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NOVEMBER 2012

BATHROOM & KITCHEN UPDATE

- Contemporary Kitchens
- Bathroom Furniture
- Range Cookers



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Following a second year of phenomenal success in the UK, leading German bathroom manufacturer PELIPAL® introduces exciting and innovative additions to an already comprehensive collection. It's great news for retailers who can now offer consumers the highest specification in design and product at impressively affordable price tags.

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to source all the latest products and services
in the bathroom and kitchen sector

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www.abode.eu

Space Saving Aluminium Cabinets from **HiB**

Bathroom products specialists HiB have introduced two new aluminium cabinet designs that can be recessed into the wall – especially useful above basins where protruding cabinets can be awkward for the user.

Laser is a double door cabinet while Parity has a single door. The cabinets are designed to be recessed to a depth of 8.5cm, which is best done at the bathroom planning stage. With strips of LED fluorescent lighting running vertically down both side, these two cabinets provide excellent, low energy, illumination for the morning facial routine.

The mirrored doors are double-sided with discreet chrome handles and soft close hinges. The lighting for both



cabinets is activated via a sensor switch and a shaver socket is integral to both designs.

The new recessed cabinets are IP44 rated for safe use in the bathroom environment.

▶ 020 8441 0352
▶ www.hib.co.uk

White Open-Zone Induction Hob Joins Intelligent Cooking from **Amica**

Induction cooking gets another boost this month with the introduction of a new white model from Amica

The clean lines and bevelled edge of the new Amica white induction hob provides a blend of minimalism and advanced, flexible functionality for today's contemporary interiors.

The centre of each heating zone on the elegant, white easy-clean glass surface is indicated only by a small star. The four zones – 2 x 22cm and 2 x 18cm – are controlled using a centrally located front flush direct touch sensor panel. A slider control provides quick and smooth one-touch operation to ensure speed of operation without rotary controls or knobs which may harbour germs.

LED numbers indicate the selected power level with heating options 1-9 and an anti-burn warm setting – perfect for sauces or melting butter and chocolate. A child lock, minute minder and pause button provide



temporary and instant relief from direct heat. Each of the zones has its own booster and timer and cooking is automatic, the open zone hob is able to detect a pan anywhere on its surface.

This powerful hob offers all the benefits of cooking with induction – quicker with less energy wastage and easy clean – perfect for today's modern home life.

▶ 01425 461600
▶ www.amica-international.co.uk

Bushboard unleashes potential of quartz work surfaces

Bushboard is launching in mid-November its pioneering M-Stone quartz work surfaces which are supplied in blanks for easy installation direct on site with specialist tool kits available for the fitter.

M-Stone features a patent-pending blend of acrylic and quartz which allows fast and easy on-site installation, overturning the traditional template-fabricate-fit route of all other brands and offering significant cost savings. The company estimates that it can be supplied and installed at 30-40% below the major brands operating in the quartz sector.

Available in a solid 25mm thickness for worktops and breakfast bars with upstands and splashbacks in 12mm, M-Stone will be launched in black, brown, white and cream colourways with the black option featuring delicate metallic particles which mirror the lustre and luxuriousness associated with natural granite.



Independent test results show M-Stone quartz to have excellent results for hardness matching the performance of the established brands currently on the market.

▶ 01933 232 272
▶ www.bushboard.co.uk

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Dawn sanitaryware



Parina Colourtherapy taps

F & P Wholesale launches luxurious new Diamond Collection and Refressshed Brochure

Meeting the increasing demands to deliver luxurious bathroom solutions, F & P Wholesale has launched the new Fresssh Diamond Collection, which is set to become the one of the most desirable bathroom ranges available in the UK.

Combining leading designs with high quality and reliable performance, the Fresssh Bathrooms range has been exclusively available to F & P Wholesale customers since 2007. The latest addition to the Fresssh Bathrooms range – the Diamond Collection – provides retailers with a luxurious range of products to create the perfect bathing environment for their customers.

Incorporating the inspirational designs from across Europe, along with high quality manufacturing, the new Diamond Collection features a range of contemporary modular furniture in four stylish finishes – white gloss, oak, walnut and drift, a stunning textured ash effect.

The new collection also offers a selection of eye-catching showers, basin and bath taps, including the innovative Parina Colourtherapy options, which emit a different colour through the flow of water dependant on the temperature. The Fresssh range also provides a selection of eco basin mixer taps, helping customers to save water in their bathroom.

The Diamond Collection features in the new Fresssh Bathrooms brochure, which also showcases the entire range of stylish and contemporary sanitaryware, bathroom furniture, showers and heating solutions available from F & P Wholesale.

Shane Knight, Marketing and Development Director at F & P Wholesale, comments on the Fresssh Diamond Collection launch: "For retailers looking to offer a premium bathroom range to their customers, the Fresssh Diamond Collection provides a solution for every luxurious bathroom space.

"From sleek modular furniture to state-of-the-art taps, the Diamond Collection products will create a striking focal point in any bathroom showroom.

"The refressshed fourth edition of the Fresssh Bathrooms brochure has also been designed to provide a consumer friendly guide to the products. Clear sections for each bathroom product allow retailers to work with their customers to create their ultimate bathroom space and selection of room set images helps the homeowner to visualise the products when installed.

"In addition, providing they meet the required display criteria, all Fresssh Bathrooms retailers will also be added to the showroom locator on the Fresssh website. Customers can simply type their postcode in on the website and to find their local stockist, creating a great mechanism for extra footfall and sales."

Exclusively available to F & P Wholesale customers, Fresssh products can only be purchased through the 10 nationwide Distribution Centres. For further information on the complete Fresssh Bathrooms range, including the new Diamond Collection, either scan the QR code displayed on the back of the new brochure or visit the website.



Drift modular bathroom furniture



F & P Wholesale

▶ 0116 256 7380

▶ www.fressshbathrooms.co.uk





Lawcris has lasting values

Lawcris has always worked with trusted brands – a policy which has stood the test of time

From an end-of-terrace house to a five-acre site in Leeds with 130 employees, Lawcris Panel Products has come a long way as it celebrates 30 years supplying panel products and fittings.

One of many landmarks during this period was taking official distributorship nationally for Hettich in November 2010. Lawcris stocks Hettich's InnoTech twin-walled drawer system in its whole size range and in a variety of colours. Hettich's Sensys hinge range is also kept for immediate dispatch, along with Hettich's ProDecor handles and Magic lighting. And Lawcris has just added Hettich's smooth, innovative and supremely flexible sliding door systems to its stock items.

Hettich joined a prestigious roll call of manufacturers whose products Lawcris stocks, including Egger, Kronospan, Resopal, Duropal, Maia, Unilin, Wodego, Dollken, Decospan and Finsa.

Commercial manager Paul Holstead explains why Hettich was a good fit: "Working with a quality brand is very important. Hettich are a significant player in the UK and European markets and we find that when it comes to fittings, our customers, and their customers to a certain extent, are looking for a quality brand name.



Market split

"The market is pretty much split between those who want a quality fitting, and those who are happy with low cost, low quality products imported from Asia. Following an initial surge towards cheap product, we feel the market is starting to realise that quality European-manufactured product that is reliable and tested to the highest standards is actually what the market is demanding."

Hettich UK managing director Tim Leedham sees Lawcris as an ideal partner: "Product and service are inseparable – you have to excel at both to be a quality supplier. With this in mind, Lawcris' ability to deliver to most of the country next day was important for us, as was the fact that it works with other well-respected suppliers."

Lawcris serves the UK with 32 delivery vehicles, some of which now feature Hettich on their livery. Between them, they make some 400 deliveries per day.

Lawcris' product range includes worktops, the widest range of veneers in the UK, melamine, laminates, edging, fittings, handles, adhesives and rawboard. Lawcris built its reputation on what it describes as its "second-to-none board stock."

Other materials stocked include high-pressure laminate and solid surfaces. By complementing the board products with 400stock edgings in a variety of materials, plus fittings and ancillaries, Lawcris ensures its customers can get on with the job in hand.

A step further

Lawcris has gone a step further with its Creative CNC and Creative Bonding Solutions divisions. Using its skilled workforce and the latest technology, these services can enhance the customer's manufacturing ability. From panel to component, Creative CNC offers a complete service with minimum lead times, while Creative Bonding Solutions will bond any laminate to any substrate at up to 250 boards per shift. For local business, there is also a trade counter.



The company was named 2011 Panel Trader of the Year at the TTJ Awards (TTJ – Timber Trades Journal – is the leading publication for the UK timber business). It is a fitting acknowledgement of a supplier which provides so much more than just product.

LAWCRIS™
Panel Products

▶ 0113 2177 177

▶ www.lawcris.co.uk

TKC launches 'The Kitchen Collection' brand

TK Components has rebranded its vast range of kitchen doors and accessories under the banner of 'The Kitchen Collection'. The rebrand forms part of the company's strategy to provide a more cohesive marketing proposition to retailers and is intended to have greater appeal to consumers.

To launch the rebrand to retailers TKC has produced a suite of new marketing collateral branded 'The Kitchen Collection', which includes trade and consumer brochures, an A3 sales presenter featuring large glossy images for display in showrooms, flyers, literature and price lists.

Tom Kelly, TKC's founder and managing director, comments, "The overall TKC product range hasn't changed in any way and we're still providing the same extensive collection of doors, accessories and components exclusively to the trade. By repackaging our offer as 'The Kitchen Collection', we feel we have created a more consumer-friendly and easily recognisable brand that will help to make the sales process easier for retailers."



► 0161 336 3636
► www.tkcomponents.co.uk

The Timber Door Company recession-proof formula

The Timber Door Company has found the recession-proof formula to take it well into the next decade, manufacturing bespoke timber doors in Oak, Ash, Maple, Steam Beech, Pine, Walnut and Pippy Oak in a wide selection of styles such as Shaker Square, Multi-panel, Cathedral and Slow Arch. With a variety of stains and pigment paint finishes available, we'll have no problem in meeting your customers' demanding expectations.

715/496 £28.50



In addition, the Timber Door Company has developed a simple and price competitive door in V groove shaker that can be made to size and finish in any colour, and at £28.50 for a 715/496 allows the retailer to retain a much needed margin in today's climate.

► 0151 638 5953
► www.imperialkitchensandbedrooms.co.uk

Stellar cabinet designs from HiB



Mars and Jupiter are two new Aluminium Bathroom Cabinets from specialists HiB, featuring a very stylish design with clean and sleek side panels

Mars is a single door cabinet with both sides of the doors having mirrored surfaces. The Jupiter design has twin double-sided mirrored doors and the interior of both cabinets contains adjustable glass shelves. These cabinets are quick and easy to install and the reflective surfaces enhance the special feeling with the room and make it lighter. The storage they offer is quickly appreciated and the neutral aluminium finish along with modern geometrical shapes help the cabinets to adapt to any contemporary bathroom design.

Mars and Jupiter – another two beautiful cabinet designs from HiB, masters of contemporary bathroom products design.

► 020 8441 0352
► www.hib.co.uk



Wetrooms-online has launched its own brand linear wetroom kit comprising a pre formed wetbase, available in 3 sizes, its dedicated linear drain, waterproofing fitting kit, hole cutter and 6 tile backer boards.

Designed solely for the UK market and manufactured in the UK exclusively for wetrooms-online, the linear wetbase has a drain trough that is integral to the base and is set into the tray during manufacture. It offers a choice of up to 3 drain positions helping the installer avoid joints, pipes, and cables, making it the easiest linear drain wetbase kit to install.

The kit with its pre-formed wetbase, fast flow drain, stainless steel drain cover, big PC/lastogum tanking kit, 10m joint sealing tape, primer and cutting tool, contains all that is required to create a reliable modern wetroom.

New UK Designed and Manufactured Linear Wetroom Base Kit

Wetrooms-Online is the fastest growing UK based wetroom company specialising in wetroom products

Also available are 14 sizes of standard drain kits with prices from £265.00 delivered.



3 sizes Available

1200 x 900
£695.00

1000 x 1000
£685.00

1500 x 900
£699.00

Wetrooms-Online Linear wetbase kits are now available for next day delivery from www.wetrooms-online.com or by phoning 0151 608 8011

New Products



Striking new Rio Brassware Range from PJH

Moods Bathrooms from the PJH Group has added the striking RIO brassware range to its growing portfolio.

Featuring waterfall-effect flow technology, it is sure to make a statement in any bathroom. An ultra slim cube-like handle combined with distinctive regal spout offers cutting-edge design with high consumer appeal.

The range includes a basin mixer with click-clack waste, bath filler, three-hole bath filler, a five-hole bath shower mixer with shower head and Eco Click to help reduce water wastage.

Made from a quality solid brass body, RIO works on a minimum water pressure of 0.5 bar, rising to 1.0 bar for the three and five-hole bath fillers and features a single lever control for easy adjustment of water flow and temperature control.

Quarter-turn ceramic disc cartridge technology adds to the tap's smooth 'tilt and turn' performance, allowing for streamlined waterfall flow, temperature control, durability and longevity.

► 0800 8 77 88 99
► www.bathroomstolove.co.uk



In-Doors unique designs

New to the UK Market, IDM has been Ireland's largest solid timber door manufacturer for some 32 years. We have earned a reputation as the leading supplier of high quality products that are totally bespoke and delivered within minimal lead times.

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► 028 7965 9555
► uk-sales@in-doors.com
► www.in-doors.com

Incentives and Promotions



Carron Phoenix's Autumn Winter retail promotion

In a bid to support retailers in the pre-Christmas trading period, Carron Phoenix has launched a price-busting promotion that will run to the 31st December.

Carron has strategically selected some key products to offer a sink option in all materials, delivering choice, quality and excellent value. The Debut granite sink, launched at KBB, is price-pointed at a very competitive retail price of just £119 and is available in four colours. In ceramic there is the Sienna modern classic style, Zeta undermount sinks in stainless steel and the popular Precision Plus 150 inset in stainless steel together with a Pura mobobloc lever tap will be on promotion at an

extremely keen £59 retail. Completing the promotional line-up are the Slender 600 and Slender 900 cooker hoods in stainless steel starting at £59.

Says Neil Clark, sales & marketing director at Carron Phoenix:

"This promotion, together with our Essential Value Range, is aimed at supporting retailers in what is an extremely competitive market. It gives them an additional margin opportunity from a trusted brand with assured quality that knocks spots off the array of imported, unbranded product that's floating around at the moment."

► 01324 638 321
► www.carron.com



Samsung announces 'reward yourself' promotion

Samsung Digital Appliances UK has today announced a new 'Reward Yourself' promotion running throughout November, in which customers purchasing selected products across Samsung's latest range of home appliances will also get a 22" Samsung Smart TV.

The 'Reward Yourself' promotion will be available to customers in the lead up to Christmas who purchase any 12kg ecobubble™ washing machine* or G-Series three door refrigerator**. All customers that qualify for this promotion will get a free 22" Samsung Smart TV (UE22E5410).

