

# Installations Case Study

## B&Q, Trade Point

### Overview:

B&Q needed to create space within their Warehouse stores to incorporate a Trade Counter service offer, to supplement Kingfisher's existing Screwfix branches. Our experienced Project Management team surveyed the stores, created equipment orders and developed a scope of works. We reflowed key areas of the store including building yard, garden centre, flooring, timber, ladders and insulation. The installation team removed and relocated over 90 cantilever uprights, as well as moving the necessary pallet racking to create the new plan layout. Finally, a 24 metre heavy duty PVC back drop was installed, to section off the back of shop for the new Trade Counter. In addition, we provided store support to help the stores with the intake of new products and 690 new lines.

### Client Benefits:

The creation of 4,500 sq ft in each store by reducing the building yard has enabled B&Q to provide a new service offer to the trade market, resulting in an uptake in sales and new trade customers.

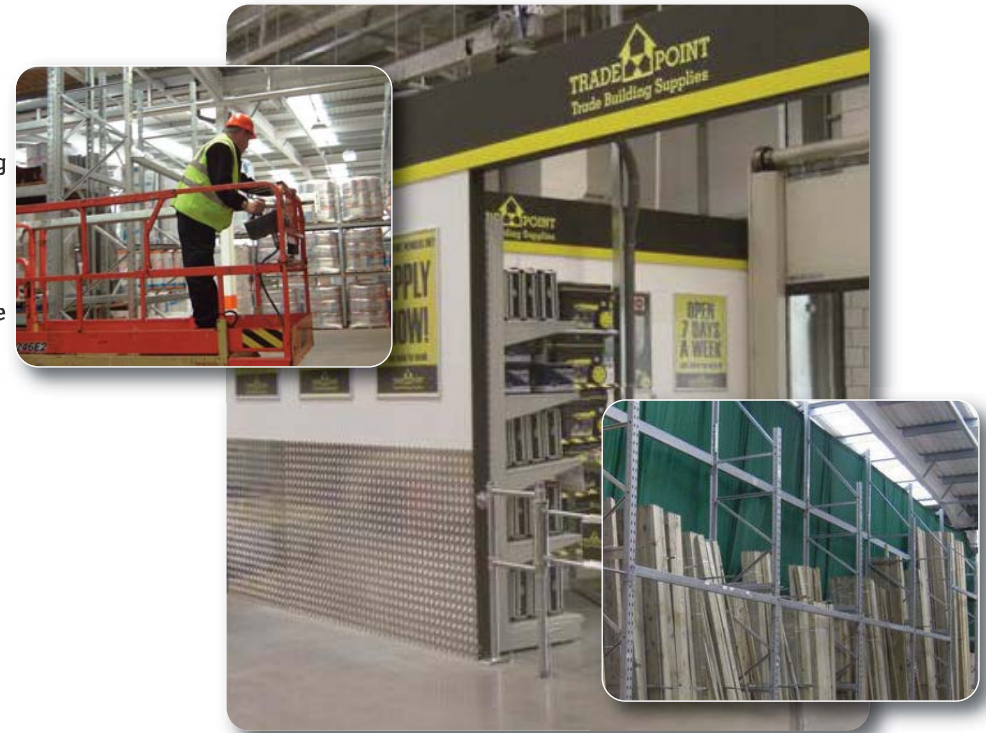
### Key Learnings:

A minimum of four weeks is required for the equipment ordering process. This gives sufficient time to arrange ideal delivery dates, so that the phasing plan is a natural process and not driven by the equipment delivery schedule.

### Why RRS?:

We are experienced in the process of delivering this type of project, we have the skills, including trained SEIRS personnel, knowledge and understanding to cover all elements of the project from project management to installation and merchandising.

*Client Quote Required*



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