

© Furniture & Accessories; www.furniture-magazine.com

ONTENTS

4 COVER STORY



Bathroom and sanitaryware market is evolving everyday and it becomes an upward trend in recent years.



14 FOCUS



Ancient Chinese furniture has significant similarities to modern oriental furniture on the market today. Read more.

20 DESIGNERS' DESK



Living in Copenhagen, Simon Legald shot to fame in the design world with his Form collection of chairs. Know more.

28 DESIGN TALK



Balada&Co. the pioneer of making splendid collections on lights believes in the vision to create timeless objects. Read On.

HOT PRODUCTS	36
SHOW HIGHLIGHT	54
SHOW REVIEW	62
INDUSTRY NEWS	75
CALENDAR OF EVENTS	85

Published by KESHAN INFOTECH PVT. LTD.

President Anup Kumar Keshan

Vice President & Editor-in-Chief
Apratim Ghoshal

Associate Editor
Ms. Chitralekha Banerjee

Contributing Editor Mrs. Pallabi Chakraborty

Content Writer(s)
Ms. Nairita Ghosh
Ms. Resham Chakraborty

Public Relations / Marketing Ms. Chitralekha Banerjee Ms. Neha Gomes

Creative Team
Santanu Sen
Mufaddal
Kaushik Das (Web)
Rajat Si (Web)

Circulating Team
A. K. Sharma
Kajal Mondal

244 5th Avenue,
Suite 2468
New York, N.Y. 10001
USA
Ph: +1 917 677 7753
pr@furniture-magazine.com



Dear Readers,

Spring is in full bloom and so is the decor and furniture industry. Salone del Mobile. Milano is about to open its gates, once again showcasing the latest and most innovative designs from all sectors of the furniture industry.

Our Cover Story is a trend report on the bathroom industry. The industry is evolving everyday, despite the 'Brexit Blip'. We have also focused on a few trending bathroom designs.

The love for antique furniture is very common in China. Our Focus delves deep into the subject and brings out the ancient and exotic culture that lends so much to the appeal of this kind of furniture.

We are thankful to Simon Legald, the Copenhagen based designer and Christian v. Petersdorff of Balada & Co. for sharing their design story with us.

Keep reading Furniture & Accessories and enjoy the flavour of this lovely season!

Chitralekha Banerjee

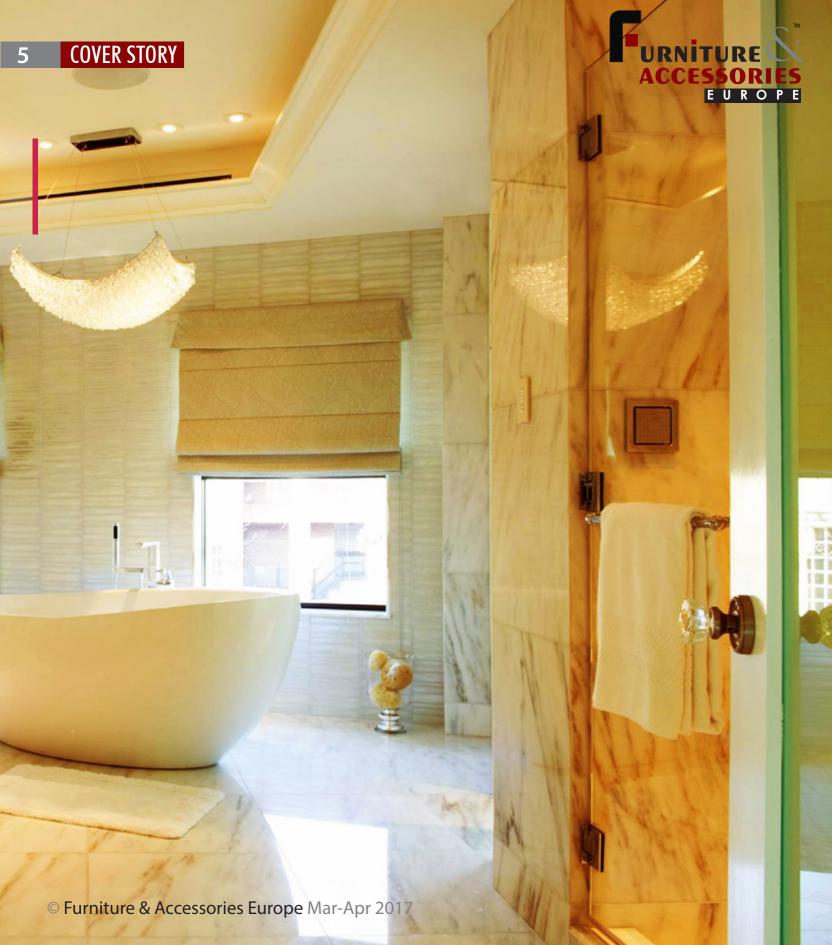


Bathe in Style:

A trend report

The bathroom is one of the pivotal areas that denotes a personal space. Hence, it come as no surprise that the bathroom and sanitaryware market is evolving everyday and has been seeing an upward trend in the recent years.

In September 2016, MTW Research published a new report for the UK bathroom market indicating that sales remained resilient for most bathroom products in 2016 with consumer spending remaining strong, despite a 'Brexit Blip' during the summer months. The bathroom lighting market and furniture sectors exhibit above average growth, while bathroom accessories also show good sales numbers.





Total bathroom market sales have increased by more than £ 230 million in the last six years according to MTW. The report identifies a number of current bathroom trends with wall-hung vanity units and sanitaryware, digital showers and IoT (Internet of Things) integration currently on trend and providing sales growth.

Another report from Technavio in July 2016 forecast the global smart bathroom market to grow at a compound annual growth rate of 10.43% during the period 2016-2020. The report lists touchless faucets, cisterns, soap dispensers, hand dryers, smart windows and smart toilets as the major segments in the global smart bathroom market. Factors like growing urbanisation and the development of smart cities are contributing to the growth of the global smart bathroom market.





Leading vendors in the global smart bathroom market, as named by the Technavio report, are: Grohe, Jaquar, Kohler and Toto.

At the ISH fair in Frankfurt, held from March 14 to 18, GROHE showcases revolutionary water security system. GROHE Sense and GROHE Sense Guard are GROHE's latest intelligent solutions for the smart home.

The GROHE Sense smart water sensor monitors humidity, detects leaks and alerts homeowners instantly in case of a problem, while GROHE Sense Guard is installed in the main water pipe



and can switch off the water supply in case of a burst pipe. Both use ground-breaking smart technology, allowing them to be monitored and controlled using the brand-new GROHE ONDUS App.

Preventable water damage

GROHE Sense and GROHE Sense Guard have been created to address the issue of water damage in households as an underestimated risk, as a survey conducted by GROHE earlier this year shows. Half of households in Europe have experienced water damage at least once – this is much more than participants suspected. As a report by the German Insurance Association has shown previously, 93% of the cases could have been prevented. As GROHE always wants to ensure that customers can enjoy their water experience, developing intelligent devices to monitor





and prevent water damage incidents has been a natural next step in product innovation.

Innovative products for a smarter future

GROHE Sense is a smart water sensor. Easily placed on the floor it detects flooding and tracks room temperature and humidity. Multiple devices across different rooms in the house can be used to notify the home owner of any issues instantly so the home-owner has the time to react.



GROHE Sense Guard is a smart water controller, which detects frost risk, micro leakages and pipe breaks. Being installed in the central water pipe of the house by a professional installer, one can turn off the water supply with the device automatically in case of a burst pipe. Even leaving a tap open will not remain unnoticed anymore!

The innovative water security system is based on industry standard wireless LAN technology, controlled through the GROHE ONDUS App – the centerpiece of the GROHE Sense system. It offers the highest level of water safety, allowing to continually monitor and control GROHE Sense and GROHE Sense Guard whenever and wherever. The users receive alerts when there is a water issue at home and can shut off their water supply with the app and GROHE Sense Guard to prevent major damage. Additionally, the app has a feature that allows users to track their domestic water consumption.



The Jacuzzi Experience

Jacuzzi Luxury Bath, the inventor of the hydro-massage bath, has recently launched a new Heated Soak bathing experience to prolong bathing time and maximize the inherent physical benefits of soaking in warm water.

"One of the limitations of a soaking bathtub is that the water cools gradually throughout the bathing session," said Erica Moir, Vice President Engineering and New Product Development of Jacuzzi Luxury Bath. She continues, "By offering a system that continuously and gently circulates warm water, the Heated Soak system no longer requires the bather to adjust the water level to accommodate more hot water. We feel confident that those who love a long soak will applaud this new Jacuzzi® Brand experience."

The Heated Soak system is comprised of a quiet pump that gently circulates warm water through two mini jets and a compact suction fitting. The pump generates heat that transfers to the water, thus maintaining the bath's temperature. Joseph Davis, President for Jacuzzi Luxury Bath, adds, "For those who prefer a relaxing soak rather than a heated whirlpool experience, this new feature addresses the issue of cooling water without moving water."

Apart from the smart bathroom trend, interior decorators and trend watchers of the industry have also recognised some other emerging trends in the world of bathrooms. Modern and minimal bathrooms are being seen as the classic look of this season. Huge round mirrors, vintage-style vanity units, graphic patterned tiles and free-standing tubs are gaining popularity. Natural materials like wood can be used to add an element of elegance and timeless charm in the bathroom.







The EXPO bathroom collection by GRAFF has been developed around a simple wooden frame, created by Studio Nespoli e Novara. It is designed to furnish a captivating, open environment.

The GRAFF vanity unit is characterised by a versatile modular aspect enabling the furniture to be arranged according to each specific bathroom design and customer desire.



The washbasin is made of Corian, a smooth, pure material, resistant to humidity and scratches. It is characterised by a large, rounded and symmetric basin, inspired by the natural fluidity of water. Its consistent shape rejects complex models to unite an essential and minimalist style, never out of tune, always elegant and contemporary.

The chest of drawers, made of wood, provides two extremely spacious drawers and the option of a set of practical dividers.

The natural and open concept of the EXPO collection is also visible in the mirror: with a wooden structure and a circular shape, the mirror displays a harmonious and symmetrical look.

The collection is completed by a unique set of hanging wood shelves with a design that resembles a ladder resting on the wall.

