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Reschedule, reschedule, reschedule

Virus fears are disrupting events across the globe

There was an inevitability about Salone being postponed when testing revealed a double-digit number of Coronavirus positives in towns south of Milan.

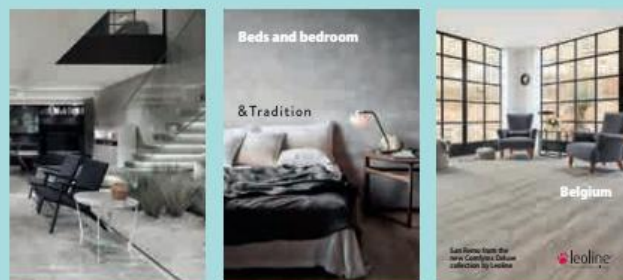
While it will cause disruption to many people's travel plans, it's a minor inconvenience compared to those who have died, are ill or are being forced to spend a fortnight in isolation.

Milan in the summer will be a new experience for us all, but it doesn't 100% mean that product launches will be delayed: there was always a gap after Salone and distribution, and some more mainstream producers will probably press go on production. The more expensive models, probably not.

But the disruption will cause problems for the top end of the market, and depending on how long and how problematic it is in China, for many products below those. For global titans it's fine to relocate production from China to south-east Asia, but it's not so easy for others.

As I write, Axminster Carpets is still in administration, and judging by the comments from the administrators, and the time that has evolved, it seems no-one really wants to buy the brand. Given its financial record it's probably no great surprise. Anyone buying it would have to stick with its heritage – which would be expensive – and for non-manufacturing companies historically keen on brands, this is probably a price too high to go forward with. There is of course the B-word, and I do not mean Brexit.

If the new Laura Ashley CEO is to make a fist of rescuing the beleaguered chain – it couldn't borrow cash as shoppers' deposits were down – she will need to establish a proper identity for it. Does it want to be an interiors business, and if so have proper sized stores, or separate home from fashion? I previously (many moons ago) wrote that if Courts didn't exist, no-one would invent it. The same is true of Laura Ashley. As I said in a recent newsletter, it'll end up being a sub-brand for a major retailer.



INTERIORS MONTHLY MARCH 2020

INSIDE THIS ISSUE

NEWS

- 4 Salone postponed over virus fears
- 8 'Sleep divorce' rates leap
- 12 Dunelm raises profits forecast

FEATURES

- 14 New products
- 22 Service
- 24 Opinion
- 26 Retail
 - Rimadesio opens flagship London store
- 32 Sustainability
 - Traceability, transparency
- 35 Beds and bedroom
 - Supplement
- 52 Best of British
 - New look, history, gearing up
- 57 Belgium
 - A flooring kingdom
- 74 Services
 - Being online, testing, a day out, sale success
- 88 Review
 - Stockholm Furniture Fair, January Furniture Show, Heimtextil, AIS Furniture Show



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Visit: www.carpetyourlife.co.uk



Editor: Andrew Kidd

T: 01273 930 029 E: akidd@interiorsmonthly.co.uk

Furniture advertising (South): Tim Boden

T: 01732 441 130 E: tboden@interiorsmonthly.co.uk

Furniture advertising (North): Jarrod Bird

T: 01565 631 397 E: jbird@interiorsmonthly.co.uk

Carpet, flooring advertising: Joanne Paull

T: 01732 441 130 E: jpaull@interiorsmonthly.co.uk

Representative in India: Amarjeet Singh Gianni

T: 0091 98390 35458 E: as_gianni@yahoo.co.in

Published by Interiors Media Limited
Minerva House, Kinnings Row, Borden, Tonbridge, Kent TN9 1NP

T: 01732 441 130 F: 01732 362 919

E: enquiries@interiorsmonthly.co.uk

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Coronavirus spread forces postponement of Salone and other shows

Salone, the most influential interiors exhibition, has been postponed until June because of the Coronavirus outbreak in Italy.

'Following an extraordinary meeting today [25 February] of the board of Federlegno Arredo Eventi, and in view of the ongoing public health emergency, the decision has been taken to postpone the upcoming edition of the Salone del Mobile.Milano to 16–21 June,' says the show's organiser.

'Confirmation of the change of date for the trade fair – strongly supported by the mayor of Milan, Giuseppe Sala – means that the manufacturers will be able to present their finalised work to an international public that sees the annual appointment with the Salone del Mobile.Milano as a benchmark for creativity and design.'

The exhibition had been due to open on 21 April, but with towns and villages near Milan put under shutdown by the government, and people from Milan testing positive for the virus in Palermo and Tenerife, postponement seemed likely.

More than 370,000 visitors attend the show every year, with more than 2,300 manufacturers taking part.

Organisers of Milan city centre events have also begun to reschedule to coincide with Salone.

Messe Frankfurt announced it is postponing the Light + Building show from 8–13 March until mid to late September. It says it successfully hosted Ambiente with 4,635 exhibitors



IMAGE: SALONE DEL MOBILE.MILANO / LUCA FIAMMENGHI

Salone has been put back

and about 108,000 visitors from almost 160 countries from 7–11 February with no medical incidents related to the virus.

The Malaysian International Furniture Fair has been rescheduled from 6–9 March to 30 June – 3 July.

Design Shanghai has been moved from this month to 26–29 May. The China International Furniture Fair scheduled for March 18–21 and 28–31 has been postponed along with Domotex asia/Chinafloor2020, which was originally scheduled to run from 24–26 March, with dates yet to be announced for either show.

Poulter vows to 'bring Laura back' as part of turnaround plan

Katharine Poulter, Laura Ashley's new ceo, has vowed to find its lost essence as part of her turnaround plan for the chain.

'We are listening to our customers and bringing Laura back,' she said after being promoted from coo to ceo, just weeks after she joined from Wilko. The retailer will use its archive to create

'iconic, exclusive Laura Ashley designs and prints but desirable today.'

The chain's owner MUI Asia had to negotiate a £20m loan with its banker Wells Fargo after lower furniture sales hit consumer deposits, triggering a block on access to the money. It stressed MUI Asia had not provided any new funding.

The chain registered a drop in sales in recent months, although sales in the first seven weeks of 2020 were described as flat. UK retail sales dropped by £12.3m to £106.5m in the six months to 31 December and by 10.4% on a like for like basis.

UK furniture sales fell by 7% and were 26% of overall UK sales; home accessories dropped by 14.6% and were 37% of sales; decorating plunged by 21.5% and was 16% of sales and fashion dropped by 2.3% to be 21% of sales.

It says it is acting on the results of a review to 'return Laura Ashley to the great British brand known and cherished around the world. We have already started to implement the recommendations, with the appointment of a new leadership team and changes to our product ranges. We have further to go,' it says.

Administration again for Axminster

Axminster Carpets is in administration after attempts to find a buyer failed.

Administrator Duff & Phelps has made most of the company's 90 staff redundant, with only a handful remaining to complete outstanding orders.

'Despite a number of expressions of interest, no acceptable offer for the core carpet business has been received,' says

Benjamin Wiles, joint administrator.

'We are continuing to explore all potential options for all or part of the remaining business and assets including the historic brand name itself.'

Ulster Carpets has bought Axminster's Axfelt underlay operation. It says it will retain Axfelt's Devon base as a future group hub for developments in recycling.



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'Sleep divorce' rates leap as couples sleep apart

Nearly one in six (15%) British couples who live together now sleep apart – with almost nine out of 10 (89%) doing so in separate rooms.

The findings, released ahead of March's National Bed Month by the National Bed Federation, indicate that so-called 'sleep divorce' is on the rise. A survey carried out by The Sleep Council in 2009 revealed that just 7% of couples had separate beds, suggesting the rate of separate sleeping has roughly doubled in the past decade.

The findings also show that of those who now sleep apart, 85% have done so for longer than a year, with more than

a third (38%) sleeping separately for more than five years.

Snoring is far and away the most commonly cited reason for splitting up sleepers, with slightly more men (38%) than women (36%) saying so. Some 17% of men and 10% of women said they prefer sleeping in a bed all to themselves while fidgeting is the main cause for one in 10 to take to a separate bed.

Nearly a quarter (24%) of those sleeping apart put it down to 'other' reasons, while 5% said it was because they preferred a different kind of bed or mattress to their partner.

Couples living in households without

any children were more than twice as likely to sleep independently (17%) than those with two children (8%).

