

Product Range

Traditional Loose Covers and Re-upholstery – localised manufacture to the customer by Technical Designers

Plumbs top of the range Loose Covers and Re-upholstery products are produced using heavy weight cotton, linen and chenille fabrics many of which are branded, and therefore require the very best in tailoring. Once chosen by the customer, the required fabric is tailored and fitted exactly to each piece of furniture to guarantee complete satisfaction.

To meet the ever-increasing demand for Traditional products and to provide a high level of customer service, we have created a national network of over 100 Loose Cover Makers and Re-upholsterers who have demonstrated the skills, knowledge and service to become Plumbs Technical Designers.

The demand for Traditional Covers and Re-upholstery is consistently increasing and we need to expand our Technical Designer base to meet that demand. Our newest product, Plumbs Re-upholstery, is now available across the whole of the UK and is developing into a well established product.

Designer Cotton Covers – factory produced in Preston

These are new interpretations of the Loose Cover concept. They offer a more relaxed fit, using more flexible fabrics that are appropriate to that make-up. They are manufactured in Preston from Consultant supplied measurements, using the latest CAD / CAM technology and then fitted by the Consultant in the customer's home.

Classic Covers – factory produced in Preston

Easy care fabrics are used, the furniture is measured and the covers are hand made in Preston, the Consultant returning to fit them. Finishing features such as piping and a choice of valance are included in the price.

Curtains, Cushions and Arm Covers – factory produced in Preston

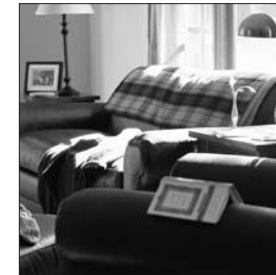
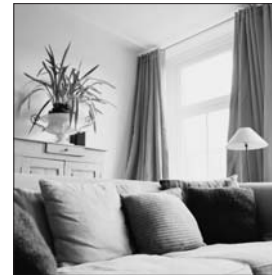
To compliment all our cover ranges we offer a comprehensive range of curtains, cushions and arm covers. This includes a full range of finishes and accessories to provide the complete design solution for the customer's living room.

No capital investment

Unlimited earnings potential

Flair

Freedom



Product Range

Extensive research into trends in retail furnishings and our observation of changing consumer trends are reflected more than ever in Plumbs latest product range.

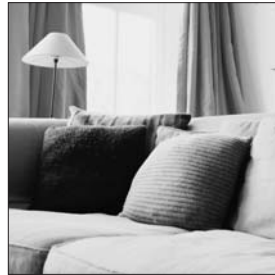
Boost your profits

Consistent work

Grow with us

Plumbs

Plumbs



Technical Designers

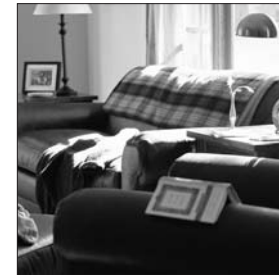
- All Technical Designers are self-employed and range from individuals working alone to companies employing over 100 staff.
- Each Technical Designer operates in their own individual area and is provided with a regular supply of Traditional orders to manufacture according to their available capacity.
- There is absolutely no selling involved. All orders are generated by our own dedicated sales team.
- To build on our success it is imperative that Technical Designers and Home Consultants form close working relationships to maximise sales and customer satisfaction.
- Working hours are varied and will involve evening and weekend work depending on customer requirements.
- No additional capital investment is required, although all Technical Designers must possess suitable working premises, the correct manufacturing equipment, transport, internet access and a phone.
- Technical Designers have the potential to earn over £100,000 per year, with our top earners earning over £150,000.
- We need people with lively, outgoing personalities who are at ease with dealing with customers in their own homes and who are confident in providing exceptional customer service and exceptional quality furniture covers.

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Technical Designers

"Plumbs Technical Designers are elite Loose Cover Makers and Re-upholsterers who demonstrate outstanding skill and knowledge of their craft, combined with a truly professional approach to customer service."

Consistent work

Grow with us

Plumbs

Plumbs



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Company Facts

- Plumbs produce over 1,200 Made-to-Measure cover orders every week.
- We are profitable, financially sound and all business growth is funded internally.
- We are based in Preston, Lancashire and are still family owned after 45 years.
- We offer an extensive range of cover products backed by an impressive range of branded (Swaffers, Crowson, Villa Nova, Sandown and Bourne) and own branded fabrics, many of which are exclusive to us.
- Our Traditional Product sales have doubled in the last 18 months, with annual sales now approaching £9 million, and with projected growth to £12 million within 2-3 years.
- We currently work with over 100 Loose Cover Makers and Re-upholsterers nationally (2 years ago there were under 40) who manufacture our Traditional Products. Once they join us, these specialists become Plumbs Technical Designers.
- We are experts in outsourced manufacturing with the facility to work with both in-house and uplift operations and provide excellent customer service support.
- To satisfy increasing demand for our Traditional Loose Covers and Plumbs Re-upholstery we need to attract more Loose Cover Makers and Re-upholsterers who have what it takes to become Plumbs Technical Designers.



Company Facts

Plumbs are the UK's largest maker of Made to Measure furniture covers and curtains – and have built an elite team of Technical Designers to produce our very best covers.

Boost your profits

Consistent work

Grow with us

Plumbs

Plumbs



Marketing information

- There are over 26 million households in the UK, every one of them has a living room, and in that room will be seating arrangements. Our target is to cover that seating.
- Each year we generate in excess of 130,000 customer leads. That's only 0.5% of the total households, so there is huge potential for growth.
- We spend over £5.6 million per year across national press, press inserts, door to door, direct mail and the internet.
- We have a well-established customer internet presence at www.plumbscovers.com and www.plumbsupholstery.com, where customers can browse our products and request a visit. Around 20% of customers visit our site and that figure is growing fast.
- All customer leads are referred to our 155 strong national sales force of Home Consultants, whose job it is to convert leads into orders.
- Plumbs are experiencing significant growth for our Traditional Products that are produced by Technical Designers.
- We estimate that the total market for Traditional Covers and Re-upholstery is worth in excess of £100 million so the potential for our own growth is huge.
- Our main competition is from new furniture, and that's a market worth £1.2 billion.

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Marketing Information

Lead generation is the lifeblood of all Plumbs selling activity

Boost your profits

Consistent work

Grow with us

Plumbs



Plumbs

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Why Become a Plumbs Technical Designer

- Partner a successful business in an exceptional growth area with no capital requirement.
- A business that invests over £5.6 million per year in marketing alone.
- Be part of an established successful team – over 100 existing Technical Designers can't be wrong.
- A team that can direct all its energy into what they're great at – making sensational Cover and Re-upholstery products.
- Where you remain independent and retain control of your own business.
- Where we provide as little or as much work as you can handle.
- We provide the order, the fabric and all necessary documentation.
- And you'll be paid within 10 days of the order being fitted.
- Produce sensational covers and re-upholstery orders for us and you could add £100,000 to your top line next year.
- With an additional 5% per order easily achieved by simply using the internet.
- Possibility to reduce supply costs by purchasing sundry items from us.

Why Become A Plumbs Technical Designer

"Plumbs have provided me with the freedom and support to enable me to build my own very successful small business"
Mary Stewart - Technical Designer in North East Scotland.

Consistent work

Grow with us



Angela Rostron
Traditional Product
Administrator



Carol Ramsdale
Traditional Customer
Service Manager



Robert Page
Traditional Product
Manager



Traditional Customer Service Team



Meet the Team

The Plumbs team is here to help you every step of the way

Boost your profits

Consistent work

Grow with us