MTW's director Mark Waddy, in conclusion of their UK's bathroom market report, commented:



"Bathroom product sales are set to increase by some £ 170 million in the next four years, despite some sectors experiencing price erosion, indicating a positive future for bathroom suppliers who have clear market positions."

By 2020, MTW forecast that specialist bathroom retailers will retain market share, with annual growth averaging 3-4%, DIY multiples' sales are set to increase by 2-3% whilst some Internet retailers will continue to exhibit double digit annual growth rates.



Check out our latest APPearance

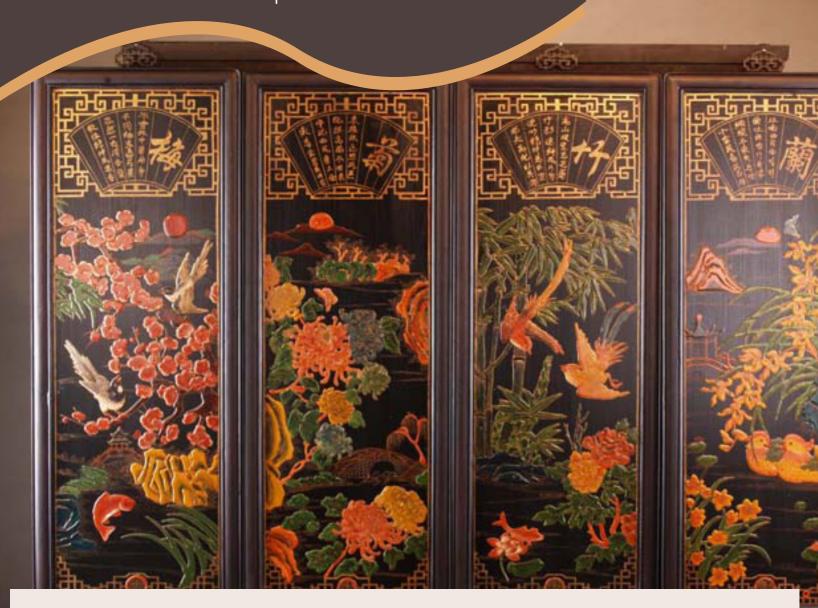








Chinese antique furniture



Nowadays, we generally admire modern furniture to furnish our home. We have to do so because we usually don't have the option to choose antique products instead of modern collection. The reasons to forget buying antiques are mostly the space of our home and obviously the time of maintenance. Still there are huge demands and people are fond of buying antique furniture to decorate their





home. There is high demand to furnish home with antique furniture in China. Because the Chinese culture is an ancient one and one that is steeped in tradition, ancient Chinese furniture has significant similarities to modern oriental furniture on the market today. This does not reflect that Chinese design has ever gone out of date. Instead, it is a testimony to the enduring nature and appeal of antique Chinese furniture. It also contributes to how perfectly even antique Chinese pieces will fit into many modern interior decorating plans.

As is true of any high quality antique genre, it pays to learn to identify genuine antique Chinese furniture and to be able to differentiate it from other oriental styles. The cost and value of the pieces you might add to your décor will be reflected in how genuine the antique Chinese furniture that you find is and how well it will hold its value over time. You can find high quality providers of this high quality furniture in the normal venues of antique furniture.

Chinese antique furniture is a unique decorating style that can add real elegance

to even small living spaces like an apartment or condo. With just a little oriental flair to accent one's personal antique Chinese furniture, one can transform that small living





space into an exotic décor that will make a big impression on his/ her visitors. The choice of materials to produce antique beds, bookcases, cabinets, armoires, cupboards, chairs, desks, or other antique furniture is unique. The composition of antique Chinese furniture is one reason that they have such a wonderful feel about them when used as part of your interior decorating plan. The use of rosewood, teak or ebony lends a deep and rich colour to each piece which is made even more luxurious by the lacquered surface that is the setting of so much of the creativity that we see in these fine pieces of furniture. Antique Chinese furniture makers often created artistic inlays into the tops of tables or other types of furniture that are often intricate and full of that ancient and exotic Chinese culture that lends so much to the appeal of this kind of furniture.

The construction of Chinese antique furniture will reflect a design approach that became popular in other oriental furniture styles. The joints of antique Chinese furniture are complicated and highly durable which reflect real artistry in construction that is the hallmark of this genre of antiques. Craftsmen who created antique Chinese furniture were scrupulous about never using nails or glue. Instead, the design of those joints creates a tremendously strong unit that has better ability to absorb shock than other furniture of the period.

This high quality of construction standards is why antique Chinese furniture has survived down through the ages to grace our homes today.

"It has a gentle inner strength that seems to contemplate itself with deep contentment," observed 20th century designer T. H. Robsjohn-Gibbings (1905-76) in describing hardwood antique Chinese furniture. In fact, most Westerners were astonished when pieces like this Ming dynasty (1368-1644) "horseshoeback" chair came to light in the early 1930s. The restrained elegance









and economy of the chair's form seemed to be both extraordinarily modern and to transcend the limits of time. The collector Frederic Mueller (1935-89) commented on the intrinsic "spiritual quality" of the piece: "It is what you can find in a Cy Twombly painting as well as in a Ming chair - something to take you out of yourself."

Evaluating furniture before buying:

As of now the export of antique furniture over 100 years old from China has effectively been stopped. For this reason there is an even higher need to be conscious of some of the techniques used in the repair, restoration and the production of antique Chinese furniture.

Back panel

With antique furniture as well as wall panels, etc., the uncovered / raw back or bottom is the best place to check age. But wood can be easily made to look old, thus it takes experience to make sure that the age signs are genuine.

Workmanship

Carving and other details must be checked to make sure all was hand made. When antique Chinese furniture or panels are made using hand tools, there are always some minute details. Generally, the traces of hand tools, electric tools or machines are different. When decoration details are repeated, either on the same or different panels, anyone can check if the details look 'exactly' the same, or if there are minor differences. With hand carving intricate details always show some differences. If there are none, then the item most likely was machine made or carved. Some knowledge of hand tools and electric tools, as





well as the actual methods of making furniture may be of advantage. Lots of people fall into the trap of buying machine made items because they lack this knowledge. As electric and machine tools mostly are rotational action tools, some things simply cannot be worked, or at least not in the same way as they would be with hand tools. And, they are recognisable to the trained eye.

Inlays

Inlays of Chinese antique furniture, where one type of wood is inlaid into the wood of another colour can be extremely intricate and carefully made. Sometimes the inlays show in relief, protruding from the base wood. Newer, machine made inlays often are crude and easy to recognise. Antique furniture is never made using such crude methods.

Wood Type

The type of wood used is closely related to the value of an item. Certain hardwoods command very high prices, regardless of the condition of the item itself. This is due to the rarity, or use of now protected local wood species. Due to over-exploitation certain wood types were already rare a long time ago, in the late Qing dynasty.

Newer products often use similar or the same wood types native to and imported from Southeast Asian or other countries. While some were imported already early on, others were imported only from the late 20th century. This simply means that items made with such wood are recently made, however old their appearance may be.







SIMON LEGALD

The Master of Nordic Simplicity



Living in Copenhagen, Simon Legald shot to fame in the design world with his Form collection of chairs. Graduating from The Royal Danish Academy of Fine Arts in the summer of 2012, the Danish designer has been working on small and large scale projects with Normann Copenhagen from the start. Winner of iF Design Award and the German Design Award, his design style can be best described as 'honesty coupled with functionality'.

Simon's designs are often created in a dialogue between craftsmanship and industry. He also likes to incorporate the techniques that are necessary for the structure of a product into the design by highlighting them visually.



The designer has earlier stated, "The essence of my design is for it to be bought and used. Therefore, it has to satisfy not only the functional aspects, but also the psychological and aesthetic needs. For me simplicity describes the true identity of objects and makes them trustworthy."



We chatted with Simon Legald sometime back, and found out more about his various works and design ideas. Read on.

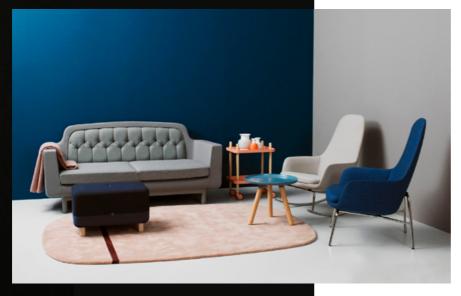
FAE: What attracted you to the world of design?

Simon Legald: I always thought that I was going to work as a graphic designer/in the advertising

business, but realised that 3D products were much more interesting for me, because you have a physical product.

FAE: During your time at the Royal Danish Academy of Fine Arts, what is the one design principle you learnt that you always follow?

SL: That you get a lot further with what you wish to do, if you have passion for it.





FAE: How is the experience of working with Normann Copenhagen?

SL: Having a good dialogue with the manufacturer is something that I value highly. It helps me to understand and get close to the different production techniques, which can optimise the process and design a lot.

FAE: The Form collection has garnered immense appreciation from all corners. What can you say about this special project?

SL: The goal was to create a flexible series of chairs that could be adapted to countless types of bases, including the ones that will emerge in the future. The connection principle developed

especially for the Form Chair makes it possible to mount different types of bases in the same holes. As a result, Form series is a homogenous design regardless from which angle you look at the chair. Over 20 prototypes has been made to ensure optimal sitting comfort. For example, the seat is wider so as to accommodate various body types. It also gives you room to change your position so you sit comfortably for a longer period of time. Another important detail is varied thickness of the shell. A 4 millimeters thin edge at the top of the backrest provides flexibility, while the bottom of the backrest and the seat are thicker in order to increase stability and support. Finally, there is a small curve at



the top of the backrest precisely where it feels most natural to grab the chair and pull it out from under the table.









FAE: How would you like to describe your design style?

SL: Simplicity, functionalism and traditions.

FAE: Among the various materials you use, which is your favourite to work with?

SL: I don't have a specific favorite material, each material has its own qualities, so I think it depends a lot on the product. Sometimes the material is a starting point for the product, and other times it is the product itself.

FAE: Of all the work you have done, what is your personal favourite design?