Sleeping apart was noticeably more common among the over 55s (23%) with a quarter of retired people saying they had separate beds. And people in the Midlands were more likely (19%) to disconnect from dear ones at bedtime than anywhere else in the country. People living in Scotland were the least likely (9%) to go their separate ways to sleep.

More than half (56%) of those who made the decision to take separate beds said it had improved their sleep 'a lot'.

Olivia's snaps up rival Houseology from administration

Online furniture retailer Houseology has been bought from administration by rival Olivia's.

Olivia's parent company, The Moot Group, says the deal offers Olivia's the chance to expand in the UK's ecommerce market and take advantage of growth opportunities.

Olivia's said it would integrate all Houseology customers and suppliers with its current offering, while continuing to run Houseology as a standalone brand under

The Moot Group umbrella.

Houseology was started in 2010 by Kate Mooney but went into administration in January after poor trading during the winter, with the loss of 23 jobs.

'When I first started Olivia's, Houseology was one of the brands we aspired to be as big as some day,' says Nick Moutter, The Moot Group founder. 'Being able to help save it from collapse after just two years of trading is a great feeling, and a direct

result of the expertise and innovation in marketing and technology that we have at The Moot Group.

'I'm excited to expand The Moot Group's current luxury home offering and breathe new life into a brand that has served many loyal customers over the last 10 years.'

Combined, the two brands are likely to have sales of £20m this year.

Houseology's business-to-business division Bureau Workspace is unaffected.

Sun exits ScS

Sun European Partners has sold its remaining shares in ScS, 12 years after it bought the chain from administration.

It sold just under 10m shares at 220p, raising £21.67m.

As a result of the sale Paul Daccus, ScS non-executive director and Sun's representative on the board has stepped down.

'Paul has been a director since the company listed in 2015. Throughout that time, Paul's advice, commitment and support has been greatly valued by the whole ScS team. The board will miss his contribution,' says Alan Smith, ScS chairman.

'On a personal note I would like to pass on my thanks to Paul and Sun European Partners for their huge support over the past 12 years,' says David Knight, ScS chief executive.

Meanwhile investment fund M&G has increased its holding in the chain from 8.58% to 12.22% after buying 4.64m shares.

Beales reaches the end of the line

The administrator of Beales is to close the chain's remaining 11 branches after failing to receive any 'deliverable offers'.

Last month KPMG said 12 of the chain's 23 branches – Bournemouth; Hexham; Worthing; Tonbridge; Peterborough; Mansfield; Keighley; Perth; Spalding; Wisbech; Bedford and Yeovil – would close their doors once stock had been sold but the

remaining 11 would continue to trade.

A few weeks later it said while continuing talks with 'a number of interested parties' that it was preparing to close the 11: Beccles; Chipping Norton; Diss; Fareham; Great Yarmouth; Kendal; Lowestoft; Poole; Skegness; Southport and St Neots.

'We understand that the failure to achieve a sale so far

will come as disappointing news, but can assure staff that we will continue in our efforts to secure some form of positive outcome,' says Will Wright, KPMG administrator.

The flagship store, Beales in Bournemouth, was established as The Fancy Fair by John Elmes Beale in 1881.

At the time of going into administration the chain employed over 1,000 staff.



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Dunelm raises profits forecast after strong H1

Dunelm has increased its full-year profit forecast after a strong first half and winter sale.

The chain says it expects full-year pre-tax profits to be higher than the £137.3m forecast by analysts. This comes after first half like-for-like sales grew by 5.6% in the six months to 28 December.

Sales rose 6% to £585m and pre-tax profits by 19.4% to £83.6m.

'We have made good progress over the first half, following a strong performance last year, which is reflected in the significant growth delivered in both sales and profits,' says Nick Wilkinson, Dunelm ceo.

'We continue to build strong foundations for future growth. The successful launch of our digital platform accelerates our ability to innovate our customer proposition and we remain focused on operational improvements across all areas of the business.

'The third quarter has started well, with a successful winter sale across the total retail system. As a result we expect FY20 profit before tax to be slightly ahead of the latest range of analyst expectations.'



Dunelm: like-for-like sales rose by 5.6%

One Step arrives ahead of time

The Furniture Makers' Company has surpassed its target of 100 companies signed to its One Step at a Time campaign three months early after an overwhelming response from the trade at the January Furniture Show.

The campaign, which launched in May 2019, has been challenging companies in the furnishing sector to sign up for free as a One Step Champion and commit to communicating the organisation's occupational welfare support to employees, so every industry colleague

knows where to turn in times of financial need.

More than 30 companies signed up to the scheme at the January Furniture Show, taking the total to 101.

'I'm absolutely blown away by the response to our One Step at a Time campaign. Securing 100 One Step Champions is just the beginning, though, and the campaign will continue until



Left to right: Andrew Mitchell, One Step Champion; Dids Macdonald, Furniture Makers' Company master and David Woodward, FMC senior warden

everyone in the industry knows we can support them in hard times,' says Dids Macdonald, The Furniture Makers' Company master.

Six for Likewise

Flooring distributor Likewise has bought Worsley, Salford distributor A&A Carpets for £853,770: its sixth acquisition.

Unaudited sales for the 12 months to 31 December were £8.6m, with an unaudited pre-tax profit of £100,000.

As general manager Chris Melling will be responsible for A&A, reporting to Tony Brewer, Likewise ceo.

'This is another step in developing Likewise into a meaningful player in the UK flooring market. It significantly increases our presence and logistics capability in the North West,' says Brewer.

Ikea's first UK large format closure

Ikea is to close its Coventry store after years of 'consistent losses'.

The closure, planned for the summer, will be the first time a large format store has been closed in the UK by the chain.

'Ikea's Coventry store, one of 22 in the UK, was built in 2007 in the city centre and was one of the retailer's earliest examples of testing a new format to meet its customers' changing needs

and expectations,' it says.

'However, given its location and the size of the land available at the time, the store was built over seven levels, which resulted in a significant impact on the operating costs of the store and the shopping experience for customers.

'In addition, the changing behaviour of customers who prefer to shop in retail parks and online has resulted in numbers being substantially lower than expected.'

It says it will consult the 352 workers affected and try to find them jobs at other stores.

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NEW PRODUCTS



1 Artesia is **Leoline's** 2020 vinyl collection. Exploring the beauty of ceramic designs, it is inspired by traditional tile patterns reworked in palettes perfect for today's homes. Made up of 14 original and exclusive designs, Artesia's palette of cool greys and ice blues sets a modern tone to the traditional patterns of Estrella and diamonds of York.

Visit: www.leoline.co.uk

2 Shores, the latest addition to the Waves collection by **Louis de Poortere**, is created with delicate patterns synonymous with the ripples created when water meets earth. The collection uses a flat-weave construction and is hand finished with

reinforced corners and an anti-slip backing for a secure fit.

Visit: www.louisdepoortere.com

3 Balta Carpets' StainSafe family has been boosted with the arrival of Soft Splendid, in a palette of eight on-trend colours offered in 4m and 5m widths. Crafted from 100% StainSafe two-ply yarn for lasting stain-resistance and bleach cleanability, Soft Splendid offers a classic cut-pile look for a carpet that's both elegant and practical.

Tel: 0032 5662 2211

4 Abingdon Flooring's USA Collection comes in three options: Miami, Dallas and New York. Consisting of 14 colours, the

ranges are inspired by Miami's Art Deco Atlantic architecture; the cool metropolis of New York and Dallas ranchlands and warm Gulf Coast shores. All are bleach-cleanable and available in 2.5m, 4m and 5m widths.

Visit: www.abingdonflooring.co.uk

5 When it comes to sophistication in wood and stone floors, look no further than Urbanista, **Avenue Floors'** 2020 cushion vinyl collection. It features 15 wood and stone effects including the mineral of Padua, the rustic herringbone of Patagonia and the sedimentary-like Stromboli. Urbanista is a collection that's ready for homeowners wanting to make a statement.