Samsung's "Reward Yourself" promotion includes a selection of Samsung home appliances including:

- The award-winning ecobubble™ washing machine which generates bubbles able to penetrate deeper into fabrics to deliver excellent results, even on a cold wash
- The G-Series refrigeration range, complete with thin-wall insulation technology, which maximises the inside storage space allowing consumers to fit more inside

► 01584 871 381
► www.samsung.com

Total Excellence & Quality TEQ Awards 2012

Over 125,000 customers ranked their repair service in the 15th annual Total Excellence & Quality (TEQ) Awards.

Sponsored and administered by leading warranty specialist Domestic & General, the TEQ awards honour commitment and outstanding repair service of white goods brands across the UK – with **Glen Dimplex Home Appliances (GDHA)** taking the TEQ top spot for 2012.





Comment by Mark Smith
Product Expert, HPP

Creating a truly contemporary kitchen

The last twenty years has seen a massive shift in how consumers use their kitchen and the way it interacts with other living areas in the home. Because of this, the kitchen has become a real focal point, a hub of activity for entertaining, and a place where a statement of personality and character can be made through contemporary kitchen design.

The clever use of clean minimalist lines, sharp design and bold decors can create a unique 'wow factor' that has all the looks of a one-off piece of kitchen furniture, using components that are easily and readily available.

The use of wood veneers and feature colours for kitchen cabinets and slab-fronted doors can produce a truly unique design statement that sets it apart from the norm, be it a vibrant splash of red, or an understated cream veneer.

Adjustable lighting also helps the seamless and effortless change of use for the modern kitchen, providing functional task lighting for everyday use alongside ambient energy efficient mood lighting for entertaining guests and relaxing.

A range of storage and closing systems can also add a touch of modern practicality and luxury to any contemporary look, whilst high quality worktops, taps and stainless steel or ceramic sinks are often used to create the finishing touches.

Whatever the criteria for a contemporary kitchen design, the vast range of board, doors and fittings available within the marketplace makes designing and installing the perfect kitchen easier and more exciting than ever before.



► For more information,
please call 0161 628 6100
or visit www.hpponline.co.uk

Cutting edge contemporary from HPP

When you hear the phrase 'contemporary kitchen', high gloss surfaces and rich luxurious wood finishes often spring to mind. Creating the perfect contemporary kitchen has never been easier thanks to Hill's Panel Products' extensive range of board, doors and fittings.

Whether you're looking for big, bold and beautiful, or understated contemporary chic, there's a combination of decors, doors, styles, fittings and accessories to create the perfect kitchen design.

Key to any contemporary look is the ability to create a seamless, minimal finish that gives a

feeling of space, light and most importantly, quality. This can often be achieved by selecting any one of HPP's wide range of slab-fronted MFC or vinyl wrapped doors, quality manufactured carcasses, worktops and unique range of touch sensitive door opening systems.

Specialist storage solutions are also available, making sure every last bit of space is used to its fullest, leaving clean and uncluttered work surfaces and walls.

As the heart of most modern day homes, the kitchen must be adaptable too, acting as both a practical and sociable space. Colour changing LED and plinth lights help to create mood and

ambience, whilst dedicated ceiling and under-cabinet lighting provide a clean and practical solution for everyday use.

Centre islands also help the fluidity of the kitchen design, bringing it into the rest of the living space, creating a more cohesive theme, whilst providing stacks of storage and a great place to integrate appliances and even sinks.



► 0161 628 6100
► www.hpponline.co.uk





Porter, PWS' new high gloss collection

Porter, PWS' latest furniture collection, responds to the ongoing demand for gloss finishes in the kitchen. Available in white, alabaster and beige, Porter has an 18mm lacquered high gloss construction in a simple slab styling.

The neutral colourways of Porter are both appealing and timeless, contrasting and complementing a vast range of materials and finishes. This affordable door style includes a wide range of door and drawer

combinations including the narrow letterbox glazed feature door, which is particularly suited to smaller kitchen designs.

A selection of curved doors and accessories, including an internal curved door add interest and practicality to corner solutions are also available offering many design possibilities.

► 01325 505555

► www.pws.co.uk



Completely Contemporary Mereway Kitchens

Often the real beauty of a contemporary kitchen can be seen in its simplicity. Contemporary styles can be timeless and its clear that the minimalist trend will remain strong for 2013 as many continue to choose the uncluttered, modern look for their kitchen.

Extending their contemporary range further, Mereway Kitchens' are offering a fresh take on flat slab doors with new Prisma; the latest addition to the Complete Kitchen Collection. Sleek and sophisticated, Prisma is a high gloss acrylic faced MFC door with duo edge in a cool aluminium tone and colour matched backs which exudes quality and class.

Available in sparkling white gloss and delicate cream gloss finishes, Prisma sits in a competitive price group and brings an attractive, more modern offering to the Complete Kitchen Collection which already hosts a selection of shaker, easy living and classical ranges.

The look can be made ultra-contemporary by planning Prisma with a colour co-ordinated white or gloss cream carcass and utilising Mereways highly successful Futura handleless fitting concept.

► 0121 706 7844

► www.merewaykitchens.co.uk

Create a picture perfect kitchen with Linear by Gallery

gallery
by Symphony

Over the last decade the fashion for creating a seamless look across the living and kitchen spaces has grown and there has never been more of a need for a contemporary yet minimalist kitchen design. To create that picture-perfect kitchen, Linear by Gallery offers a range of uber-sleek, seamless designs that combine innovation with elegance, for the most stylish and desirably modern kitchen furniture on the market.

Clean lines combined with handleless doors and drawers create the desirable statement look of Linear by Gallery. For a match made in kitchen heaven, the classic matt white range can be complemented with the stunning matt grained black. And the recently launched Linear Select by Gallery also offers the latest on trend gloss colours such as aubergine and stone to enhance a bespoke kitchen space.

For a European-inspired handleless design with cool white and ivory gloss finishes, Gallery by Symphony's New York range is available. The light

reflecting, high gloss finish from the New York range gives the illusion of space to even the smallest kitchens, and creates a high impact, clean and seamless look.

What's more, Symphony's New Perspectives retailer package means that we can enhance your own showroom, by assisting in creating fresh inspirational designs, to entice your customers to create their own seamless kitchen space.

► 01226 446 000

► www.gallery-kitchens.co.uk





Burbidge continues to dazzle with sleek styling and gorgeous finishes

Consumers with an eye for luxury will find it with Burbidge's handle-less Malmö kitchen now available in three Oak Veneer shades. Delicate tones of Bleached Oak and Mid Tone Oak combine with the dramatic Smoked Oak for a sumptuous effect.

Fusing contemporary chic with glamour, these sophisticated finishes contrast beautifully with reflective high gloss colours including gorgeous Graphite, delicate Porcelain, cool Latte and crisp White to complement the pared down styling of Malmö. In addition, the option of double concave doors, wide curve and curved back panels enable homeowners to create a truly bespoke kitchen.

Completing this inspiring range is a beautifully crafted end panel which allows for a seamless finish to the units while a slim 13mm panel emphasises the minimalist styling. A new edge profile recently introduced on the Malmö range is available in all 1245mm and 980mm high sizes to create a single handle line across the units for a super sleek finish.

"With the trend for handle-less kitchens continuing to grow, we were keen to further

develop Malmö to sustain its modern charm," comments managing director Ben Burbidge. "This range can be fitted to standard size carcasses without adjustment, allowing retailers to effortlessly fit the kitchen into their showrooms."

Trend-setters looking to remain at the forefront of kitchen design need look no further than Burbidge's new Opus Porcelain Gloss. Sleekly sophisticated, it provides a cool alternative for this contemporary kitchen. Sweeping curves and panelling afford Opus an elegant individuality on doors, wall and base, enabling consumers to create focal circular island units.

"Consumers are constantly looking for a fresh and innovative approach in order to create the feel of a bespoke kitchen," continues Burbidge. "As the trend for highly-reflective gloss finishes and pared down styling continues, Porcelain Gloss enables consumers to create a chic yet contemporary look in their home."

Opus is available in Matt White along with a stunning array of six gloss colours; Morello Red, Striking Black, Crisp White, Classic Latte, Stone Beige and delicate Porcelain assuring a true stamp of originality for any home interior.



For a contemporary stylish alternative there is Alto, featuring a beautifully simple door style and an inspirational colour palette of seven matt textured finishes including Mulberry, Clay, Bitter Chocolate, Mocha, Anthracite, Cream and Lime. The strong organic neutrals and vibrant mood colours can be cleverly combined or used individually to stunning effect.

Spectacular concave and convex door options complement the range and create additional design possibilities for creative, style conscious consumers. For added drama, the sweeping curves and sculptured wave doors can be combined with chic chrome handles or rippling brushed nickel for dramatic effect.

Burbidge
Crafted Design

▶ 024 7667 1600
▶ www.burbidge.co.uk



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TKC

Contemporary Kitchens



All White from Ram

New from Ram Kitchens is the Millington White Gloss lacquered door that features an integrated handle combining an integral aluminium strip handle with a slab-style design fascia.

Satisfying the growing trend for pure white, streamlined door designs, the new kitchen is robustly made inside and out, combining luxury with mass market affordability. The range features an 18mm white carcass as standard with the option of a standard or luxury soft-close drawer and a comprehensive range of units and accessories.

Shown with contemporary stainless steel appliances from Prima (also

exclusive to PJH Group) and a contrasting, slate-coloured Metallin worktop from the Ram Collection, the Millington White Gloss kitchen is perfectly on-trend with its monochrome look and super sleek finish.

"The clean lines of the new Millington White Gloss kitchen make it very adaptable," comments product manager Amanda Watson. "The streamlined look can be transformed with the use of worktops, appliances, tiling and accessories."

► 0800 8 77 88 99

► www.ramkitchens.co.uk

NESP's Vetreo Fusion

The Vetreo door range offers a wide selection of colours & woodgrains that can be used in combination to create a unique, contemporary design for your customer. Dramatic Vetreo Acrylic colours of Damson or Ruby can be combined with calming Vetreo Woodgrain shades of Rosales or Ferrara Oak to create an Autumnal trend. For an on trend, contemporary colouring, combine Yorkshire Oak with metallic Xenon; or Seville Olive with cooling Champagne.

The Vetreo Acrylic door range, exclusively manufactured by NESP

Ltd, is a cost effective alternative to solid acrylic doors – and is not only less expensive but also easier to install. Manufactured from a gloss acrylic face on an mdf core, Vetreo Acrylic is edged in two tone edging creating the illusion of glass.

Both Vetreo Acrylic and Vetreo Woodgrains are custom made to your



order, meaning non standard sizes can be incorporated in to your design. Exact matching 30mm End Panels, cornice rails, lighting pelmets and plinths are available to complete your design.

► 0845 634 9700

► www.nesp.co.uk

Handle-less in Matt – what a Bellissimo idea

Bellissimo, which pioneered the handle-less kitchen in the UK, has set the pace once again with a new choice of 13 matt finishes in its Treviso handle-less range.

The growing market for handle-less doors has so far been served almost exclusively with gloss finishes. Bellissimo saw the potential for matt colours in this niche, and can now offer 13 neutral matt shades, including Black, Lava, Stone Grey, Flint Grey, Dakar (mid grey), Mussel, Mocha, Beige Sand, Olive, Plumb, Pistachio, Cream and White.

These vinyl-wrapped kitchens come made-to-measure with numerous curved options, too, including curved back-panels to create attractive islands.

Treviso is also offered in a range of gloss colours, as well as woodgrains in gloss and matt.

Watch out for Bellissimo's spray lacquered handle-less options in matt colours due to be announced shortly.



► 01772 696959

► www.bellissimofurniture.co.uk



RENOLIT'S bright classic colours

10 new high gloss colours



Rely on it.

Cramlington 26th September 2012. RENOLIT now offer a total of 15 RENOLIT ALKOREN high gloss colours with the addition of 10 new colours in to their collection of classic 3D forming films.

High gloss remains a strong market trend and the introduction of these new items provide the market with attractive high performing products in a range of commercial colours.

Fragrantly named in Italian after popular varieties of plants which portray their colour, the range covers an extensive spectrum. From popular volume selling whites and creams, to beiges and neutral greys. For a stronger statement RENOLIT have introduced a vibrant orange, red and lime green. Sophisticated shades of grey, purple, brown and blacks complete the range. There is a colour to fill every space with flamboyant character, soft and gentle calm or deep and stylish ambiance.

The RENOLIT ALKOREN range comprises of the following. The asterisk (*) indicates the new introductions.

Name	Description	Ref
HG Calla Bianca	Bright White	B2406Z
HG Margherita	Warm White	B2404
HG Papavero	Dark Red	R1750
HG Magnolia	Light Cream	G2576
HG Tulipano Nero	Black	N749
HG Cappuccino *	Coffee	G2573
HG Aubergine *	Deep Purple	R1751
HG Gerbera *	Vibrant Orange	R1756
HG Peperoncino Rosso *	Bright Red	R1754
HG Agave *	Dark Grey	Z1078
HG Orchidea Nera *	Black	N741
HG Peonia *	Rich Cream	G2574
HG Edera *	Bright Light Green	V1222
HG Billbergia *	Light Grey	Z1107
HG Rosa Tea *	Red Brown	L1458

The RENOLIT ALKOREN high gloss colours were added into the 2012 stock range alongside a number of other exciting new decors. The new introductions consisted of 16 different woodgrain effects, fantasy effects and textures, and 10 high gloss solid colours and are divided into 7 groups comprising of:

Elm

Swiss Elm in 3 colours, 1 also in high gloss

Walnut

Pacific with a light and dark choice

Textured solid colours

Elegant Ash, Okasha and Saw Cut textured surfaces

Conifer

Mountain Larch Cappuccino P

Oak

Luan Oak Tobacco, Trojan PA and Foscari Oak Pale Nat

Special effects

Fantasy effects of Cobra and Moulins SC

High gloss solid colours

Selection of 10 fashionable colours

All the new designs can be seen in the A4 RENOLIT Highlights collection binder or within the handy A6 sized 3 part binders of RENOLIT COVAREN, RENOLIT ALKOREN and RENOLIT Solid Colours.

We hope you like our new products. To request samples or any further information please contact RENOLIT Cramlington Ltd by email at renolit.cramlington@renolit.com, by phone or via the website.

▶ 01670 718222

▶ www.renolit.com/design

Contemporary Kitchens



LandauParapan's chic, sleek and glossy kitchens

High gloss Parapan® is the first choice for many leading kitchen designers when looking to create a contemporary kitchen. The flawless 'mirror like' quality of the acrylic maximizes light and its solid, durable nature creates a perfect and consistent finish every time.

Parapan and Landau's V-line range of book matched exotic veneers make perfect partners in contemporary kitchens where designers are looking to mix colour and texture. There is currently a choice

of 14 exotic veneers which can be finished with a variety of surface treatments, whilst the 22 solid colours of Parapan include several shades of white, grey and black as well as vibrant brights, all of which are UV stable and will not fade. Parapan® also complements a number of other contemporary surfaces including a variety of woods, stone and concrete.