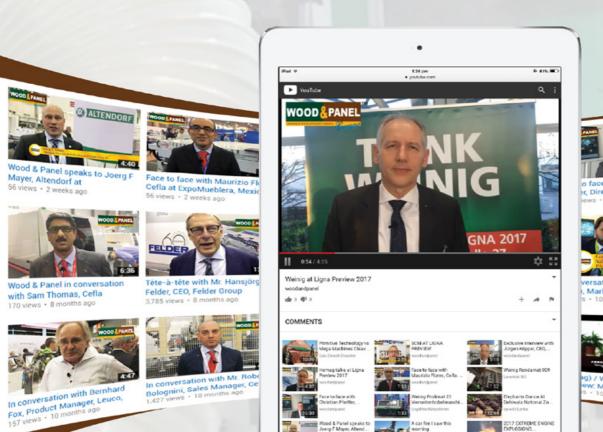
SL: The process of the "Form Series" was very interesting to work on, but also very long, it took over 3 years to get all the details correct, even though it looks quite simple it is complicated. I like learning new things, and through this project, I learned a lot.

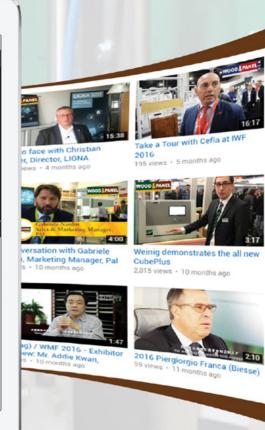




Promote your Video through our Magazine







Product Videos | Interviews | Live Demo

Watch our videos on







Available on:







BALADA

The believer of Invention



Established in 2015, the start-up company has already reached to a successful level by giving timeless projects to furniture industry. BALADA&CO., the pioneer of making splendid collections on lights believes on the vision to create timeless objects of lasting value.

Balada believes in products that boast character and presence alike and

products that captivate through their clarity and sleekness, without straying into abstraction. They have achieved extraordinary success in the span of two years, they have achieved the nomination of 'German Brand Award 17' for their state-of-the-art innovation 'Debut Collection'.





Debut Collection:

The Debut Collection interprets various load-bearing, forms of featuring allusions that range from powerful masculinity to gentle femininity. Inventive amalgamation of symmetries, contours, and radii has yielded lamps of singular character. The unique geometry of the four legs creates distinctive silhouettes that vary based on line of sight, allowing the observer to rediscover these lamps again and again.





Not just that, Balada always concentrates and give priorities on the material of their products. BALADA & CO. uses Multiplex boards from Finland, which are pressed with a special high pressure laminate (HPL). This creates a highly matt surface with extremely low light reflection. Coupled with warm wooden trim, an especially classy ambiance is created and for the first time in a lamp collection.



We had the opportunity to talk to Mr. Christian v. Petersdorff - Founder & Creative Director of BALADA & CO. We share with you our conversation:



FAE: Tell us about your experience at this imm cologne?

Christian v. Petersdorff: The feedback at this year's imm cologne was overwhelming. We have been very excited to have had the opportunity to present our designs to the international audience for the second time at imm cologne after 2016. Last year we worked hard to continue and expand with our marketing and workshop concept. We were very happy to have experienced the great recognition our products have received in Cologne among buyers, journalists, and customers alike.

One of the highlights was that Roberto Minotti personally visited us at our booth sharing his appreciation for our lamps. Therefore he selected our lights for the photo shooting of the new Minotti 2017 catalogue which will be published after this year's Salone del Mobile.





FAE: Balada is just two years old. If you can share with us your thoughts behind the establishment of your company?

Christian v. Petersdorff: The idea behind BALADA & CO. is mainly driven by a strong passion for interior design and branding. Concerning the design language the intention was to create a premium lighting collection which distinguishes from other lights by an unmistakable design character. Moreover we have a strong focus on creating an emotional world of pictures surrounding our products conveying the distinctive Balada-flair. We do not simply want the product to speak, BALADA & CO. should impart savoir vivre as well.





FAE: You have been nominated for the 'German Brand Award 2017'. How does it feel?

Christian v. Petersdorff : We feel very honoured by the nomination of the German Design Council. The brand had its very debut in January 2016 at imm cologne. The news of the nomination reached us in the same year – no words for that.



FAE: What motivated Balada to get into designing of light?

Christian v. Petersdorff: Light is very emotional and one of the most important design elements in every room. A lamp can add special character to any space. No other type of furniture can set a scene like a lamp does – lights off, lights on.

FAE: What makes the 'Debut Collection' so unique? Talking about that, why do your lamps have four feet?

Christian v. Petersdorff: Concerning the design language our lights are characterised by a very unique geometry of a four-leg base. The distinctive silhouettes interpret various forms of load-bearing, featuring allusions that range from powerful masculinity to gentle femininity.

© Furniture & Accessories Europe Mar-Apr 2017



A four-leg base provides a new perspective from every line of sight, enabling the observer to discover the lamp new over and over again. Moreover, there is a greater structural challenge with four legs when compared to a tripod design. A particular level of precision is required, for a lamp on four long legs can start to wobble quickly. Moreover we focus on high-tech materials which have never been used before for a lighting collection, such as FENIX NTM® Nanotech Matt Material.



In addition we believe in the "renaissance of the lampshade". Therefore we cooperate with well known fabric producers such as Kvadrat. That allows us to offer a wide range of high quality fabrics available in many different textures.

FAE: Do you have any plan to extend your products beyond floor lamp and table lamp?

Christian v. Petersdorff : First of all we focus on expanding our present lighting collection. In addition to adding new colours and materials on the lamps to the debut collection, in 2017 we have been premiering BALADA & CO.'s suspended light collection "Vintage Pendants" thereby extending the design concept onto the ceiling. The lampshades on the suspended models – just like the standing and table models - come in various sizes in Classic and



Vintage, thus creating a perfect ensemble in concert with the counterparts on the floor.

In future times we also have plans for a comprehensive furniture collection to follow which picks up the unmistakable BALADA & CO. design language.

FAE: What do you consider to be the best project of Balada?

Christian v. Petersdorff: As mentioned above the current contribution to the Minotti 2017 catalogue is a great honour for us showing us that we are heading in the right direction. Moreover the German brand award nomination underlines that people are appreciating our great passion for designing unique lights and creating an emotional world around our products.

FAE: Is Balada concentrating on emerging markets in Asia and Middle East?

Christian v. Petersdorff: Not yet. Right now we are expanding our sales activities across Europe. However, as we had many requests from design lovers around the world and we are already talking with sales partners from different regions beyond Europe.







INTERNATIONAL INTERIORS, ARCHITECTURE & DESIGN EVENT

8.9.10.11 June, 2017

Bombay Convention & Exhibition Centre, Goregaon (E), Mumbai, India.

Make the right connect! Grow your business at India's premiere event on interiors, architecture & design.

FOR VISITOR / EXHIBITOR ENOUIRIES

log on to: www.indexfairs.com

or call: Mob.: +91 98338 05467 | Email: marketing@ueindia.com

JOIN US ON



9990







at Index Fairs

	CONTACT PERSON	CONTACT NUMBER
MUMBAI	SHARON RAHATWAL	98338 05467
NEW DELHI	VAIBHAV BHANDARI	78388 58589

at the Times of India

	CONTACT PERSON	CONTACT NUMBER
MUMBAI	SAMEER SONWANE	98195 82402
E-mail: sameer.sonwane@timesgroup.com		

Support associations:











New designs by VITA Copenhagen

VITA Alva

Resembling the beautiful shape of the Edison light bulb, the VITA Alva is a lampshade with a twist. The spiral shape of this alluring yet simple design seduces with its sinuous, curvy lines. Offering a lively gradient-effect glow, the VITA Alva fits into a wide range of interior decors, from an eclectic living room or kitchen, to a modern bedroom or bathroom. Best in pairs, these lampshades come in two different sizes and can be arranged in a straight line or in a cluster.



VITA Idea



With a focus on both the environment and the quality of light, the VITA Idea 3W 125 mm is a smart LED A+ light bulb that pays tribute to the beautiful and simple design of the original Thomas Edison light bulb. 2017 marks the 170 years' anniversary of Edison's birth. Offering a warm, soft light that powers on immediately when it is turned on, this decorative bulb has a high colour rendering index to mimic the vivid light found in nature.

VITA Shade

Sometimes, the perfect light only comes with the perfect shade. The VITA Shade is meant to do just that! This design piece combines aesthetics with functionality and ensures a simple, useful accessory for the light bulb. Used on a pendant bulb or tripod, the VITA Shade helps to adjust the direction and amount of light, while shielding any unwanted glare. All one has to do is fine-tune the position of the VITA Shade on the light-bulb.





New bathroom concepts from Scavolini

For the latest Scavolini bathroom proposals, the central topic of the selection is Wood – an element that oozes timeless charm and capable of conveying the beauty of nature. These collections offer multiple solutions inspired from various types of wood. They all share ultimate levels of modularity, a broad range of finishes and colours, and painstaking care for details. The interior of units, for instance, are produced in the same finish as the doors: this feature simply emphasises the extreme focus on design and the ultimate styling appeal.

ΚI



The Ki model, designed by Nendo – the Japanese studio run by Oki Sato – devised for both the kitchen and the bathroom, boasts a concept which revolves around the "concealment" of the environment in two elements to create space and offer complete freedom in design: a container, a unique item with a decisive connotation, encapsulating an expressive code that can be repeated ad infinitum, and a wooden shelf that epitomises simplicity (Ki, in fact, means container and wood in Japanese). It rigorously evokes a minimalistic and extremely contemporary taste and embodies exclusive values, creative thinking, innovative challenges, on-going research, genuine Italian quality and painstaking

care for details.





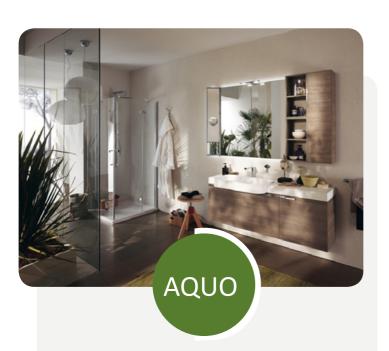
The collection of furniture, characterised by the door with a 45° groove to enable the door to be opened, is offered in the following finishes: glossy and matt

lacquered, decorative, lacquered decorative, veneered, all available in many different colours. The bases are available in two depths of 38 and 52 cm. The grooves give great visual impact and are in the same finish as the doors. They keep the stylistic continuity thanks to a side which closes the unit laterally and allows the door line to be hidden.

Wall units, tall units and cupboards, on the other hand, make use of square doors which are opened using a push-pull system or shaped bottoms.