Visit: avenuefloors.co.uk





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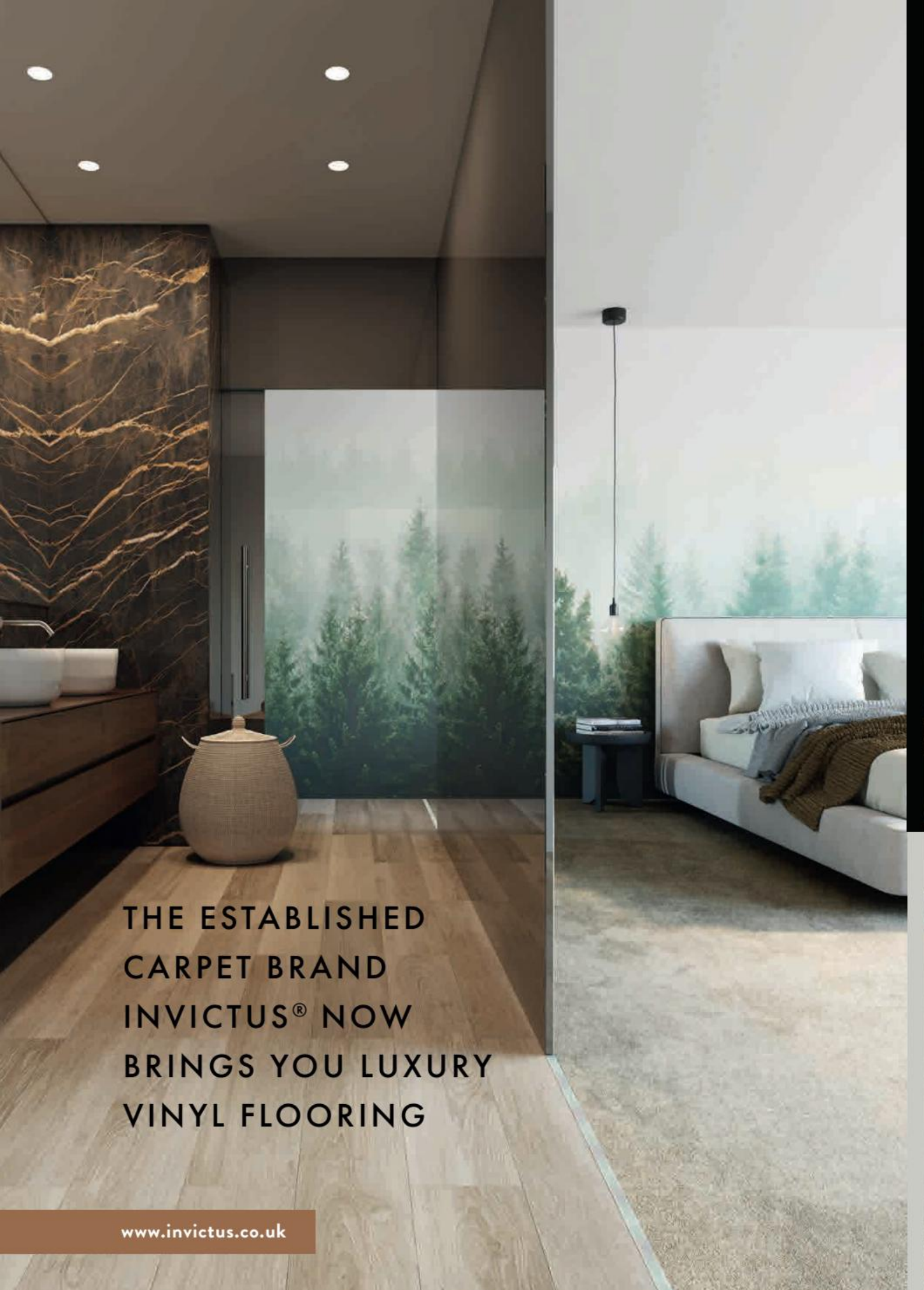
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since 1964**

NEW PRODUCTS



6 Alternative Flooring has introduced the online room visualiser Show Me My Room, allowing shoppers to see how its carpets would look in their homes in four easy steps. It will help retailers guide their customers through the choosing process and instil more confidence in making a purchase once they can better visualise their favourite carpets in their own spaces.

Visit: www.showmemyroom.com

7 Carezza's 2020 collection takes inspiration from mid-century designs: simple lines and functionality are key elements to its collections. For this new range, the designs draw on the aesthetics of the 1970s with a twist on past shapes, playing with proportions and soft details to make each design thoroughly contemporary.

Visit: www.carezzadesign.com

8 With names such as Acoustica and Whisper, it's clear that **Floorwise** has set a clear objective for its wood, laminate and LVT underlays: cutting down on noise. But the collection does so much more than make homes quieter: helping to ensure installation is easier, cutting down on squeaking joints, stopping moisture attack and protecting click systems to maintain a secure fit.

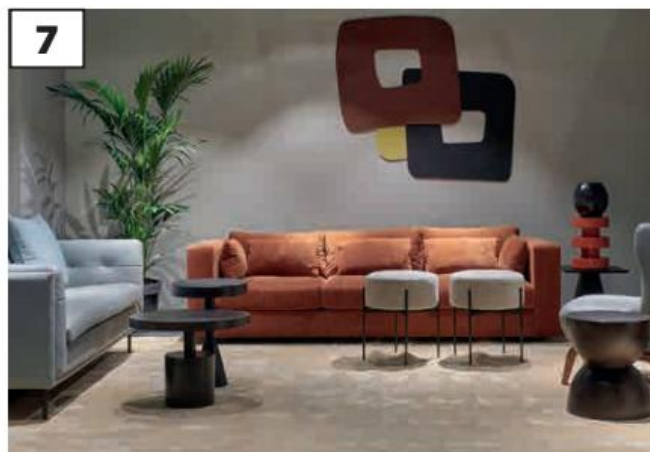
Visit: www.floorwise.co.uk

9 Balta Carpets' Luxury Carpet Tiles First collection's Diva has a new palette of 14 complementing colours that can be coordinated throughout the home. Giving homeowners the chance to experiment with transitions between open-plan spaces or simply to create striking patterns, Diva is a great introduction into the flexibility and ease of carpet tiles.

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10 Uniqueness is the fundamental principle of made-in-Britain lighting brand **Joe Scog**. The design of its luminaires is based on solid engineering, using only high-quality materials. As every piece is individually hand-crafted and made to order, finishes are customisable to suit every taste and style.

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Moreover, Sedna® carpet has an ECO FusionBac textile back, made from **100% recycled PET plastic bottles**.

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HEALTHY  SEAS™
a journey from waste to wear



A UK brand
since 1964

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RANGES

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VARUNA



YARA



AWARD WINNING SEDNA DISPLAY





Richard Renouf

Tools for the job

Technology can help, if it's the right equipment...

I'll admit it: I have a bit of a tool fetish. Don't start thinking along the wrong lines, I simply mean I can't pass a good tool shop by. In fact, I have some favourites around the country that I will always browse when I'm in the area. And by browse, I mean spend far more than intended on tools that might just do something a bit better, or quicker, or appear more interesting than those I already have.

On my last visit, I went in to pick up some honing compound for one of my blade-sharpening courses... and came out several hundred pounds poorer. Among the new tools and gadgets transferred to my boot was an inspection camera. A long, bendy probe with a lens and a light at the end that can be squeezed through tiny gaps to enable you to inspect places you would never usually see. How had I managed without one? Or was this doomed to be relegated to the shed which is already brim full of disappointment?

The camera was still in my boot when I made my final call of the day. The client's

vinyl tiles were lifting in front of her sink, but she was adamant that she had not spilled anything and the washing machine and dishwasher nearby had not leaked. Three of the tiles had lifted from the plywood which had been laid over the floorboards and moisture testing showed the problem was about 30cm in from the plinths and only an area about 50cm in diameter registered wet.

'It must be something underneath this point here,' I said, and with her permission I drilled carefully down (after scanning for pipes first), popped the camera probe through the hole and found the damaged pipe running so close to the floorboards it had been punctured by the staples holding down the plywood. The inspection camera was promoted from the boot into my inspection kit.

Two days later I was inspecting a kitchen. I was surprised to find, hidden behind a plinth, a small pile of discarded base cabinet fixings. The hob was not fitted and through the cut-out in the worktop I could not see any fixings



The new gadget revealed foam had been holding the units up

holding the cabinet in place, but there could have been some out of sight.

Out came the camera, and careful investigation of the space behind the cabinets revealed nothing – except one fixing holding the larder unit on the left and another at the far end of the cabinet run. The worktops were granite and the units were no longer standing level because they were not adequately fixed to the wall.

