

BROADCAST

BRANDS | NEWS | TRENDS | FEATURES



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OCTOBER 21 EDITION

Waste Solutions Powered By Blum.





WELCOME TO ISSUE SIX OF BROADCAST

Our quarterly magazine that provides inspiration and insight into various aspects of our business, and how this may help to serve yours. Within each edition of broadcast, you will find features on brands, information on latest trends within the fitted furniture market, a day in the life of one of our customers and the very latest news and information on what is happening within our business and how this will benefit yours.

I am immensely proud of the business and our team, my hope is that over a period this publication goes some way towards providing you with a greater understanding of our values, values that place customers at the heart of every decision.

A very sincere thank you for your continued support, we do not take this for granted and I hope you enjoy the read.

Best regards

Simon

We consistently seek to develop and improve the service we offer, always striving to make things simple. If you have any suggestions or ideas that you feel would benefit your particular business I'd love to hear from you, please feel free to email me directly anytime simon.ogden@ldonline.co.uk

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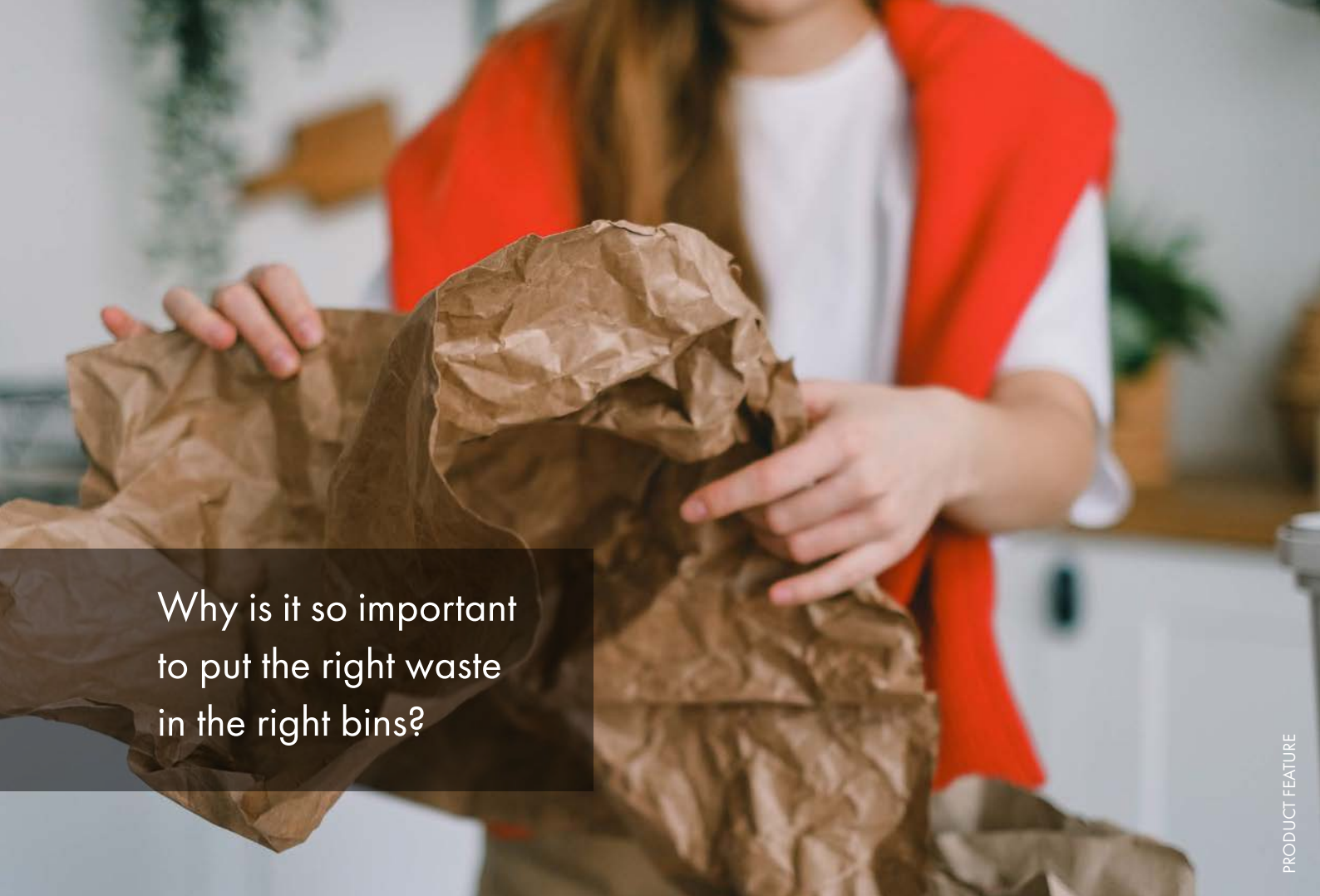
DID YOU KNOW...