25 washbasins can be combined with Rivo, counter top or integrated into the tops of the units and available in Cristalplant, mineral marble, glass, stone or ceramic. There are sanitary fittings that are suspended or free-standing, taps, shower units and trays, baths, mirror units and accessories together with a line of 30 different lighting systems.





A feature of Aquo is the doors with handles, placed on the sides of the bases or centrally. The collection is available in the following finishes: lacquered (glossy and matt), decorative, lacquered decorative, wood veneered.

25 washbasins can be combined with Aquo, counter top or integrated into the tops of the units and available in Cristalplant, mineral marble, glass, stone or ceramic. There are sanitary fittings that are suspended or free-standing, taps, shower units and trays, baths, mirror units and accessories together with a line of 30 different lighting systems.

BALTIMORA

Refined atmospheres and a definite taste for décor are the leitmotiv of the new Scavolini Bathrooms



Baltimora collection. An exaltation of the concept of "Made in Italy", Baltimora is a proposal with an important character, designed for an international public able to embody the dream of a refined, exclusive bathroom, thanks to the valuable solutions and multiple opportunities for personalisation.

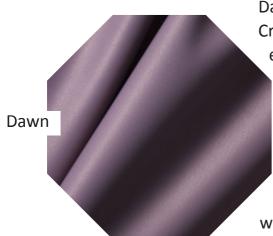
Doors are framed, glass or stained or lacquered wood. The lacquer finish is offered in refined White, Beige, Red and Black, also available in versions with gold and silver decoration, whilst wooden doors are available in Absolute White Oak, Crete Oak, Nimbus Oak, Palette Oak, Antique Light Blue Oak, Antique Green Oak, Antique Yellow Oak, Antique Cream Oak, Antique Natural Oak (also with a green tinge), Kyoto Walnut with gold decoration and Antique Walnut.

There is a wide, diversified range of handles, making for a total of 18 different solutions ensuring maximum personalisation of the ambience.



Zulu

New curtain fabrics from Kvadrat



Dawn is a dim-out curtain created by Barcelona-based designer Cristian Zuzunaga. It offers an updated colourscale, as well as excellent drapeability and light protection. Constructed with three layers, the textile's dim-out effect is provided by weaving a black dim-out yarn between the front and back sides.

Dawn is piece-dyed and has an even, unicoloured surface. In the lighter colourways, the black dim-out yarn subtly emerges from the surface of the curtain. Dawn is ideal for environments where a darkening effect is desired, such hotel rooms and private bedrooms.

Zulu is a light, transparent curtain fabric made from Trevira CS, designed by Giulio Ridolfo. It comes in updated colours and consistently reveals surprising nuances as the light changes.

The textile is woven with an open leno-binding, which creates a pronounced texture, using fine, shiny yarns. Each colourway combines two different tones — a construction that adds depth and movement to the curtain's expression. Intriguingly, the colour intensity increases when densely draped, and decreases in front of the window due to its open weave and transparency.

Zulu offers contrasting combinations of bright colours, as well dark metallic shades and a wide variety of natural, neutral notes. All the colourways combine with the open construction of Zulu to eye-catching effect: the colours appear to melt into each other, creating a unity.



New collections by Luceplan

Diade

Diade is a particularly striking suspension of great impact designed by Monica Armani, as the result of constant research on new technical lighting solutions that also offer high sound-absorbing performance.

The lamp is composed of an extruded central body and two panels that can be mounted vertically or horizontally to create a partition or a large suspension lamp. The "wings" with their rigorous linear design are thermoformed with sound-absorbing batting, shaped and marked by lines that have a simultaneously structural and decorative function. The lines also serve to channel the light for different needs, thanks to specific optical diffusers and batwing elements. The lamp comes in a range of different colours.

Perfect for workplaces, Diade sets the tone and adds warmth to any setting in a unique, recognisable way, bringing personality to a space with a single modular architectural element that creates a particularly refined couture effect.



Garbí

Garbí, the first project by David Dolcini for Luceplan, is a decorative applique for the home that seems to take form from the wall itself, designed as a single full volume of soft, regular surfaces that meet to create clear edges and become graphic signs when the light is on.

The brightness of the LED seems to bounce on the wall, triggering a situation of contrast and sliding back into the shell, igniting it and forming a delicate arch on the wall. When the lamp is off, the daylight strikes its form and reveals its solidity and its gently curved surfaces.

Inspired by the reflections of sunlight on architecture and the way light slides over its surfaces, Garbí conveys a deep sense of balance, poise, vitality and strength.



Dining and Side Tables from Thonet

Side Table S 18

Designer Uli Budde makes use of ingeniously bent tubular steel frame, reminiscent of an infinite loop, to form a pendant corresponding to the tabletop and the central motif of the circle. Based on these two geometric forms, the table reveals ever-new perspectives.

This dynamics gives it a spontaneous and young character as well as a classic one. The simple S 18, due to the graphic and at the same time poetic signature of the designer, represents a contemporary occupation with the Thonet brand. It can add a youthful highlight to any environment.





Range S 1090

The dining table S 1091 and model S 1092 with an additional leg traverse are a real statement: robust and yet dynamic and open, the long table is an invitation for eating, playing, working or just comfortably spending time together. The new solid wood table and matching bench, designed by Randolf Schott, combines bent flat steel and wooden elements in a special way.

The long tabletop is characterised by tapering edges towards its ends and rounded corners. The veneered version has a straight edge. The frame made of thin bent flat steel in a black cast iron look has an especially lightweight appearance thanks to generous legroom and,

at the same time, provides stability.

Designer Randolf Schott was inspired by classic refectory tables that have their origin in the dining halls of monasteries. The two bench models speak the same formal language as the table. The angled back of the bench S 1094 without backrest provides a secure hold.

In combination with the matching benches, the generous seat group functions as a versatile communication platform. The wood of the tabletop, seat and backrest, the frames made of bent flat steel and the bentwood elements of the table's optional leg traverse form a suspenseful and diversified mix of materials.



© Furniture & Accessories Europe Mar-Apr 2017



Northern Lighting launches Spring Collection 2017

Lighter, brighter and more popular than ever, stoneware continues to be a favourite material for quality lighting. In the hands of designers NoiDoi, the material is used to focus and direct light, making it a natural choice for a pendant lamp.

The design is comprised of two parts, each one expertly pressed, cut and glazed to meld together into a single, harmonious whole. Each lamp is robust in shape and underpinned by a finely-crafted feel. The top portion of the shade is available in a powder grey or dusty blue, complementing a lower part made in classic off-white. Meld can be installed on its own to create a focal point, or be combined with several others to create a cluster effect.



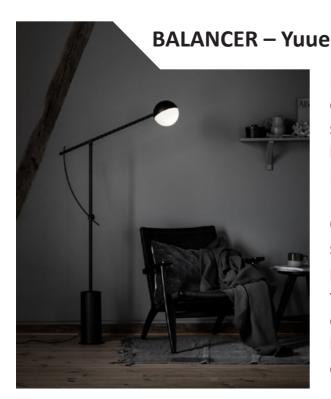
CIRCLE - Hannakaisa Pekkala



With the circle as its starting point, this eye-catching pendant lamp uses simple graphic lines to create its signature round shape. Circle is a minimalist design that breaks away from traditional chandeliers to make a contemporary statement.

A single light that can be installed on its own to create a focal point, or be combined with several others to create unique compositions. Though simple in style, each detail has been thoughtfully considered to create a thoroughly versatile and sculptural light. With its graphic shape and creative potential, Circle is as original as it is beautiful.



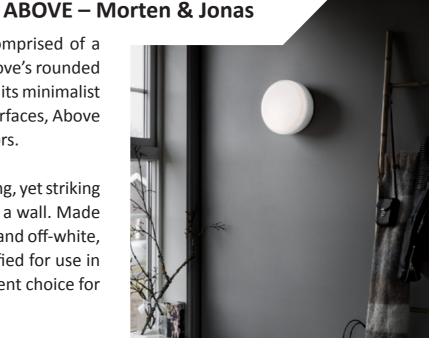


Balancer is a showstopper in both function and form. Expertly crafted in black, powder-coated steel, this floor lamp offers a stunning combination of light, geometry and style. Formed by clean, architectural lines and classic geometrical shapes, Balancer is uniquely interactive.

Crafted in the shape of a cylinder, a heavy base anchors the structure firmly to the floor, while the movement of the shade poses a counterweight to the frame. At the turn of a swivel key, the shade levers upwards to cast light over the surroundings, or pivots downwards to direct it towards the floor. Balancer's brightness is both diffuse and direct, creating a careful balance of atmosphere and ambient light.

This flush-mounted light is stylish and sleek. Comprised of a smooth metal frame and a glowing glass disc, Above's rounded shade casts diffused light from all sides. Thanks to its minimalist appearance and ability to attach to a variety of surfaces, Above is a natural complement to contemporary interiors.

The light is subtle enough to blend in with the ceiling, yet striking enough to create a focal point when installed on a wall. Made in two sizes and available in dusty blue, dark grey and off-white, Above is suitable for almost any room, and certified for use in wet areas. Above's slim profile makes it an excellent choice for areas where conventional light fixtures won't fit.





Offect introduces Phoenix Chair

Created in collaboration with Luca Nichetto, the Phoenix chair luminously represents the Lifecircle philosophy that is the soul of Offecct. Every detail of the chair is carefully conceived, thought through, purposefully designed and crafted for a long, sustainable and flexible life cycle. The fruit of this development process is a chair of original elegance and contemporary timelessness.

The look of Phoenix is derived from a recycled aluminum frame with a trademark Y-shaped base. The upholstered parts can be easily removed and replaced when needed — or when the client wants a new colour or material for novel functions and/or styles. The result is a brand new chair whose used parts are recycled.

This perpetual life cycle inspired the name for Phoenix — the bird in Greek mythology that keeps rising from its own ashes.

Phoenix comes with four different leg bases. The frame is available in a wide range of colours and different finishes. The exchangeable wooden upholstered sections are available in a broad spectrum of materials and colours. This gives the chair unlimited customising options, not just from the beginning but during its entire life cycle.





New products from Gärsnäs

Dandy - by Pierre Sindre

Pierre Sindre had been looking for an easy chair to disappear in for ages, so quite simply Dandy evolved from this desire. This easy chair is large and spacious with a high enclosing back that really makes a statement. The rattan back filters the light just right, creating seclusion without feeling closed in. It is a space for rest and contemplation, both





at home or a public environment. It can be a place to withdraw to, for a pleasant time, to read a book or simply to look out the window.

