

## **Bathrooms Deal offers vast product range and low prices**

Procurement for Housing (PfH) is launching a unique Bathroom Components Agreement. Member housing organisations will benefit from low prices, a wide range of locally available stock plus a delivery and stock holding system tailored to their individual needs.

PfH's Bathrooms deal is part of the consortium's new Materials Portfolio that launched in August 2005. The portfolio, designed to save the sector millions on purchasing materials for planned and responsive repairs, will help Members achieve their Government efficiency targets. The portfolio also aims to radically transform the way housing organisations procure materials.

Traditionally the housing sector has used major contractors and purchased both the supply and fit of materials such as boilers, bathrooms and kitchens. PfH is now setting up national deals in these areas for supply only. This will create major savings for the sector and it will also enable smaller local businesses into the market for fitting materials. The result is multi-million pound savings, greater transparency of costs and increased opportunities for small local suppliers. All of which helps to create sustainable communities, supporting the regeneration agenda of social housing.

The Grafton Group and Plumbing Trade Supplies (PTS), two of the UK's leading building and plumbing merchants, will jointly provide the Bathrooms Deal. The Grafton Group brings together three of its merchanting divisions: builders merchant, Buildbase; specialist plumbing and heating division, Plumbase; and Jackson Building Centres - the largest builders merchants in the East Midlands.

Plumbing Trade Supplies provide a comprehensive range of bathroom, heating and plumbing products to a wide range of customers, both public and private sector. They currently have 206 dedicated plumbing and heating branches and a planned branch expansion programme.

Grafton Group and Plumbing Trade Supplies will distribute components to Member housing organisations on behalf of selected bathroom manufacturers. A vast selection of items will be available to Members including washbasins, baths, china, taps, copper fittings, waste, showers, toilets and brassware.

Roy Mason, Grafton Group National Partnering Manager said, *"We have brought together the three main merchanting divisions of the Grafton Group to enable us to offer Members of PfH a complete supply solution nationally. By linking all 3 divisions to a common price structure, service level agreement and key performance indicators we offer Members a measurable quality of service. By working with our key manufacturing partners, including brand leaders such as Armitage, Twyfords, Bristan and Mira, we have been able to secure contract prices based on the purchasing power of all of the PfH members enabling us to pass the savings on through a competitive and comprehensive price*

structure. This agreement will make PfH our biggest single customer and we are proud to be working closely with them.”

Mark Earnshaw, Plumbing Trade Supplies Keys Accounts Sales Director said: “We are proud to have been selected as suppliers on the PfH purchasing scheme. As the only merchant chosen to supply on all three schemes, heating, bathrooms and reactive maintenance materials, we are in a unique position to supply all the housing organisations’ lightside needs.”

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

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## **Notes to Editors:**

### What does the PfH Bathroom Components Agreement offer?

- **Range:** Huge range of stock, plus large amount of stock that is available off the shelf locally
- **Dedicated Staff:** Dedicated Regional Partnering Manager for each PfH Member and a dedicated customer services team
- **Stock Holding:** Supplying depot will hold dedicated stock and ranges tailored for individual Member’s needs
- **Delivery:** Flexible delivery to Members’ premises or tenants’ properties
- **Plot Packs:** Each suite can be shrink wrapped as a ‘plot pack’, ensuring installation is quick and efficient
- **Product Display:** Product forums enable suppliers to display products so PfH Members can see and touch before they buy
- **Low Costs:** Highly competitive pricing

### Grafton Group

Buildbase, Plumbase and Jackson are the materials supply divisions of the Grafton Group and are one of the largest Builders & Plumbers merchants in the UK.

**Buildbase** with over 2400 staff, trade from 121 locations across the UK, supplying all general building materials, including bathrooms. Buildbase won the Builders Merchants Award for Customer Service in 2004 and the Award for Builders Merchant of the year in 2003 and most recently 2005.

**Plumbase** are the specialist plumbing and heating division trading from over 165 outlets nationally, they pride themselves on the depth of stock available off the shelf locally. They invest heavily in training and pride themselves on the quality and knowledge of their staff. This is based on “Hands On” industry experience and the ongoing commitment to training and development. Their teams are there to “go the extra mile” for their customers

In 2003 **Jackson** became a core division within the Grafton Group, Jackson trade from 20 branches in the east midlands with 1060 staff, with their regional concentration Jackson have been able to achieve their ambition to become the merchant of choice in the east midlands area

### Plumbing Trade Supplies (PTS)

Established in 1999 through the merger and acquisition of PTS and Zenith; PTS Plumbing Trade Supplies forms part of the domestic division of The BSS Group PLC. The BSS Group PLC was founded in 1899 and is established as one of the UK’s leading companies supplying both the industrial and domestic markets with heating, plumbing, process and mechanical services equipment.

PTS supply a comprehensive range of bathroom, heating and plumbing products to a wide range of customers, both public and private sector, from national house builders to the sole trading plumber. The central buying teams work closely with leading manufacturers, so that PTS can offer customers the latest product innovations and the best range of market leading brands at competitive prices. With the four Regional Distribution Centres, PTS are able to offer an unrivalled local level of service backed up by a national support network. At local level, PTS branches can provide a fast and efficient delivery service either direct to the site where the equipment is to be installed or to your own business premises.

#### Procurement for Housing

PfH is the only national procurement organisation dedicated to the needs of the housing sector. Following a successful two-year pilot, the National Housing Federation, Chartered Institute of Housing and HouseMark officially launched it in March 2004. The Housing Corporation and the ODPM also support PfH.

PfH has been created as an essential business tool to generate substantial savings by harnessing the collective purchasing power of housing organisations. By reducing procurement costs, organisations can reinvest resources in front-line services, decent homes and vibrant neighbourhoods.

PfH currently has 336 Members collectively managing over 1.8 million homes, making PfH's purchasing power unparalleled in the sector. The consortium provides services in the following product areas: Office Supplies; Print Management; Communications Services (Landline, Data and Mobile); Energy Management, Personal Computers; Photocopying Equipment and Services; Materials - Repairs & Maintenance; Vehicle Leasing & Insurance/Financial Services and Janitorial Supplies and will soon be launching services in a range of other areas including: Office and Scheme furniture and Work Wear & Personal Protective Equipment.

#### PfH Membership

Any social housing organisation (including Housing Associations, LSVTs, ALMOs, and Local Authorities) can become a Member of Procurement for Housing by paying a small refundable fee based on the number of housing units they manage. The fee is rebateable against purchases made through the scheme. HouseMark subscribers are eligible for free Membership.

#### Management of PfH

Procurement for Housing (PfH) is managed by specialist contractor Collective Enterprises Limited (CEL) – selected following an open tendering procedure through the Official Journal of the European Union. CEL has significant experience of collective purchasing in both the public and private sectors. The quality of the contractor's work is monitored and assured by HouseMark – the performance improvement subsidiary of the Chartered Institute of Housing. Further information can be obtained by visiting the website at [www.procurementforhousing.co.uk](http://www.procurementforhousing.co.uk)

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