It was a similar story a short while later. An entire wall of kitchen cabinets was found to be held up by expanding builders' foam. I could tell there were no brackets buried in the foam because of the distance between the cabinets and the wall.

The camera has proved useful to look inside upholstered frames and reclining mechanisms, investigating pipework and electrics in bathrooms, and on one job it was borrowed by the customer to find out what had been dropped behind a unit to see if it was worth taking it out to clear the debris.

Such a useful find is rare, but the cost has to take into account all the other gadgets I've tried that didn't prove their worth. I guess I'll just have to keep 'browsing'. Any excuse.

Visit: www.richard-renouf.com



Had the sink been a problem?

Richard Renouf is an independent furnishings consultant

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Rupert Anton

Service rules

The high street is not doomed: independents can reach places others cannot

Beleaguered retailers suffered the worst year on record in 2019 as sales went into reverse. Well-known names such as Mothercare, Debenhams and Clintons fell into administration – with Beales the latest casualty in January. The creeping demise of the high street is further exemplified by the ‘death by a thousand cuts’ approach of retailers like Marks & Spencer who are gradually closing stores. Retailing, it appears, is taking a battering.

Brexit uncertainty, the shift of sales online, high rents and business rates are all cited as causes.

But, at a time when it is fashionable to denigrate the high street, tycoon Mike Ashley is making big bets on bricks and mortar, taking a contrarian view. Only in February, he snapped up a 19% stake in the upmarket brand Mulberry. He is not alone. Amazon, widely viewed as the destroyer of shops, is now investing heavily in bricks and mortar.

Shopping is one thing we do brilliantly in this country. Indeed, specialists haven’t had it so good for years. Shoppers are flooding back to butchers, bakers, beauty salons – and independent

carpet retailers. A survey in December of 2,100 carpet purchasers by consumer champion *Which?* magazine saw independent retailers top the table. They got a full five stars for customer service, product quality and value for money.

I remember the bravado comment from the ceo of a since defunct multiple carpet retailer who said, on record, his stated aim was to ‘wipe out independents’. He has egg on his face. Small businesses are often nimbler than their larger counterparts which means they can react quickly to changing needs and demands.

One of the reasons of the failures of these household names, I would suggest, is endemic today. Customer service. The customer is no longer king. Shops that once prided themselves on a fantastic customer journey (think John Lewis Partnership) have lost it. It is now almost quaint to think that one can walk into a retail outlet and talk to ‘an expert’ who is knowledgeable and who listens to us as a consumer and will aim to deliver what is best for us.

Could successful retail be down to a simple ‘How can I help you?’?

We are all more discerning about how, and where, we spend our money, but I would suggest that we, and consumers generally, will always respond to brilliant service, genuine expertise and a quality product. The growth in online shopping has made the role of bricks and mortar a service-led, social space, one that makes us feel more than a number or receipt. It is no coincidence that independent specialists are bucking the trend. They are invariably pillars of the community, provide raffle prizes for schools and might sponsor community facilities. That is it: being part of the local community.

This is undoubtedly a grim time for retailers in the UK – but it is not all gloom and doom. There are success stories (look at Next) and we have always been, and will be, a nation of shopkeepers. Nearly 1 million stores filled bustling Victorian high streets. Conventional retailing is not heading to the morgue yet.

Visit: www.sapienscommunications.co.uk

Rupert Anton is Sapiens Communications md





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Van Gogh

GLUEDOWN

Expanding its array of contemporary and classic timber designs, the Van Gogh collection welcomes six new colourways. Creating a neutral backdrop, the mix of fresh, clean and neutral tones including French, distressed and refined oak hues allow home decorators to accessorise from the ground up.

karndean.com/VG2019

Featured floor: Natural Prime Oak **VGW115T**



Top: Rimadesio on Wigmore Street
Above: the interior

Capital

Another Italian manufacturer has opened a flagship store in London → → →



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RETAIL

Rimadesio has become the latest Italian furniture manufacturer to open a flagship store in London.

It has opened its second company-owned store on Wigmore Street, London – the first was in Milan – and is planning another in Oxford later this year.

The two-storey 3,200sqft store took 15 months to design and complete. The interior colour scheme plays on warm tones of walnut, bronzed metals and the grey Vicenza stone that covers the floor and walls.

‘The London opening represents a fundamental step in the consolidation strategy of our network. It is the second flagship store managed directly by the company after the first opened in Milan,’ says Davide Malberti, Rimadesio ceo. Visit: www.rimadesio.it





Exclusive

The Envy collection has reached 50 ranges

'Envy was designed and developed to promote a wide selection of exclusive fashionable floorcoverings from around the world. The carefully selected products offer fantastic quality and value for money complemented with a number of features and benefits you expect from a luxury brand,' says Mike Knowles, Mercado national retail sales director.

'Each durable product is covered by a 10-year wear and lifetime stain warranty, enabling you to buy confidence from a brand you can trust.'

Envy has gathered pace in recent months and currently more than 50 ranges have been launched under the brand, either as pattern books or retail displays.

'The choice of displays offers something for every showroom, including mini lecterns with a small shopfloor footprint, larger lecterns to showcase distinctive ranges and an easy-to-use vinyl collection browser.

'The distinctive branding has been created to provide luxurious style and desire for any home or retail showroom. The future and brand management of Envy looks strong with a further roll-out of carpet lecterns, new carpet wall modules, new laminate and LVT displays and a new Envy showroom in Leeds.'

Envy will also be exhibiting at this year's Mercado BIG Show 6 on 16 March in Leeds and at The Flooring Show, featuring further developments and experiences for retailers to interact with.

'Come and see for yourself and make people jealous,' says Knowles.

Visit: www.mercado.co.uk

More than 50 ranges have been developed under the brand



The display units have the option of a fabric lightbox



Pushing the boundary

The environment – and comfort – is at the heart of Hypnos' operations

Hypnos continues to push the boundary of what's possible within sustainable, traceable and ethical bedmaking as it sets out its vision for the future of sustainable sleep: comfort with integrity.

With a history of commitment to the environment a decade long, Hypnos offers fully credible options in traceability and sustainability. This ethical approach is ideal for clued-up consumers who are increasingly hungry for products that are truly ethical, with a positive impact on the environment.

Every element within the Origins Collection is traceable, ethical and environmentally responsible, from the Better Cotton Initiative luxury ticking to the Rain Forest Alliance certified natural Talalay latex. Through these innovations and its constant improvement in sourcing its natural materials, Hypnos is changing the landscape of mattress design.

In an industry first, the Origins Collection mattresses are produced in partnership with the UK's leading food and farming standards scheme, Red Tractor. Through this partnership it is able to trace 100% of the wool inside its mattresses to Red Tractor assured British farms, where animal welfare and land

management standards are monitored. In addition, Hypnos works in partnership with these farmers making sure they get rewarded fairly and on time.

Its ongoing commitment to social and sustainably responsible practices is evident in Hypnos proactively setting the goal to achieve ISO14001 certification in 2019. This accreditation recognises effective environmental management systems by meticulously analysing how the business is run in its entirety, from top to bottom.

Following 10 years of ethical and environmentally focused business practices, the company has set its next series of steadfast sustainable targets, which it will work towards under the guidance of Richard Naylor, Hypnos sustainable development director.

'With a proud history over the last decade of placing environmental concerns at the heart of every business decision, we are delighted to be working towards achieving a new range of visionary sustainable and ethical standards. Working with Cotton Connect and the Better Cotton Initiative, and of course our pioneering partnership with Red Tractor assured farms, to guarantee

our materials are fully traceable and traded fairly is a huge step forward for the company and the industry as a whole.

'And our ethical mission doesn't stop here. We're also in the process of working towards the Global Recycling Standards, which looks at the full supply chain to ensure traceability and ethical principles are upheld. We aim to be fully GRS compliant very soon.

'Despite growing demand for products with proven ethical traceability, there can be no negotiation when it comes to comfort, quality or longevity. Manufacturing and supplying beds and mattresses to homes and to luxurious hotels such as Soho House and The Corinthia in London, durability and supreme comfort are essentials we have never compromised on.