For a sleek, smart modern run of straight or curved cupboards both Parapan and V-line can be fitted with the Metro range, a unique handles

system that complements the high gloss and the veneers with colour matched or veneered rails. Alternatively both can be fitted with almost any style or handle.

Parapan® can be cut to bespoke sizes for doors and drawers and thermoformed into a wide variety of curves allowing designers to create something totally unique and ergonomic.

▶ 01482 440680

▶ www.landauparapan.co.uk



Edwin Loxley's Cavani – Complete Flexibility and Market Leading Specification at a Realistic price

It's been almost 18 months since bespoke furniture manufacturers, Edwin Loxley, showcased 'Cavani' at Grand Designs London; their take on the ultra modern, lay on door kitchen for the high end market.

Compared to the perceived, mainland European competition, Cavani is a 'breath of fresh air' in a market dominated by brands offering 'off the peg' finishes, set cabinet sizes and a limited specification, despite the often very high retail prices.

Cavani benefits from Edwin Loxley's DNA, giving complete flexibility in terms of cabinet sizes, door style and finish and this works in tandem with beautiful materials, the skills of the master cabinet maker. For the extremely high levels of specification that Cavani offers, people are pleasantly surprised at how reasonably priced the furniture is. Edwin Loxley state that a premium furniture brand should have genuine substance behind it rather than mere perceptions and a high price tag.

Joe Cavani, Founder of Edwin Loxley comments

"A compliment was to be asked to produce the furniture for premium German appliance manufacturer, Miele's 'Live' theatre kitchen at this October's Grand Designs Birmingham. The stand required beautifully produced, contemporary furniture with that certain unique 'wow' factor in tune with their latest products."

CAVANI

▶ 0115 9758168

▶ www.edwinloxley.co.uk



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Contemporary Kitchens

Ellis Furniture creates bright kitchens with the new Solar range

The new Solar range of kitchens from leading designer and manufacturer Ellis Furniture is set to brighten up the heart of any home. Available now, Solar with its high gloss finish and shaker style doors, marries contemporary chic with classic charm

Solar comes in warm gloss cream and bright gloss white and features a 19mm high gloss foil wrapped door with matching melamine reverse for a seamless finish. The one piece shaker style door sits on the renowned 18mm glued and dowelled Ellis carcass.

Shown here in gloss cream with polished chrome bar handles, Mercury glass splashbacks, and solid maple worktops, the result is a wonderful balance of calming colour and texture, effective in any kitchen setting.

Solar offers abundant valuable storage options including a statement island unit with cladding end panels for a superior quality finish; and at price band B, Solar makes for a very affordable range.

► 01484 514 212
► www.elliskitchens.co.uk



Flow from Stoneham – affordable beauty

One of the most interesting of the new designs from Stoneham's latest brochure is the Flow range with smooth, uncluttered lines and a sleek high gloss polyester finish.

This is a kitchen choice that allows a wide range of buyers to achieve a contemporary minimalistic look with no interruptions from protruding handles – the neat J-trim at the top of the doors and drawers obviates this with its superb integral design.

Like all Stoneham kitchens the kitchen specification is of the highest standard with internal fittings and storage systems from world-leading Stoneham partners.

White, Ivory and Dove Grey are the specially selected soft palette tones that have been selected to blend beautifully with any other timber or contemporary accessories to complete a bespoke design.



Stoneham Kitchens start at £20,000

► 020 8300 8181
► www.stoneham-kitchens.co.uk

Summerbridge Doors has the complete contemporary look

With an ever increasing demand for a contemporary look, Summerbridge Doors stock a huge range of 24 gloss finishes available in 16 design options in both standard and made to measure sizes. This allows the company to be one of the leading manufacturers of standard and made to measure doors and components to the kitchen, bedroom and bathroom industry.

To complete the look, the recently added curved doors and accessories, along with the new 22mm thick 'Lucca' design that offers the handleless option, are all available in any of the 74 finishes.



► 01482 505566
► www.summerbridgedoors.co.uk

Forward thinking for Uform's Strada

Uform is maintaining its contemporary mark with its Strada range introducing new concave curves and accessories that ultimately redefines simplicity.

Making a statement with their handleless doors and drawer fronts, Strada uses graceful curves to create the perfect space for customers who want to generate their own personal character.

The perfect curves of Strada are now enhanced by the inclusion of concave doors and accessories such as corbel and plinth are also included in the range and with the absence of any hard edges, this creates a soft flowing environment ideal for cooking, eating and enjoying. In fact it's guaranteed to wet the appetite of the trend setting consumer who wants that 'million dollar' look.

Manufactured in Italy the range has been developed with a collection of exciting accessories-unique quadrant end mouldings and letterbox glazed frames to mention a few. Made from 22mm M.D.F, the Thru Pull door is finished in a Polyurethane High Gloss and is available in White & Ivory. The polyurethane finish means the finished gloss level is increased considerably to a mirror like finish. The product has also been extensively tested by Fira and Catas ensuring the product meets Uform's high Quality standards and the rigorous demands of modern day living.

► 028 7965 1650
► www.uform.co.uk



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Furthermore, our room visualisation tool (VDS) can save you from having to build prototypes as you can view EGGER decors in a number of 'KBB' roomsets.

So, as well as speeding up development time, you can also try any number of variations and ultimately output your designs in marketing literature, potentially saving you significant costs.

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Contemporary Kitchens



Make a statement with über's Izumi Nero

über's stunning Izumi Nero collection is ideal for designers who want to create a statement room. Manufactured from top quality materials, Izumi Nero provides first-class style on a budget.

The doors comprise an acrylic laminate front and titanium back with twin colour edging; creating the impression of glass. The acrylic laminate gives a unique depth of colour and high level of gloss for a beautiful kitchen.

The designer can choose the

furniture for the dining area too. There is a wide range of handles, lighting designs and accessories to choose from.

The Izumi 500mm standard base unit costs around £150 excluding VAT, offers desirable profit margins and, thanks to extensive warehousing capacity and distribution prowess, lead times are incredibly short – two weeks from order on average.

► 01384 638700
► www.uberfurniture.co.uk



Urban Black Quartz from Crosby Kitchens

Urban Black Quartz is a stunning 18mm black gloss painted kitchen from Crosby finished with a chrome slim line d-handle.

Featured on an 18mm Lava/Oyster coloured cabinet with a 1mm abs front edge, the slab door is pictured with a dark timber work surface adding warmth yet creating a striking contemporary finish.

This stunning cabinet offering includes full height doors or drawer line options, two, three, four and five drawer base units, 720mm high wall units and curved door cabinets.

The Crosby Kitchen range boasts 24 style options in traditional, contemporary and classic designs with cabinets available in various complementary colour ways. All ranges come complete with the Hettich twin walled metal drawer box supplied in an anthracite finish and with 'silent system' dampening which closes drawers under gentle control. The Hettich door hinge offers a six-way adjustment for consistent alignment while a built-in dampening feature ensures a soft close.

► 01709-811106
► www.crosby-kitchens.co.uk

Ellis Furniture, a leader in contemporary kitchens

Our 120-year experience of the British KBB market enables us to pre-empt and understand the needs and desires of both our customers and theirs. We continuously invest in R&D and launch new products on a regular basis, ensuring we have the very latest contemporary kitchen designs enabling our retail partners to be ahead of the game.

Setting a real trend is our new minimo push to open technology. The technology behind minimo allows doors and drawers to gently spring open without the need for a handle. Shown here in Inspire Gloss Cream, using minimo creates a stylish, smooth

and sleek finish. The integrated appliances use the latest Integra handle complementing the uninterrupted aesthetic. minimo is available across the entire Ellis Furniture range of contemporary kitchens.

This season, we are going crazy for curves! We are now curvy on the inside as well as the outside and our curves extend to tall housing cabinets too. Opal Gloss White is a fine example of how we are taking curves in a kitchen to a new level. The 25mm composite worktop in Fossil and curved glass splashback in black complete this stunning visual effect.

New also for this season are additions to the popular Inspire contemporary range and the new high gloss Solar range – available in warm cream and bright white – plus many worktops, handles, glass splashbacks, accessories and internal storage solutions.

ELLIS
furniture

► 01484 514 212
► www.elliskitchens.co.uk



Leading bathroom manufacturers innovate to success through 2012



Comment by Tom Anderton,
Marketing Manager, Moores

After a year which, has seen markets shrink and large retailers go under, a number of key bathroom manufacturers are succeeding where others have failed through a dynamic chance in service, innovation and design.

With the trend for 'improve rather than move' gaining more traction through the last 18 months, a strong emphasis on design and quality is more important than ever in the purchasing decision for consumers.

Hotels and time spent away from the traditional home has become an increasingly large trend within bathroom design, allowing consumers to capture an element of luxury and apply it to their day-to-day living space.

In particular, the bathroom market has seen a re-emergence of old trends with the rise of modular furniture and innovations in the form of technology now playing a more prominent role with the introduction of high-tech shower toilets, integrated TV's, heated mirrors and digital showers.

This year has also seen a number of products from key retailers designed to help stimulate the

market from the bottom up, encompassing high quality products which also deliver cost saving elements.

Whilst 2012 has seen an increasing pressure placed on the bathroom market, it has also encouraged businesses to readdress key issues and innovate, in order to survive. New products and new methods of manufacturing have been introduced, and effort has been refocused to stimulate trade throughout the market.



► For more information,
please call 01937 842394
or visit www.moores.co.uk

Moores unveils simple solutions to bathroom design

Moores Furniture Group has launched an exciting new bathroom furniture solution. Simply B which is available through retail partners and merchants is based on simple and effective design principles to provide a modern en suite, classic cloakroom, guest or first home bathroom.

Featuring five stylish doors with matching cabinet colour and a wide selection of units, the range caters for every customer. A choice of fitted,

modular or slimline furniture options means the range can easily be designed to fit any space.

Simply B features a fantastic range of countertops and handles plus timeless colour-ways and accessories; sanitaryware, plinth and cornice solutions are available.

Furthermore, this month sees the launch of an exciting new product range, units and accessories to the Shades collection.

Launching into the fitted furniture collection is

the handleless Lonigo featuring a white gloss finish and integrated handle design. Also available in a modular option, the range was developed into a fitted product following extensive consultation with Shades customers and retailers.

A selection of finishing touches and options has also been added to the portfolio. An upgrade to the mirrors range includes a new mirror demister, cabinet-matching bath panel finishes and solid surface counter top sizes which further improve the completed look of the installed furniture; new tall and rotating units provide consumers with additional storage space.

► 01937 842394
► www.moores.co.uk



Bathroom Furniture

Hudson Reed's Game Set & Match!

Hudson Reed launches complete bathroom suites with matching furniture and bath panels.

Offered in a choice of high gloss Burgundy, Grey, Black or White, the new furniture and bath panels are manufactured from MDF for a perfect match, providing a superb coordinated look to the bathroom.

New vanity units featuring single and double washbasins add more options and these come in wall or floor mounted designs, all with handy cupboard or drawer storage, plus ranges with matching vertical units.

The two new close coupled toilet suites feature a rounded version and a modern squared shape, with the latter also in a back to wall format that can be offered with a neat furniture unit to conceal the cistern.



Eight new rectangular Lucite acrylic baths complete the suites and for finishing touches Hudson Reed offers a wide selection of bathroom cabinets and mirrors plus designer radiators and towel warmers.

► 01282 418 000
► www.hudsonreed.co.uk

Ellis Furniture expands Bathroom range

Leading designer and manufacturer Ellis Furniture is expanding its range of modular and fitted bathroom furniture this season with the addition of three new door colours across its entire range, including Cube, Cloakroom, Modular and Fitted furniture.

The modern Cube range has also now been married with the character and warmth of real timber in the form of Dominica American Walnut featuring a solid timber featuring a solid timber base unit, tall cabinets, countertop units and wall units – it is possible to create an individual look in any size and shape of bathroom.

The new stunning new LED Sensor Mirror adds a touch of glamour to any bathroom and features energy saving



LED lights all around the mirror, which light up as required without touching, helping to keep this beautiful mirror free of unsightly water marks. This striking mirror also features a demister so you do not have to worry about steam, and it even has a practical shaver socket.

► 01484 514 212
► www.ellisbathrooms.co.uk

Fashionable Furniture for Mereway Bathrooms

Mereway Bathrooms offer a collection of iconic modular pieces and highly practical 'fitted runs' of cabinets that offer designers scope to create a stylish and functional bathroom.

2012 Bathroom furniture has taken a leaf out of the fashion industry's book, natural tones and finishes are becoming a 'staple wardrobe' item whilst splashes of vibrant colours and a collection of avant-garde door colours, finishes and textures are becoming accent pieces that create the individual look. With this in mind, Mereway Bathrooms' 3 vibrant textured finishes; Zebra, Snake and crocodile have hit the market by storm!

"Mixing and matching of colour and texture has become as popular in bathrooms as it is in kitchens. We are also seeing further diversification in colour palettes for furniture coming into the market, with even more unusual designs that are a bit braver, like our exciting new animal print 'Vogue' door finishes." Tim Wood, Sales & Marketing Director comments.

As more interesting shapes continue to emerge, and bathroom elements become more varied, the collection of new 'Lustre' cultured marble worktops add a real individuality to a bathroom. Available in 14 luxurious finishes with integral moulded basins and tops for fitted runs or vanity stations these new surfaces can be specifically cast to order for a

streamlined and elegant look.

Mereway's bathroom collection now comprises 34 beautiful door finishes, 20 handle options and an extensive number of luxury components, design features and storage solutions that cater for both the traditional and contemporary ends of the market. There truly is something for every individual taste and budget within the range.

Mereway Bathrooms

► 0800 028 4466
► www.mereway.co.uk
► www.merewaybathrooms.co.uk



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Magic of Niko's Montpelier

Niko Limited, manufacturer and distributor of quality shower enclosures, bathroom furniture, luxury baths and sanitaryware products, has answered the demand for stylish curves in the bathroom with the new Montpelier collection of furniture.

A new base material, Polymarble, demonstrates the company's innovative approach to bathroom product technology; the basin tops are made from Polymarble and are, therefore, durable, smooth, easy to clean and super-practical.

Bang on trend, furniture in the Montpelier range boasts a high-gloss white finish and features stylish chrome handles and soft-close metal box drawers.

Included in the range are wall and floor mounted cabinets, in a choice of two widths, along with storage for the cloakroom, and tall units; so offering the retailer or housebuilder complete flexibility.

Pictured is the Montpelier 600mm wall-mounted basin and cabinet and wall-mounted tall cupboard; a combination which retails at £677 including VAT.

► 01422 356 863
► www.nikoltd.com

Imperial Bathrooms extends delights of Carlyon

Imperial Bathrooms has extended its Carlyon collection with designs that fuse elegant graceful lines with the fine detailing for which it is renowned.

The basin stand recreates the classical elegance of the British bathroom, providing a decorative alternative to the traditional pedestal. Featuring the generous and gently curved Carlyon basin, it is available with chrome legs and glass shelf or glass legs with a towel rail either side.

