



COSENTINO NEWS

NEWSLETTER - UK & IRELAND EDITION



SENSA EXOTIC LAUNCH/CLIENT SHOWCASE

ELITE DIGITAL PLATFORM/EXHIBITIONS AND EVENTS

EDITORIAL



Welcome to the latest Cosentino UK and Ireland Newsletter.

As we all head into a busy and hopefully prosperous festive season, I'd like to take this opportunity to share with you the various initiatives and programmes we are building on and adding to, to ensure we are constantly offering more added value to our customers, real sales to your business and the highest level of customer service.

We have recently employed a Technical Support Expert – Arjan Vata – who has excellent experience and expertise with our materials and fabrication and who can offer assistance with product training, remedials, and technical advice – in this way we can improve our service to our clients and help support the end-user also.

You will probably have heard about the very recent launch of the exciting new SENSEA range of colours! These have been launched in direct response to the growing demand in the market for unusually patterned and 'moving' granites – we have worked hard to ensure they are competitively priced and all come with the new 15 Year Warranty plus the improved Senguard protection. Visit www.sensabycosentino.com

We are constantly striving to offer more to our Loyalty Customers and we are delighted to have agreed a very special digital agreement for our ELITE STUDIOS – which targets end-users looking for kitchens in a specific area and puts them face-to-face with an Elite studio. For more details talk to your Cosentino Client Manager or contact info@ppa.co.uk

We have many more exciting initiatives and promotions to offer all our Customers in 2016 in order to help increase your sales and we will be sending information regarding these to you very soon – however, please feel free to contact us at any time.

Have a good end of year and a Merry Christmas.

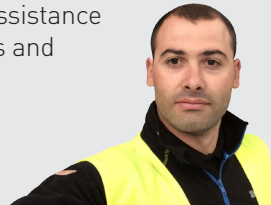
Christophe Gontier

MANAGING DIRECTOR - COSENTINO UK AND IRELAND

New Faces

We are very pleased to introduce Arjan Vata to the company as our Technical Support Expert. Arjan has excellent experience and expertise with our materials and will be offering assistance with product training, remedials and technical advice.

ARJAN VATA



New Members!

We would also like to take this opportunity to introduce following new members of Cosentino UK and Ireland!



COSENTINO HQ

BRAD MONID
Cosentino Impulsa

MIRIAM LLANO
Cosentino Impulsa

COSENTINO EAST LONDON

BRETT WALLACE
General Manager

MANUELA MARIN
Commercial Project Manager

GRAHAM WEBSTER
Driver

NEIL KIRWIN
Housebuilder Sales Manager

COSENTINO DARLINGTON

LEWIS HINDLE
Warehouse Apprentice

COSENTINO IRELAND

MICHAEL CAHILL
Commercial Project Manager

Staff Promotions

IAIN HUNTER
Client Manager

GARY SIMPSON
Warehouse Administrator

JOHN BRANNAN
Warehouse Supervisor

LAURA CURREN
Housebuilder Sales Manager

PRODUCT NEWS



Eight new exotic granites are incorporated into the SENSEA® by Cosentino range



- We have added a new series of eight exotic and truly stunning granites to our SENSEA range of granite worktops with exclusive stain protection!
- Alongside this release we announce a new 15 Year SENSEA Warranty
- Plus! The exclusive stain protection called Senguard NK has been reformulated and improved. This innovation allows the granite to repel liquids such as water and oil and provides efficient protection against all types of stains, extending the durability of the material without changing the appearance or the feel of the stone, even on light-coloured granites!

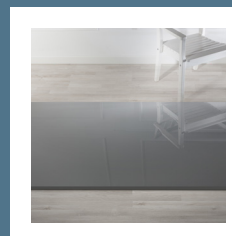


NEW LAUNCH POLISHED DEKTON!

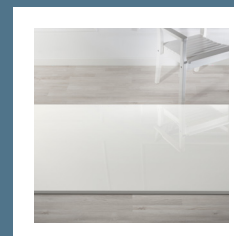
We are delighted to announce the Dekton XGLOSS series will be launching next year in the UK – a new range of Dekton in a breathtaking high-gloss finish.

