

MBK

Design Studio
Bathrooms, Kitchens & Bedrooms
Est 1987

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So you are looking for a new kitchen or bathroom.

Where do you go?
Who do you talk to?
Who is the best?
Where will you get the best value?

To be honest I admit I don't know.

Your choices should not be defined by your budget, whatever amount you want to spend, it is your hard earned money and you should spend it where you are comfortable and confident that you are getting true value for money.

So who should you give your hard earned income to, do you trust them, do they have your best interests at heart, are they interested in your problems, can they provide the solution, do you like them?

Have they really got what you want or are they more interested in what they want to sell?
Do they really understand how it all fits together, will they see you right through to the end, do you feel confident?

Are the big multiples the right answer, they are big, they are secure, like MFI was!

They have lots of displays, they appear cheap but some of their ranges are more expensive than many independent manufacturers, do they have much choice though?

Do they have fitters who are vetted individually, are they police checked and do you know who they are and what their work is like?

Does the salesman understand the installation process can he solve your particular problem is he really interested?

I feel that the independents are really the best people to talk to, Entrepreneurs who build business based on repeat and referral business, who have showrooms and can provide you with a vast array of product, most of them are not the franchises, and understand the whole process from the moment you walk in their door to the moment the last piece of dust is cleaned up in your house.

They need you to be happy to build their business, do the large multiples have the same desire, are they not all about quantity?

Our next job is reliant on our last job and that has been like that for years.

So You need to talk to someone who knows the whole industry, who understands how the components fit together and if your dreams are realistic and is prepared to tell you the truth.

With years of experience in surveying, supplying and project managing over 6000 projects we would love to help you, no job is too small.

Call me or visit our showrooms and get a service from a man who knows.

Stewart Woodruff has a monthly column in the K&B News a major industry magazine and is a regular contributor to the Kitchen Think an online blog by Blum a leading international Kitchen component manufacturer