The average waste bin is opened 32 times per day which makes it an important piece of equipment when planning your kitchen.

The humble waste bin plays a major role in the home and is now considered to be a crucial part when planning a kitchen. Choosing different sizes and shapes of containers to suit different sorts of waste saves time spent sorting - which is a perfect solution for busy households. Integrated bins sit neatly in kitchen units and remove unsightly, traditional free-standing bins from you and your guests' view, making your kitchen area a great space to entertain in!

Dealing with bins can be a nuisance. They smell bad, they overflow, and the bags are hard to remove – all of that makes disposing of household waste a real pain. Considered and robust waste solutions take all the stress out of household waste management.

There is a vast choice of waste bins for kitchens and it's just as well, as every household is different, so your waste separation system should be suitable for your kitchen. Kitchen bins are a vital way to keep communal space clean and hygienic. The number of compartments, style and location are just some of the considerations when choosing.



Why is it so important to put the right waste in the right bins?

Effective segregation means that less waste goes to landfill which makes for a healthier environment. Besides the environment, there are also a number of other important reasons why waste segregation should be encouraged; legal obligations, cost savings and protection of human health.

On average, households in England generate 500kg waste per year, which all needs to be collected, sorted and disposed of. Well-organised waste separation means that the different materials can be recycled as valuable raw materials and fed back into a cycle that protects our environment, whilst also noticeably reducing the cost of waste disposal.

EFFECTIVE SEGREGATION FOR HEALTHIER LIVING.

Encouraging children to recycle is a way of teaching them about sustainability. Learning the importance of being sustainable shows them that the environment is important. It also helps create responsible adults, with a better chance of having a decent planet to live on. Children nowadays are taught the three R's in school: Reduce, Re-use, Recycle... It's usually the adults that need to catch up!



Introducing....

ECO

Our new range of waste solutions
POWERED BY BLUM



Our NEW range of integrated waste solutions work with both TANDEMBOX and LEGRABOX drawer systems, giving you complete flexibility of choice with a preference of top or base mounted bins. We know the importance of having a reliable, strong and sturdy bin so like all of our products, ECO comes with a lifetime Guarantee.



NEW ECO-top

The strong and sturdy, top mounted bin. Works in partnership with Blum TANDEMBOX and seamlessly harmonises with other Orion Grey Blum products.

POWERED BY BLUM.

Our ECO range is powered by Blum soft-close drawer systems for a smooth and reliable open and close, each and every time. May also be combined with SERVO DRIVE for electrical opening.

PERFECTLY MATCHED COLOUR

The new range of ECO bins perfectly match with the popular Orion Grey colour for a seamless integration with other Blum products and storage solutions. The bins won't crack and discolour with age due to the high-quality polymers used to manufacture the bins.



Extra Strong handles - Handles are extra strong thanks to the fibre glass woven into the material, diminishing breakages.



Keep odours at bay - The clever odour guard keeps smells from escaping into the kitchen environment.



The handy addition - The 4.2L bioBin comes with most ECO-top bins, perfect for hanging on the kitchen cabinet door to aid with food preparation.



Stability bracket as standard - ECO-top comes with a stability bracket as standard, making the drawer feel incredibly stable and sturdy when opened and closed.

