

Essential kitchen & bathroom business

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SMALL WONDERS

We reveal the new ways to create that dream kitchen when space is tight

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WHY BIG IS BEST

We profile Tiles & Baths Direct in a showroom that's grand in scale and 35 years in the making



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ALL THE LATEST

Our kitchen and bathroom newcomers will keep your creativity and inspiration flowing

BACK IN BUSINESS! THE FIRST FIRMS RETURN TO TRADING



Big names are ready for their return

This month has seen the early shoots of good news in kbb as resourceful and smart companies have been able to emerge from lockdown at last. It's been a return to some degree of business for an avalanche of companies with some good news hitting the ek&bbusiness newsdesk.

Mereway recommenced production in early May, with kitchens and bathrooms first and bedrooms to follow. Its factory is working with reduced staffing levels and adhering to all Government guidelines.

Waterline, the UK's largest supplier of kitchen furniture and accessories, has reopened one of its three UK distribution centres after weeks of shutdown in response to a 'groundswell of demand' from clients.

Faucets Ltd closed its warehouse in March but continued to ship products to essential sectors as a key

supplier to the healthcare and associated industries. As of early May however, it has been operating with the majority of its staff working from home and the warehouse operating to social-distancing guidelines.

Returning on the 4th May, leading UK bathroom distributor Ideal Bathrooms has limited the volume of its workforce on site, created one-way routes in all warehouses and offices, and introduced sanitiser stations and PPE.

Danielle Lillis, Ideal Bathrooms' commercial director, told us: "Our sector plays a vital role in stimulating the economy and we recognise that many merchants and retailers are now increasing their activity levels, so we're pleased to once again open our doors and support our customers."

And that's just the tip of the iceberg, with some encouraging news reaching us from Roman, O&S doors, JJO plc and many more. Here's to all the companies making the first steps to the new normal. Keep all eyes on our sister site kbbdaily.com for updates.

TOP TIPS TO GET YOU THROUGH THE CRISIS



Rangemaster's Emma Cowley

Emma Cowley, brand & digital marketing manager at Rangemaster has some great advice for helping you through the COVID crisis.

"The consumer journey often begins with browsing online (even before COVID-19). Now's the time to do the all-important digital spring cleaning that you might have been putting off. Are your contact details easy to find? Is the site easy to navigate? Do the pictures represent your current offering? Have you got links to your social-media profiles?" she suggests.

"Have you stopped and looked at your showroom recently? Is it working as hard as it could? Step outside and review your window display – is it inviting? Does it reflect the latest trends or what your company can do for its customers?"

"And don't wait until the lockdown has lifted to figure out the ways your business will need to adapt. Consider the changes you need to make to ensure that your showroom is safe for you, your staff and your customers and is ready to showcase your offering at its best. And remember, as a member of the kbb industry, you're not alone. There's still a wealth of opportunities to further your business."

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TOPS ON TOP

Cindy Crawford on New Silestone Eternal Noir

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picture this...

JT rewards #HomeHeroes

JT, the UK's largest shower-tray manufacturer, has set up an initiative to celebrate the work that plumbers are doing during lockdown. The company is calling for the public to nominate #HomeHeroes2020 plumbers who are going above and beyond for their customers during lockdown. Nominations can be submitted using #HomeHeroes2020 across social media and those who receive the most nominations will be sent a JT "Thank You" Break Pack.



HOW THE CORONAVIRUS CRISIS WILL IMPACT KITCHEN DESIGN

George Forsyth of Drew Forsyth handcrafted kitchens has shared some valuable advice with kbbdaily.com, highlighting the changing times and the need to adapt. "Now more than ever, customers are recognising the benefits of opting for bespoke, achieving a space that's tailor-made and enables them and their families to live together comfortably," he says. "We're all spending more time at home and, with the kitchen being at the centre of family life, the way we use this space is adapting – and not just for the short-term."

Forsyth also predicts we'll have larger fridge-freezers and perhaps even second freezers in a pantry or utility room. And with home baking on

the increase, ovens with technical features such as moisture injection will help produce professional results.

When you can't get to the pub, home bars will come into their own. "Glazed gin-display cupboards, wine racks and wine coolers will be a must-have."

Open shelving is another predicted winner, "providing storage for cookbooks and a place to grow fresh herbs from scratch," Forsyth suggests. Bi-folding breakfast cupboards that enable them to be hidden away yet still easily accessible also get a mention. Read more at kbbdaily.com.



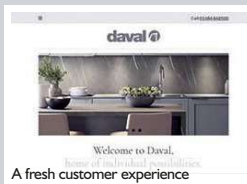
Ledbury Studio goes virtual

"Anybody who thinks they can design a kitchen by themselves is most likely underestimating the

complexity of creating a space that functions well and looks fantastic," says Charlie Smallbone, who's encouraging homeowners to get a head start on the planning process with a new virtual kitchen design consultation. "Through a series of video meetings, 3D renders and CAD drawings, they can benefit from my skill and expertise as a kitchen designer, without leaving the comfort of their own home."