DEKTON XGLOSS

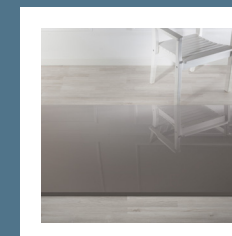
To arrange a special preview of these slabs at one of our centres, please contact us!



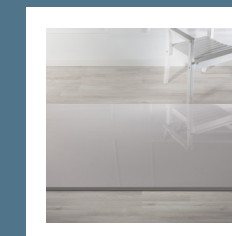
BLAZE



HALO



LUMINA



SPLENDOR

BIANCO ANTICO

BLACK BEAUTY

COLONIAL WHITE

GLACIAL BLUE

HIGHLAND FROST

ICE BLUE

INDIAN BLACK

MOAK BLACK

COSENTINO VIP PROMOTIONS!

We pride ourselves on offering our loyal VIP clients the very best promotions and incentives to pass on to kitchen studios and increase sales and commitment for everyone.

Price Group Drop



LYRA AND LAGOON

Our most popular marble-imitation Silestone colours will be on price group promotion from January 2016! **In all thickness and finishes!**

SILESTONE 'ECOLINE'

2016 will see a price group drop on our revolutionary Ecoline colours; made from up to 75% recycled content.

Cosentino Elite Studios Incentives

Members of our Elite Loyalty Programme currently receive many special initiatives and incentives just for them – and we are constantly making sure that we are approaching these studios with as many opportunities and ways to grow business as we can!

NEW! Elite Digital Platform

We have negotiated a very special package JUST for our Elite Studios, to give them the opportunity to work with leading valuation and property website www.propertypriceadvice.co.uk and put themselves in front of consumers in their own regions who are specifically in the market for a new kitchen! All they have to do is select 5 postcode district areas. The package includes:

- Banner adverts for the Elite studio when a free valuation is given in their area
- Special designated landing page
- Regulated automatic emails from Elite studio to the prospective consumers
- Banner adverts appear on random and relevant websites that the consumer visits
- PLUS full quarterly reports on all activity!

For more info contact your cosentino client manager or melissa.hughes@propertypriceadvice.co.uk

Advantages for Elite studios!

- Access to Cosentino Elite Digital Platform
- Exclusive Ocean Series colours plus 4 colours above
- Cashback incentives on Silestone + Sink and Dekton orders
- Studio details on Silestone and Dekton websites (approx. 40k hits a month)
- Promotional offers through VIP fabricators
- Priority lead referral
- Special and priority marketing tools (including Silestone and Sensa 'towers' worth £300)
- Full range of products available for free display

If you would like to become an Elite studio, or would like more details of how to become one please contact us.

To find your nearest Elite studio please go to www.silestone.co.uk/distributors/elite

Studios that are members of our ELITE programme and have a Dekton display can currently take advantage of the following cashback offer – which will be continuing throughout 2016!

CASHBACK INCENTIVES!

£100* CASHBACK ON ALL DEKTON ORDERS!

£70* CASHBACK ON ALL SILESTONE WITH SINK ORDERS!

ONLY FOR ELITE

*120 euros/90 euros in Rep of Ireland

LOYALTY PROGRAMME

THANK YOU!

We would like to take this opportunity to showcase a few of our most valued clients who we think deserve recognition for their consistently impressive work and, of course, their continued commitment to Cosentino products.



ELITE SHOWROOM SHOWCASE

Examples of some of the beautiful displays that have recently been installed in Elite studios across the UK.



Sydenhams, Bournemouth

There have been some beautiful Dekton jobs installed recently thanks to our fantastic Elite studios.

Elite Studio Lawrence Lyons from Haverford West showcase a stunning Dekton 'Strato' project here.

Lawrence Lyons, Haverford West

Oldfield Kitchens have recently installed a beautiful Dekton 'Aura' kitchen which was perfect for their customer.