Bleck - by Gabriella Gustafson and Mattias Ståhlbom



For a long time, Bleck's working name was Construction Sofa because of designers' interest in exposed constructions. Inspiration came mostly from the reverse sides of oil paintings, which reveal the canvas stretcher construction. Gabriella Gustafson and Mattias Ståhlbom started by studying a variety of frames and fell for the triangular braces used to reinforce the corners. Since

they also use such a brace for functionality and decor, and this is where the collection's name comes from in Swedish, they have worked deliberately to make the sofa and easy chair just as attractive from the back as the front.



B&B Italia introduce new outdoor collections



RAY OUTDOOR
NATURAL and RAY
OUTDOOR FABRIC

After the success of the indoor collection, the Ray seating system by Antonio Citterio adapts itself for outdoor use with two new seating collections, "Natural" and "Fabric". Both have in common a light extruded aluminium frame but are differentiated by different weaving and materials.

Ray Outdoor Natural features a "rope" weave inspired by natural Manila hemp and designed to perfectly merge with nature. It uses a textilene fibre designed for outdoor use.

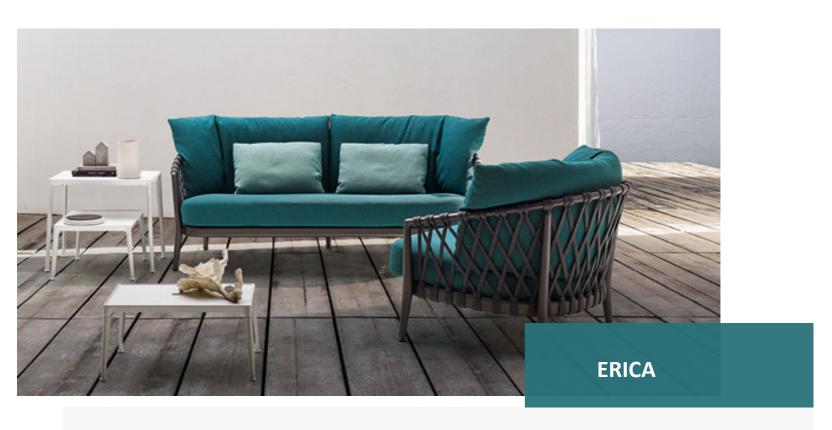
Ray Outdoor Fabric features a "ribbon" weave

tecnique made of polypropylene fibre that is resistant to both UV radiation and atmospheric agents.

The colour range, features from turquoise to blue, or acid green to tortora and a bright bordeaux. The range in both collections "Natural" and "Fabric" include sofas available in two depths as well as modular elements such as terminal elements or chaise longues and armchairs.

The sunbed is available only in the Ray Outdoor Fabric version.

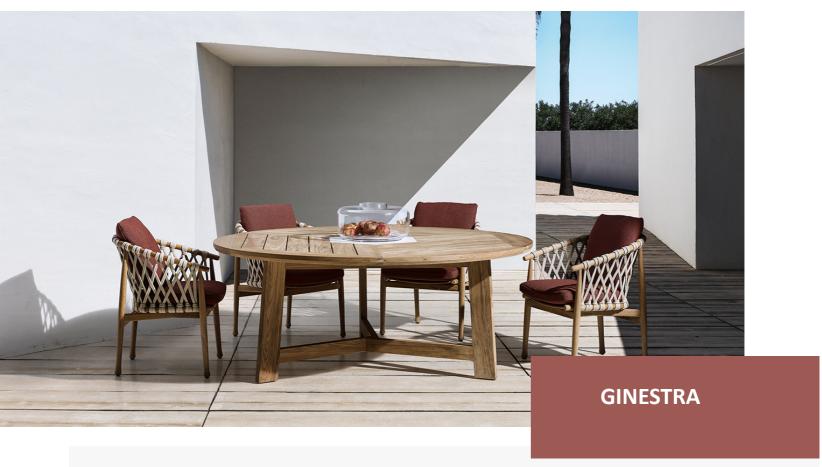




The series comprises of an armchair, sofa, and chairs, including a stackable version. They offer a technological blend of extruded and die-cast aluminium elements. Their lightness and design makes them ideal for both public and residential settings, featuring seat and back cushions for ergonomic comfort together with strength for outdoor use.

The painted frames are available in three finish combinations: white painted aluminium frame with tortora colour polypropylene fibre interlacing, tortora painted aluminium frame with tortora colour polypropylene fibre interlacing, and finally anthracite painted aluminium frame with anthracite colour polypropylene fibre interlacing.





A collection of large rectangular and round dining tables featuring natural teak and featuring a central insert in the top made of Calacatta white porcelain ceramic. The collection also features a matching chair in natural teak with sinuous harmonious lines that are inspired from the best Nordic designs. It is characterised by an interlacing in polypropylene fibre that is ideal for outdoor use. The beige coloured interlacing has been chosen to compliment the natural teak frame. Comfort is guaranteed by seat and back cushions.



Fritz Hansen present new office designs

The Pair Chair (with wheels)

The visually bold and meticulously refined and minimalistic design of the Pair chair by British designer Benjamin Hubert is now introduced in a cool office "on wheels" version. Designed as a system of components with a wide variety of possible variations, the Pair chair is adaptable to any interior design whilst providing the required functionality.

While the original stackable chair featured four legs, the new version includes a star-shaped base on wheels, available in chrome and black finishes. The traditional plywood seat shell is paired with an injection-moulded polycarbonate backrest, creating an interesting interplay between old and new. The backrest is moulded with 10% transparency, elevating the plastic material to give it glass-like quality.





The Pluralis Table

The Pluralis table by Danish designer Kasper Salto is designed to accommodate more than one type of situation,

setting, occasion or meeting. It is characterised by a simple design and uncompromising quality. The mere presence of this table can contribute to the ambience of any workplace with its understated design. Pluralis is as versatile as the diverse tasks to be handled during a work day. The table offers a multitude of possibilities and a unique combination of styling, sincere expression and functional features. The light, functional design makes it easy to create just the right atmosphere, whether formal or informal. The simple, welcoming design invites one to take a seat to catch up on their emails or to make yourself comfortable for a lengthy board meeting. Pluralis is designed for doing business – with pleasure.

Promote your Brand! Try our **Electronic Direct Mailing**







Effective, direct and customized marketing tool that delivers your promotional messages right to the inbox of potential consumers.

Promote your show/product in an unbeatable open rate of 45%. Reach 150,000 furniture professionals in seconds.



FURNITURE
MANUFACTURING
& SUPPLY
CHINA 2013













INDEX Dubai

Showcasing the Best of Interiors





interiors exhibition, will unite more designers and suppliers than ever before from May 22 to 25, 2017, at the Dubai World Trade Centre. Responsible for generating more than US \$ 5.5 billion of new business in 2016 alone, the show – run by dmg events – is the Middle East & North Africa's prime interiors trading opportunity. Last year the show welcomed design experts from 110 countries over its four days, 70% of whom will return this year.



Now in its 27th year, the INDEX Design Series is predicted to smash last year's record visitor and exhibitor numbers and bring close to 40,000 interior designers, suppliers, architects and project managers together.

The show positions itself as the bridge between manufacturer and procurer, bringing trade and customers together with leading suppliers of interior products from across the globe. Seven in every ten exhibitors choose INDEX as their only annual show at which to exhibit.

The team behind the show has revealed scintillating plans for an all-sense tingling, spellbinding exhibition for 2017 that promises to take visitors deep into the heart of the rainforest. Bristling with fully-immersive feature experiences allowing guests to see, hear, feel, smell and even taste their way around the show, INDEX Dubai will focus on Design for the Senses, and aims to offer interior designers, architects and procurers the ultimate creative platform on which to network and source some of the finest furniture and décor found anywhere in the world.

A pride of big name celebrity designers are set to be found prowling deep in the INDEX jungle too. London style icon Henry Holland and Welsh award-winning luxury guru Bethan Gray will lead the pack, taking part in their own exclusive In Conversation seminars. Jo Hamilton - widely regarded as one of the UK's leading interior designers and a respected public speaker, writer and broadcaster - will head-up the four-day festival's Design Talks.

Harrods Interiors – born from the world's most exclusive department store - will supply unrivalled luxury when they









mark their first venture into the UAE with a five-star VIP Oasis set in the heart of the enormous exhibition, which is this year officially endorsed by the Dubai Design & Fashion Council.

And on top of all of that, the trade show will open its doors to consumers for the first time, hosting a dedicated night for members of the public to peruse the more than 800 expected exhibitor stands.

Samantha Kane Macdonald, event director at INDEX, concluded, "What we all love about design is how truly organic it is; it's always changing, developing, growing, improving. That's why it remains our passion, as there's always something new. No place mirrors that better than the rainforest, where the most incredible colours, sounds, textures, smells and tastes combine to create this living, breathing organism that encapsulates everything designers aim to achieve. That's what we want to achieve with our Design for the Senses theme at this year's INDEX; an interiors environment that stimulates designers into working with new materials and in new ways - pushing the design cycle on again."







The world preview of furnishing fabrics and curtains, Proposte fair will return for its 25th edition from May 3 to 5, 2017 at Villa Erba in Cernobbio. This year, colour will be central in Proposte's visual identity, thanks to the collaboration with Milan-based artist Paolo Gonzato, who will be creating a unique project to celebrate the important milestone of twenty-five years of Proposte.





The graphic identity naturally revolves around fabrics and takes its inspiration from a unique piece of art that will inspire a 25-piece limited edition work of art, which will be given to the exhibitors who participated in all the editions of the fair since 1993. That will only be unveiled during the fair. The geometric "symbol" of the Exhibition, a contoured, painted brass plaque, features a multi-dimensional shape.



Like a two-faced Janus it gazes towards the future still keeping an eye on the past that allowed it to get where it is today.