'As part of our over-arching commitment to the perfect night's sleep, we believe that sustainable sleep and wellbeing is crucial. Handcrafting a bed that's been made not only with luxurious comfort in mind, but created both sustainably and ethically is the key: a true socially and environmentally responsible product,' says Naylor. Visit: www.hypnosbeds.com

The Hypnos Origins Story

We value the people, animals and places
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Safe sofa and coffee table



Sage table



IMAGES OPETH KREJO

Sean Sutcliffe

On a journey

For more than three decades Benchmark has aimed for sustainability

'For the last 35 years we have collaborated with a variety of partners to drive our mission of sustainability forward. And today, especially in this critical time, we have taken it upon ourselves to ensure we work towards an increased knowledge and awareness of global impact. With a transparent approach, we aim to be open with our sustainable journey, encouraging this mindset among others,' says Sean Sutcliffe, Benchmark Furniture co-founder.

'Through our efforts to be at the forefront of the industry, we look to set an example in creating a sustainable option for consumers without any compromise on design and quality. We believe through collaboration and a sharing of knowledge we can participate in a positive future for the industry.

'Being one of the first UK furniture makers to receive both FSC and PEFC accreditation and twice winners of the Queen's Award for Enterprise in Sustainable Development, we try to always be accountable for our actions. Alongside our ISO 14001 certification, we are also providers to WELL certified projects. The WELL Building Standard was launched in 2014 and focuses on the health and wellness of people within interior environments. Factors such as air quality, light sources, materials and thermal comfort are considered to make way for calmer spaces and positive impact on the mental and physical health of inhabitants.

'Throughout everything we do, we offer 100% transparency. While we don't claim to be complete on our sustainable journey, we want everyone to know exactly the stage we are at. It is our aim that all our core collections will carry Declare labels – an international specification providing consumers with honest details of the materials we use. By doing this we request the same level of transparency from our suppliers.

'In developing new collections, we are opting for natural materials over synthetic alternatives. We are selecting natural, non-toxic and biodegradable material options including organic wool, coir, natural latex and recycled denim. Not only do these have improved environmental qualities, they also encourage a healthier atmosphere in the home, and are naturally fire-retardant.

'The forests from which we source timber are all sustainably managed, encouraging a positive impact on climate change with the re-planting of trees and maintenance of biodiversity. The finishes we use are low VOC oils developed from natural materials, again contributing to our drive away from the use of toxic materials within home and workplace. We encourage the use of local suppliers where possible to reduce the carbon footprint in a product and do not work with endangered species of timber.

'Our goal is to become an innovative enterprise with a circular mindset in every aspect of the business. No waste

from our production goes to landfill and any surplus timber is repurposed into smaller components, or as fuel for energy used in the premises. All kitchen waste is composted on-site, and we work with local specialists to recycle uncommon materials. Our packaging uses recycled materials and we have substituted plastic foam with a biodegradable corn starch alternative.'

And it is not just the environment that Benchmark looks to. 'As winner of the Best Employer of the Year from the Learning and Skills Council, we provide apprenticeship schemes every year. Working with about 70 apprentices to date, the majority become full-time employees, with over half of our team working over 10 years here. We strive to build a strong social community in-house with daily shared lunches and social activities throughout the year. With most of our workforce based locally, we share transport and are replacing company vehicles with low-emission models.

'We seek to build strong relationships with our local community, investing in environmental improvements, supporting local initiatives and working with local schools and charities. Among the wider design community, we work with young designers and students and seek to continue the conversations around sustainability with them, encouraging a positive mindset to continue into the future.'

Visit: www.benchmarkfurniture.com

Beds and bedroom

& Tradition





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If you're a manufacturer, components supplier or retailer, find out how the NBF can help you at

BEDFED.ORG.UK



The NBF has a partnership with Zero Waste Scotland

Best advice

The NBF is taking action on flammability and sustainability

After almost three years of consultation with key stakeholders, the National Bed Federation has published its Best Practice Guidelines for flammability testing on mattresses, mattress pads, divans and bed bases for low hazard domestic use.

The guidelines have been put together by the NBF's Quality and Standards Committee, headed by Tristine Hargreaves, NBF technical manager, with input from the flammability working group of the UK Textile Laboratory Forum.

The need for more detailed testing guidelines was identified after adverse publicity regarding mattress flammability testing a couple of years ago. It emerged

that manufacturers were getting a worrying number of inconsistent test results from different samples or different laboratories. It also became clear that inadequate specification detail on test certificates meant it was difficult to track testing regimes if product specifications were changed in any way.

'Our objective was to try and find ways in which human error and other variables could be much reduced, resulting in more consistent test results – and therefore, less cost and more peace of mind for manufacturers and retailers,' says Hargreaves.

The first part of the guidelines, for manufacturers, covers the type of sample and frequency of testing, common variables that might require additional testing, and test sample preparation. The guidelines have been created to help manufacturers produce test samples in accordance with the requirements of BS 7177 and to provide further advice on how to test products, especially where complicated features are presented, in accordance with BS 7177.

Part Two, for test laboratories, aims to provide guidance on carrying out the testing process in accordance with BS 7177, including preparation of samples, selection of test position for



The Green Forum takes place on Earth Day

ignition source including clarification for non-identical surfaces, control of airflow, potential sources of contamination and production of test reports.

'The guidelines aim to help provide clarity on what should and should not be tested and how testing should be carried out to ensure the requirements of BS 7177 are met. It is not intended to place additional requirements onto the manufacturer. We believe these new guidelines will make a real difference to testing quality and consistency, which will benefit manufacturers, retailers, labs and enforcement authorities,' says Tony Lisanti, NBF president.

The guidance will also be put forward to the British Standards Committee for consideration in the next review of BS 7177 to ensure better clarity for users of the standards. The guidelines are available on the NBF website. ➡➡➡

Tristine Hargreaves



BEDS AND BEDROOM



Guidelines on flammability testing have been published

'It won't have gone unnoticed that sustainability, climate change and the environment have moved much higher up the agenda for governments, customers (businesses and consumers) and manufacturers and suppliers. This is going to mean a big change in direction for many businesses, both in how they design and make products and in general business perspectives and priorities. The NBF has been working on several initiatives designed to help our members with their environmental challenges,' says Simon Williams, NBF marketing and membership manager.

This year the NBF is holding a new event for members: a Green Forum to be held on Earth Day, 22 April, at the De Vere Staverton Estate, Daventry, which will be a chance to find out more about these issues as well as how else the Federation can help businesses move towards becoming more sustainable.

'We are especially delighted to have secured one of the country's leading sustainability experts and advocates as our keynote speaker: Mike Berners-Lee. He is a professor at Lancaster University and founder of Small World Consulting, an associate company of the University, which is a world leader in the field of

supply chain carbon metrics and management. He is a celebrated author of three books, the latest being *There is No Planet B*, and has made numerous speaking and radio and television broadcast appearances to promote public awareness of sustainability and climate change issues, most notably appearing on *Climate Change: The Facts* alongside Sir David Attenborough.

'The rest of the event will be packed full of useful updates on the initiatives already being undertaken by us – such as our partnership with Zero Waste

Scotland to design an Extended Producer Responsibility Scheme for mattresses, and the development of the Register of Approved Mattress Recyclers – along with opportunities to meet other organisations who can help members achieve their sustainability goals.

'Conscious that eco-design is going to be a part of any EPR scheme, we have also been developing eco-design principles for our sector and working on an eco-design toolkit, details of which will be announced at this event.'

Visit: www.bedfed.org.uk



Mike Berners-Lee



Simon Williams



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Majestic 5000

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The bestselling Majestic 5000 and Grandeur 10000 handmade mattresses are both available in king size, standard comfort for 48 hour delivery with the Millbrook Fasttrack service.

For those preferring a firmer bed, the Ortho 2000 is also available on the

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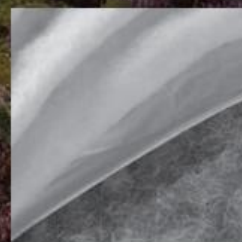
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Triple crown

Wiemann made it a notable hat-trick

German bedroom furniture manufacturer Wiemann enjoyed great success at the January Furniture Show with a special hat-trick. The company scooped a prestigious win in the Furniture Awards, topping the bedroom category for the third year in a row with its new Glasgow collection.

'It was a very positive start to the year for Wiemann, eclipsing a record-breaking 2019 show,' says Simon Hewitt, md of Wiemann's sole agent in the UK and Ireland, Litmus Furniture. 'We unveiled

seven new ranges, exciting innovations and two stunning carcass and door finishes, all of which excited our visitors. What's more, 10 of our current collections were on display, from our budget range to top quality, VIP and semi-solid wood offerings, and they also received a great response, allowing us to take more display orders than previous years.

