



BAYTREE BATHROOMS

BURY ST EDMUNDS, SUFFOLK

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BAYTREE BATHROOMS SPEC SHEET

SECTOR:

Retail Showroom

OUR CLIENT:

Baytree Bathrooms

OTL PRODUCTS:

OTL Square display within their Bury St Edmunds showroom

OVERVIEW

Baytree Bathrooms are a small, family run business with customer service at its heart. They have been trading for nearly 15 years, with the showroom open to the public since 2012.

Having primarily begun life as a bathroom installation service, they now work with clients on a supply only or an installation basis.

Below, we talk with Anna, Baytree's Director.

HOW DID YOU HEAR ABOUT OTL?

We've been Using OTL for ever! For at least over 12 years, and it is the only system we use or recommend for wet room flooring. This is for a variety of reasons:

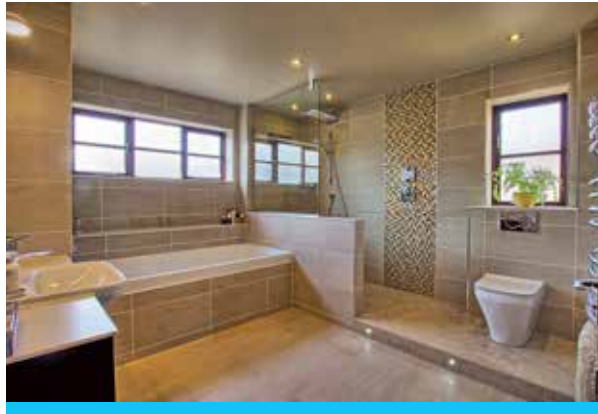
1. We are used to installing it, and familiar with it.
2. It is well designed and thought through.
3. We have 100% trust and confidence in the products.

1. The OTL staff are always on the end of the phone to offer advice and technical help.

Overall, we find OTL products extremely reliable, and we are happy to recommend them.



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WHY DOES OTL SQUARE WORK FOR BOTH SMALL AND LARGE SHOWER AREAS?

We tend to stick to square grating as it is a classic wet room and we are so confident with it. It's really important to us that there are bespoke options available and we can position the waste where we need it; an invaluable service from our point of view. The Square grating is also great for our elderly clients, as it is compatible for use with the mosaic tiles, which give a better grip than the large format tiles.

For more modern and stylish bathrooms, the square grating can be used with the larger tiles, and just required the cuts to be mitred, which, when done well can look very striking.

HAVE YOU USED ANY OF OUR OTHER PRODUCTS?

Although we predominantly use the OTL Square, we have sold the OTL Linear and the OTL SuperSlim Tile-In recently and the projects have gone really well. Like anything, what we sell comes down to the taste and budget of the client.

HOW EASY DO INSTALLERS FIND OTL PRODUCTS?

Of course, there can always be some small worries when we are selling products to tradesmen as supply only, however we have never had any problems. We love the OTL videos on YouTube, they're a great help and we always send the link to our clients.