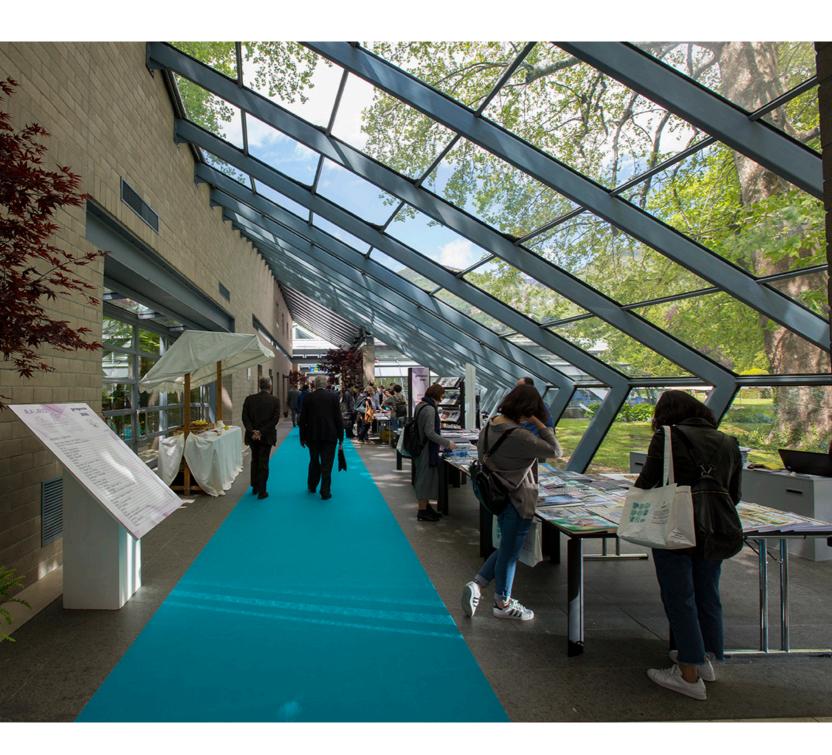
Since the first edition that took place in 1993 with the participation of 44 exhibitors, to today, when the exhibitors will be 89, Proposte has been constantly evolving. From a small creature, born out

of the intuition and foresight of a group of industrialists from the furnishing fabric sector, Proposte has been growing year after year to become an important and exclusive showcase for the new collections of furnishing and curtain fabrics, which attracts more and more industry insiders.

In 2015, with the admission of three Turkish companies















Spend less time searching MORE on Reading









© Furniture & Accessories Europe Mar-Apr 2017



Laraine Janes, event co-director, was delighted with the show, stating: "There's a significant momentum to the event; visitors and exhibitors were impressed with the standard of product and presentation, resulting in orders taken at the show reaching record levels. This has been reflected in the number of rebookings we have received so far. We are already looking forward to a sell-out show in 2018."

Many exhibitors reported record order days and the successful introduction of new ranges. Collaborations were a stand-out feature and shown at their best with the White meadow and Conran tie-up in the Content by Conran collection, and the Tetrad and Ralph Lauren alliance with the new Lauren collection, also launched at the show.

Collaborations featured elsewhere with ex footballer turned Hollywood star Vinnie Jones appearing in the Flooring Showcase to promote the new Deacon Jones collection in a joint venture between him and Crown Floors. Football also featured in Hall 5 with the FA Cup making an appearance and ex Manchester United and England footballer Bryan Robson cheerfully signing autographs and posing for photographs; both were there to promote the Mlily partnership supplying mattresses to Manchester United.







As well as collaborations, the lively show was full of texture combinations with 1000s of new products launched and well received in every sector.

"We've had a brilliant show," said Nichola Bell, sales director of upholstery giant Westbridge. "We always wonder before the show if we've got the right product, if the people will come and if they'll buy. And we have got the right product, they have come and they did buy!" Nichola added further.

Notable at this year's show was the number of high-end European exhibitors. Hall 2 was bursting with Scandinavian cool, Italian chic and German engineering expertise. The show organisers had confirmed that the 2018 show is likely to see other high-end European companies join the sophisticated Hall 2 lineup.

Lukas Cornelius Lazzari from Tomasella and Ego Italiano said: "This is our third time at the show and we keep coming back as we've seen how it's grown. We have found there have been lots of quality visitors and our new products have been well received."

Interior furnishings and decorative accessories

in Hall 3 again proved to be a huge draw for visitors, with Gallery Direct and Culinary Concepts both reporting bumper order days. Volume and Contract in Hall 4 treated visitors to a wealth of new ranges, both VIDA Living and Global Home had large-



scale stands full of new products and German majors Nolte and Weimann reported excellent show days. Hall 5 saw Buoyant, among others, bustling with buyers whilst bed companies reported 4 days of great selling.

As the doors closed, fellow show director Theresa Raymond expressed her delight and commitment to deliver another quality show in 2018 saying, "This show works; it works for the exhibitors and it works for the buyers from every sector of the furnishing industry who come to see what's new and to buy. Many exhibitors have outdone themselves this year with jaw-dropping stands and a high standard of products. We have received many highly complimentary comments from buyers who attended the show and it will be back next year delivered by the same dedicated team who are committed to making the 2018 show bigger, better and even more successful."





MAISON&OBJET PARIS

- A splendid throwback

With the ending of the January 2017 show, MAISON&OBJET has proven once again that it is the major hub for buyers worldwide. The show concluded on January 24 at Paris.

Presenting a comprehensive overview of all creative influences, the January 2017 run of the show saw a strong increase in visitorship: 85,825 unique visitors gathered in Paris to find out latest inspiration at MAISON&OBJET; an increase by 12.31% compared

with January 2016. Foreign visitorship had also registered a 17.4% increase, totaling 43,127 international visitors. Overall the fair received 135,875 visits from professionals.

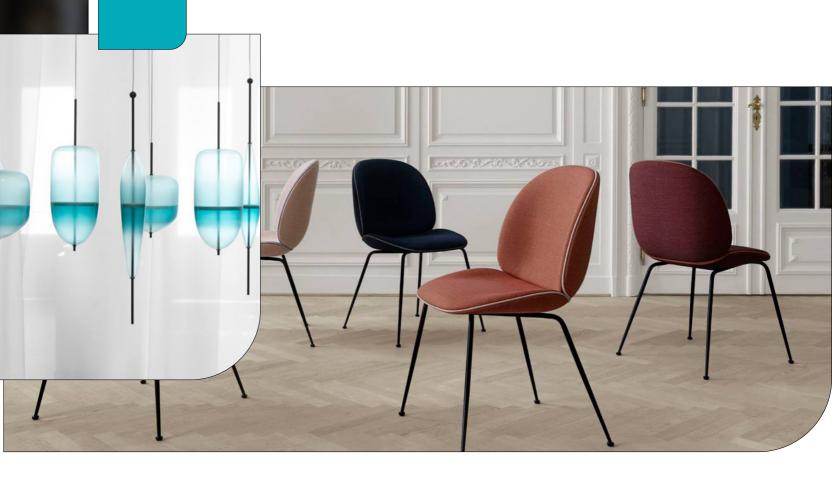
"The significant of growth we have seen this season in the number of visitors, especially from abroad, is a very auspicious sign for the interior, design and lifestyle markets worldwide. Over the last few months, we have undertaken a large number of actions and initiatives in order to reach out to buyers and specifiers all over the world, working closely with our exhibitions. This collaboration has created a powerful dynamic that had a direct impact on attendance figures", Managing Director Phillipe Brocart commented.





Massive return of overseas visitors

Hailing from the four corners of the world, industry professionals had converged in MAISON&OBJET for the January 2017 fair, showing a massive return of overseas visitors. Russia (+58.80%) and Japan (+57.75%) largely answered the fair's call, followed by the USA (+29.02%). The same trend applied to a number of Asian countries including China (15.82%) and South Korea (+20.69%). Overseas buyers were once again flying because they know MAISON&OBJET presents a unique, creative, comprehensive and diversified platform. The January 2017 event also registered a surge for Southern European countries, with attendance clearly up: Portugal +37.79% Spain +28.71% and Italy 18.72%





Strong participation from international exhibitors

With 2,871 exhibitors, MAISON&OBJET managed to bring together the finest examples of the French and international design industry. More than 800 exhibitors took part in this fair, with a number of exhibitors that remained stable compared with January 2016. The 1,719 exhibitors that travelled from abroad – accounting for 60% of total exhibitors – have proved the fair's attractiveness worldwide; 307 exhibitors from Italy, 184 from the UK, 159 from Belgium, 150 from Germany, 137 from the Netherlands and 80 from Japan.



"The launch of the online platform MOM also helped raise awareness of the fair with new categoris of buyers. As they discover new products on MOM all year long, buyers and specifiers realise the wealth of the offering shown at MAISON&OBJET, and that makes them want to visit the fair", Philippe Brocart explained.

In addition to its impact on the industry's community, the fair generated significant economic benefits, the Fair's direct and indirect impact was assessed in 2016, using a new analytical tool. The January and September 2016 events thus generated 370

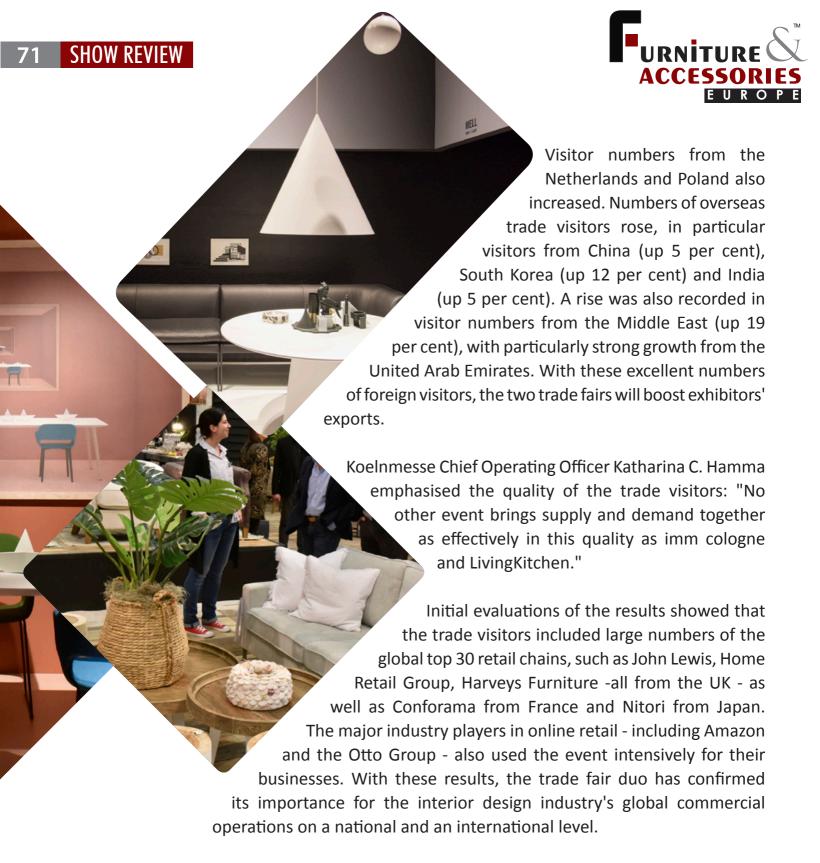
million euros in direct and indirect economic benefits.







