



DER KREIS
KITCHEN & BATHROOM
BUYING GROUP

KBBG NEWSFLASH SEPTEMBER 2015 - no. 6

KBBG

newsflash

New supplier JJO Plc

Küchenmeile 2015

A very warm welcome to our summer Newsflash. It has certainly been a very busy few months since our very successful Annual Members' Meeting back in May.

I am sure you will all have read, in the kitchen trade press, the news regarding the on-going BSH stock issues. Speaking to some of our members, who feature the BSH brands, the situation appears to be mixed, with some able to complete the majority of their customer orders, while others struggling to source any products at all. Although BSH is one of our suppliers, unfortunately, we have no insight into when all appliances will be available. However, things do seem to be slowly improving, but it could take a few more months until BSH is able to supply the entire range. If you wish to discuss the situation, and the impact it is having on your business, please do not hesitate to contact me.

During my presentation at the May Annual Members' Meeting, I said we would continue to add new suppliers to our portfolio to support our members. I am very pleased to announce that JJO, one of the UK's leading kitchen, bedroom and bathroom manufacturers will be joining us from September, more details below.

Are you planning to attend this year's Küchenmeile in Germany? If you have not visited before, it is highly recommended, as it is a great opportunity to experience the latest market trends, and visit leading German kitchen and appliance manufacturers who will be presenting their new product ranges for 2016. I will be attending from the 21st to 23rd September, so if you are planning to visit please let me know, as it would be great to see you.



Bill Miller
Managing director KBBG

There is a lot happening at the KBBG, and in the next edition of the Newsflash I hope to be able to tell you more about our exciting plans, the addition of further suppliers, and offer our UK members even greater support.

*Enjoy the summer weather
and good selling!*



We welcome JJO Plc, as a new KBBG supplier

Family owned, JJO was established in 1868 and is based at Bacup in Lancashire, and is one of the largest and oldest manufacturers of kitchen, bedroom and bathroom furniture in the UK, with a wide range of quality offerings to suit all tastes and budgets.

Like the KBBG, JJO is dedicated to supporting the independent kitchen specialist. JJO does not supply any national retail chains or Internet-only businesses. They also have an unrivalled reputation for excellent customer support and service and so are a perfect fit for us.

KBBG members will be able to enjoy excellent, exclusive buying conditions, and access to the Colonial and Eco ranges of kitchen, bedroom and bathroom furniture. Delivery is available, to all members, within a few days. I recently emailed a copy of the JJO Buying Conditions for your KBBG binder, please let me know if you need another copy, or if you would like more information, or to arrange a visit from one of the JJO sales team.



*Bill Miller (l)
with John
Pollitt the
Sales &
Marketing
Director
for JJO*



Küchenmeile - 19th to 25th September 2015

According to a report from the Federal Statistics Office in Germany, the export of German kitchens to the UK had increased by 15 per cent in the first quarter of this year and enjoyed the highest growth of the top six in the rankings.

The news couldn't be more timely with the approach of the massive Küchenmeile 2015 fair in September. It is called the 'Kitchen Mile', as so many of the major kitchen brands are located close to one another, and therefore easily visited over a few days. Staged at Rödinghausen, in the heart of German furniture country, the fair runs from the 19th to the 25th September. The fair presents a great

opportunity for KBBG members to see the latest kitchen trends and products on offer, and to re-engage, as well as establish new contacts. Many of the leading German appliance, worktop and sink brands also take part.

If you are planning to attend, but have not made your travel arrangements yet, then there is still time. The best airports to fly to are Hannover or Dusseldorf, as the Küchenmeile is approximately a one hour drive from either. There are plenty of hotels in the area, however many are blocked booked by the kitchen companies, so if you need any advice or help with your booking please let me know.

MEMBERS' OFFERS

Caple has recently launched the VAPOS range of hot water taps, and is offering KBBG members an exclusive display promotion. In addition, Caple is offering significant price reductions on a number of their best-selling built-in appliances. Details of these offers were recently emailed to you, however, please let me know if you need a further copy of these offers, or would like a visit from the Caple sales team.

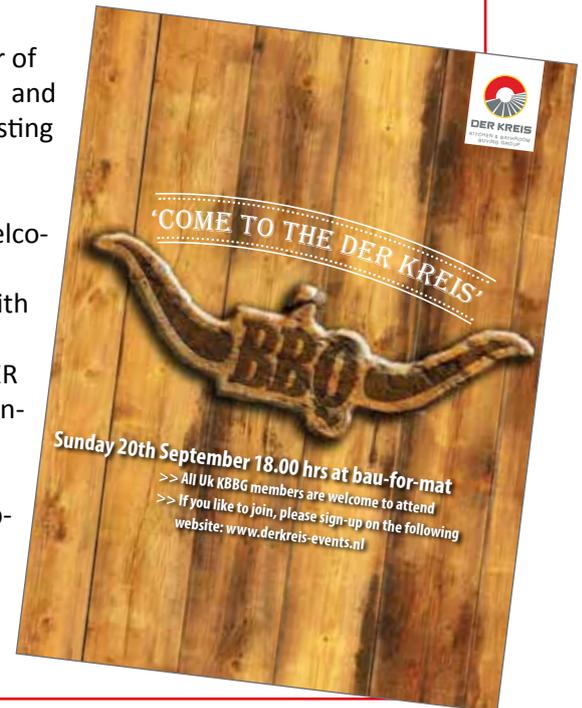


Come to a BBQ with DER KREIS

On Sunday 20th September, Bauformat, the manufacturer of our private label KüchenLuxx and KüchenTec ranges, will be hosting a BBQ-evening with DER KREIS International. All UK KBBG members are welcome to attend. It is a great opportunity to meet and talk with your international colleagues and have a preview of the DER KREIS KüchenLuxx and KüchenTec-showroom!

If you like to join, please sign-up via the following website: www.derkreis-events.nl

We hope to see you there!



Dates for your diary for 2016

KBBG is exhibiting at the KBB Show - 6th to 9th March 2016

Another date to add to your diary is next year's KBB Show at the NEC, Birmingham. The show starts on Sunday, 6th March and runs until Wednesday 9th March. It is already completely sold out for exhibitors and I am sure will be an outstanding show with many of our suppliers attending. As in 2014, we have a stand J115, in Hall 19; Marcel and I, and the rest of the KBBG team, look forward to welcoming you all to the stand at the show. We will tell you more about the plans for the show in the next Newsflash.

KBBG Annual Members' Conference 2016

I appreciate it is a little early to be talking about 2016, but following our excellent Annual Members' Conference earlier this year, I am pleased to announce that next year's conference will be on Monday 13th June 2016, so please save the date. More details to follow later.



Our first annual members' meeting was hosted by NOBILIA.

**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**

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