Oldfield Kitchens

"Our customer's vision for their new kitchen was minimalist, clean cut and different. They knew exactly what they wanted...the worktop took lots of searching for, then on discovering the Dekton range from Cosentino in Aura, our customer fell in love."

- Sam Oldfield

Check out the recent project in Dekton Edora by Elite Studio 'Altantis' - this was featured in Cumbria Life Magazine. Stunning!

Atlantis Kitchens, Cumbria



GOLD FABRICATOR PROFILE

Neo Granite/Bespoke Stonemasons

Neo Granite pride themselves on delivering expert fabrication, premier quality products and unparalleled customer service.

Along with an incredible portfolio of exclusive installations, Neo Granite specialise in Dekton for worktops, bathrooms, flooring and swimming pools/spas. They cater for both the commercial and retail sector and have enjoyed a longstanding relationship as one of Cosentino's most valued customers.



Neo Granites recent gorgeous Dekton installation



SILVER FABRICATOR PROFILE

Belgravia Stone/York's Leading Supplier of High Quality Granite, Marble & Quartz Worktops

Belgravia Stone are a Bespoke Stonemasonry company founded in the city of York, focusing in the Design, Supply & Installation of predominantly Granite, Marble & Silestone Quartz surfaces.

They are a fabricator who relish transforming projects from simple off-the-wall concepts through design, fabrication, to the finished item, guiding and working with our clients until their realisation is achieved.



Silestone worktops fabricated for House of Harrogate by Belgravia Stone

For more information about our Fabricator Loyalty scheme please contact your Cosentino representative or the main office.

MARKETING NEWS

COSENTINO AT 100% DESIGN

Cosentino UK has presented the new limited-edition Silestone® colour, Acqua Fraccaroli, to celebrate its 25th anniversary!

The launch of this new, limited edition colour Acqua Fraccaroli was presented by International Interior Designer Brunete Fraccaroli herself at 100% Design in London.



Cosentino also showcased the latest new Dekton® colours at 100% Design. The ideal solution for architects, designers and specifiers, Dekton® by Cosentino is a highly adaptable material that can be applied to any surface; from facades and exterior cladding, to worktops and flooring.

COMMERCIAL NEWS & EVENTS

PROJECT PROFILES



National Portrait Gallery

MATERIAL: Silestone 'Vortium'
LOCATION: London
FABRICATOR: LBS Ltd
ARCHITECT: Inature Architecture & Design
AREAS OF APPLICATION: Bar Tops



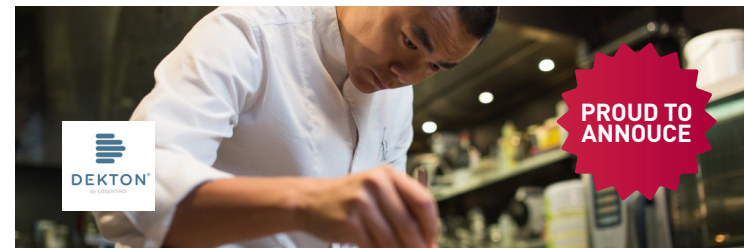
St Mary's College

MATERIAL: Silestone Chrome and White Platinum
PROJECT: St Mary's College
LOCATION: Berkshire, England
FABRICATOR: Marble Building Products, York
ARCHITECT: Angus Neill at Edgington Spink & Hyne, Windsor
AREAS OF APPLICATION: Servery and Café



Nandos Restaurant

MATERIAL: Silestone Toffee 20mm
PROJECT: Nandos Restaurant
LOCATION: Bayswater, England
FABRICATOR: Algarve Granite
ARCHITECT: DRC Proport
AREAS OF APPLICATION: Serveries



Dekton Singapore

Cosentino is proud to announce its collaboration with Restaurant André, lending its name to yet another prestigious restaurant.

The use of Dekton colours Kelya, Keon and Galema can be seen from the entrance to the heart of the restaurant, built elegantly into Restaurant André's creatively fuelled kitchen.



Cosentino Manhattan Centre

This September Cosentino officially opened its new "Cosentino City" showroom in New York

WATCH THIS SPACE FOR DETAILS OF THE NEW COSENTINO CITY SHOWROOM IN LONDON!