A BIN FOR EVERY SIZE CABINET

ECO-top is available to suit most popular cabinet widths. We understand that different kitchens have different requirements, from larger bin capacity's (84L) to well considered recycling and segregation needs, ECO-top caters for all environments.



400MM



450 MM



500MM



Convenient shelf

The shelf located on the top of bin is ideal for storing bin bags and other cleaning items. The shelf can also be easily cut to cater for pipe work under a sink area.



Under sink solution

600MM

Easy Installation - ECO-top is incredibly easy to install, thanks to the pre-assembled frame system.

NEW ECO-sink

The practical and space-saving waste solution specifically designed to fit under the sink. Works in partnership with both LEGRABOX and TANDEMBOX Orion Grey drawer systems.

POWERED BY BLUM.



ECO-sink BASE-MOUNTED VERSION

Eco-sink waste solutions have been specifically designed to fit neatly in a LEGRABOX drawer system with stable holders and an easy-clean matting to secure the positioning of the bins, cleverly utilising the space and leaving enough room for plumbing.

The cabinet excels in terms of practical organisation, hygiene and enhanced user convenience. The additional pull-out shelf gives you extra storage space, ideal for keeping additional cleaning utensils such as sponges, cleaning cloths and waste bin liners.



Tensioning System

The patented tensioning system lets you clip bin bags into place in the blink of an eye. The flexible spring fastening means they are easy to remove too, no matter how big or small they are.



Easy to clean

All the plastic parts are dishwasher safe. The bins and shelves have rounded corners, making them easy to clean.

3 BIN CONFIGURATIONS FOR 600MM CABINETS



ECO-sink waste solutions fit perfectly in the popular 600mm cabinet width and are available in depths of 400mm & 450mm. Available in 3 bin configurations to cater for the different needs of the household. Choose the containers you want and arrange them however you like with a pull-out metal shelf offering extra storage space.



ECO-sink TOP-MOUNTED VERSION

ECO-sink top-mounted waste solution is designed to fit within a 600mm cabinet, utilising all the available space. The extra sturdy handles means that the bins can be easily removed. The shelf located on the top of bin is ideal for storing bin bags and other cleaning items. The shelf can also be easily cut to cater for pipe work under the sink area. Water protective matting offers the ideal protection against spillage in the sink area. (optional extra)

Are you a retailer?

The NEW range of waste solutions powered by Blum provide the perfect solution for every customer and are pre-assembled, making it an easy solution for the kitchen fitter. LDL offers generous showroom incentives for all of our ECO waste bin solutions. Please get in touch and learn how we can help.

Are you a manufacturer?

The NEW range of waste solutions powered by Blum come pre-assembled, making them easy to fit and stress free. Simply fix the runner into the cabinet and drop the frame into position. All bins come complete with simple installation instructions. Contact us for information on jigs and assembly devices.

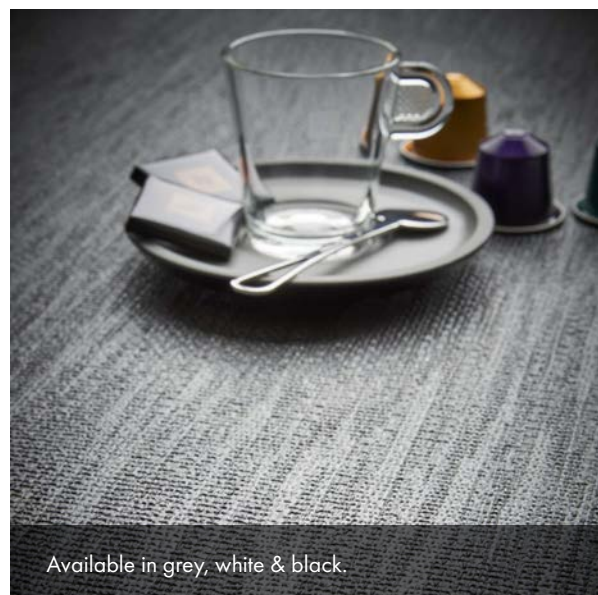
 **blum**[®]

A MATTING SOLUTION FOR EVERY DRAWER...