Carlyon and Thurlestone vanity units offer space saving and storage. Handcrafted from solid and real wood veneers they are available in natural oak, wenge and hand-painted finishes; as wall hung or with legs. Carlyon features a striking bow-fronted two-door unit complemented by a curved chrome trim, Thurlestone a two-drawer unit with sculptured inset panels. Both incorporate the latest soft close door and drawer technology.

A new wall hung pan and bidet help create the illusion of increased space and may be combined with other pieces to create a bespoke solution.

► 0870 60 61 62 3
► www.imperial-bathrooms.com



Delos from Duravit

The latest furniture range from Duravit, designed by EOOS, is characterised by wall-hung furniture with very simple lines and lots of fine detailing. Delos is comfortable to use and has a genuine lightness of design. This is achieved by hidden fixings and other detailing such as mirrored edges on the illuminated mirror with operation by sensor control, the glass shelf is 'extra-white' so does not appear to have green edges, there are no handles on the drawers or cabinets and there is a delicate LED light canopy that provides non-glare illumination for the face. Available in dark walnut, light oak or gloss white.

► 0845 500 7787
► www.duravit.co.uk



VitrA's extensive modular range

VitrA's S-line range of bathroom products combines their well established S50 with the highly successful S20 collection. Between the two they provide the most extensive choice of products to create modular bathrooms for contemporary homes. The S20 range has been introduced as a highly affordable and complete range for any bathroom, en suite or cloakroom. The dedicated S-Line furniture consists of washbasin units designed to be highly versatile in design and specification terms.

These include:
For S50: sizes in 45cm, 50cm, 60cm, 80cm, 100cm and 120cm in both high gloss white and oak.
For S20 two sizes – 65cm and 85cm – are available in high gloss white and dark cherry.
The S50 furniture features recessed handles as opposed to the S20 traditional handle design.

► 01235 750 990
► www.vitra.co.uk

Aquadi by Symphony: The one-stop-shop for bathroom furniture

With 25 exclusive ranges to choose from, Aquadi offers the most comprehensive collection of bathroom furniture on the market. Symphony understands that bathroom furniture is a fundamental part of the design, and following forums with retailers and extensive product and market research, The Lindo Collection was created, to exceed market demands.

For the latest in fashionable and stylish bathroom furniture, The Lindo Collection offers a stunning suite of fitted and modular furniture to add an additional dimension, to what is essentially a practical room. Within the Lindo Collection, the Cambiano range features a stunning gloss walnut door, which works perfectly in combination with Serano Black - tapping into the mix and match trend. Mirrored wall, open display and tall units can be used to maximise storage and offer the illusion of added space. In contrast, the versatile Castello range offers a striking gloss white shaker style, which can be used in combination with spectacular feature mirrors, to create a glamorous family bathroom.

What makes the Lindo Collection unique is the cabinet design offering, with its 90mm high continuous plinth which runs flush with the frontals. This unique design gives the contemporary linear styling that the Lindo Collection has been intended to achieve, whilst maximising storage space.

The Aquadi collection is the one-stop shop for competitively priced fitted furniture, wall hung modules, sanitary ware and accessories. Through Symphony's retailer support package, New Perspectives, Symphony can create fresh inspirational designs for retailers, tailored product offering, marketing support, and a range of ordering and delivery packages. Symphony's New Perspectives initiative offers its independent retail partners a flexible package of benefits and incentives to develop their own business.



► 01226 446 000
► www.aquadibathrooms.com



Castello



Gloss white laminate countertops and panels have been used to create the chunky border on the modular units of Larino



Cambiano



Serano Black brings a stylish finish to bathroom furniture



Twin Vanity Unit by Sanindusa

Bathroom manufacturer Sanindusa continues to uphold its reputation for innovative, no nonsense design with the Twin 140 vanity unit with four drawers and two doors.

The twin sit-on basins provide ample space for two people to use the facilities at the same time. Clutter can also be brought under control, with four drawers and two cupboards with soft close action.

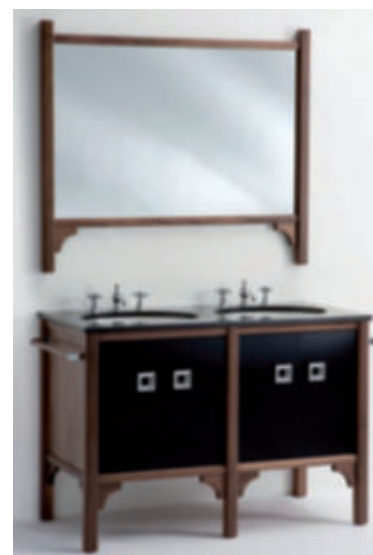
The vanity unit features a white carcass with a counter top in either white or grey as standard and the doors can be picked in white, anthracite grey, beech, red or wenge. For further customisation, the carcass is available in the same colours as the doors for an additional fee. It's also possible to choose from a range of different sit-on wash basins and matching brassware.

► 01322 837 161
► www.sanindusa.pt

Silverdale Bathrooms unveils Victorian furniture collection to B C Sanitan

Featuring a solid walnut frame, the Victorian furniture collection incorporates a unique moulded relief detail, decorative corbels, elegant handles and integral polished chrome and walnut towel rails, all designed to complement the Victorian ceramic collection. This new range offers a (2) two door single basin vanity unit (823mm high x 615mm wide x 475mm deep) a (3) double basin unit (825mm high x 1183mm wide x 575mm deep) with solid (6) black granite worktop for under mounted basins and a luxury (1) tall storage cabinet (1893mm high x 445mm wide x 360mm deep). All cabinets feature fully adjustable soft close hinges and half centred shelving ideal for storing both small and tall items. The range also includes single (4) and double (5) decorative mirrors with decorative corbels to suit. Both are 1000mm high and a choice of 500mm or 1183mm wide.

► 01782 717175
► www.silverdalebathrooms.co.uk



Ambiance Bain's new rounded and square KOMPLEMENTES units



Ambiance Bain recently extended its successful KOMPLEMENTES collection with the launch of new products: a new Rounded Square KOMPLEMENTES vanity unit in 2 sizes and an additional 2 drawer Square unit to add to the existing 1 drawer versions.

The soft curved design of the Ambiance Bain Rounded KOMPLEMENTES (see picture) offers a modern styling with a popular retro twist. Available in 50cm and 60cm widths, it is ideal for smaller bathroom and en-suite spaces without compromising on the luxury look and feel of the room.

In addition to the 2 existing 1-drawer square vanity units, Ambiance Bain has added a 2-drawer Square KOMPLEMENTES vanity available 80cm wide.

Offered in 39 finishes, all KOMPLEMENTES unit are completed with an Ambiance Bain Gloss White ceramic basin, and feature soft-closing technology and long-lasting quality BLUM drawer boxes and runners.

The rounded and square KOMPLEMENTES vanity units are priced from £599 (retail inc. VAT) and can be colour-coordinated with a complete range of ancillary items including mirrors, tall units and bath panels to create a unique and personal space.

► 01925 237740
► www.ambiancebain.co.uk

Extensive range of bespoke counter tops from Alape

Premium bathroom manufacturer Alape offers an extensive range of bespoke counter tops and modular furniture units to suit any spatial situation and to cater for every need and requirement.

All of the furniture systems available are completely customisable in terms of the materials used and the storage included. Alape's counter tops can be designed in stone, glass, real wood veneer and wood effect laminate. For a truly individual appearance, these materials can be combined in accordance to personal taste. In

terms of size, the depth of the counter tops match up precisely with the different basin sizes available: 375mm, 450mm, 525mm and 600mm.

The counter tops can be built upon by incorporating storage drawers, chrome towel rails and even soap and tissue dispensers. The drawers are available as a standard fitting or as an extra deep version.

► 02476 717 129
► www.alape.com



PELIPAL® furniture proves a hit with UK

Now experiencing a second year of phenomenal success in the UK, leading German bathroom manufacturer PELIPAL® is introducing exciting new additions to its collection which was first shown to the market here at KBB this year. The show led to an influx of new retailers and further strengthens this leading European brand's profile in the UK.

"When we discovered PELIPAL® in Germany we knew we had found a fantastic brand," says Wayne Dance, managing director of InHouse who represents PELIPAL® in the UK. "We combined the success we have had with Schüller and UK kitchen retailers with the quality of products and support provided by PELIPAL."

Like Schüller kitchens, PELIPAL® bathrooms offer high-end ranges with surprisingly affordable price tags. The new 2013 additions further bolster a range that allows retailers to offer the very best designs, with price points to suit all budgets.

"PELIPAL's success has come despite a difficult economy in which consumers are looking to improve their quality of life at home rather than face the expense of moving," says Dance. "A smart looking suite is no longer enough, today's customers want a relaxing space with plenty of storage that moves from functionality in the morning to an ambient space in the evening, so PELIPAL's range of innovative mirrors and LED lighting has created huge interest. It's great news for retailers who can now provide high specification in design and products, translating to a higher average order for bathroom furniture and increased customer satisfaction."

Working with PELIPAL® significantly reduces the unnecessary complication of displaying multiple furniture brands. Retailers can now offer value for money ranges in a myriad of shapes and styles. With innovative LED lighting above mirrors, behind drawers and beneath counter tops, PELIPAL's functionality is equally impressive.

"It is the attention to detail that has secured PELIPAL's status in the top league of bathroom manufacturers," says Dance. "Seamless laser edge technology improves water resistance by 400%, new pivot point CLIP top BLUMOTION hinges provide extended design opportunities with smaller spaces and increased door options. The high gloss lacquer and glass fronts combine with optimum storage and functionality giving an unsurpassable level of flexibility in contemporary bathroom design. The end product is more than just the furniture; it is meeting the needs of the individual customer to create the perfect bathroom experience."

The experienced retailer knows that it takes more than top end design to secure the word of mouth referral that sees business grow. It is the level of care you offer your customers. To guarantee this you need to be certain of your supplier. PELIPAL® understands that a reputation for providing the very best bathroom collections begins before the showroom door.

Retailers benefit from comprehensive UK support from an experienced team at InHouse. Backed by full national PR and marketing activity, you can be certain to build and strengthen a reputation as the best retailer in your region.

▶ 01661 842304
▶ www.inhouseuk.net

The popular PRIMADONNA range is shown with curved cabinetry and double basins that have integrated LED lighting in the mirrors above.



Previewed at MOW are new additions to the LEONARDO range from PELIPAL®. The glass front with horizontal grain is highlighted with LED under basin lighting



The popular LOA range gets new finishes and designs.



pcon3 9000 from PELIPAL creates dynamic and spacious bathroom settings.





Utopia scales new heights

Luca in White Linear and Aragon Flint

Utopia, the UK's largest bathroom furniture manufacturer embarks on its biggest ever product launch

Following a prelaunch to retailers back in March, Utopia's brand new range has been finalised, tweaked and wrapped up in what is its largest and most innovative product launch to date.

Utopia's new range for 2013, which launches to retail customers this month, will showcase an impressive new range of contemporary and traditional bathroom furniture, along with brand new innovative accessories and tiles.

Utopia showcased a preview of the range to over 400 of its retailers in March and took on board their feedback before surveying over 2,000 consumers to find out exactly what the general public seek from their next bathroom. Utopia's results showed that

over a third of consumers (35 per cent) see upgrading their bathroom as the best way to add value to their home. Meanwhile, almost half of consumers are actively thinking about having the bathroom done, due to a desire to keep up with the latest trends.

Simon Russell, CEO at Utopia said: "Our new ranges are not only design-led but demand-led. By working closely with retailers and consumers, we have created our best ever Utopia range. It is set to plug the gap for traditional and ultra-modern bathroom furniture, whilst providing retailers with fresh concepts to cater for all tastes."

Key new products include:

Halo - The brand new Halo modular range, influenced by sleek European styling, features a streamlined sleek chrome handle and concealed soft touch draw system. The range shown here in Bavarian Cherry is one of Utopia's six new contemporary colours for 2013.

Geo - Utopia's new Geo range is shown here with twin washbasins. Offering statement luxury pieces, the Geo concept is a style statement - with towel storage simply offered by decorative brackets. Also shown are a pair of deluxe magnifying mirrors, which feature a demister mirror along with touch-less sensors and illumination.

Haddon - The trend for traditional finishes continues across the interiors marketplace and the introduction of the Haddon range marks Utopia's entry into this sector. Decorative pilasters, stone worktops and upstand detailing compliment an undermount basin. Classic colour finishes designed to work alongside leading paint specialists, complete the traditional look.

Luca - The new Luca door style is aspirational, soft and feminine. The setting shown in white linear is perfect as an aspirational en-suite, whilst the bleached walnut roomset is pitched as a larger than average new build bathroom. The Quantum Square semi-recessed washbasins provide a striking feature whilst the central unit has a handleless touch-close top drawer with a large single drawer below.

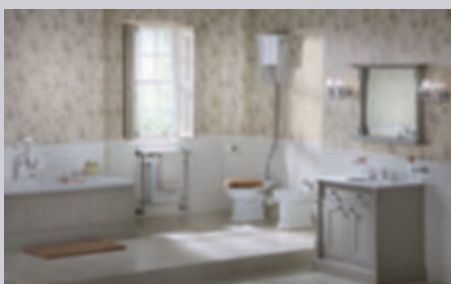
Curved Timber - This roomset is pitched as an expensive luxury en-suite. The twin ceramic basins are perfect for a couple and are also available in Mineralcast. The mirrors, part of the new range, have backlit LED lighting.

▶ 01902 406402
▶ www.utopiagroup.com

utopia... naturally



Curved Timber units shown in Walnut



Haddon in classic Warwick Sage



Halo, shown in stunning Bavarian Cherry



Geo Strata in Black Linear



Offer Solid Oak Bathroom Furniture by Stonearth to beat the Competition

Why not try something different? Widen your customer base and try Stonearth to give them something new and exciting.

Stonearth specialise in a full range of solid wood and natural stone bathroom furniture. Choose oak for the timeless classic appeal, or dark walnut for a more trendy and luxurious look. We have a fantastic range of statement basins in natural stone to create the "wow" factor. Matching mirrors and storage solutions are available to complete the look.

Best in quality...

You can trust Stonearth to deliver the best in quality and value because we are a true specialist.

We don't take any shortcuts and our artisans devote hours of delicate work to hand make your furniture.

▶ 0115 7148030
▶ www.stonearth.co.uk

WHY CHOOSE STONEARTH?

9 Great Reasons:

1. 100% Solid Oak & Walnut

2. Real Natural Stone

3. Traditional Carpenter Work

4. Flexible Storage Solutions

5. Slim But Solid as Standard

6. Taps & Basins Where You Want

7. Six Sizes 1000mm - 1500mm

8. Quality Stainless Steel Taps

9. Built for Splash

4. Flexible Storage Solutions

2. Real Natural Stone

3. Built for Splash

Six Sizes
900 - 1500mm



Comment by Steve Dickson
Commercial Manager for range at Belling, Stoves and New World

Britain loves range cooking

The love affair with range cookers is stronger than ever and shows no signs of abating.

