



DER KREIS
KITCHEN & BATHROOM
BUYING GROUP

KBBG NEWSFLASH MARCH 2015 - no. 4

KBBG

newsflash

**ANNUAL MEMBERS' MEETING
PREVIEW MAY 2015**

**EXCLUSIVE MEMBERS'
OFFERS & PROMOTIONS**



Bill Miller
Managing director KBBG

SIMPLIFY WITH THE KITCHEN & BATHROOM BUYING GROUP

A warm welcome to this year's first KBBG Newsflash. It is amazing that it is spring already, it only seems like a few weeks ago that it was Christmas. The general consensus seems to be that consumers are starting to spend on big ticket items such as kitchens.

And although so many new projects seem to be tied up with building work and subject to frustrating delays, the UK kitchen market appears to be in good health - how is business for you? I am very

pleased to announce the date and venue for this year's Annual Members' Conference, please see details below. It really is a 'must attend' event for all our UK members and although the programme is not quite finalised, I am certain that it will be an amazing day. Please look out for more details over the next few weeks.

This Newsflash also contains details of a new market leading KBBG supplier and exclusive promotions. Please support these offers wherever possible.

As the next Newsflash will not be published until after our Annual Meeting, can I conclude by saying that I look forward to welcoming you all on the 18th May. Good selling!



ANNUAL MEMBERS' MEETING 2015

We are pleased to announce that this year's KBBG Annual Members' Meeting will be held on Monday 18th May and hosted by Miele at their award winning Experience Centre Abingdon. Even if you are regular visitor to Miele, please make sure that you keep this date free in your diary as it will be an informative, enjoyable and entertaining day. Plus it is your chance to spend some time with fellow KBBG retailers, as well as an opportunity to benefit from amazing 'one off' offers which will be announced on the day. Further details, together with your personal invitation, will be posted out to each member shortly. Please make sure that you keep the 18th May free in your diary as you would not want to miss this event.



We welcome Blanco as a KBBG supplier

As you may have read in the trade press we are very pleased to announce Blanco as a KBBG supplier. You should have already received the Blanco Buying Conditions' page for your KBBG binder; please let us know if you would like another copy - officesupport@derkreis.co.uk.

Blanco was founded way back in 1925, with a clear focus to quite simply be 'the best'. Over many years the company has established worldwide acclaim for its unswerving commitment to producing innovative but functional products of the highest quality, and supporting their products with second-to-none service.

For more details of the Blanco product offer please visit: <http://www.blanco.co.uk/products> or speak to Bill Miller to arrange a visit from one of the Blanco business managers.

BLANCO



Exclusive Jetstone promotion & display offer

We are pleased to announce two new exclusive Jetstone offers, both running until the 30th June 2015. As an introduction to this leading worktop supplier, Jetstone guarantee to beat any like for like quote by 10% on any quartz, granite or ceramic worktop order (terms and conditions apply).

In order to benefit from this excellent offer, look out for

the unique promotional voucher, which we will be sending out to members shortly. The second offer from Jetstone is to supply, for display, any design layout in ceramic at a special one-off promotional price of £500 plus vat per slab including templating and installation.

Please contact Bill Miller or Jetstone (01442 249733) for more details.

Exclusive STÖRMER kitchen display offer

The leading German kitchen manufacturer Störmer offers a wide selection of gloss and matt finished doors in RAL and Sickens colour options; an 8mm carcass back panel; two formats of handleless kitchens; curved units and a dedicated specials department.



Available until the end of July 2015, Störmer will supply any size of display in their best-selling Namur Snow white door (20mm thick, Shaker style, velvet touch lacquer) for a net price of only 999 Euros (terms and conditions apply). This includes worktops, standard drawer boxes and hinges. Upgrade with an accessory option pack for only 249 Euros net. In addition, the Namur Snow White door is normally in price group 4 within the Störmer range, but for KBBG members who order a Namur display, the Snow White door will be offered at price group 2 until 31st July 2015. Minimum

display period 18 months. Order lead time 4 weeks.

Please contact Bill Miller for more details or to arrange a visit from a Störmer representative.

Ballerina achieves top spot in leading kitchen survey



As you may well have read in the kitchen trade press, one of our kitchen furniture suppliers, Ballerina has achieved the converted number one

position in the 'Markt Intern Report', which every two years surveys 1,000 German kitchen retailers asking them to rank suppliers against eleven criteria, including margin, marketing, after sales support, deliveries, order processing etc. Of the top four kitchen suppliers, the KBBG is proud to work with three of the brands.

If you would like to learn more about the Ballerina range and find out what makes them the number one German kitchen brand, please contact Bill Miller who can arrange a visit from a Ballerina representative.

Are you looking to make display changes in your showroom?

With business improving, there really has never been a better time to update your kitchen displays, or consider introducing a new kitchen brand. Consumer needs are changing and it is vital that your showroom reflects these latest trends, because if you are not, then your competitors will be. Are you displaying the latest generation of satin or matt lacquer finishes or the new structured wood effect laminate doors? Many of our suppliers are offering incredible display offers at the moment, some of which include a KBBG exclusive financial contribution towards the net discounted costs of the displays, meaning that even large show stopping kitchen displays showing the newest door finishes and packed with the latest storage ideas need not cost more than a few hundred pounds. One of our leading appliance brands is even offering free displays to KBBG members (terms and conditions apply) – don't miss out.

Please contact Bill Miller for details of the very latest display offers and deals.

**NOT YET A KBBG MEMBER OR DO YOU KNOW
SOMEONE WHO WOULD LIKE TO JOIN?
THEN PLEASE CONTACT BILL MILLER, SO THAT
YOU TOO CAN BENEFIT FROM EUROPE'S LARGEST
SPECIALIST BUYING GROUP**

DER KREIS United Kingdom LLP

Bill Miller, Managing Director

Threefield House

Threefield Lane - Southampton
SO14 3LP

Mobile: +44 (0) 7887247811

Email: b.miller@derkreis.co.uk

www.kbbg.co.uk