipped (left) up and unzipped for use.*

Visitors are welcome to visit the showroom, without an appointment, anytime between 9.00 am and 5.00 pm Monday to Friday or at weekends (by appointment) and there is a large free car park outside the front door.

A large proportion of Más Trading's sales are done online via their comprehensive, regularly updated and easy-to-use website, which requires no login or password ([www.mastrading.co.uk](http://www.mastrading.co.uk)). Everything that is displayed on the site is in stock so traders can order with confidence and there is even an online catalogue that can be downloaded. An online chat facility is also available from 9.00 am to 10.00 pm and a regular online newsletter is available containing special offers on products and shipping ([subscribe@mastrading.co.uk](mailto:subscribe@mastrading.co.uk)).

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One of the latest additions to their range is a reusable multi purpose bag, which unlike many similar products currently on the market, conveniently zips up and can be carried in a handbag or pocket.

Más Trading have also increased its Guatemalan range from friendship bracelets and worry people to include a full range of IKAT bags.



*Más Trading's warehouse is always well stocked.*



*Sam and Dominic Duckworth.*

There is also a facility for designing customers' own websites for those who sell Más Trading's products. The initial set up cost is just £250 plus a £10 monthly hosting fee.

Carriage costs have NOT been increased this year and delivery is still free for orders over £200 and for all jewellery orders. There is no minimum order value and delivery is usually next day.

Customers can either telephone (01283 543110) or fax (01283 543120) their orders, which if received by 2.00 pm, will be dispatched the same day. Payment can be made via all major credit and debit cards, cheque with guarantee card, or in cash.

Dominic and Sam are very proud of their 'Green' principles to the extent that all Más Trading's packaging is recycled from local businesses with the internal packaging consisting of shredded newspapers and recycled bubble wrap.

Sam and Dom told MTN, "The new and extensive stock range now offered by Más Trading reflects our commitment to keeping our customers, old and new, supplied with a wide variation of fresh, exciting and quality products. Our recent visit to Bali means that we are in touch with our suppliers and can guarantee that the products were chosen by us personally. We can also verify that our products are produced in the spirit of free and fair trade. We believe that we now have one of the most varied ranges of a supplier of this genre of products. The service the customers receive is still second to none with extremely quick turn around. Retailers expect high levels of service and with our no minimum order value policy combined with next day delivery, there is no need for them to invest high amounts of capital in purchasing stock when Más Trading can supply as and when they require their products, with the confidence that the order will be dealt with quickly!"



*The showroom is impressive.*



*There's always lots to choose from at Más Trading.*