Over the last couple of years the market has been constantly evolving, responding to consumers' needs, with the key driver being choice. Buying a range cooker remains an aspirational purchase but consumers are becoming ever more demanding and so the products need to not only look good and offer plenty of cooking capacity, but make the life of the consumer easier and be kind to the environment.

On an aesthetic level, colour has always been more readily embraced on a range cooker and this continues to be the case. With more and more colour palettes available – from vivid greens, hot pinks and icy blues - consumers are now, more than ever, able to pick their favourite product and shade and plan their whole kitchen around it.

And, while there is nothing new about stainless steel, the application of it is changing, leading to a renewed interest in professionally styled range

cookers that would look at home in a large scale commercial kitchen.

Modern range cookers were born from taking a very traditional appliance and applying new technology to create highly aspirational, but very usable, centre-piece cookers. The introduction of induction technology to range cookers some ten years ago was a huge success and continues to be so, with consumers now enjoying an abundance of benefits and features that meet their every need.



► For more information, please call 0844 2484149 or visit either www.belling.co.uk or www.stoves.co.uk

GDHA incorporates technology into the range

Range cookers moved out of the farmhouse kitchen and into modern spaces long ago and are now rivalling built-in ovens in terms of technology and features.

As a leader in the range cooking category, Glen Dimplex Homes Appliances pioneered induction technology in the sector, adding it to some Stoves models ten years ago. And, as consumers' passion for range cooking has grown, Stoves and much loved family brand Belling, have responded to the demand for higher specifications, choice and flexibility.

Induction hobs have now been introduced

across all of Stoves Richmond and Sterling range cookers models, allowing consumers total choice across fuel type and size and of course to benefit from the smarter, faster, safer, greener features that induction offers.

For the first time induction is also available on the popular 90cm Belling Classic and DB4 ranges, giving a new twist to a brand that is currently celebrating its Centenary. All Stoves and Belling induction range cookers operate on a 32 amp supply for ease of installation.

Aside from technology, the range sector has become ever more style and fashion focussed, with

colour playing an important role in terms of consumer choice. GDHA responded to this by launching Colour Boutique, which allows any one of 12 fashion-led colours to be applied to all size and fuel variants of the Stoves Richmond and Belling Classic models - a total of 180 possible combinations which is believed to be the biggest colour offering in the market.

► 0844 2484149
 ► www.Belling.co.uk
 ► www.Stoves.co.uk



This 110cm dual fuel range cooker has a one piece seven burner gas hob, a multifunction main oven, a fanned electric oven, separate dual circuit electric grill with conventional oven and a slow cook oven.



Big on features and personality, the Belling DB4 90E is a 90cm electric range cooker with a four zone induction hob, main fanned electric oven, tall fanned electric oven and separate variable electric grill.

Bertazzoni's gleaming, traditional range cooker

Bertazzoni is a family company with a rich 130 year heritage. Established in 1882, the company is based in the Emilia-Romagna region of Italy; famous for its fine foods and engineering.

The Bertazzoni range cooker collection comprises the Master Series; a traditional style range cooker with a matt finish and the Professional Series; a high shine contemporary design available in nine vibrant colours.

The Professional Series achieves its gleaming finish from a six step finishing process, completed in the same paintshop as many luxury sports cars. Its heavy duty shelves promise quality and longevity, while the dual gas burner offers an impressive range of control from 0.48 – 5kW. The 90cm single oven is available in a dual energy model, featuring fan assisted gas and



electric true fan cooking in the same 108L cavity. The Professional Series is also available in a 60cm model; perfect for those struggling for space.

► 01253 471111
► www.bertazzoni.co.uk



New Traditional Range Cooker from Smeg

The new 'Victoria' Traditional Range Cooker from Smeg is 110cm wide and features a 63 litre net capacity Multifunction main oven and auxiliary oven, both of which are side opening, a separate grill compartment for closed door grilling on two levels and a pullout storage drawer.

The flexible hob has 7 variable gas burners with durable cast iron pan supports, and includes a large, ultra rapid wok burner. It features a stainless steel Teppanyaki grill plate which can be positioned over two of

the burners on the right hand side for direct contact cooking.

The black upstand behind the hob is branded with the retro Smeg logo which ensures that the cooker coordinates perfectly Smeg's other 50's style appliances. The stylish cooker comes in a choice of Cream or Gloss Black. Matching glass splashbacks in Cream or Black are also available.

► 0844 557 0070
► www.smeguk.com

Leisure Range Cookers Invests £1m to Support the Launch of Colours



Leisure has recently launched a new website with an updated URL of www.leisurecooker.co.uk. The improved site aims to help educate consumers about the benefits of range cooking, whilst showcasing Leisure's quality portfolio of range cookers. At launch it will hero the new Colours collection, all endorsed by the Good Housekeeping Institute, via impactful imagery and concise information.

This Christmas, Leisure range cookers will be teaming up with the nation's favourite cook's website, Delia Online, as well as collaborating with influential media partners including IPC and The Daily Telegraph. As the UK's best-selling cookery author, Delia is one of the UK's most known and loved TV cooks, appealing to all ages and cooking abilities. This is an ideal partnership for Leisure, which aims to show how stylish, versatile and accessible Leisure range cooking is to consumers.

Launching on the 29th October, the Delia Online Leisure campaign runs throughout the pre-Christmas season to raise brand awareness and support retailers. With a strong presence online, the campaign features menus of Delia's recipes, specifically selected to match key occasions in the festive calendar. From sophisticated dinner parties, to the big Christmas lunch, the benefits of the large capacity, multiple ovens that range cookers offer are clear. The brand will also be working with high profile foodie talent Felicity Cloake as part of their partnership with the The Daily Telegraph.



► 0845 600 4916
► www.leisurecooker.co.uk





The new Rangemaster Professional+ 100 FX (from £2,000)

The new Professional+ 100 FX is the perfect statement for the kitchen. Cook with panache using Rangemaster's renowned superior quality product, including drop down doors for flexible and easy access to your dishes. Designed to sit in pride of place the high calibre Rangemaster Professional+ 100 FX, is renowned for its enviable aesthetics which have been paired with the sought-after 'continental' style twin cavity, creating one of the most highly desirable range cookers on the market.

The 100cm wide range has an oven capacity of 126 litres, one of the largest available. Split into two cavities (74-litre and 52-litre capacity) this multifunction cooker offers an A rating for energy efficiency giving maximum range cooker performance.

The Professional+ 100 FX boasts a gas hotplate, storage drawer providing vital storage capacity, and a wok-ring and sit-on griddle, which is ideal for steaks and grilled vegetables.

► 0115 946 4000
► www.rangemaster.co.uk

Classic and contemporary designs from Britannia

Britannia Living is a leading supplier of premium kitchen appliances, offering a variety of classic and contemporary range cookers, along with built-in ovens, hobs, cooker hoods and accessories.

All Britannia appliances are manufactured to the highest quality standards and are designed to make cooking a perfect pleasure!

As part of the Britannia service, the company has its own delivery team and factory-trained service engineers who specialise in premium kitchen appliances.

There are five styles of Britannia range cooker available; the contemporary Sigma, L Line and E Line models; the solid door Dynasty and the traditional Classic.

The 100cm Classic XG range cooker features a separate grill compartment, along with two multifunctional ovens. There are four different hob options available to complement the twin oven; induction, ceramic, six gas burners or four burners with a Chef Top. Pictured here in Autumnal burgundy, the Classic XG is also available in stainless steel, cream and graphite.



► 01253 471 111
► www.britanniainliving.co.uk



Baumatic suits any style

Designed to suit any style of home, the Baumatic BCD920 90cm Dual Fuel Range Cooker offers all the glamour and period style of a traditional model but with a contemporary twist. Available in regency ivory, black and burgundy, the model comes with an LED display, stainless steel trims, black tinted mirror glass doors. Offering two capacious oven capacities of 64 litres and 43.5 litres, the BCD920 comes with a 5 zone gas hob, which includes a rapid burner and wok burner for rapid and experimental styles

of cooking, and electric powered ovens.

Designed for the busy household, the model offers an LED Full Programmer, so that the cooker can be set to come on, cook a dish, and switch itself off at a pre-selected time. The AA rated energy efficient model comes with Wipeclean enamelled cavities and removable side racks and glass doors for an easier and more thorough clean.

► 0118 933 6900
► www.baumatic.co.uk

The 'next big thing' in range cookers from ESSE

The ESSE 990 wood-burning range cooker is one of the most popular products to come from master British stove maker ESSE.

With three large capacity ovens, it offers a huge 112 litre cooking volume. The ESSE 990 remains one of Britain's most energy-efficient range cookers. The wood-burning/mineral-fuel 990 heats quickly from cold, meaning it does not have to remain continuously on.

Available with a domestic hot water boiler or as a cooker only, ESSE's 990 incorporates the company's

distinctive 'dog bone' hotplate that has now been enhanced to accommodate six pans or more.

The 990 is so-called because of its size: at 990mm wide, this stately cooker is ideal for bigger homes, but will also fit perfectly within any fitted kitchen.

Priced at £5995, the 990 like all ESSE cookers, is exclusively sold through a network of independent retailers that can be found by visiting the website.

► 01282 813235
► www.esse.com





Comment by Danielle Lillis
Commercial Director, Ideal Bathrooms

Home Comforts

Everyone who suffers from mobility difficulties – from the relatively minor to the severe – would prefer to live ‘at home’ rather than ‘in a home’. To many the prospect of having to move to a care home does not appeal at all. Most would rather retain their independence and put up with some inconvenience in order to do so.

At the same time they do not want their homes to appear ‘institutionalised’ by the addition of hospital type furnishings and fittings.

Today there are many options available to meet these requirements especially for the bathroom, which is a room that can present difficulties for the aged, infirm or disabled.

There are increased height WC’s and washbasins to make their use more comfortable, wall mounted washbasins and WC’s can be set at a height to suit the particular needs of the household and also make access simpler by keeping floor space clear. Hands free and lever action taps are essential for those with reduced hand or wrist dexterity, low level baths make access better and for those who

prefer a shower, level access trays, shower seats and thermostatic controls make life easier and safer – or they may prefer a walk-in shower – possibly even replacing the bath.

All of these options, and more, are available in stylish designs and, far from making the bathroom into a care home facility, can actually make the bathroom look even better.

The industry has the solutions to help future proof the domestic bathroom so that it can be used by all ages and abilities without sacrificing style and recognises that these needs may change over time.



► For more information, please call 0800 6342600 or visit www.idealbathrooms.com

Inclusive Design from Ideal Bathrooms



Whilst inclusive design is often taken to mean “designing for people with disabilities,” there are only a comparatively few number of actual disabled, compared to the hundreds of thousands of people who have impaired movement or cannot move comfortably. Inclusive design involves planning the homes of these, and indeed all, people to make use of the facilities more comfortable and more efficient.

With the bathroom and kitchen being the only rooms with permanent fixtures, these two areas are of especial relevance and the current issue of Ideal Bathrooms’ Create Your Ideal Bathroom (CYIB) recognises that there is a growing number

of people in the country who require products suited to specific applications

Manufacturers have certainly recognised this new market sector and have introduced, and continue to design products for independent living and these are identified with a heart symbol throughout the CYIB brochure.

The Inclusive Design market offers opportunities for showrooms looking to create extra interest, and therefore footfall. Including displays of products suited for use by less able or elderly people with limited mobility can open new potential business. No one wants their home to look ‘institutional’ but a lot can be accomplished to make life easier without

compromising the style and attraction of a modern bathroom.

As the elderly continue to represent an increasing percentage of the population, retailers can put themselves forward as a source of knowledgeable advice to make consumers’ homes better suited to the lifestyle changes which are brought about by age or infirmity.

Ideal Bathrooms’ latest edition of ‘Create Your Ideal Bathroom’ showroom guide now includes a special section on Inclusive Design, to assist showroom staff to sell to this emerging market.

► 0800 6342600
► www.idealbathrooms.com



The Osbourne Suite from Impulse Bathrooms Comfort range features 460mm WC seat height and wall mounted basins which can be positioned to suit the needs of the individual user.



Impulse Bathrooms are for comfort seekers

According to the latest UK census, our population is 56 million people of whom 16.4% are over 65 and 30% over 60. Government figures also quote the figure of 6 million people registered as disabled, of which around 143,000 are considered permanent wheelchair users. This clearly shows there is a large potential market for products which can improve accessibility and which can be more comfortable or easy to use.

Contrary to public perception, products designed for disabled use are a much smaller demand than products which enable people to continue to live a better life in their own homes. However this is a difficult market to pin down because there are so many different needs. The 6 million registered disabled range from less debilitating conditions such as Diabetes (not to down play this illness) to total immobility – and there are many more people who may be simply elderly or suffer impaired movement who are not recorded but could still benefit greatly from products designed to be of assistance.

In the bathroom sector, DocM installations are a standard for public disabled facilities and Lantac approval covers the needs of the 2010 Accessibility Act. In the private sector, the drive towards living at home (or Independent Living) fuelled greatly by the huge cost of care homes and the potential loss of

the family home to fund this, has resulted in the introduction of comfort ranges with higher height WC pans, easy grip (or lever action) taps and mixers, taller washbasin pedestals to relieve the need for undue stooping. And many other products such as shower valves can be positioned at any height suited to the needs of the user but with built-in adjustment for other users.

Whilst those affected by mobility issues have quickly appreciated the benefits which comfort products bring, the general public is also becoming much more aware of planning for the future and making their bathroom upgrades 'future proof' by incorporating products which meet this requirement but, importantly, without appearing 'institutional' in appearance, and before the need has actually arisen.

"With age projection statistics showing the UK population will continue to be older in its makeup, the need for comfort product is certain to increase" says Impulse Bathrooms National Sales Manager, Geoff Croft.

Impulse Bathrooms recognised this potential demand some years ago and introduced their Comfort range at the KBB Show in 2010.

"Since then demand has really grown" adds Geoff "And we are negotiating a number of exclusive contracts with specialist suppliers to this sector. Inclusive design is a major growth area and

one which more and more of our retailers are choosing to display in their showrooms."

The Impulse Bathrooms range includes elevated WC and washbasins with a WC height of around 485mm compared to a current standard height of around 425mm, with the extra 60mm of height providing a more comfortable seat position. Washbasin pedestals have an extra 65mm height dimension to overcome the aches which can be caused by having to bend lower. And there's no sacrifice to style as all Impulse Bathrooms' Comfort products are designed to grace any bathroom.

And for those who would like to combine comfort and environmental issues, the Valero comfort height WC is also available as a water saving 4.5/3litre dual flush with a seat height of 500mm or as a unique close coupled back-to-wall version offering modern styling with concealed pipework and improving hygiene.

▶ 0845 340 3111

▶ www.impulsebathrooms.com



The Rothwell Suite from Impulse Bathrooms Comfort range also features 460mm WC seat height together with semi-recessed inset basin.