The show is considered as indispensable communication forum, important impetus driver and creative center of ideas. Thus the successful edition of imm cologne and LivingKitchen 2017 achieved a record number of visitors this year. "We met our target and have broken the 150,000-visitor mark," said Gerald Böse, President and Chief Executive Officer of Koelnmesse GmbH, who is delighted with the results. Roughly every second trade visitor came from outside Germany, with foreign trade visitors accounting for nearly 50 per cent. "That shows we are right on track with our drive to internationalise the events," Böse continued. Dirk-Uwe Klaas, Managing Director of the Federal Association of the German Furniture Industry, was similarly pleased with the figures. "The Cologne furniture show was a wonderful summit for interior decor. The German furniture industry is completely satisfied with imm cologne. It was the ideal start to 2017, which will no doubt be an excellent year for the industry," said Klaas. On behalf of retailers, the President of the German Federal Association of Furniture, Kitchens & Furnishing Retailers (BVDM), Hans Strothoff, gave the following verdict: "The trade fair met retailers' expectations. The quality of the exhibitors was high; a large number of new launches were on show, and visitors had a chance to experience attractive product presentations. This makes a visit to the trade fair well worth its while. And it's why retailers also see the trade fair as a fantastic way to launch the 2017 furniture year." Of the 104,000 trade visitors, around 56,000 came from Germany and approximately 48,000 from abroad (an increase of 4 per cent). Within Europe, increases in visitor figures were recorded in particular from Spain (up 25 per cent), Russia (up 26 per cent), Italy (up 19 per cent) and the UK (up 13 per cent).





Stockholm Furniture Fair and Light Fair

- Scandinavian delight





Stockholm Furniture & Light Fair closed its doors on this year's event. The fair which was held from February 7 to 11, 2017 is continuing to grow and strengthen its position as the world's largest and most important meeting place for Scandinavian design. The number of foreign visitors increased by more than 6.5% to almost 10,700 and represented a record-setting 80 countries. In total, Stockholmsmässan welcomed over 40,000 visitors.

"We are extremely pleased that our international reputation is continuing to grow. We have also started an exciting collaboration with the City of Stockholm that revolves around a joint vision to promote Stockholm as Scandinavia's display window for the world when it comes to design and architecture. We have received a lot of very positive feedback from exhibitors and visitors. Many have mentioned the high quality of our exhibitors, exhibitions and lectures," says Cecilia Nyberg, Project Area Manager for Stockholm Furniture & Light Fair.



Stay in touch





pr@woodandpanel.com | +1 917 677 7753



MAISON&OBJET suspends its Asian and of MAISON&OBJET. **American editions**



SAFI, organiser the MAISON&OBJET trade fairs. announced the suspension of its Asian and American editions in order to concentrate all of its available means and resources

on the Paris-based events, as well as on the promising launch of the digital platform MAISON&OBJET and MORE (MOM).

Philippe Brocart, SAFI managing director, said: "By developing our concept in Singapore and Miami Beach, our ambition was to accompany our clients in growing regional markets, to provide local brands with the opportunity to benefit from a high added value event and to create, by doing so, regional hubs for the interior decoration, design and lifestyle sectors."

After three editions of M&O Asia (2014, 2015 and 2016) and two editions of M&O Americas (2015 and 2016), it has been challenging for SAFI, especially in difficult market conditions, to bring an all-embracing offer of brands to fully meet the expectations of buyers, interior designers and key influencers, in particular for those who are used to visiting the Paris editions

The difficult decision to suspend the trade fairs in Singapore and Miami Beach in 2017 and 2018 has been made, a period during which SAFI will take the necessary time to rethink their international development strategy.

Philippe Brocart added, "M&O Asia 2017 will not proceed further but our commitment to the Asia-Pacific community remains unchanged and we will continue to promote the best of Asian design in Paris."

SAFI sends its deepest gratitude to all the exhibitors who took part in the previous Asian and American editions, the various summit speakers and designers who contributed to the memorable experience of these events, as well as the different institutions and local partners whose passion and support ensured the smooth running of MAISON&OBJET's international editions.

Heimtextil 2017 ends with increased visitor numbers

heimtextil

The Heimtextil 2017 show finished after four successful trade fair days in Frankfurt am



Main. Almost 70,000 trade visitors from across the world attended the leading trade fair for home and contract textiles and were won over by quality and variety of the exhibited products as well as the trends of the new season.

Growth was driven primarily by Brazil, China, the United Kingdom, Italy, Japan, Russia, the USA and United Arab Emirates. A total of 2963 exhibitors from 67 countries presented their new textile products and designs across 20 halls and appeared to be highly satisfied by the orders they received and business contacts they made.

Detlauf Braun, CEO of Messe Frankfurt, highlighted the positives following the end of the trade fair: "The figures speak for themselves: Heimtextil grew once again in 2017 in terms of its visitor and exhibitor numbers. But it's no longer about quantity and hasn't been for a long time. I am especially pleased about the high quality of the products exhibited as well as the intensity of discussions between purchasers and exhibitors. Frankfurt is the international meeting place and beating textile heart of the interiors industry."

This year saw an end to bare walls and cold floors. Home textiles are celebrating their comeback in private homes. Curtains, carpets and decorative cushions are decorating people's own four walls and lending them a personal note. "We can also confirm the trend towards more materiality. In addition to our new wallpaper products, we have seen an increased interest from visitors in our new fabric collections", says Andreas Zimmermann, CEO Zimmer + Rohde.

After nutrition and fitness, sleeping will be the next big lifestyle theme. This was also proven by the numerous innovations seen in the bed segment.

Mediflow from Hamburg presented an improved version of its water pillow capable of full adjustments for firmness and supportive effect. Robert Kocher, European CEO of Mediflow states: "This year, we had lots of new customers at our stand who had heard about us and wanted to know more about our products or even ordered them directly. Visitors primarily came from the Middle East, China, the eastern European region and Scandinavia. We also enjoyed intense discussions with American and German customers. This is also the great strength of Heimtextil. You can shake hands with the world here. It is not just about sales, but also communication and establishing relationships or simply getting direct feedback on our products".



Ikea Refugee Shelter wins Beazley Design of the Year



The Beazley Design of the Year was awarded to the Better Shelter project by Johan Karlsson and IKEA Foundation. Presented by

the Design Museum in London, the Beazley Design awards sees nominees battle it out in six categories – Architecture, Graphics, Fashion, Transport, Product and Digital – with the shortlisted designs on display at the museum since last November.

Developed in partnership with the United Nations Refugee Agency, the Better Shelter project is a flat-pack refugee shelter made from recyclable plastic, comprising only 68 components, and can be assembled in as few as four hours. Each structure is large enough to house a family of five, and includes a solar panel to power lights and charge devices.

Dr Jana Scholze, a professor at Kingston University who was also one of the judges, said, "Better Shelter tackles one of the defining issues of the moment: providing shelter in an exceptional situation whether caused by violence or disaster. Providing not only a design, but secure

manufacture as well as distribution makes this project relevant and even optimistic. It shows the power of design to respond to the conditions we are in and transform them." Better Shelter won in the hotly contested Architecture category.

Since production started in 2015, 16,000 Better Shelter units have been delivered to countries around the world including Iraq, Djibouti, Greece and Niger, to be used as homes, temporary clinics and offices.

New sales and marketing director for Savoir Beds



Savoir Beds has appointed Martin Warbrick as sales and marketing director with immediate effect. In this new role, Martin will oversee

marketing, strategic business partnerships and sales. Reporting to the MD of Savoir Beds, Alistair Hughes, Martin will be responsible for contributing to Savoir's overall strategy and growth in the UK and globally.

Martin joins Savoir Beds from Canburg, where he was previously sales and marketing director of a portfolio of upmarket interior brands including Smallbone of Devizes and Mark Wilkinson



Furniture. Prior to this, he was sales and marketing director at Clive Christian during its period of strongest growth in the UK and overseas.

He says: "I am so looking forward to working with Alistair and the team at Savoir. I love working with the best, and Savoir the brand, the product and the service is undoubtedly the best, manufactured by hand by traditional craftsmen using only specialist traditional materials that are all fully recyclable. We will be targeting growth, both home and globally, not only with individual high net worth clients, specialist luxury interior retailers but also in the super-prime hotel projects, holiday and yacht markets."

Commenting the role on new and appointment, Alistair Hughes says: "Savoir Beds is delighted to welcome Martin with his extensive experience in luxury interiors. I feel that Martin is in a great position to help us expand. In his previous roles he has been able to grow upmarket interiors brands, with UK manufacture, on an international basis through both owned showrooms and franchised dealers. Savoir Beds will benefit from his experience and determination to grow the brand, increasing the growth

momentum achieved in 2016."

Thonet makes changes in Management Team



Keeping in line with the company's international growth strategy, Brian Boyd, born in Ireland and former CEO of the furniture manufacturer Klöber, has assumed the position of

Chief Executive Officer (CEO) of Thonet GmbH effective from February 1, 2017.

He is being supported by Michael Erdelt, Chief Operating Officer (COO), and Norbert Ruf, who joins the company from Dedon in the position of Art Director. Ruf will be responsible for the marketing, communications and product development units.

Brian Boyd has acquired a great deal of both expertise and recognition in the furniture market due to his earlier work with Haworth and Scandinavian Business Seating, and, most recently, with the realignment of Klöber. He is looking forward to the new challenges waiting for him in Frankenberg: "The course that was set over the past two years, the international charisma of this traditional



brand with its unique design icons, and a great team of employees are ideal prerequisites for the successful continuation of the course of growth."

