

Kitchen Revolutions MD and interior designer Agnes Zmijewska on becoming one of Rotpunkt's top 10 UK dealers – page 31



Sanipex Group MD Daryl Barker says Bagno Design's new showroom in Chelsea is part of a broader plan for the brand in the UK – page 67



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# Essential kitchen & bathroom business

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## German giants set for super expansion

Three German kitchen manufacturers are spending millions of euros on laying the foundations for future expansion with new factories and distribution centres.

Leading the charge is Häcker Kitchens, which says it has made the largest investment in its history in buying two plots of land to build what it claims will be "the world's most modern production facilities for fitted kitchens".

Currently completing factory extensions that will fill the available space on its 260,000sq m Rödinghausen site, Häcker has bought – for an undisclosed sum – around 38 hectares of land on two nearby industrial parks. It plans to build a new kitchen furniture production facility and a new prefabrication factory on the sites.

The 52-year-old business produces more than 900 kitchens a day and has seen turnover increase by €100m in the last two years. "We expect product volumes to significantly increase over the next few years," said general manager Dirk Krupka.

In April, Nobilia was reported to have spent €1.4m on land to build a new factory, and has now announced plans to expand on another 130,000sq m site in Gütersloh-Spexard – said to be required "very urgently" for production. Nobilia sold nearly 3,000 kitchens a day in 2016, worth over €1.08bn.

And in Getmold, Rotpunkt is expanding its factory by a third to house two new saws and provide extra storage space for the BioBoards used to make doors.

"We have instigated these improvements to help the brand become even more flexible than it already is," said Matt Phillips, head of operations for Rotpunkt UK.



Häcker's factory in Rödinghausen

## Hansgrohe sales top €1bn for first time



Thorsten Klapproth

Sales at German tap and shower manufacturer Hansgrohe Group topped €1bn for the first time in its 116-year history in 2016.

At €1.029bn, total sales of the company's Axor and Hansgrohe brands rose by 6.7%, compared with the 2015 financial year, with pre-tax profits up 10.3% to €206m. Sales in its home market rose by 8.8%.

In 2016, nearly 80% of Hansgrohe's revenues were generated outside Germany through sales to more than 140 countries, with sales in Europe representing

nearly two-thirds of its overall business. The company says it will continue to "pursue its profitable strategy" of focusing on strong performing regions in Europe.

Meanwhile, sales growth in China – at 14.3% – was said to have outpaced the market sector, with a boom in the construction of three- and four-star hotels, as well as a growing middle-class, offering "enormous opportunities".

"We succeeded in growing extremely profitably and faster than the market in all sales regions," said executive board chairman Thorsten Klapproth, who added that the Axor and Hansgrohe brands would have "very clearly defined profiles" in future.



Colour magic: Spanish designer Jamie Hayon created an architectural pavilion for Caesarstone at the Palazzo Serbelloni as part of Milan Design Week. Featuring over 40 Caesarstone colours with metal and stained glass, it marks the culmination of a year-long collaboration between Hayon and the company. Entitled 'Stone Age Folk', it included handcrafted furniture and large-scale wall panels with carousels made of Caesarstone to demonstrate the versatility of the material and lead visitors into a 'fantasy world'



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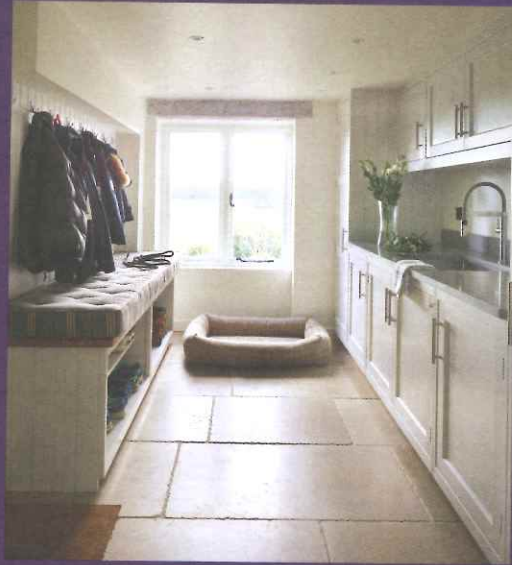
INDIAN BLACK PREMIUM COLLECTION

► believes are better off housed in the utility room. "This is a good way of keeping noise to a minimum if the kitchen is open plan," he adds.