SANIFLO

Life



Inclusive bathroom solutions

Visit the web site for details of the new Showermatic and the rest of the Saniflo range.

www.**SANIFLO**.co.uk

The UK's market leader for over 30 years

Saniflo Ltd. Howard House,
The Runway, South Ruislip, Middx. HA4 6SE
Tel: 020 8842 0033 Fax: 020 8842 1671 e-mail: sales@saniflo.co.uk





New HTM64 compliant WC's join RAKRIMLESS™ range

RAK Ceramics has introduced a series of extended projection WC's to its new RAKRIMLESS™ RANGE. Offering improved accessibility and a hygienic rim-free design, the new range includes both extended close coupled and extended back to wall WC's, in a variety of formats. All models are HTM64 compliant and suitable for wheelchair users in both home and healthcare settings. They are also compliant with the Water Regulations Approved Scheme (WRAS) and feature a dual 4/2.5 litre flush, which reduces water consumption by a third.

Within the new RAKRIMLESS™ range, designs include extended projection close coupled WC's with a 45cm comfort height and reinforced ring seat/chrome hinge or soft close wrap over seat. Extended projection models are available in 70cm or 75cm formats and back to wall models in 45cm or 48cm formats, each with a reinforced seat and safety locking hinges or soft close wrap over seat.

All RAKRIMLESS™ WC's feature a curved, contemporary design. No ledges or rims ensure that water is fully protected round to the front of the bowl. Upon flushing, water is directed from three separate jets, reaching every part of the bowl below the distributor outlet. The contoured shape is easy to clean and the need to direct cleaning products under a rim is eliminated. RAK also offers a range of complementary HTM64 and Doc M compliant basins, in five different designs, as well as standard RAKRIMLESS™ WC's for domestic settings.

Established in 1991, RAK Ceramics is the world's largest manufacturer of ceramic and porcelain tiles. Its product portfolio also includes ceramic sinks, sanitary ware, brassware and acrylic baths, with products currently exported to more than 160 countries.



RAK
ceramics

▶ 01730 237850
▶ www.rakceramics.co.uk

Accessible bathrooms made simple with Intatec's Doc M packs

The Intacare range of Doc M products from Inta is designed to make it easy for anyone providing accessible showers or washrooms to offer a robust and compliant solution for hospitals, care homes, leisure, hospitality facilities or social housing.

The Intacare low-level WC Doc M pack includes a white six litre toilet, white hand basin and either a TMV3 tap or TMV3 mixing valve.

The packs allow for left or right handed installation and are available in blue or white. A close-coupled Intacare pack is also available. All items meet current legislation and are designed to make specification and installation as simple as possible.

Inta's Doc M Shower Pack is a complete kit including a fold-up, wall-mounted seat, fixed and folding rails



and a fully integrated and concealed TMV3 anti-scald shower with fixed and flexible risers. A white shower curtain and wall/ceiling mounted rail is included; grab rails are available in blue or white.

▶ 01889 272 180
▶ www.intatec.co.uk



ABODE LISI - Designer Style Shower Range

Lisi, a uniquely styled thermostatic shower range specifically created for people who want the perfect blend of design, performance, quality and sheer luxury. The range comprises a shaped white thermostatic wall shower with large shower head plus a chrome handset and hose. The range

also includes a very modern and stylish seat and co-ordinating shelf. The separate shower head can be used separately in conjunction with any other Abode showering products.

▶ 01226 283434
▶ www.abode.eu



AKW has the key to accessible showering

Issues of decreasing mobility are those that most need to be addressed in order to enable people to live independently, one of the most challenging areas for those who may be less mobile being the bathroom. Joanna Marston of inclusive-living product specialist AKW explains how a shower – with the right sort of shower tray – provides the key to bathroom independence.

When approaching bathroom design, one of the key considerations is to look to the long-term. When designing for someone with limited mobility, it is also important to think about other users in the household: someone who really needs an adapted bathroom may feel reluctant to force 'special facilities' on other members of the family.

A solution that meets everyone's needs and can play an important part in future-proofing the bathroom layout is to install a shower. Conventional shower enclosures do, however, have their drawbacks as the user has to step in and out – and, of course, they pose an obstacle for a wheelchair user. Careful consideration must, therefore, be given to the type of shower tray and in order to choose the most appropriate solution, there are a number of issues that need to be looked at. The type of floor the tray is going to be installed into or on top of will influence the choice. So too will the area of the bathroom where the shower tray is to be fitted. Most common is a corner location, but there might be the requirement to use an existing alcove or to cut-to-length to suit the installation. Finally there is the waste type to consider. All AKW shower trays can be used with either gravity or pumped waste.

In creating a walk-in, rather than step in, shower enclosure there are three options: a low-access shower tray, a level access shower tray or a wet room. Low access shower trays are laid onto the floor and do have a threshold to cross, albeit lower than a standard tray, which may necessitate the use of a ramp. Level-access shower trays have a step less than 10mm high, which means that a shower chair can be easily wheeled across them. In a wet room, a wet-floor former is installed, level with the surrounding floor, which has an almost imperceptible gradient to assist drainage. The floor construction of the bathroom will often determine what type of tray can be used.

The wet-floor solution has become increasingly popular, not least because it is seen as distinctly stylish and on-trend with modern bathroom design – a truly inclusive solution that will appeal to everyone. It also has practical advantages where the shape or size of the bathroom poses limitations or if the positioning of the waste outlet creates restrictions for using a shower tray. The basis of a wet room is the former, the choice of which will determine location and finishing options.

Wet rooms are a very flexible solution and can often be installed as an addition to the home, rather than simply a replacement to an existing bathroom. Options can include converting a downstairs cloakroom or even extending into an integral garage space from a hallway. The appeal of this for many homeowners is that it can be seen to be an attractive, addition to the home, even adding value to it.

To meet the growing call for wet-room solutions, AKW has introduced the TriForm® linear former which offers a number of installation benefits. A key advantage of linear formers is that they are easier for tilers to work with and allow the use of larger tiles. With four fall planes, the TriForm® reduces the number of tile cuts required and allows the former to be fitted anywhere in the bathroom, rather than solely in an alcove which is the case with formers with two fall planes. Another design advantage is the TriForm®'s unique integral trough waste, which enables up to three wastes to be fitted for maximum flow capacity, with up to 78 litres per minute drainage rate, ideal for high-power showers. Design versatility comes with a two-in-one reversible waste cover, offering two contemporary options, in addition a stainless steel grating option is also available for a contemporary look. Weight bearing capability can also be a major consideration when there may be a combination of a wheelchair user and carer to allow for, so a purpose-designed former like the TriForm® or AKW's Tuff Form® is recommended.

Whichever of these solutions is the most appropriate for the bathroom and its users, accessibility is easy to achieve by installing a showering area, either by adapting a bathroom or converting a downstairs space in the home – and when the practicalities have been resolved, choice of screens, showers and accessories will complete the picture to create an attractive and practical solution for independent living.

▶ 0800 0787 188
▶ www.akw-ltd.co.uk

AKW
life. style. choice.

Independent Living

Walk-in bath by Kubex

Kubex UK recently introduced the Solo, a walk-in bath that will provide relief and comfort for many who find it difficult to get out of a conventional bath and fear the indignity of calling for help. The Solo has an access point only nine inches from floor level, a comfortable moulded seat and back rest and an inward-opening, profiled door that is simple to use and leak-free. It has a slip-resistant floor for additional safety while twin, foot-operated wastes ensure a quick discharge of water.

For those who want the ultimate in bathing luxury the Solo Whirlpool offers an eight-jet Hydrotherapy Spa system with directional flow nozzles granting variable flow rates operated by one simple on/off button.

The compact Solo Walk-In bath is 48 inches long x 26 inches wide x 39 inches high, making it ideal for en suite installations or to transform a standard bathroom.



Delivered as a unit, pre-set and factory tested, it is extremely simple to install, available in a luxury high gloss finish of white or pergamon and carries a five-year factory guarantee.

► 01482 211421
► www.kubex.co.uk

Johnson Tiles are ideal for wet rooms

Wet rooms are becoming a more common feature in our homes. Not only are they a luxurious alternative to a traditional bathroom, they also give those with mobility issues the opportunity to maintain their independence and dignity.

The essential accessibility and safety requirements don't have to come at the expense of style. Leading UK tile manufacturer Johnson Tiles has a range of tiles ideal for wet room specification. From clean lines combined with dramatic colours, to mosaic and natural effects, a well-designed wet room can be both functional yet also give the perfect space to relax and unwind through the right style of tile.

The textures, patterns and colours of Johnson Tiles' Absolute and Mosaics collections can be combined to create different effects, from an invigorating area to a serene spa



experience, whilst borders and edges add the finishing touch.

Johnson Tiles provides detailed technical information and support to ensure correct specification.

► 01782 575 575
► www.johnson-tiles.com

TRIFLOW QUADRO ONE KITCHEN ONE TAP

Twenty years ago, Triflow introduced the world's first tap that delivered filtered water in addition to mains water, through a dedicated waterway within the same spout. With the new Triflow Quadro it has taken this concept to the next level by introducing the convenience of filtered water, heated to 98°C. With the ability to deliver up to 25 litres per hour, for tea, coffee or blanching vegetables, as well as unlimited quantities of refreshing cold water, this fully integrated hydration solution will save the need for bottled water and make the kettle a thing of the past.

The ceramic filter cartridge incorporated in the Triflow Quadro is one of the highest performing filters available in the market today and is manufactured exclusively for Triflow Concepts in Switzerland. It will eliminate harmful chemical and biological contaminants down to 0.2 microns, (0.0002mm) yet allowing beneficial minerals such as magnesium, calcium and fluoride to flow through.

The Triflow Quadro System comes in a range of mechanical and electronic models, including two award-winning designs by world-renowned architect Zaha Hadid. All models come with child safety features and are sympathetic to the environment both in terms of materials and power consumption. The Triflow Quadro is destined to become the must-have accessory for the *urban environmentalist* seeking a healthy hydration alternative to the kettle and bottled water.

► 0845 313 5000
► support@triflowconcepts.com
► www.triflowconcepts.com/bku





To Bathe or Shower asks Eurocare?

For most the decision to bathe or shower is one of preference, but as we grow older choosing a bathroom can be a more significant and often daunting decision.

With less government resource available and a growing elderly population, accessible bathing has in recent years become far more integrated into main stream bathing. More than ever before manufacturers are seeing retailers looking to include products such as walk-in baths and showers in their range.

Offering suitable products and helping customers make an informed choice is vitally important says leading manufacturer Eurocare Showers. First and foremost retailers should look for a reputable manufacturer whose products are robust and fit for purpose.

The next factor to consider when choosing a bath or a shower is accessibility. When mobility is reduced, getting in and out of a conventional bath or shower can be difficult and potentially hazardous.

A walk-in bath or low threshold shower can provide the ideal solution to the majority of people.

However, in certain circumstances a zero threshold may be required - in this instance a wet room is probably the best option. Regardless of the option chosen, it is important products are accessible and easy to enter. Baths should feature a wide, preferably inward opening door and showers should ideally have a door aperture of at least a 1000mm.

As well as being accessible, products must also be easy to use. Avoid hazardous catches and operating devices and ensure users can manoeuvre easily in and around the products. Anecdotal evidence has shown that when it comes to accessible bathing, purchasing a showroom model can help boost sales, with customers favouring companies that allow them to try products before they buy.

The final factor that must be taken into consideration before a decision is made is installation. Walk-in baths are by far the quickest

and easiest product to install. A shower is generally far more time consuming to install, with many technical factors to consider, all of which will have an impact on the installation price.

Before commencing any installation of this kind a comprehensive technical survey should be carried out to determine feasibility and provide an accurate idea of cost for clients.

Whether the final choice is a bath or a shower, safety must always come first. Temperature controlled taps and showers are a must, and assistive aids such as seats and grab rails can provide additional support and peace of mind.

If you are looking for more information on accessible bathing, Eurocare offer an extensive range of services for retailers and all products are manufactured to the highest standards in the UK.

▶ 0844 8010660

▶ www.eurocare-showers.com



Neaco launch new contemporary Doc M Pack

Neaco are providing a stylish inclusive design solution in one easy specification with the launch of their new close-coupled Doc M Pack for contemporary bathroom and washroom facilities.

With support fittings and toilet seat available in a choice of red, white or blue finish, the pack provides a comprehensive facility which is LABC-approved and fully compliant with Building Regulations. Items include WC with seat, cistern and spatula lever, wash basin with grid waste, bottle trap, lever action chrome tap and TMV3 mixing valve, one Freedom luxury drop-down support rail and five Freedom 600mm grab rails.

Neaco's national sales manager, Richard Richardson-Derry, said: "Building contractors, facilities managers and bathroom installers can now source a fully compliant, high-specification Doc M solution with one simple order at a price of just £429, including delivery to most UK mainland locations."

"All grab rails and sanitary ware are manufactured in the UK and the pack provides a host of superb features, including grab rails from our luxury Freedom range in corrosion-resistant aluminium with concealed fixings and unique discreet grip.

All support rails include fixings and boast an impressive maximum user weight of 175 kg. Like all Neaco products, the Doc M Pack comes with our class-leading Lifetime Guarantee."

▶ 01653 695721
▶ www.neaco.co.uk



Geberit has the perfect solution for bathroom independence

Designed as a solution to a number of obstacles when it comes to personal use of the bathroom, the Geberit AquaClean 8000plus Care, provides a new way for users to maintain their dignity and a much needed level of independence.



Geberit AquaClean 8000plus Care - the WC that cleans you with water, is a uniquely designed toilet, which leaves users feeling clean, fresh and provides an all-round more comfortable and hygienic experience.

Easily adjustable cleaning functions and intuitive controls ensure that the bidet style toilet is simple yet highly effective to use. In addition, Geberit AquaClean also benefits users suffering with health issues such as constipation, colitis, piles and other discreet medical requirements.

Simply activating the wash by the easily located button, pre-set programme using the opto-remote or accompanying remote control initiates a gentle spray of water, at a comfortable temperature and at your chosen pressure. The shower nozzle is also automatically cleaned with fresh water before and after each use for added hygiene.

Featuring an oscillating shower, which has forwards and backwards movement, the toilet also benefits from various spray settings, odour purification, memory settings and a warm-air dryer with adjustable temperature settings.

All the functions on the Geberit AquaClean 8000plus Care, from the position of the spray arm and the water temperature and intensity, right through to the dryer setting, are individually adjustable, allowing for a personalised solution for every user.



▶ 0800 032 9629
▶ www.geberit.co.uk



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info@dallmer.com



Comment by Birthe Tofting

Director of International Sales and Marketing, Vola

Purity and harmony essential in your bathroom design

Birthe Tofting, Director of International Sales and Marketing at VOLA, has worked for VOLA for more than 25 years and has been monitoring the trends in the sanitary business for more decades.

We believe a bathroom should be an area of total departure from the stresses of modern life. One where purity and harmony free the mind and senses. We believe in timeless design of the best quality that lasts for generations. This is what the superior brands stand for and one of the best examples of sustainable design – and for the building owner an extremely good investment in the long run. We study the trends and new needs on the market and offer our ideas of innovative design products for bathroom and kitchen in the our design language. We think that many bathroom accessories could be improved both in regards to design and function. An example is the waste bin which

is needed in every bath room. However if it stands on the floor it is always in the way, and for cleaning it is not practical and not hygienic. But there are many other items in the bathroom where a beautiful design and excellent functionality could add more quality to the valuable time that we all spend in the bathroom.