Thonet GmbH most recently strengthened its position in the Lounge and Outdoor segments. The expanded and sharpened portfolio ensures that the company can serve numerous needs, especially in direct collaboration with architects and planners. In addition to strengthening the sales team with additional personnel, the realignment of the product portfolio has generated strong international growth for Thonet over the past three years.

Salone del Mobile. Milano gears up to showcase its 56th edition



The Salone del Mobile. Milano is the sector's acknowledged showcase for excellence and quality and the international appointment for those who work in it. It also attracts more

than 300,000 visitors from over 165 different countries with its comprehensive and extensive range of goods – from furnishings to lighting to the workspace – and is covered by more than 5,000 journalists worldwide.

Total five exhibitions: the Salone Internazionale del Mobile, the International Furnishing Accessories Exhibition, Euroluce, Workplace3.0 and SaloneSatellite, will run concurrently from April 4 to 9, 2017 at the Fiera Milano Rho in Italy.

Giuseppe Sala M, the Mayor of Milan, says, "As always, Milan will be ready for and even more equal to this extraordinary international event, which brings in huge numbers of people from all over the world. The Salone del Mobile has always been a test bench for our city, which is proud to be seen as the capital of design and keen to retain its pre-eminence, demonstrating again this year that it is the ideal context for an event of such importance. Because Milan, together with the Salone, has the power to highlight and throw into great relief the entire sector, from the talented young designers to the great international names, to the innovative startups to the historic companies."

Following the successful launch of the last edition of xLux – the section devoted to timeless luxury reworked in a contemporary vein – the Salone Internazionale del Mobile has brought in an innovative format for classic furniture and furnishing accessories, in Pavilions 2 and 4, under a new name, Classic: Tradition in the future, and



with a more homogeneous, balanced and fluid layout. A central "promenade" takes visitors into a space that draws on values such as patrimony of knowledge, craftsmanship and the skills needed to create classic furniture and objects.

The two biennial exhibitions will be running in full synergy with the Salone Internazionale del Mobile, Euroluce in Pavilions 9-11 and 13-15 and Workplace3.0 inside Pavilions 22-24 dedicated to the workspace, as well as the International Furnishing Exhibition and SaloneSatellite.

Salone del Mobile. Milano president Roberto Snaidero said, "The Salone del Mobile is on the home strait and both the companies involved and the organisers are looking forward to mid-April with great optimism. This positive mood is driven by the sector's upbeat performance during the first ten months of 2016, and it will hopefully maintain this trend over the next few quarters. Italian furnishing continues to gain ground on almost all the international markets. The Salone del Mobile's strong international vocation saw the return of 67% of the high profile foreign professionals with solid buying power at the last edition."

GRAFF to present its Finezza collection at ISH Frankfurt



GRAFF Faucets will present their latest Finezza collection at ISH, the leading trade fair for bathroom and sanitation.

from 14 to 18 March 2017 at Frankfurt.

With a change in lifestyle that gives more and more importance to the design of the past reinterpreted in a modern way, Finezza has been designed by GRAFF's distinguished internal design team, the G+Design Studio. The collection represents a perfect blend of grace and elegance, enriched by architectural, refined details and clean, essential lines.

The faucet's main body has been developed in a shape that relies on a unique horizontal section, wider at the base and at the top, slimmer in the middle. The spout recalls the design of the body, starting with a trapezoidal section which expands slightly at the end to accommodate the water-saving aerator.

The complete collection offers a wide range of elements for the bathroom and the



shower. Available both in the two handle and single handle versions, Finezza presents a complete variety of deck and wall-mounted installations.

The versions in polished chrome or polished nickel can easily adapt to a transitional environment, while the olive bronze, brushed nickel and matte gold fit seamlessly into traditional bathrooms.

FIMMA Brasil to focus on the development of the furniture industry



FIMMA Brasil – the International Fair of Machines, Raw Materials and Accessories for the Furniture Industry – is

going to be held from March 28 to 31, in Bento Gonçalves, one of the main furniture centers in Brazil. The four-day event will bring together the main players in the market, who will be exhibiting launches, products and services, in addition to innovations.

Approximately 30,000 visitors are expected to attend the 2017 fair edition. A total of 550 brands will be exhibiting from 30 different countries, including Spain, France, Italy, Germany, India,

Austria, Portugal, Turkey, Czech Republic and Peru.

Currently the fifth largest furniture industry fair in the world, FIMMA Brasil aims to support the development of the sector by exhibiting technologies, inputs and cutting-edge equipment that will be turned into business opportunities.

Rogério Francio, the president of FIMMA Brasil 2017, says, "The participating companies have the chance to exhibit their products in a global showcase, strengthening their brands globally, expanding their contact network and building up strategic alliances."

To give exhibitors greater visibility, FIMMA Brasil will carry out the Image Project, which will bring opinion makers and professionals from the international press to the event to present and promote the potential of the Brazilian furniture industry and, consequently, develop the creation and enhancement of the industry image abroad.

The expansion of the market for the woodworking industry will also receive an incentive through the Buyer's Project, which will enable the direct contact between importers



of machinery, raw materials and accessories for furniture and Brazilian exporters.

Francio adds, "We will have the participation of 50 international buyers and ten journalists and opinion leaders from the United States, Mexico, Panama, Chile, Colombia, Peru, United Kingdom, United Arab Emirates, Argentina, Uruguay, Bolivia and South Africa. Without this important support, this would not be possible."

Another activity held during the fair will be the FIMMA Joiner. The project aims to disseminate the entrepreneurial culture among small-scale entrepreneurs in the woodworking industry with targeted actions that facilitate their access to information, promote sustainable development and bring professionals closer to the innovations available in the sector.

To complement the exchange of information, the Furniture Workshop will discuss ways and opportunities for a more competitive management, regarding both products and processes. This is a structured action that will provide knowledge to the industry professionals, establishing links with other entrepreneurs and offering an approach on

topics related to technology, innovation, markets, consumption, design and brands. Francio concludes, "FIMMA Brasil is much more than a fair, it's a chance that people have to expand their knowledge and make new connections, establishing an important relationship with a world of novelties that surrounds it."

TECNO acquires a majority stake in ZANOTTA



Tecno, the historic brand founded in the 1950s by the Borsani brothers and led by Giuliano Mosconi since 2010, acquires a majority stake in Zanotta, one of Italian design's

most well-loved and important companies since the 1950s. Tecno and Zanotta have two parallel stories, and they have decided to share their uniqueness, reputation and credibility to boost growth in the main international markets, aiming for a comprehensive offer for the contract and office system, the reference area of Tecno, as well as for the home and hospitality area, a sector in which Zanotta has always excelled.

The two companies are undertaking a



common project that permits improved synergies and commercial possibilities at an international level and will be managed with the most wide-ranging respect for the particular characters and identities of the two brands.

Tecno has been experiencing constant growth in the last five years and ends 2016 with 32 million euros, 30% growth with respect to 2015. The Zanotta operation launches a new group with a revenue of 60 million euros in 2017 and future growth forecast of 20% a year.

Giuliano Mosconi, Tecno Chairman and CEO, says, "I'm pleased with this operation which boosts development potential in the main global markets and sees our presence both reinforced in the office furniture sector and renewed in the home and hospitality segment in general."

Eleonora Zanotta, Chair of Zanotta, confirms this and continues: "I am certain that the contribution of our expertise and product quality will be a new element of overall growth and that this synergy can represent an appropriate response to the expectations of an increasingly competitive market."

The advisors who accompanied the initiative were lawyer Paolo Tanoni, NASaW Avvocati, Avvocati Associati and Berg Advisors, who assisted Tecno, and PiGreco Corporate Finance, the firm Giornelli Mercati and the Patron law firm, who assisted the selling shareholders of Zanotta.









Mar 01-03, 2017

Mebel Expo

Tashkent, Uzbekistan ITE www.mebelexpo.uz

Mar 07-09, 2017

DIFAC

Dubai, UAE Strategic Marketing & Exhibitions http://difac-me.com/





Mar 08-11, 2017

Malaysian International Furniture Fair

Kuala Lumpur, Malaysia **UBM** http://2017.miff.com.my/





Mar 08-11, 2017

Export Furniture Fair

Kuala Lumpur, Malaysia EFE Expo Sdn Bhd www.efe.my

Mar 08-11, 2017

VIFA

HCMC, Vietnam **Hawa Corporation** http://www.vifafair.com/





Mar 08-11, 2017

Design Shanghai

Shanghai, China Media 10 www.designshanghai.com/





Mar 09-11, 2017

PIFS

Manila, Philippines **GLOBAL-LINK EXHIBITIONS** SPECIALIST INC. http://www.pifs.ph/#

Mar 09-12, 2017

IFFS Singapore

Singapore, Singapore **IFFS** www.iffs.com.sg





Mar 14-17, 2017

Meble Polska

Poznan, Poland **MTP** http://meble.mtp.pl/





Mar 15-18, 2017

KIFF

Kiev, Ukraine Meridyen International Fair Organizer Co. Ltd. www.kiff.kiev.ua

Mar 16-20, 2017

IFM

Donguan, China Famous Furniture Association http://www.gde3f.com/en/





Mar 23-26, 2017

For Furniture

Prague, Czech Republic **ABF** http://forfurniture.cz/





Apr 04-09, 2017

Salone del Mobile.

Milan, Italy Cosmit https://www.salonemilano.it/

Apr 24-28, 2017

World of Furniture

Sofia, Bulgaria Inter Expo Center http://furnitureexpo.bg/en





May 9-11, 2017

gulfINTERIORS

Manama, Bahrain Hilal Conferences and Exhibitions www.gulfinteriorsexhibition.com





May 22-25, 2017

Index Dubai

Dubai, UAE dmg events

www.indexdesignseries.com

May 23-25, 2017

Clerkenwell Design Week

London, United Kingdom Media Ten www.clerkenwelldesignweek.com/





May 25-28, 2017

Furniture and Interiors

Odessa, Ukraine Expohome http://expohome.com.ua/en/





Jun 08-11, 2017

Index

Mumbai, India UBM Index Trade Fairs Pvt. Ltd. http://ubmindexfairs.com/

Aug 9-13, 2017

100% Design South Africa

Johannesburg, South Africa **Reed Exhibitions** www.100percentdesign.co.za/





Jul 16-18, 2017

The Manchester Furniture Show

Manchester, United Kingdom Clarion Events Company www.manchesterfurnitureshow.com

