



Case Study: Crayfern Homes

When Crayfern Homes were looking to specify the bathroom fixtures and fittings going into 92 new build properties in Hampshire, they wanted a quality finish while keeping costs competitive.

Bristan was able to secure the specification by matching its rivals on price, product quality and by giving the developer added value through its industry-leading after sales service.

Background

Crayfern Homes is an established developer based in Hampshire, with an enviable reputation for quality new build homes from bespoke executive houses to urban developments. Its latest development, Park Grange, in Bedhampton near Havant, is the company's biggest site to date offering a mixture of one, two, three and four bedroom properties.

The brief for Park Grange was focused on building affordable housing but

with the same attention to the quality of finish as their higher end projects. As such, the specification for the bathrooms at Park Grange was primarily based on price, to control build costs and maintain margins for the developer, but with close consideration for the quality, look and feel of the product.

Style and Choice

Crayfern Homes specified two ranges, to give consumers a choice of finish. The Orta range is a modern and curved chrome-plated selection of products which includes basin and bath taps and mixers, bath fillers and a bar shower, while the Quadrato portfolio is a sleek range of angular taps and mixers for the bathroom. A matching surface mounted rigid riser bar shower is also available in the Quadrato range, with and without a diverter to handset. Customers can mix and match the products across the bathrooms, en-suites and cloakrooms in their Crayfern home for outstanding flexibility and choice.

Compliance

Bristan were able to offer Crayfern Homes advice on how the range of flow regulators they offer would help meet their obligations under Part G of the Building Regulations. To make life easier, Bristan also offered to pre-assemble the taps with the chosen flow regulators to make installation quicker on site.

Customer Focused

Bristan tailored its after sales offering to meet the needs of Crayfern Homes, and ensure the delivery and installation of its products would be as easy as possible. The bespoke service included the provision of specification sheets for all its products, 'hospital kits' with commonly requested spares to help keep installations on schedule, and complimentary wastes to keep costs low.

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