

# Wiping out the competition



Paint splashes, smears, adhesive residues, oily stains, mucky tools and filthy hands are part and parcel of DIY. But thanks to a new heavy-duty cleaning wipe formulation it's now easier to keep everything clean and hygienic as you work. The latest double-sided industrial+ Big Wipes from Sycamore UK contain a unique blend of safely-diluted cleaning solvents and emulsifiers which, it is claimed, gives up to twice the cleaning power of other wipes – plus a wide spectrum of protection against killer bacteria in the home and garden.

TEL 01628 894374  
www.bigwipes.com

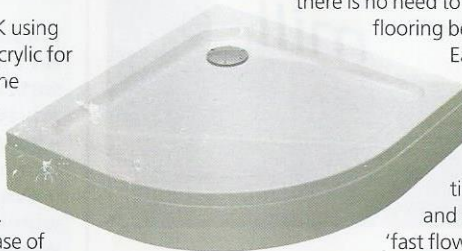
# Water drains away, sales won't

Bristan has extended its shower tray range with the introduction of high-level models offering easy installation and plumbing benefits.

Crafted in the UK using reinforced cast acrylic for a quality finish, the range comprises six high quality models in the most popular shapes and sizes.

Designed with ease of installation in mind, the trays are ideal for non-level floors and come with

adjustable legs and feet to help with fitting. The depth of the tray also allows for the waste to sit underneath, meaning that there is no need to route out the flooring below.



Each model comes complete with a removable front panel for easy maintenance and tiling bead for an easy and neat finish. A 90mm 'fast flow' is also included.

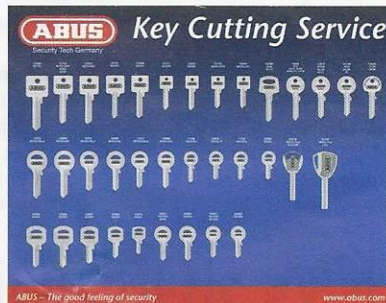
TEL: 0844 701 6271  
www.bristan.com

# Abus is key to sales

Security supplier Abus says in times of recession it's a proven fact that quality security sells more. With a sales increase of 20% in 2008 Abus is proving that fact and also predicting continued increases in 2009. Now, all retailers can easily exploit the most profitable part of Abus' security service package with a new blank key deal. Each Abus padlock comes with two keys, when keys are lost or more needed, the customer will want extra keys. A key blank for an Abus 65 brass padlock

could generate a gross profit of up to £2.50, based on an rrp of £2.98 and a trade price of 81p plus discount.

TEL: 01275 390610 www.abus.com



# Stepping up

The American-designed 'World's Greatest' series of steps and ladders is now available in the UK.

The new six-step, eight-foot ladder is designed to take the knocks of everyday use and is intended for the professional tradesman and decorator.

The ladder features an aluminium frame design and a large platform top step which provides a comfortable working space.



The large, non-marred, skid-resistant, stabilising feet protect interior floor finishes and provide optimum stability.

Other features include an all-in-one leg lock, carrying handle, a top platform, a locking draw and an EN131/150kg rating.

Telesales orders before 3.30pm despatched the same day.

TEL: 01902 455114  
www.sjdixon.co.uk



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# DIY WEEK

6 March 2009

A Faversham

SHOW REVEALS  
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P9-16

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Offices seemingly deserted and staff left in the dark – just what is going on at Plasplugs?

## Plasplugs shuts up shop

Will Parsons

will.parsons@fav-house.com

The speculation surrounding the future of manufacturer Plasplugs raged on as *DIY Week* went to press, with no official statement from the board despite closing its facility in Burton-on-Trent.

*DIY Week* visited its offices last week to try to get the truth behind the rumours, but found only an empty building and confused staff. The car park, usually accessed via an electric barrier, was open but totally abandoned.

The guard's hut was likewise unoccupied with a handwritten notice in the window

explaining the factory shop was closed for the day.

*DIY Week* did however, meet two Plasplugs employees, who insisted they knew nothing about it and had not been warned or informed about a potential closure, despite reports of a text message sent to staff earlier in the week.

A source, who declined to be named, told *DIY Week* that administrators had been called in as early as two weeks ago. Although the company is not officially in administration, our source told *DIY Week* that Plasplugs directors were currently putting together a pre-pack



A handwritten sign is the only statement Plasplugs has made

deal in which they would retain control of the company.

Companies House shows the firm is still active, but is more than seven months late

in filing its accounts.

Looking at Plasplugs' level of debt in its last filed accounts, for the period April 05-September 06, the firm is very exposed to the current economic downturn.

The business owed more than £5.6m in bank loans and overdrafts, against a turnover of just under £18m.

It would only have needed the bank to call in this debt to push the company into an untenable position.

While the future of the company remains uncertain keep checking [www.diy-week.net](http://www.diy-week.net) for updates as and when they happen in the coming days.

Inside this week



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'Did you see' at the shows

NEW B&QS

A tale of two cities



PAINT & WALLCOVERING

The latest launches



## Calling all suppliers – are you going for Gold?

The deadline for entry to this year's Industry Awards has been extended to March 16 – so there's still time to get your products in!

Suppliers now have until March 16 to enter for the Industry Awards 2009, which are open to all products – in the DIY, hardware, garden and housewares sectors – first launched to the trade

during 2008.

The awards make winners of dozens of companies, who gain massive publicity from their success, along with plenty of kudos – and the chance to prove that their product is unrivalled in its class.

The Industry Awards are judged by a panel of retail



2009  
INDUSTRY AWARDS

and wholesale buyers and industry experts, and the accolades are handed out at the annual Industry Awards gala lunch. This year, the ceremony takes place at London's prestigious Sheraton Park Lane Hotel on May 15.

There's an entry form on the back cover of this issue and for more information call Elanor Sayers on 020 8651 7158.

The awards lunch is the industry's biggest social event, regularly attended by hundreds of top buyers and suppliers. Make sure you're a part of it. Call Rachael Pearson on 020 8651 7081 to book your table now.

March 16  
Industry Awards  
entry deadline  
extended!!

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