► For more information, please call 01525 720111 or visit www.vola.co.uk

Uniquely refreshing. Visibly VOLA Winner of the German Design Award 2013

New revolutionary design idea from VOLA, a built-in waste bin has just won the German Design Award 2013.

Under the headline "Celebrating continuity – celebrating change" VOLA translates its design DNA into new products for the bathroom. The founder of VOLA Verner Overgaard and world famous architect and designer Arne Jacobsen

introduced the idea of hiding the technical parts in the wall in 1968. This idea is taken as the starting point also for the Round Series. The circle as a geometrical shape is a key element of the VOLA design, and with the new products the circle is translated into new dimensions. Based on the classic VOLA design the new products have a ring enclosing a cylinder.

True to tradition, the VOLA waste bin is unobtrusive, with the less aesthetically pleasing elements built into the wall. It can be opened by gently pushing the front with a hand or knee. The open / close mechanism is smooth and silent.

► 01525 720111
► www.vola.co.uk



New rail for JIS Sussex range

New additions to the JIS Sussex range include a set of three Fletching Rails, substantial towel rails especially conceived to match the modern trend towards retro-styled bathrooms. Beautifully made to a smart but chunky design that has distinct overtones of the massiveness of superior Victorian plumbing, the rails are made from top quality stainless steel in a polished finish and available in central heating, electric and dual fuel formats.

The design of the Fletching Rails is simple but effective. The smallest model is 520mm wide and 635mm high with fixing supports at each corner and a central horizontal rail in addition to those at top and bottom. The larger sizes are 520mm wide x 910mm high and 1185mm high respectively; the 910mm model has two unsupported horizontal rails while the largest has three.

The corner supports are very simple to fix and are designed to hold the rails sufficiently far from the



wall to prevent the 'snagging' of towels. Confidence in the permanence and corrosion resistant qualities of the stainless steel towel rails is backed by a 25-year JIS guarantee.

▶ 01444 831200
▶ www.thesussexrange.co.uk

Aeon's ancient and modern

For a towel rail that sits neatly between contemporary and traditional, look no further than Tudor, the latest addition to the Aeon heating collection.

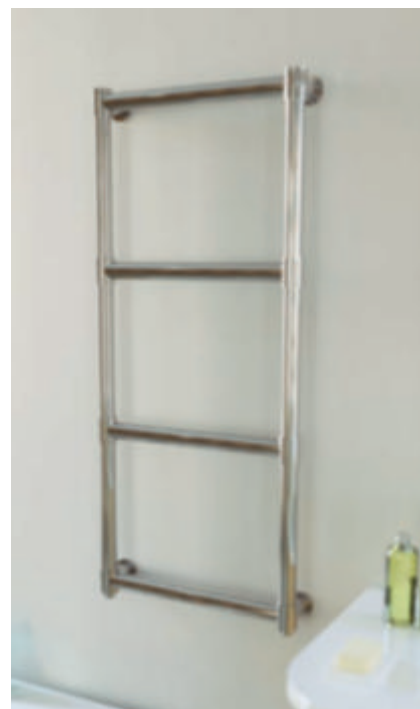
Strikingly simple, it boasts a chunky tubular ladder shape incorporating cylindrical joints rather than the ball joints of more traditional designs; all welding is internal, giving a smooth finish.

Made from high grade stainless steel in brushed matt or mirror polished finish and an energy efficient low water content, Tudor is decidedly 21st century in concept.

Six sizes with a choice of three widths and two heights makes Tudor a versatile choice for the kitchen, bathroom or cloakroom. It is available for hot water, electrical or dual fuel installations and heat outputs range from 188-293 Watts.

Now a global brand available in 38 countries, Aeon's hallmarks are high quality materials, design and manufacture leading to a 20-year product guarantee.

Parent company Pitacs has the largest in-stock range of heating products in the UK with delivery times of just a few days to most addresses from its depot.



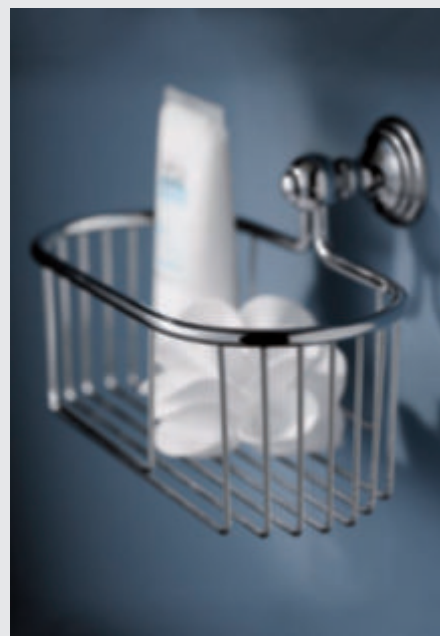
▶ 01908 271155
▶ www.aeon.uk.com

Aqualux provides the perfect finish

No bathroom is complete without beautifully blended accessories to complement the selected styling of the shower enclosure and bathroom suite. Aqualux has responded by launching the gorgeous Haceka range, a selection of bathroom accessories featuring designs from classic through to contemporary. Products include towel rails, cup holders, glass shelves, bottle holders, soap dispensers, toilet roll holders, toilet brush holders, wall or door hooks and a shaving mirror.

There are five distinctive collections available, providing a choice to enhance any bathroom style. Kosmos is a curvaceous collection of chrome plated accessories, elegant and rounded, whilst the classic Allure collection combines traditional elements with a modern twist. Mezzo brings cutting edge design to the bathroom space with a minimalist feel, with the brushed nickel finish of the Pro 2500 lending an understated elegance to this ultra-contemporary range. Edge features sharp, aesthetic lines, giving bathrooms an ultra-modern, uber-clean feel. Featuring solid, angular styling and a high chrome finish, this collection will compliment any minimalist bathroom design.

Whichever collection is chosen, the end user can enjoy the satisfaction of knowing that the concept of their bathroom is reflected in these all-important finishing touches. In addition to expert styling,



Haceka accessories also offer the choice of wall-mounted or freestanding options, providing practical as well as highly attractive solutions. All products in the range come with a reassuring 10-year guarantee.

AQUALUX
SHOWER SURROUNDS

▶ 0870 241 6131
▶ www.aqualux.co.uk

Bathroom Accessories



Cross over to Flexi-Fix... Croydex's revolution in bathroom accessories

Croydex's patented Flexi-Fix range is a truly radical development in bathroom accessories, making updating a tired bathroom quick and easy.

The concept uses a universal bracket which can be used when replacing the majority of bathroom accessories by utilising the same fixing holes irrespective of spacing or alignment.

Remove the old accessory and simply align the bracket over the existing holes and screw it to the wall using the screws provided. Then hang the new accessory from the bracket using the concealed grub screw.

If you are fitting an accessory for the first time and don't want to risk

breaking your tiles or drilling the wall, a small self-adhesive locator attaches to the wall or tile, providing precision alignment. Apply the adhesive to the wall bracket, clip in to the locator to be held firmly in place while the adhesive sets then hang the accessory as normal. The adhesive can be removed without damaging the tiles.

Croydex is initially launching eight styles of Flexi-Fix accessories to suit various bathroom styles including roll/tumbler/soap holders; towel rings/rails, robe hooks; and glass shelves.

▶ 01264 365881
▶ www.croydex.co.uk

Bossini wall-mounted soap dispenser offers superior fixing

Guaranteed to withstand in excess of 15kg when applied to a secure surface, the IBB Calypso wall mounted liquid soap dispenser utilises an exclusive 3M adhesive fixing system which avoids the need for drilling. Particularly advantageous for installing onto hard tiles including granite, porcelain or marble, the soap holder is manufactured from non-breakable clear acrylic and sells at RRP £31.92 (including VAT).



▶ 01785 811836
▶ www.bossini-ibb.co.uk

Copenhagen: Bathroom accessories signed by Carrara & Matta



Italian Design, Innovation, Function and Shape are the 4 themes that link all the Carrara & Matta collections: a tradition of over 70 years supplying bathroom accessories throughout Europe.

From HD-line and Copenhagen lines to Fard Elite, Smart and Bravo Suite, arriving at Antille, America 06 and Plus collections, the geometric shapes or smooth lines are all designed to be combined with lots of different styles of bathrooms.

There are different materials to provide solutions for every need: chrome plated stainless steel, chrome plated brass or scratch resistant and naturally anti-bacterial thermoset.

Copenhagen for example combines opaque glass along with chrome plated brass to create a timeless new range of accessories that will compliment any bathroom. From the soap dispenser to towel shelf and spare roll holder, all items in the range are designed to offer a new



and refreshing solution for today's demanding environments. Soap dispenser, toothbrush holder and soap holder are also available in stainless steel to better fit requirements in the commercial environments. The shining of the chrome plated brass and the design of the attack, a mixture between square and round elements, make Copenhagen a perfect accessories line also into the most luxury bathrooms.

Italian design, attention to detail, style and passion, are key elements in the values of Carrara & Matta brand. If you need to furnish hotel rooms, public facilities or private bathrooms, you can find the style you wish at the highest quality.

Our products lines are in stock in the UK and available for immediate delivery.

▶ 0800 7833687
▶ www.bemis.eu

THE KBSA COLUMN

KBSA AGM national meeting and awards a great success



KBSA CEO Graham Ball, KBSA past chair Martin Thomas, Guest Speaker Nigel Botterill, KBSA chair David Dalglish and Neil Moss from Skillsmart Retail.

There was standing room only at the KBSA AGM, which was held at the Billesley Manor Hotel in Warwickshire on 11th September. Almost ninety retail and corporate members attended the AGM which was followed by the national meeting and a dinner in the evening which included the presentation of the KBSA Designer Awards.

KBSA CEO Graham Ball said: "We are delighted that this year's event was so well attended and even more pleased with the positive feedback we have received afterwards.

"Our theme for this event was Survive and Prosper and all three external speakers covered a different element. Robert Woods from the Bank of England provided some interesting statistics and forecasts on the economy. His presentation illustrated the fascinating complexities of forecasting in today's markets, and highlighted the many and varying influences that are relevant when trying to look ahead.

"Neil Moss from Skillsmart Retail talked about up skilling and mentoring and the services available from Skillsmart Retail. He included the results of a recent survey into delivering customer service and details of the Retail Business Mentor service.

"The final speaker award winning entrepreneur and business mentor, Nigel Botterill delivered a passionate and thought provoking presentation about using digital marketing to grow a business that was both informative and highly entertaining. He also presented details of his Entrepreneur's Circle that supports people running their own businesses with coaching, mentoring and teaching.

"We are grateful to our sponsors of the awards dinner Bosch, Glen Dimplex, Hoover Candy, Hotpoint, JJO, NEFF, Rangemaster, Whirlpool and QANW as their support contributed to the overall success of the evening."

► More details are available from the KBSA www.kbsa.org.uk, or 01623 818808



CCS credit finance vital in helping DM Design grow

DM Design has grown from a small unit serving West-Central Scotland to an employer of 680 people in premises from Exeter to Aberdeen. From its purpose built manufacturing base DM Design is still expanding in all areas from design to delivery. Offering credit finance from Consumer Credit Solutions (CCS) is a vital part of that development.

"There's no denying business is more challenging now but we make sure our customers can buy our products when they want to," explains national sales manager John O'Hara. "Offering finance from CCS has a major impact on our business, helping us grow and generate profit. Now 70% of our customers use flexible finance offered by CCS – even when many of them have the money available. In difficult economic times we find homeowners are cautious about spending their savings and are reassured by the double indemnity offered by dealing with a major lender.

"With CCS always available to give 'hands-on' support and training for our salespeople we're confident we can continue to help our customers buy our bespoke kitchens, bedrooms and bathrooms."

Edinburgh tiler named as leading professional by TilerWorld

Martin Tyrie of Edinburgh-based MPT Tiling Services has been named national Tiler of the Month by TilerWorld, the leading free website for tilers and their customers. He was chosen for his tiling quality and high standards of customer service shown by reviews posted alongside customer ratings. He carries out all types of domestic and commercial tiling throughout Edinburgh and the Lothians



including natural stone, mosaics and underfloor heating. An associate of The Tile Association, Martin offers complete bathroom and kitchen installations including a design service.

His TilerWorld profile carries many customer testimonials including: "Three bathrooms fully tiled and would highly recommend MPT to everyone looking for a long lasting bathroom with a quality finish." Martin is "one of the tidiest

tradesmen ever, punctual, pleasant and knowledgeable" and "Keen to please and gave great advice on trim and tile design."

Customer ratings are key to TilerWorld's continuing growth. A consumer can list up to 20 local professionals, compare other customers' ratings and request quotes from up to five tilers. In addition consumers can browse through photographs of completed projects uploaded by individual tilers.



*The Knife Box
– One of many products
within the S-Box™ product range*

S-Box™ - Increased Market Penetration for Global Markets

S-Box™, the innovative, double award winning - 'pop up' kitchen storage solution continues to go from strength to strength in both popularity and sales growth. Such is the rate of their success that they are increasing their global network of distributors to strategically manage their growth within UK and overseas markets.

With the range now being specified in kitchen designs from San Francisco to Sydney and virtually everywhere in-between, Cardinal Innovations – the operating Company for S-Box™, has announced further distribution partnerships to handle the demand, delivery and important showroom support in numerous global territories.

Following the recent appointment of 'KAL Group' in Ireland and 'Jetson/S-Box B.V for Scandinavia, Netherlands and Germany, S-Box™ has just announced the appointment of CD UK (distributors of Corian) as its main distributor and stockholder for the UK mainland.

Sales and Marketing Director Peter Brook comments, "It has become very clear to us that we need to enlist carefully chosen, territory distributors to look after growing demand and product volume and we have taken the decision to do this ahead of 2013, as originally planned.

The right choice of partners for Great Britain is most important. The appointment of the 'KAL Group' in Ireland has proved to be a highly professional template for S-Box™ distribution. CD UK also understand the world of the kitchen work surface so our deal with them not only involves the delivery of S-Box to Kitchen designers and showrooms but also the provision of full support and supply to all surface providers including granite, marble or quartz.

Our relationship with independent kitchen designers and retailers continues to be of huge importance to us and our UK head office and manufacturing base will continue to support them as well as working with our new distribution partners. To that aim, we are about to embark on a pro-active PR and advertising campaign in the national retail press to further build on our brand and product awareness and to support not only our independent retailers, but also, CD UK and KAL."

S-Box™ is already proving successful in Germany and the Netherlands and the organisers of 'Living Kitchen Exhibition' (Cologne in January 2013) have invited S-Box™ to attend.

Further distribution partnerships for the USA, Canada and Australia are planned for 2013 and will be announced shortly.



Peter Brook – Sales & Marketing Director



Twyford Bathrooms Donates Bathroom Suite to Homeless Cowboy Builders Family

Twyford Bathrooms has donated a bathroom suite to a homeless and destitute family who was featured on a recent episode of the Channel 5 show, Cowboy Builders.