Matting can help keep your drawers clean, tidy and moisture-free with minimum effort whilst protecting against scratching and damages. Drawer matting effectively absorbs sound and noise, which makes it easy to put down items without noise. Matting also prevents small things from sliding around as you open and close your drawers. All of our matting is specifically designed to work in partnership with Blum drawers.

Non-slip fibre matting

Made from natural and synthetic rubber, fibre matting has a unique texture which ensures that drawer dividers, cutlery inserts & general contents alike do not slide when the drawer is in use. The textile structure produces a very high anti-slip factor which is easily removed and wipeable. The drawer matting is pre-cut to size to suit any size Blum drawer.

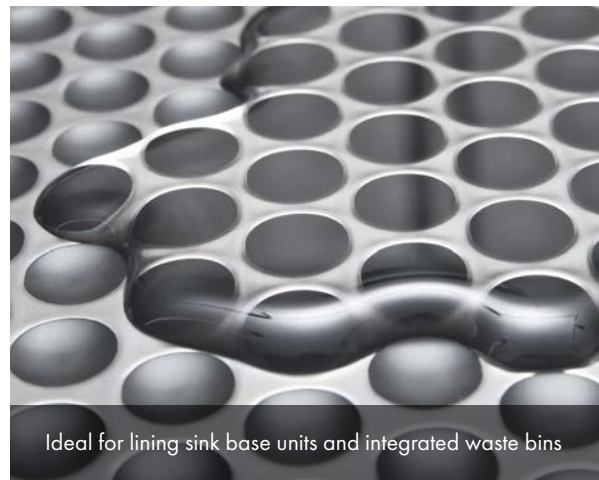


Available in grey, white & black.

Flock matting

Flock matting is a noise-damping and vibration-resistant drawer insert with velvety surface finish. The unique structure not only brings excellent adhesion that protects your items from falling over, but also gives the drawer a special feel.

Ideal for use all around the home, such as in the kitchen for special pieces of cutlery and glassware or in the bedroom for delicate items of jewellery. Matting is easy to remove once fitted and can cut to any size.



Water drip matting

Water protective matting offers the ideal protection against spillage in the sink area. The unique semi-spherical shape on the surface allows up to 6 litres of liquid per square metre to be collected. Matting is easy to remove once fitted and can be wiped clean and easily cut to size.

ALL OF OUR MATTING IS SPECIFICALLY
DESIGNED TO WORK IN PARTNERSHIP
WITH BLUM DRAWERS.



SUPPLY CHAIN DISRUPTION.

As the article reads in the September issue of Kitchens & Bathrooms News, supply issues in the kbb industry have been well-documented, with a global surge in demand following the ease of lockdowns, and a shortage of raw materials.

Blum have reported an “above average” growth of 24.7% on the previous year, and although having invested €259million in production worldwide, the company has needed to adjust delivery times to cater for the “rapid” growth in demand.

Blum have instigated a revised ordering procedure on all key product lines across its ranges, for each of its customers. Blum has calculated an Average Monthly Usage which is the amount that can be ordered. Any order going above the figure will be placed into a stock allocation process.

Sales and Marketing director at Blum UK, David Sanders says it offers the fairest way to allocate limited resources. “We took that decision to say every customer is important to us, whether they buy a box of hinges off us every month or whether they buy a million hinges off us. Now that doesn’t mean we can give every customer exactly what they want. Nobody is hiding away from that fact that there isn’t enough for the demand. But we made the decision every single customer got something and if we’ve got it all you can have it all. So, it’s a fair and equitable distribution of the product”.

To read the full article, please visit our dedicated service disruptions page.

www.ldlonline.co.uk/service-disruptions

BLUM PRICE INCREASE 1ST JANUARY 2022

Customers should have received communication from us regarding the Blum price increase for January 2022.

If you have not received this information and you would like to learn more please contact us.

A WARM WELCOME BACK FOR CLAIRE.

We are really happy to be welcoming back the lovely Claire from maternity leave.