'We were delighted to secure the hat-trick in the Furniture Awards: with all credit lying with the Wiemann design and product team for creating a well

crafted product of the highest quality at a fantastic price year after year.

'Now we're looking forward to following some great leads with new accounts over the coming weeks. We will focus on helping our retail partners grow bedroom sales behind good-looking and functioning furniture ranges which customers can see are great value for money.

'A massive thank you to all those who visited us.'

Visit: www.wiemannuk.co.uk



Glasgow with Oschmann bed

Get the award-winning look with Wiemann's Glasgow



Glasgow

"Wiemann's hat-trick is well deserved. As usual, their entry is attractive, well-priced, innovative, robust, and space conscious, but Glasgow's lovely contemporary matt glass finish takes it a step beyond. Incredibly tactile and inviting, we're expecting to see this finish popping up everywhere in the next couple of years, and Wiemann have given it a great headstart." The 2020 Judges.

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The Breasley stand at JFS

Streamline

Breasley highlighted its updated Uno collection

Breasley enjoyed a busy January Furniture Show where it showcased its newly refreshed and streamlined Uno collection along with its recently rebranded and upgraded luxury Salus range.

As the UK's original – and still number one – rolled and boxed mattress collection, Uno boasts 12 models, including four new value products which were unveiled at the show.

Uno Life, Uno Life – Firm, Uno Zing (pictured) and Uno Easy were introduced

to the collection, while the rest of the range, including bestselling Uno Pocket 1000, remains unchanged.

'All four new models in the range have a 10-year guarantee, which demonstrates that although they are entry-level mattresses, they still enjoy Breasley's quality commitment. Not many mattresses at this price point come with such a confident warranty. The models had lots of positive feedback from existing and potential new customers,'

says Rob King, Breasley sales director.

The value mattresses feature a strong support foundation layer with a cover washable at 40deg C. Progressing up the range, the mattresses enjoy greater comfort levels and ergonomic profiling to support the shoulder, neck and hips. Pocket springs, natural fibres and UnoCare technology – a combination of treatments helping to regulate body temperature, protect against house dust mites and fight bacteria – are also features of the higher end models.

The updating of the Solus models has lead to a significant increase in sales. It was on show with its latest base and headboard options, including a unique space-maximising ottoman.

The ottoman offers extra storage capacity over conventional ottoman bases thanks to an innovative internal design, which allows for additional storage capacity without compromising structural integrity. It has been upgraded to include a new upholstered interior at no additional cost. As with all Salus bed bases, it is made from FSC certified timber and is fully recyclable.

'All the beds on our stand attracted a lot of interest. Salus has certainly caught the eye of those who demand a super-comfortable night's sleep from a bed that also ticks the box for a beautiful interior,' says Clare Taylor, Breasley head of marketing.

Visit: www.unomattress.co.uk



The Breasley team at JFS (left to right): Darren Crowshaw, md; Andy Clarke, south east sales agent; Rob King, sales director; Karen Sandiford, key account manager; Paul Gammon, south west sales representative and Iain Andersson, Scotland sales representative



SALUS

LIVE IN LUXURY. SLEEP IN STYLE.



ILEX

Indulgently finished with a deep quilted
pillow top cover featuring natural fibres

Jessica Ennis-Hill helped develop the Jessica mattress



Gold standard

Former Olympic champion has helped develop Jessica

'The subject of sleep, and how it affects wellbeing and health, has never been more topical. It's a topic that has implications for all generations, so actively promoting the value of getting the best possible night's sleep fits well with Sleeppeeze's brand purpose: to bring the best sleep to the nation,' says Amy Curtis, Sleeppeeze head of marketing.

'Our invitation to Jessica Ennis-Hill to work with Sleeppeeze as our brand ambassador was based on the very real link between high performance and good quality sleep.'

As a gold medal-winning Olympian, who wowed the world at the 2012 London Olympics with her 'Super Saturday' triumphs, Ennis-Hill is a

British sporting icon. Since those electrifying moments on the track, the former athlete now has a busy life as a working mum of two young children. As such, she knows the benefit of sleep both as part of a world-class training programme and as a necessity of parenting and ensuring family wellbeing.

'Sleep matters. Whether I'm exercising, doing the school run or at work, I know that sleep is the thing that makes my busy life possible. It's the one thing that we all need to be at peak performance. That's why I'm proud to be Sleeppeeze's ambassador. Its beds are expertly designed and made to the highest standards to ensure the very best sleep, meaning we can all have a great day, every day,' says Ennis-Hill.

'The three-time world champion heptathlete has worked with Sleeppeeze to develop a unique mattress – fittingly called the Jessica – which has also reached a high-point of performance with a coveted *Which?* award. The foam-encapsulated mattress meets the highest manufacturing standards and, like all Sleeppeeze mattresses, is designed to give luxurious comfort and support,' says Curtis.

'A donation of £20 will be made by Sleeppeeze to Sheffield Children's Hospital for every mattress sold. This supports one of Jessica's long-held charitable interests in her home city and helps do some important fundraising for a brilliant cause.' Visit: www.sleeppeeze.com

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Jessica

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BRAND AMBASSADOR
**JESSICA
ENNIS
HILL**



Sleeppeeze will donate £20 for every mattress sold to the Sheffield Children's Hospital

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1800 SPRINGS



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ESTABLISHED 1924



Therapeutics contains charcoal, copper and graphene **Below:** POS is offered

Instant hit

2020 has started with a bang

Protect-A-Bed, the award-winning specialist in mattress protection, enjoyed a dazzling start to 2020.

With an exciting launch of its wellness mattress protectors at the January Furniture Show, combined with the continued success of the Protect-A-Bed Platinum Club, the start of the year could not have been brighter for the company.

'We are extremely excited to have seen such a positive reaction to our new Therapeutics range. The wellness market in the UK alone has grown rapidly in the last five years, with 2015 estimated at £10.3bn compared to £12.4bn in 2020, according to PWC. This is directly linked to consumers' active decision to keep fit and well,' says Paul Lake, Protect-A-Bed national sales manager.

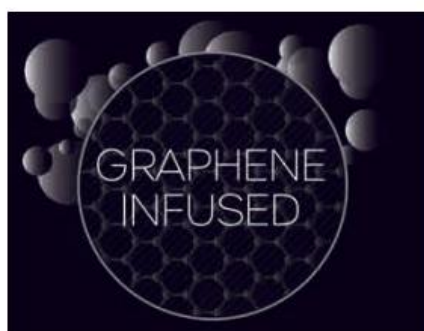
'It is clear consumers have a greater focus on better nutrition, more exercise and the importance of sleep. Trends show that consumers are also willing to invest more towards achieving these goals, with consumer spending on wellness forecast to grow by 20% in 2020.

'Our Therapeutics range aligns directly with those looking to enrich their sleep experience. When we showcased the ranges at the January Furniture Show, the response was phenomenal.

'The range features copper, graphene and charcoal embedded within the protectors to increase and enhance the sleeper's wellbeing. The new range uses Protect-A-Bed's innovative technology but will now combine materials that have been known to help many with joint relief and relaxation, mineral absorption, a healthier immune system and heart health. This is a must-have range for all our existing retail partners and bed retailers who want to offer customers the best possible sleep experience.'

'Protect-A-Bed is a specialist in the mattress protection category. We focus on advancing the mattress protection category, taking it to new levels of innovation. The Therapeutics range is the perfect example of this and so is the Protect-A-Bed Platinum Club. We continuously build frameworks that are simple for retailers to implement in order to achieve extremely high sales within the category. The Platinum Club has been designed to build, recognise and reward this success. Focus is key: lots of small improvements often lead to significant improvement in performance once compounded. Therefore, we know we can instantly increase sales for any retail partner,' says Simon Zemet, Protect-A-Bed ceo.

Visit: www.protectabed.co.uk



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Spring Craft wants to craft dreams into reality

On a mission

Spring Craft is looking in a new direction

Spring Craft has a mission: to inspire the future of fashionable furniture. As part of this, January Furniture Show saw it debut bespoke beds and bedroom furniture including chaise lounges, footstools and tub chairs.

Under the stewardship and fresh outlook of its new director, Hussain Mahmood, creativity is not at a premium. New geometric patterning, in addition to a plethora of fabrics, fixtures and fittings, pushes a daring originality for that extra wow factor.