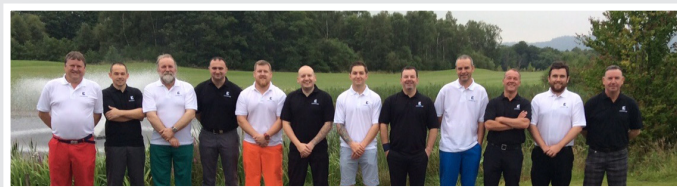
Opening Spring 2016, Old Street, London

Elite Honours List 2015

We recently held our very first Elite Honours List, at Le Manoir Aux Quat'Saisons. The event celebrated the 'best of the best' Elite Studios offering the highest level of customer service, design and loyalty when working with Cosentino materials! All our guests had a fantastic time celebrating their award win - here is a list of winners!

Elite Honours List 2015 (alphabetical order)

BELVOIR INTERIORS (Newark)
BUTLER INTERIORS (Lancaster)
DEVELOPMENT DIRECT (Edinburgh)
DP INTERIORS (Lancashire)
H&H HOMEMAKERS (Stockton)
INTERIORS 12 (Reading)
KESTREL KITCHENS (Norwich)
KITCHENS INTERNATIONAL (Aberdeen)
KUBE KITCHENS (Ireland)
LAWRENCE LYONS (Pembrokeshire)
LOLINE INTERIORS (Bedfordshire)
NICHOLAS MOODY KITCHENS (Coachford, Ireland)
PTC KITCHENS (Kent)
RAMSBOTTOM KITCHENS (Bury)
SAPPHIRE SPACES (Devon)
SPACE FITTING FURNITURE (Cardiff)
THE KITCHEN AND BEDROOM SHOWROOM (New Milton)
WRIGHT DESIGN HOUSE (Northern Ireland)



Scottish Golf Day

The first annual Cosentino Scottish Golf Open was held at the exclusive 'Carrick' on the Loch Lomons Championship course. Teams were made up by the following Scottish fabricators: Granite Systems, Marlborough Marble, Stonecare, Edinburgh Marble & Granite, Stonecraft and DM Design



In other news....

Cosentino UK and Ireland MD, Christophe Gontier, was delighted to be joined by Alan and Colin from Marlborough Marble in the Cosentino VIP setas at a Real Madrid Champions League Match!

THE HOTEL DESIGN EVENT

24-25 NOVEMBER 2015
BUSINESS DESIGN CENTRE, LONDON

Visit Cosentino on stand MV6 to see the stunning applications in Silestone Quartz and Dekton Ultra-Compact surface, possible for all areas of hotel specification:

- Bathrooms (vanities, shower trays, walls and floors)
- Reception areas: (flooring, desks, walls, bar tops, serveries, counters, etc.)
- DEKTON Exterior cladding

Sleep

NEXT YEAR...



6-9/3/2016
NEC Birmingham
www.kbb.co.uk

Join us at KBB 2016 on our 100sqm stand where we will be showcasing some very special material including the very latest Dekton, Silestone and Sensa colours!

PLUS! Dekton is the social media sponsor of the KBB Awards – see you there and good luck to all who are entering! [#kbbawards](https://twitter.com/kbbawards)



AT YOUR SERVICE

It is never far from our mind that without the loyalty and success of our clients and customers, we would not be the company we are. Our growth and strength can only develop if we listen to our customers and offer them more than anyone else, including:



25 CLIENT MANAGERS
dedicated to serving
our clients



40,000 MONTHLY HITS
on our website, which
lists our loyal studios



ADVERTISING PRESENCE
in over 2 million
consumer magazines



6 UK AND IRELAND
distribution centres
(2 more planned in 2016)



14,000 SLABS
in stock today

We are proud to be a strong company, made up of passionate individuals. If you need anything at all, please let us know.

VISIT US

Cosentino welcome you to visit or send your customers to our nearest centre to see slabs of Silestone, Sensa Granite and Eco Recycled material – offer them a real feel for the material right from the start! Please call first to arrange an appointment.

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