When it comes to the actual design of the utility room, Crown Imperial's McCarthy says it's important to follow the same style as the kitchen to create a seamless look. Daval's Bodsworth also points to design continuity. "If your client errs towards a contemporary kitchen look with ultra-thin profiles, uniformity of design and a visually lightweight aesthetic, then the utility room furniture also needs to reflect this," he states. "In order to keep the overall scheme from becoming disjointed, recommend similar finishes, materials and styles to create two separate spaces with a natural cohesion."

In more traditional country homes, it's the boot room that's in big demand. "We're increasingly working on projects that combine the utility room and boot room into one super utility room where there's everything from storage of football boots to washing machine and tumble dryer with ironing facilities and extra storage," explains Davonport.

Although the utility room may have many uses, central to its design will be the installation of effective storage systems. "Organised storage is a key element, concealment is increasingly popular to hide away the more functional elements and showcase a stylish, clutter-free working setting," explains Euromobel/Störmer UK MD Bodie Kelay. Störmer's Contura collection incorporates the latest storage technology from



**TILLINGHAM**  
Davonport

Tel: 0845 468 0025. [www.davonport.com](http://www.davonport.com)

The Tillingham collection was chosen by the owners of a six-bedroom barn conversion who wanted a large kitchen-diner to fit in with their busy family life. This adjoining boot room also includes cabinetry from the Tillingham collection with the bench seat at the centre of the design with storage for football boots, wellies and other footwear under the seat and pegs above for each of the children to hang their coats. It is located by the back door, the client's main entrance to their home

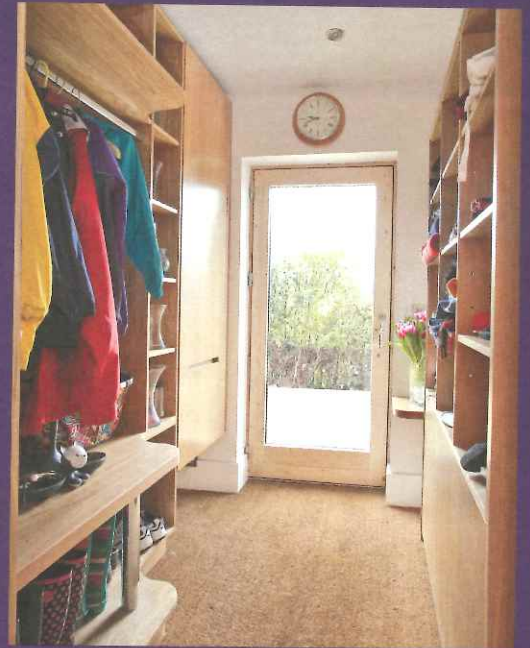
**ALNOCLASS**

Alno UK

Tel: 0161 798 5335.

[www.alnokitchens.co.uk](http://www.alnokitchens.co.uk)

Designed by Diane Berry Kitchens, this concealed pantry cleverly hides away clutter with doors from the AlnoClass range. The two large doors are shown here in lacquered veneer walnut - the range is also available in Carbon Oak and Wild Oak



**BESPOKE BOOT ROOM**

Mark Taylor Design

Tel: 01628 486 707.

[www.marktaylordesign.co.uk](http://www.marktaylordesign.co.uk)

This bespoke boot room was created by Mark Taylor Design as an addition to a 200-year-old six/seven-bedroom family home. It features floor-to-ceiling storage in oak and can be used for coats, outdoor footwear and folded laundry as well as offering access to the garden

**MULTILIVING**

Scavolini

Tel: 0208 090 0909. [www.multiliving.co.uk](http://www.multiliving.co.uk)

Scavolini's Laundry Space includes storage cabinets for washing machines and tumble dryers, and clever space-saving interior cabinet configurations to keep the room clutter-free. Additional features include built-in laundry baskets and trolley baskets on wheels that can be neatly stored and then pulled out and rolled to the washing machine



**BUTLER'S PANTRY**

LochAnna Kitchens

Tel: 01204 328 720. [www.lochannakitchens.co.uk](http://www.lochannakitchens.co.uk)

In Lissa Oak, the Butler's Pantry from LochAnna can be used to store groceries and tall household items with its removable side shelves.

The company says the cabinet makes a statement with a classic appearance that conceals an abundance of storage space with an ingenious system of varying drawers and shelves