Claire has worked within the business for 8 years, so you could say she knows the place like the back of her hand. She will be working back within the customer service team where she will be providing customers with product and service information and resolving any problems and issues, including tracking orders and discrepancies with deliveries.

It's great to see Claire back in her customer service role and we greatly appreciate her vast array of knowledge and expertise on our product range and services.



THE BIG HIKE

A big congratulations to Lewis from our customer service team for completing the Peak District Big Hike this Autumn.

The Big Hike is a marathon distance hiking event set in four stunning locations across the UK, Lewis's choice being the Peak district where he hiked 25.8 miles through magnificent woodlands, past pretty waterfalls and limestone cliffs. Starting at the Bakewell Showground the route took Lewis via Chatsworth Estate, Chatsworth House, Lathkill Dale, Deep Dale, Monsal Dale & Trail, Headstone Bridge & Tunnel. Cancer survival rates have doubled over the past 40 years with the help from fundraising events like this one. Lewis managed to raise a fantastic £435, beating his original goal of £300. A massive well done to Lewis!



CUSTOMER Q & A: TREYONE

What is the history of Treyone?

Treyone is a family-run business founded in 1978 by Mike Gething, who was a joiner by trade. He moved to Cornwall and set up a small workshop in a barn next to his house.

In 1980, Mike recruited his brother-in-law and now managing director Robin Doyle, convincing him to abandon his IT career in Ireland for the good life in Cornwall. Together, Robin and Mike took the company from a two-man set up in a barn to the thriving business that it is today.

Fast forward over forty years, and we now have a showroom and state-of-the-art workshop, as well as High Street showrooms in Cornwall and Devon.

What makes Treyone stand out from the crowd?

Treyone take great pride in providing good, old-fashioned customer service. We're proud of our customer focused ethos and extensive history of successful installations, happy clients, and trouble-free products.

Many of our kitchens are over 30 years old and are still in great condition. It's always a pleasure to hear from clients with older Treyone kitchens who might be looking for a refresh simply by updating appliances, work surfaces or refurbishing cabinets to meet their changing requirements.

Our customers place their trust in us, and together with our designers we create high-quality, bespoke kitchens tailored to every individual need.

What does the future hold for Treyone?

With the kitchen industry still adapting to new challenges as a result of both Brexit and COVID-19, we are sticking firmly to our core customer service values.

We are trying to provide stability where we can for our clients, being transparent and open throughout the whole process.

We will maintain our commitment to outstanding service and continue to work with customers to deliver custom-made quality furniture with a stress-free experience.

Words to live by?

Never sacrifice customer service or quality.





CUSTOMER FEATURE

19



TREYONE
THE KITCHENMAKERS

Are you passionate about your business? Please get in touch to be featured at marketing@ldonline.co.uk



INTRODUCING LDL SPECIALIST DISTRIBUTION

WITH SIMON NOBLE,
OPERATIONS DIRECTOR

Simon has been in the KBB industry for over 15 years and with us for nearly 4. He has a continuing need for service improvements and sets the standards extremely high.

Never one to rest Simon is constantly working with his teams, looking for ways to improve processes and standards for customers and colleagues alike. Recently appointed as Operation Director, he is the driving force behind the Specialist Distribution offering and is excited about this new chapter for LDL and what challenges lay ahead.



What is Specialist Distribution?

High volume tailored fulfilment of Blum Lift, Hinge and Drawer Systems. LDL Specialist Distribution provides clients with a bespoke single SKU kit comprising of all the component items the client needs for their onward customer.

Every part of the solution is specific to the client, from kit contents to labels and packaging and as part of the client relationship we ensure the client always has access to the latest Blum solutions. It's fast paced with high volumes.



1. Which customers would benefit from this service?

LDL Specialist Distribution is geared towards clients who require large quantities of Blum Hinge, Lift and Drawer System kits which are packaged to their specific needs. Effectively, what we do is provide bespoke easy fitting kits which are packed as a single SKU for our client's onward customer. All packs contain everything the fitter needs to install the solution from screws, hinges, cover caps and door buffers through to fully assembled drawers and runners.