Daval unveils new-look website

Daval, the leading British furniture designer and manufacturer, has unveiled its new-look website, www.daval-furniture.co.uk, updated to ensure customers have the best-possible brand experience as more people turn to online browsing during the COVID-19 crisis. It features comprehensive product information with advice, trends tips and alternative style references, alongside a complete lifestyle image gallery of new and existing ranges.



iF Design Award 2020 winners announced

The winners of the 66th iF Design Awards were released on 4th May 2020 – the day the awards ceremony should have been held.

Berlin Design Week was cancelled this year, but the annual awards continue to highlight outstanding design achievement in categories from cars to furniture to corporate branding.

Samsung was honoured in the Kitchen category for its BESPOKE refrigerator, Miele for the KM7897 FL full-surface induction hob, and Grohe for its SmartControl kitchen-tap range.

In the Household and Tableware category, Bosch won an award for the X-Spect laundry scanner, while in the Bathroom category, Hansgrohe's RainTunes shower system featured in the Gold-award picks.

"CAPITALISE ON THE NEWLY CAPTIVE HOME-AUDIENCE"



Steve Jones of Sirius Buying Group

Steve Jones, commercial director of Sirius Buying Group, has argued that businesses should establish themselves online during the COVID-19 crisis. "With the high street effectively out of bounds, businesses need to capitalise on this captive home audience by ensuring a strong visibility online."

"Interestingly, during this period of lockdown, many UK homeowners have formed new lifestyle habits like preparing and cooking meals from scratch, so we urge UK retailers to stay abreast with market change. I believe that our sector has the potential to recover much more quickly than others, as we're used to working in a 'distress market' that's in constant flux and forever dictated by changing buying habits and outside market influences," he explains. Get the full article at kbbdaily.com.



Stepping in to help front-line workers

Leading shower manufacturer Kohler Mira has produced 12,000 high-quality face shields in two weeks. NHS Gloucestershire has been the

recipient of 10,000 face shields produced at the company's Cheltenham site with an additional 2,000 for palliative care and bereavement charity, Sue Ryder. Craig Baker, managing director at Kohler Mira, commented: 'In 2021 we'll be marking 100 years since we began. We've faced many challenges, but none quite like the request we received two weeks ago when we were contacted by NHS Gloucestershire.'

KBSA AND BMA SUPPORT AS MEASURES ARE EASED

Both the KBSA and BMA have this month welcomed moves to restart business in the move out of COVID-19 lockdown.

The Kitchen Bathroom Bedroom Specialists Association has issued a new package of information and completed a webinar to help members understand how best to develop their businesses in a post-pandemic world.

"We want our members to be as prepared as they can be as the Government announces details of how the lockdown will be eased over the coming weeks and months," said Richard Hibbert, chair of the trade body, which represents independent kbb specialists.

"Whilst it may be some time before we return to normal business, employers will need to have plans in place to help staff get back to work,

re-open showrooms and reconnect with their customers in a safe and socially responsible way."

The KBSA has opened up several new channels of communication with members over the last few weeks, including a Facebook group, regular Zoom chats and a "Buddy System" to offer support and advice to retailers.

Similarly, CEO of the Bathroom Manufacturers Association, Tom Reynolds, has welcomed the Government's roadmap to lifting the coronavirus restrictions but says further clarity is needed for businesses. "Our members who have continued or restarted operations still have a whole lot of questions about how the Government's roadmap will work over the coming weeks and months."



Richard Hibbert & Tom Reynolds



New-style kitchen-design consultations



Nominate carers to win cookies!

Lec's treat for NHS & Carers

Lec Medical – part of Glen Dimplex Home

Appliances, which has been supplying the NHS, pharmacies and care homes for more than 20 years, is launching 'Cookies for Carers'. It allows NHS and healthcare workers to be nominated by colleagues, friends and family to receive a decorated Care Hero cookie by post. Place your nomination at www.lec-medical.co.uk/cookiesforcarers/

Fisher & Paykel live lunches

F&P hosted live breakfast, lunch and dinner cook-alongs with three famous chefs on

Instagram this month. The premium appliance brand's '#FPSocialKitchen: 3 Meals, 3 Chefs, 3 Time Zones' series took place across three time zones, featuring their chef ambassadors Michael Scelfo, Ludo Lefebvre and Peter Gordon. Participants then posted their dishes using the #FPSocialKitchen hashtag for the chance to be featured on Fisher & Paykel's and their chef's feeds.



Chef Peter Gordon