'Stepping out of the comforts of traditions and the tried and tested, we

really do follow through on our slogan of crafting dreams into reality,' says Mahmood. 'The Peacock bed frame is the stand-out design, created in-house. The geometric influence is clear to see, and the intricacy yet simplicity of the design pays homage to the beauty and complexities of nature.'

'Innovation does not stop at the aesthetics of the beds: a blanket box, replacing the foot-end of the frame, offers a fashionable alternative to the traditional drawer or ottoman lift storage.'

'Blanket boxes, footstools and chaise lounges to further expand the product

range of what is traditionally a bed manufacturer makes perfect sense, and marries beautifully with the bed frames. Offering a genuine one-stop shop, with matching fabrics and designs available on all pieces, functionality is maintained, but fashion has a clear influence in our creative direction,' adds Mahmood.

The company also offers a bespoke service. 'With very little effect on our efficient three-week lead time there are endless possibilities. From fabrics to sizes, the weird and the wonderful can realise even the wildest of dreams.'

Visit: www.spring-craft.co.uk



CRAFTING DREAMS INTO REALITY

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WWW.SPRING-CRAFT.CO.UK



Brian Ahern, BFM chairman and Nick Garratt, BFM md recording the trade body's new podcast at JFS

New voice

The BFM is helping members stress its made in Britain message

British Furniture Manufacturers is using its new identity to reinforce the Made in Britain message, as part of its role in championing the sector. Last year the BFM developed a new brand design with the aim of helping consumers to easily identify products made by its members. Featuring the red, white and blue of the Union Flag, the new branding has been developed to capture the quality, safety, comfort and professionalism associated with British-made goods.

'We have implemented the new look across the organisation to fly the flag for

the sector. British manufacturing is seen as a badge of quality and consumers respect and value membership of credible, long-term trade organisations,' says Nick Garratt, BFM md.

'Ultimately, our members are proud to say their products are made in Britain. In the challenging times we face ahead, it has never been more important for our industry to come together and display the array of talent that we have across the country.

'In 2020, our focus is to continue to build on our rebranding and marketing

activities and actively promote to consumers looking to source products the positive impact of buying British goods, and the value of choosing a BFM member company.'

The new branding aired publicly for the first time at the January Furniture Show, and the BFM was delighted with the way members showed off the logo to good effect across their stands.

To mark the logo's launch, the BFM offered a champagne prize for the best display of the branding at the event, which was won by Buoyant Upholstery. It had placed the new branding on a large screen in the entrance of its stand and across the display area. BFM swing tickets were also on all products.

'We are very proud to be members of the BFM and feel it is paramount to show that we are a British manufacturer. The new logo looks great and we are proud to fly the flag,' says Glen Ainsworth, Buoyant Upholstery development director.

At JFS, the BFM recorded a podcast with a number of members, which included discussion about the value of British manufacturing. It is the first in a series planned for the year, entitled British Furniture Manufacturers in Conversation With.

Visit: www.soundcloud.com/britishfurnmanufacturers



Buoyant Upholstery was one of the member companies interviewed at JFS for the trade body's new podcast

Flying the flag for British manufacturing

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- Plus many more...

Sales & marketing

- Enhance your credibility using the BFM logo
- BFM Code of Practice
- Sales leads
- Raise your profile through the BFM directory
- Designated by DIT as the delivery partner for the Milan Furniture Show



**Be part of the voice of the
UK furniture industry – join BFM today.**

Nick Garratt

BFM Managing Director



Newbury



Dakota

World of motion

Parker Knoll has updated both of its collections

Parker Knoll has been expertly handcrafting sofas and chairs since 1869. Over the past 150 years the brand has built a reputation for being the master in motion technology, having

invented the first reclining chair in the 1890s, the originators of style and the inventors of comfort.

Its new collections celebrate its expertise in innovation. Motion moves

to the Classic collection with its new model, Newbury. With tailored arms and a high back, Newbury keeps all the popular features of the Classic collection but revolutionises the range by adding motion technology, giving users enduring comfort and the ultimate support.

The LifeStyle collection also embraces a new, contemporary style in the form of Dakota. This boasts a modern aesthetic and an abundance of style. Sophisticated and subtle, the range is available in a variety of sizes, and comes with the option of manual or electronic recline, with a USB system.

To complement the two new ranges, Parker Knoll has launched a new range of luxury chenilles and textured plains in on-trend hues.

Every piece of Parker Knoll furniture is expertly handcrafted in Nottinghamshire. The company's founder Frederick Parker took pride in designing and developing the finest of furniture, and this founding principle remains core to the business today. Every piece that is made in its factory is characterised by its quality, distinctive design and attention to detail. Visit: www.parkerknoll.co.uk



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Cosmos Comfort



Lyra Memory Support

Triple time

Sweet Dreams gears up for AIS show

After an outstanding success at the January Furniture Show, where Sweet Dreams opened a host of new accounts and saw show sales up by 20% on 2019, the Lancashire manufacturer is now looking forward to the AIS Bed and Bedroom Show on 28 and 29 April.

Sweet Dreams, a supplier to the buying group for seven years and with more than 40 AIS accounts, is preparing for the event with the launch of three beds for the AIS Dreamworld brand – and extra choices and special offers on

a number of others.

The three new Dreamworld beds are Cosmos Comfort, Lyra Memory Support and Phoenix Zonal Support.

Cosmos Comfort is a broad appeal model with specifications that suit a wide range of people. Its springs are the universally popular open coil 13.5 gauge. The turnable mattress has a knitted, tufted fabric to both sides and the border is micro-quilted damask. It comes with a choice of five colours to the base and various storage and headboard options.

Lyra Memory Support boasts similar springs but with an added 25mm layer of memory foam to one side. It has a quilted, knitted fabric on the rotate-only sleeping surface and a micro-quilted damask border, with headboard and storage options and five colour choices to the base.

Phoenix Zonal Support features Sweet Dreams' exclusive Sleepzone spring system, with almost twice as many springs as traditional Bonnell. No-turn, it sports a quilted, knitted fabric to the top and a micro-quilted damask border.

'We're delighted to be introducing these three new divans to the AIS Dreamworld label. We've worked closely with AIS on the specifications which we're sure will attract high sales, and anticipate a rewarding show at Cranmore Park,' says Nick Williams, Sweet Dreams sales manager.

Visit: www.sweetdreamsuk.com



Phoenix Zonal Support



Nick Williams



Belgium

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new Comfytex Deluxe
collection by Leoline

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Leoline Artesia Evora



Avenue Urbanista Stromboli

In control

Designing its own decors and manufacturing is vital for IVG Group

It all started back in 1997 for IVC Group, with the production of cushion vinyl floors for domestic markets across Europe. Despite moving into the worlds of LVT and commercial flooring including carpet tiles, domestic cushion vinyl is still central to the Belgian manufacturer's efforts. Its brands Leoline and Avenue dominate the domestic cushion vinyl market in the UK and this is not something IVC Group is planning to loosen its grip on.

'Leoline is perhaps the most recognised name in cushion vinyl flooring and has a presence in one way or another in stores at every corner of the UK. Of course, it is an enviable position to be in, but it comes with responsibility to our retailers. We need to make sure every Leoline or Avenue display continues to pay its way,' says Ingrid Derveaux, IVC Group trade brands sheet vinyl product manager.

That's why one of the manufacturer's biggest expenses comes in the research and development of new collections. Having relocated its entire design team just over a year ago to a new space in one of West Flanders' most recognised

office landmarks – known by locals as the Pyramid and by IVC as the Flooring Development Centre (FLDC) – the company is keen to highlight the influence of design in this process.

'We design every single decor. Our designs are exclusive and we don't make floors in the Far East. Everything is done right here, in Belgium, designed in the

FLDC and then made in our Avelgem factory, just a short drive away. It's a process we're exceptionally proud of. It's not the cheapest way to do things, of course, but it gives a better end-result, and because we can control things so closely, our floors still deliver excellent value. We're not as heavily exposed to fluctuating external costs and →→→



Leoline Artesia Estrella

Unique designs, colours and textures. We are inspired by the world to bring your home to life . . .



The world is full of inspiration from nature, natural minerals, architecture, and seasonal colour changes that effect our environments. At Beauflor we wanted to transfer this into our collections giving us the freedom to create some striking designs that stand the test of time.