2. How are you making it easy for customers.

Most of the packs we produce contain up to 8 individual component parts in various quantities, all of which the client would normally have to purchase and receive in large quantities, store, and pick either by job or in box quantities for their onward customer. With LDL Specialist Distribution the client no longer needs to do this as we provide a single packed SKU which is professionally packaged with the clients' bar codes, product codes and descriptions. All they need to do is order a single SKU code from us. Easy.

3. What are the environmental policies in place for larger scale projects?

Environmental decisions are high on the agenda of every project, we work with every client to ensure they have access to the latest Blum innovations and services, improve the quality of the finished SKU but seek out the most eco-friendly products to use in the process.

For example, all bespoke Blum hinge kits we pack for clients are made from a minimum of 30% recycled materials and are 100% recyclable themselves.

Travis Perkins recently set us the task of improving their Hinge, Lift and Drawer Systems and worked with us to reduce the environmental impact of the finished product. All the Blum Lift, Hinge and Drawer Solutions now use bespoke packaging which is 100% recyclable and have a range of pre-assembled drawers for fitters which are packed using fully recyclable products, no plastics or polystyrene in sight.

We even use brown paper security tape when sealing drawer boxes.

4. What makes LDL Specialist Distribution Bespoke for the customer?

One of the benefits of Specialist Distribution is the personalised nature of the entire service we offer. We not only provide tailored packing solutions by means of individual kits, but we can also design the packaging around the clients brand to include corporate colours, logos, illustrations, images, bar codes - almost anything you can imagine if required. The only stipulation being that we insist that any packaging materials used fit with our environmental policies.

5. What are the plans for future developments in this area?

Being a typical LDL project the Specialist Distribution service offering will continue to evolve and provide our clients with further bespoke options. As an example, one of the most exciting elements we're working on currently with our supplier is the addition of a paper-based bag. We are hoping to be able to run this through the packing lines and offer our clients another level to their packaging. It's not here yet, but will be a fantastic addition to the service.





BLUM INSPIRATIONS

IDEAS FOR THE HOME OFFICE

No matter how much or how little space you have for your home office, the trick is to make efficient, clever use of it. Many furniture manufacturers have developed multi-functional solutions, designed to meet all your requirements. Embrace creative use of storage space and be inspired by Blum's suggestions.

Find the perfect corner

The working environment at home is usually more multi-functional than a dedicated office. Find a space that is as quiet as possible and try to eliminate any disturbances. This gives you a solid basis for concentrating on your work.

Let there be light

If possible, daylight is the best option, but a good lamp can also help you concentrate and protect your eyes. If you can't work near to a window, you need to have a source of light positioned to the side with the light directed down at an angle to prevent glare and reflections.

Think about ergonomics

Let's start with a tip: moving about and changing position regularly helps to prevent strain on your joints and back when working at home. Ensure that your desk provides sufficient storage space and is at the right height. If your budget allows, invest in a desk that can be adjusted to exactly the right height.

Create enough storage space

Where did you put that outstanding invoice? And where's that pen that keeps going missing? It's hard to remain productive if your desk is piled high with clutter. Nowadays there are attractive and practical alternatives to the classic under-desk drawer units.



For small homes with little space the mobile Office Tower can be just what you need. The Office Tower provides room for a laptop, office paraphernalia and more while taking minimal space.

As it is on wheels, it becomes a mobile standing desk with all your folders and documents to hand thanks to the integrated drawers.

The cabinet solution is a clever combination of standard products by Blum which can be adapted in height to suit the user.



For medium-sized spaces the multi-functional workspace might be the answer. A wall cabinet lift system provides easily accessible storage space and keeps everything in order, thicker files can be stored with ease in the tall cabinet with shelves.

Wall cabinet lift systems are discreet and create easily accessible storage space and the doors do not protrude into the room so you have maximum freedom of movement. When the workspace on the desk is no longer needed, you can continue to use the office space as a living space thanks to the flexible AVENTOS lift systems.



The practical pull-out shelf with lock is helpful when you're looking for a document in one of the folders above. Full extensions with an inner dividing system in the base cabinet are useful for accommodating office materials so they are clearly arranged and close at hand.