When the family from Fleet contacted the programme, they were living at a relative's house, penniless and suffering considerable stress as a result. They were weeks away from having to sell their home when the show and a number of organisations including Twyford Bathrooms came to the rescue and now they have a beautiful new home. The donated Twyford suite included an Encore WC, washbasin and pedestal, and Galerie Optimise shower bath with showerscreen.



Mark Winfield, Twyford Bathrooms's Marketing Manager, comments, "The family had clearly suffered at the hands of an unscrupulous and greedy builder and they were at their wits end. The family were delighted with their new home and we received a lovely letter from them expressing their gratitude."

Ellis Furniture raises funds for local hospice

On 1 September, staff from leading designer and manufacturer of bathroom and kitchen furniture, Ellis Furniture, held a charity football match to raise funds for a local Huddersfield hospice.

The two teams – The Office Coats sporting a blue kit and The Factory Tools in a red kit – played a gruelling game to raise £800 for Kirkwood Hospice, which provides specialist care, free of charge, to adults with advanced, progressive illnesses at any time from diagnosis to the end of life.

The Office Coats came out on top with an eight to one victory.

Ellis Furniture director, Tom Ellis, says: "It is great when the Ellis team pulls together for a worthy cause and to have some fun. We all know and appreciate the excellent work of Kirkwood Hospice, which relies solely on donations. A super time was had by all, although I understand the blues had the biggest smiles at the end of the day."



Beko sets its 'sites' on a new look with web refresh



To coincide with the launch of its latest TV advert Beko has updated its UK website to give consumers an even better experience with easier navigation and an integrated look and feel with the brand's on-going marketing initiatives.

Designed to ensure that customers can quickly navigate to the product information or page they want, the cleaner layout features clear visual clues including imagery to guide consumers through the site.

In addition to product specifications and information, the website will host the brand's latest news, videos of current ad campaigns and advice to help consumers choose their appliance.

"We have invested heavily in marketing the Beko brand this year through print and broadcast advertising, sponsorship of the FA Cup and long-running Facebook initiative Beko Mums United," comments marketing director Teresa Arbuckle. "The new-look website acts as a resource for finding products, choosing an appliance or seeing the latest installment of our baby Billy TV campaign."

IDS announces winner of its national design competition

International Decorative Surfaces (IDS) has announced the winners of a national design competition for students to design aspects of its new headquarters centred around its core values of innovation, creativity and sustainability.

Winner was Martyn Webb, a BA Hons Architecture graduate from the University of Portsmouth; second was Blaze Perrigo, studying BA Hons Interior Design at University College Falmouth; and third place went to Becky Spenceley, studying BA Hons Interior Design at Northumbria University. The winner received £1000 plus a hosted visit to 100% Design in London in 2013, together with mentoring opportunities with the company's surface material suppliers.

IDS is re-locating to new purpose built premises at the Parkhouse Interchange in early 2014 housing a 61,000 sq ft warehouse; 2500 sq ft showroom; 50-seat lecture theatre; and office accommodation. The eco-friendly building will have the lowest possible carbon footprint utilising modern materials and building methods including rainwater harvesting, grey water recycling and solar panelling.



Ideal Bathrooms reveals dynamic plans for Showerlux

Following the acquisition of the sole distributorship of Showerlux shower enclosures and bath screens for the UK, Ideal Bathrooms has completed a comprehensive review of retail pricing and customer discounts which have been completely realigned to be fully competitive for today's market. Over 80% of the range will now benefit from reduced prices with many showing savings as high as 20%.

"The Showerlux name is a well respected brand and known throughout the industry," says commercial director Danielle Lillis. "They were the pioneers of many design innovations in the shower market and we are confident we will take the brand forward to a successful future. The pricing realignment is the next key stage to achieving this."

A new interim Showerlux price guide has been produced until publication of the Big Yellow Price Book in January; supporting literature for showrooms is being printed. Technical service support will continue to be provided by Showerlux's parent company Duscholux.



PWS on BBC News Live

BBC News invited PWS to feature in a series of interviews on the day the GDP figures were announced. John Lennon, PWS' Sales & Marketing Director, was interviewed by BBC's reporter Nick Ravenscroft, against the backdrop of the company's impressive Design Centre.

The interview was broadcast on BBC News Live as well as BBC World Radio, with a third interview being filmed for the local BBC Look North program.

The BBC selected four companies on Aycliffe's Business Park, one of which was PWS' neighbours, Roman Showers. It was a great boost for the market that the kitchen and bathroom sectors were so well represented.



THE BMA COLUMN



Bathroom Conference

"Every two days we create as much information as we did from the dawn of civilization up until 2003."

With that astounding fact (which sent something of a ripple around the conference theatre) Stefan Hull, the Insight Director of Propellernet, the search, social media and retail specialists, launched his speech at the recent Bathroom Conference.



Conference this year delved into the Retail Revolution examining exactly what is going on in the high street and the inevitable effects of the internet on bathroom sales. Nine presentations and their subsequent discussions brought delegates bang up-to-date with retailing and inspired them with the latest accepted wisdom.

Hull went on to show how Google really can drive business and that any go-ahead retailer must have a web presence with search tags which are relevant. He suggested that Facebook is not necessarily the place to be but a Twitter account is a 'must have' to keep pace with the latest trends. He also went on to show that retailers should not be afraid of formal feedback forums, TripAdvisor-style, and that actually, its people that matter most.

Other speakers examined the role of the High Street and how savvy retailers are embracing 'click-and-collect' which combines the convenience of the web purchase with the visit to the showroom where 'added value' can be created.

Speakers presentations are now on line for download <http://bathroomconference2012.blogspot.co.uk/>

► For more information, please contact BMA on 01782 631619, visit www.bathroom-association.org or email info@bathroom-association.org



Inta stops traffic with shower curtain stunt

Anti-scald bathroom manufacturer Inta stopped traffic in a special shower curtain stunt to celebrate the company's renewed sponsorship of a roundabout in its home county of Staffordshire.

The stunt, which saw a brave Inta employee take to the roundabout wearing little more than a shower curtain, was carried out in rush hour traffic earlier this week to mark the occasion.

Stuart Gizzi, director at Inta, said: "We have sponsored the roundabout for some time now and you'd be surprised by how many calls we get from merchants and installers telling us they passed it and saw our signs.

"It appears to have brought us a little extra custom so we thought it only right to pay a fun tribute as we commit to further sponsorship. It's the perfect location for exposure, being just off junction 14 of the M6 and is a great way to showcase the business locally while guaranteeing the roundabout's upkeep."

Inta specialises in anti-scald taps, showers and valves.



Granite Transformations - TV makeover shows help boost home improvement trend

Granite Transformations has found that growing customer demand is being echoed by increasing requests from home makeover show producers including Channel 4's You Deserve This House and ITV1's The Alan Titchmarsh Show.

"These shows are great because they demonstrate that you can upgrade your interiors without breaking the bank, encouraging more and more people to consider home improvements," says Danny Hanlon. "The typical before and after sequence demonstrates how big a transformation can be achieved and we don't use any techniques on TV that we don't apply in people's homes."

On The Alan Titchmarsh Show designer Julia Kendell provided tips on an inexpensive kitchen makeover. Julia had used Granite Transformations' worktops on the BBC's DIY SOS and recommended them to the daytime talk show's producers.



"We like to be included in these shows when we're invited even though they are usually last minute requests and involve extremely tight schedules for measuring up, fabricating and filming," says Danny. "We've been banging the drum about instant kitchen makeovers for years so when we're given an opportunity to show this on TV we can hardly say no."



Domestic & General Sponsor The 15th annual TEQ Awards

Celebrating success in customer service; the 15th annual Total Excellence & Quality (TEQ) Awards honour the best in white goods customer service.

Widely regarded as a benchmark for excellence within the electrical domestic appliance industry, the TEQ awards recognise manufacturers and contractors who have consistently provided customers with high-quality repair services over the last 12 months. This year the key Domestic Appliance Manufacturer TEQ award has been won by Glen Dimplex Home Appliances, with Miele and BSH coming in a close second and third place respectively. A further 15 TEQ trophies are awarded to independent repair agents across the UK for their outstanding service.

Sponsored and administered by the UK's leading warranty specialist Domestic & General, the annual TEQ Awards are based on feedback from more than 420,000 surveys sent to customers following a repair of their electrical goods. The survey covers every stage of the repair process: from the customer's initial contact to the engineer's courtesy, appearance and the effectiveness of the repair itself.

This year's TEQ Customer Service winner, Glen Dimplex Home Appliances (GDHA), achieved the highest customer satisfaction rating in their history. An outstanding 95% of those surveyed rated GDHA's Customer Service as 'excellent' or 'good' and more than 97% of GDHA repair customers were happy with the company's helpfulness, efficiency and speed of response of both the contact centre and engineers.

Ken Wilson, MD, and Lawrence Harrison, Service Director, at Domestic & General presented GDHA Chief Executive Denver Hewlett and Customer Care Director Paula Hodkinson with their award at Nunsmere Hall Hotel in Cheshire, commenting: "We are delighted to be presenting GDHA with their fourth TEQ award. These awards have been pivotal in driving service standards forward throughout the repair industry. The standard of competition increases year on year and we are proud to support the continued efforts of brands to improve their customers' repair experience."



Van users: save money, save time and save trees with The Fuelcard People

Van users have been reminded by The Fuelcard People that one simple cost-cutting and time-saving measure will benefit the environment.

"You compare the market and pick the right fuel card in order to reduce fuel costs and administration," comments general manager Steve Clarke. "Many businesses overlook the potential to help the planet by completely eliminating the use of paper in fuel procurement."

Fuel card users expect to save up to 4p per litre on national average pump costs and replace traditional receipts and other paperwork with a single weekly invoice, bringing major time savings through reduced administration.

"Every posted invoice is still one piece of paper and one envelope too many, not to mention the cost of postage," continues Clarke. "If every business opted to receive email invoices it would remove the need for tonnes of paper and save countless trees from felling. On its own, this will not save the planet but every contribution helps."



RAK on the road with new mobile unit

Following the launch of RAKextra earlier this year, RAK Ceramics has introduced a mobile sales unit. The vehicle will showcase products from the new RAKextra accessory range, alongside complementary basins and WC's from RAK's Bathroom Collection.

New RAKextra displays will also include shower enclosures, trays and screens; Lola and Nova Smart Storage basin-and-cupboard combinations and a variety of luxury mirrors and mirror cabinets. The RAK RAKRIMLESS™ Compact Deluxe close-coupled WC will also be on display. Sanitary ware from the popular Summit range is also displayed, alongside Opulence - one of RAK's three luxury designer ranges which also include Infinity and Credenza; soon to be available across RAK Ceramics entire dealership.

THE TILE ASSOCIATION COLUMN



JOIN THE TILE ASSOCIATION
 FOR LESS THAN £5 PER WEEK!
 AND BE ENTERED INTO OUR DRAW TO WIN A FREE IPAD*
* TERMS & CONDITIONS APPLY, SEE WEBSITE FOR FULL DETAILS.

Joining TTA: What you need to know

Membership of The Tile Association is open to any business that works in or is associated with the wall and floor tile industry in the United Kingdom. TTA doesn't just accept anyone into their ranks, every business wishing to join has its financial health and company reputation checked out.

We think it's important for our members to have value for money when they join so we continue to develop a series of that will both save you money and also provide the important information you need to run a business in the wall and floor tile industry.

This website in particular provides a wealth of information for the tile industry and its clients, and is increasingly used as a means of finding quality suppliers and competent tile fixers. Each member has their own page on the website which allows them to explain the products and services they offer.

If you are ready to join The Tile Association, and receive the many benefits membership has to offer then visit . Download and complete the application form for your sector and send it to TTA and you will be on your way to joining the only Association in the wall and floor tile industry that works for you.

Furthermore, all applicants who apply for membership between Monday 6th August and Friday 30th November and are subsequently approved will be entered into a draw to win a FREE IPAD.

Don't delay; join today!



► For more information visit www.tiles.org.uk



IDS and Ideal Bathrooms hike Ben Nevis to raise funds for Barnardos

A combined team of fifteen people from International Decorative Surfaces and Ideal Bathrooms hiked up Ben Nevis, Scotland's highest mountain on Friday 21st September raising funds for the children's charity Barnardo's.

Both companies have made a three year commitment to fundraising for the charity with regular events initiated by a wide range of employees across both businesses. A team, including managing director John Bagshaw and sales director of Ideal Bathrooms Rob St Barbe, have already scaled Snowdon and have now bagged Ben Nevis too. The recent walk raised £4,505.

John Bagshaw is managing director of both companies which are distribution specialists in their dedicated sectors. International Decorative Surfaces (IDS) is the UK's largest distributor of worksurfaces, flooring, panel products, laminates and solid surfacing, and Ideal



Bathrooms is a leading distributor of sanitaryware, brassware and shower products.

Rallying behind John for the challenge were: Rob St.Barbe, Richard Taylor, Dani Lillis, Craig Gillespie, Andy Payne, Adie Clapham, Peter Darvill, Mark Smedley and Hayley Scriven from Ideal Bathrooms. IDS' sherpa's were Paul Johnson, Phil Smith and Matt Wildbore. Tim Pestell MD of Saniflo also joined the walkers.

Record month for Schüller sees new record set for September

InHouse has broken the €1 million barrier for Schüller sales in September. The month is 40% up on last year and puts InHouse in line for another record breaking year.

Wayne Dance, Managing Director of InHouse, says, "We had a great start to the year with the KBB exhibition. Schüller has been fantastic at totally reinventing its range with stunning new products at very competitive price points. While the economy is still struggling, we're seeing retailers move to Schüller who want the support, product and price point that will appeal to the market."

Schüller has just previewed its fantastic 2013 collection at the annual House Fair in Germany. The new glass front on the GlasLine range brings designer kitchens into an affordable price point. "While the economy has stagnated, people's aspirations have



not," says Wayne Dance. "Retailers need to be sure that what they're offering is still appealing to customers. Without quality displays showcasing new technology, colours and finishes retailers can quickly fall behind and fail to attract customers to their showrooms. As the saying goes, and most importantly in this market, you have to speculate to accumulate! Retailers just need to make sure they're with the right brand."

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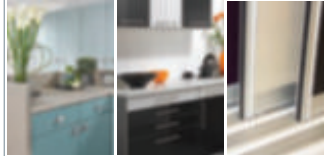
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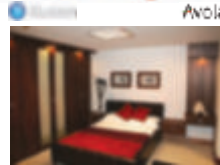
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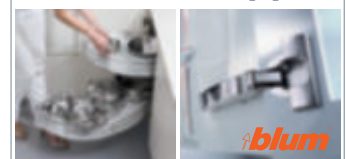
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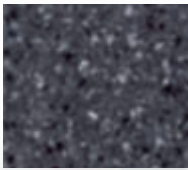
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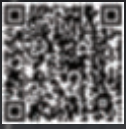
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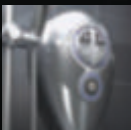
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