

How do you create the perfect display spaces? Tom Howley discusses designing the new Bristol showroom - page 25



Group chairman David Hance has a bold ambition - to make Crosswater the number-one bathroom brand in the UK - page 51



As TK Components marks its 25th anniversary, MD Tom Kelly is celebrating its success - and soaring sales figures - page 63



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Mark Two Distributors folds after Tesco's exit



The fallout from Tesco's closure of its kitchen and bathroom business has claimed Mark Two Distributors, which entered administration on 26 November with the loss of 136 jobs.

The collapse of the Bolton-based business came after sister business Mark Two Home, which sold and installed Tesco's furniture, ceased trading - putting 137 people out of work. Around 30% of Mark Two Home's business was with Tesco, so was a substantial proportion of the distribution company's turnover.

Joint administrators Philip Duffy and Steven Muncaster of Duff & Phelps said on 28 November: "A purchaser could not be found for the remaining logistics business and regrettably 236 redundancies were made today. The 17 remaining employees

are assisting the joint administrators to identify and sell the assets of the company." Tesco pulled out of the six-year partnership saying it had written about Mark Two Home's "inability to deliver the service our customers expect" and claimed that the company had not handed over payments raised directly from customers.

But Dave Cullen, the CEO of Burnley-based Ultra Finishing, which bought Mark Two Distributors in June 2013 and owned 30% of Mark Two Home - the remainder is owned by seven other private shareholders - said Tesco had refused to discuss a way to protect customers after saying it wanted to exit the kitchen and bathroom market over a year ago.

Mark Two Home, which also had contracts with Debenhams and Laura Ashley was not in administration, as this issue of *essentialbusiness* went to press. A spokesperson said: "Mark Two Home Ltd is working in conjunction with Laura Ashley to ensure full deposits to customers whose kitchens have not yet been installed and that process is almost complete. Any customers who are currently in the middle of a kitchen refit will have the work fully completed and honoured."

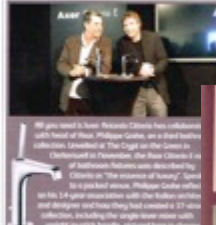
Harvey Jones expands after year of growth



Beside kitchen manufacturer Harvey Jones ended a year of growth in 2014 with the opening of its 32nd showroom - in Luton, Bedfordshire - and the promotion of three senior staff to the board.

In a bid to strengthen its reputation, the company has doubled the number of stores over the next four years. Matt Hadden has been promoted to sales director from national sales manager. Franco Corbelli, Kim Roca becomes finance director and senior production manager James Hodgkinson becomes production director.

"The appointments come at an exciting time for the company, which has seen growth across all areas in the current year - with sales and showroom refits all up year-on-year," said CEO John Curran.



Harvey Jones staff in a meeting

DEKTON COSENTINO LAUNCHES ITS REVOLUTIONARY ULTRACOMPACT SURFACE

DeKton kitchen worktops are strong enough to withstand contact with direct heat and impact yet still retain a beautiful natural appearance.

A LITTLE OF WHAT YOU FANCY

Working with a space no bigger than a pocket handkerchief? Don't worry - there's still plenty of room for a little luxury. Say these manufacturers

By Sam Gilling

Top tips: Drummonds director Drummond Shaw makes a little luxury go a long way

- If the vanity units being smooth clean lines to a small bathroom and allow more surface area to be used.
- Give a small bathroom the same finish as a larger bathroom.
- Have a built-in bath with a shower over it.
- Use high-level cabinets.
- Carefully consider the lighting - put spots in areas to highlight their original wall lights to bring a change of mood to the bathroom.
- To create the illusion of space the key is to have great design.

LISKARD COUNTERTOP WASHBASIN
Bogno Design
Tel: 0207 553 6999. www.bogno-design.co.uk

The curved countertop washbasin - part of Bogno Design's Liskard range - measures 270mm high and is available in two finishes - matt or gloss. It is a buy-in installation and comes with a matching vanity unit.

USK ROLL-TOP BATH
Drummonds
Tel: 0207 376 4499. www.drummonds.co.uk

Based on a classic 18th-Century design, the usk roll-top bath - also known as the boat bath - is suitable for both contemporary and traditional bathroom schemes. It is available with four different finishes - chrome, polished or painted - with a choice of either cast or glass finishes. It is 3560mm long and 690mm wide.

"Regardless of the size of the space, consumers are looking to create a streamlined, minimal design, with the feeling of luxury and quality in their bathroom"

Mark Walker, Sales Director, Regis Design

HOT HOOP RADIATOR
Bisque
Tel: 01276 605 888. www.bisque.co.uk

The Hot Hoop radiator from Bisque is available in three different sizes. The smallest model - the HH 50, pictured - has a diameter of 500mm and a depth of 240mm, with an output from 305W. It is pictured in mirrored stainless steel.

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essential special report: small luxury bathrooms