For more Blum inspiration, visit www.blum-inspirations.com

INTRODUCING MINIPRESS TOP

The NEW drilling and insertion machine that makes handling and setup even easier.

New features enable fast and accurate handling and helps you optimise your work processes. For more precision, efficiency and quality. Combined with EASYSTICK, MINIPRESS top is a perfect package for all drilling operations on cabinets, doors and fronts.



PRODUCT FEATURE

24

AVAILABLE TO ORDER IN FEBRUARY

blum



SHOULD THE INDUSTRY BE RE-BRANDED?

A debate has been raging between retailers to drop the 'bedrooms' in KBB and re-brand the industry as KBH – kitchens, bathrooms and home.

The topic was started by Tony Robson, owner of Day True, who believes that the term KBB is 'antiquated' and the homes of today are more of a blend of spaces, not strict room types. He first posed the question to the industry on Linked-in, and then he appeared on the kbbreview Podcast to discuss his thoughts in more detail.

He said on the podcast: "The home has developed. Covid has given everything another nudge in this direction. I would say it has been going on for the past 10 to 15 years and that there seems to be a blurring of spaces in the home. The kitchen is no longer just a kitchen; a bathroom is no longer just a bathroom; a bedroom is no longer just a bedroom."

Although Robson thinks that this change would be beneficial for the industry, the consumer side would not be changed. He explained: "I'm not thinking of this as a consumer focus. I am challenging the industry and asking if the industry should change and maybe the industry should be more forward-thinking."

Robson also highlighted during the podcast that bedrooms are often ignored in the industry and not given the same weight and prestige as bathrooms or kitchens.

Robson believes that having a less divided industry might help companies talk to one another. He explained: "Collaboration is

"THE KITCHEN IS NO LONGER JUST A KITCHEN; A BATHROOM IS NO LONGER JUST A BATHROOM; A BEDROOM IS NO LONGER JUST A BEDROOM"

more important than it ever has been. Bathroom manufacturers should talk to sinks and taps companies, they should be talking to kitchen companies, and they should be talking to bedroom manufacturers."

"There should be more collaboration, and these different parts of the industry should be working together to deliver not just to their customer, which is me as a retailer, but also to our customer and the end-user – the most important person in this whole chain. Having a more cohesive approach by changing one letter to KBH, would be the first step for us to all collaborate more together and for the common good."

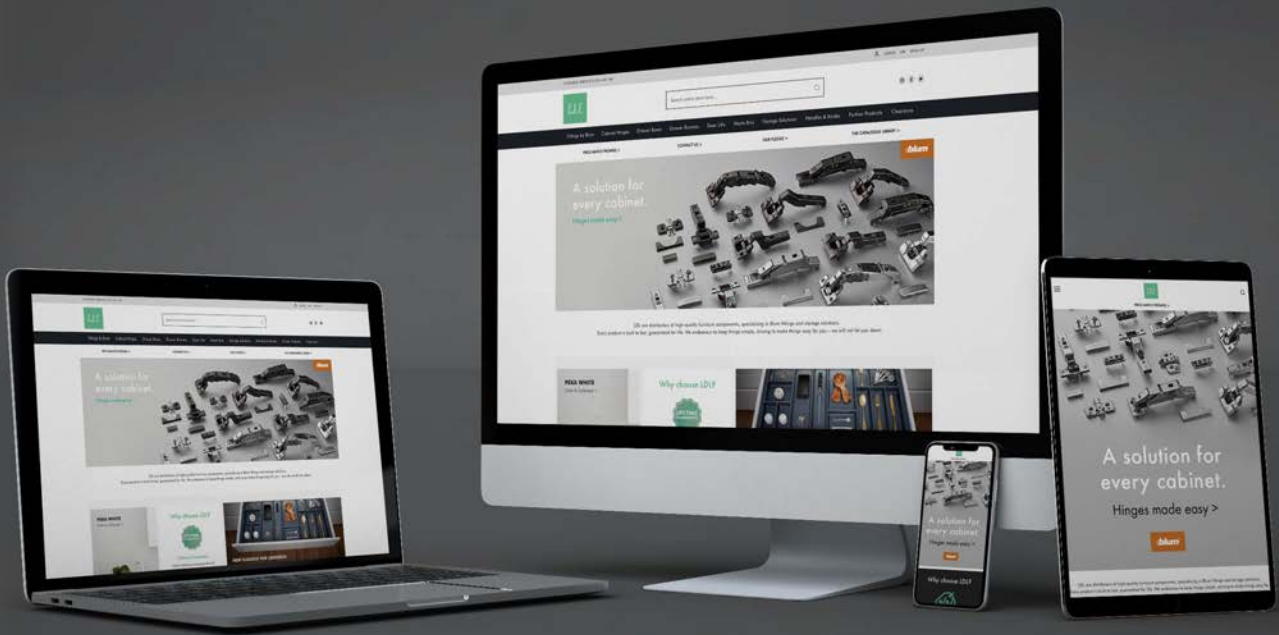
[Listen to the full podcast episode using the search 'kbbreview' in your podcast app of choice.](#)



furnipart

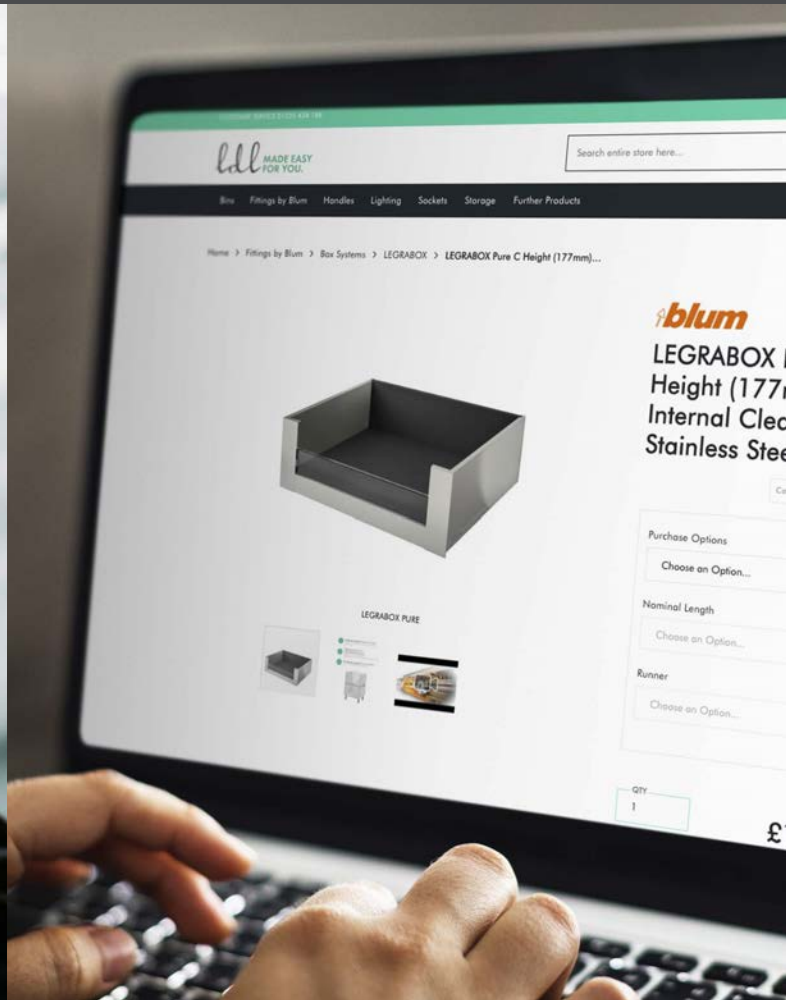
View our full range of Furnipart handles at www.ldonline.co.uk

DID YOU KNOW...



24 hour ordering on any device

Our website works seamlessly on all devices. You can browse and order 24 hours of the day, 365 days of the year on a device that suits the most.





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A great way to store dog food and accessories in the utility room!