We believe the textures and colours we see around us can be translated in so many ways to make our homes such a welcoming place to be. We have been inspired and hope you will be too.

..



WE DECORATE YOUR FLOOR

BELGIUM



Avenue Urbanista Toronto



Leoline Artesia Bologna

our 100% Europe-based supply chain eliminates interruptions or exposure to tariff wars and suchlike,' says Derveaux.

This solid position has given IVC Group the ability to focus on its design process. Not being reliant on styles coming from a design team disconnected from the market, Leoline and Avenue are often the first to launch with the latest interior trends. Back in 2019, Leoline's Ceramica was one of the earliest cushion vinyl collections to include a terrazzo look and now it is moving on with the launch of Artesia, a range made of encaustic tile designs, a key look predicted to enjoy popularity for 2020/2021.

'Our designers are really committed to the process of creating beautiful cushion floors. To say they are style hungry would be an understatement. They're always hunting the latest key look for the season and seem to absorb trends like sponges. They come back from design shows in Milan, Paris and London loaded with ideas – even with pieces of wood collected on weekend walks. It's something that gives our floors a special edge and certainly helps Leoline and Avenue to be the first out with the looks that matter.'

This is apparent right through both brand's 2020 collections – IVC Group tends to operate on a two-year refresh cycle where it reviews individual decors

and overall ranges – and is particularly prominent in Avenue's new Urbanista range. Featuring herringbone wood and tile patterns, as well as the tonal marble looks of Stromboli and concrete of Padua, Urbanista feels really current.

'There are always classics and you simply can't change them. In fact, some of our most popular decors haven't been changed for many, many cycles. These are obviously diehard favourites that are best left unmolested. That said, there are more than enough opportunities for our designers to explore new ideas. Of course, there must be some commercial viability, but this is often a development

process with our sales teams. Some discussions, the odd tweak here and plenty of options on the table means it's always possible to come up with a collection that's commercially viable and still true to its original idea. What might be right in the UK is unlikely to be ready for France or Benelux, so we have to tailor accordingly. Our design department is one of the busiest at the FLDC,' says Derveaux.

The 2020 collections of both brands are positioned to add new depth to existing displays around the country, with roll-out beginning this month. Visit: www.ivcgroup.com



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Construction: 5/32" Saxony silky look
Pile material: 100% IMPREL[®] Finesse PA
Pile weight: 2,500g/m²



Romantica

With a gorgeous aesthetic that brings an on-trend vibe in subtle shades, Romantica not only looks fabulous, but is wonderful to walk upon too. A carpet that brings a sense of luxury and comfort to any home

Construction: 1/10th Saxony silky look
Pile material: 100% IMPREL[®] Finesse PA
Pile weight: 1,650g/m²

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Pro Nature

More to come

Balta is introducing many new products

This year sees Balta change its product launch strategy, with products introduced on an ongoing basis rather than collectively, with many more to come in Q2-Q4.

The next UK introduction will be Provincetown. A StainSafe quality for 2020, Provincetown brings lasting looks thanks to its two-ply yarn and bleach-cleanability. A classic twist in a palette of 12 modern tones, Provincetown is ready for life with a 15-year wear warranty and a 20-year StainSafe promise.

Suitable for indoor and outdoor use, the Pro Nature flatweave collection offers five designs and five colours full of rich harvest tones, summer sky blues and field greens to bring homes closer to nature. Made with StainSafe, the collection creates the woven look of natural carpets



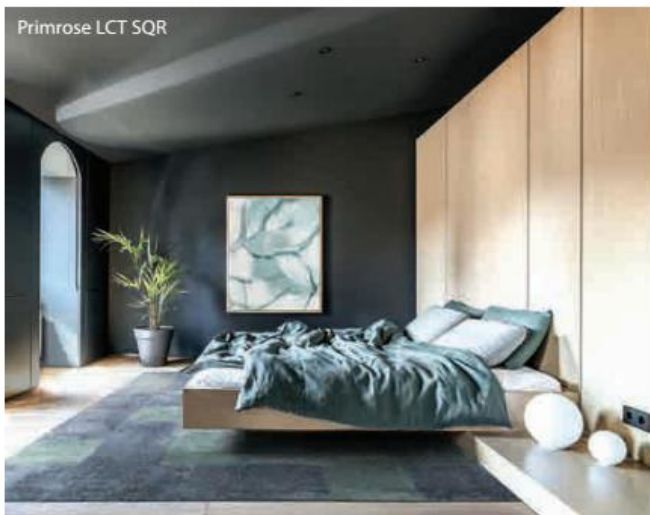
Newport



Silverstone



Satino Royale



Primrose LCT SQR



Primrose

without the fussy maintenance. As well as the stock designs and colours, a choice of à la carte options are available. The collection has a dedicated website: www.naturecarpet.com.

The Luxury Carpet Tiles collection allows consumers to mix and match to their heart's desire. Diva has seen new colours, with a choice of 14, while Primrose offers a selection of 10 shades. Primrose has the Comfyback backing, made from 90% recycled felt. As well as providing comfort underfoot, it is designed to be flexible and light for ease of fitting and reduces noise.

The 1,430g per sqm Primrose SQR and the 2,200g per sqm Amaryllis SQR are the first two ranges in the soft touch Eternity collection. Both are made from Imprel Finesse yarn and are offered in 12 colours.

The Satino Royale (2,500g per sqm) and Romantica (1,650g per sqm) saxonomies have been recoloured. Royale now has 16 shades while Romantica has 12. Both

use Imprel Finesse yarn for a silk-like look.

The Leonis family of supersoft carpets has been expanded with Newport. The plain Saxony has 12 colours in bleach-cleanable StainSafe yarn and is available in 4m and 5m widths. Silverstone is a loop pile that mirrors chunky cable-knits,

available in six colours.

The company will again be holding an Open Week towards the end of the year. For 2020 it has brought the event forward to week beginning 16 November for the convenience of UK customers.

Visit: www.balta-carpets.com



Noble Heathers



The mood board for the creation of Attraction

Attractive choice

Millennium Weavers continues to widen its offer

Millennium Weavers continues to move positively into 2020. The recent merger of the Venture Floorcoverings portfolio into its UK operation only serves to strengthen its current position in the marketplace. It also means that the company inherits the services of Lee Thomas and Martin Pitcairn, who join

Steve Flesher, Lee Harris and Keith Vowles out on the road.

On the product side, January saw the launch of Attraction, a 1/10th gauge twist boasting a tri-colour yarn and a bang-up-to-the-minute choice of colours.

Attraction is the first of many launches this year for Millennium that continue

to offer excellent value for money and a broad choice of specs and price points.

The emphasis for the coming year remains firmly with UK roll stockists, and with the ranges Millennium Weavers has to offer, it looks set to be the strongest trading period to date.

Visit: www.millenniumweavers.eu

CONTACTS

Joe King, sales director UK
jk@millenniumweavers.eu
07806 718 881
Norfolk, Suffolk

Lee Thomas
lt@millenniumweavers.eu
07815 916 648
Cornwall, Devon, Somerset, Dorset, Wiltshire, Hampshire, Oxfordshire, Greater London, Northamptonshire, Warwickshire, West Midlands, Staffordshire, Shropshire, Worcestershire, Herefordshire, Bedfordshire, Buckinghamshire,

South Wales and the Republic of Ireland

Martin Pitcairn
mp@millenniumweavers.eu
07876 194 621
Scotland, Northern Ireland, Cumbria, Northumberland

Lee Harris
leeharrism66@gmail.com
07842 448 495
North Wales, Merseyside, Lancashire, Cheshire, Greater Manchester, Isle of Man

Steve Flesher
sf@millenniumweavers.eu
07850 049 679
North East (Durham), Tyne & Wear, Yorkshire, Derbyshire, Nottinghamshire, Lincolnshire, Leicestershire, Cambridgeshire

Keith Vowles
kvwles@btinternet.com
07970 464 434
Channel Islands (postal codes GY and JE), Hertfordshire

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Bedroom



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Dining room

AVAILABLE
4&5m





Style Cracked Ash Grey

Putting on the Style

BerryAlloc is developing its LVT collection



Style Vivid Light



Pure Bluestone Dark

The company's Pure collection has been revamped with full focus on its DreamClick system and with 24 new decors.

With Pure, the key USP is its noise reduction. Pure has a unique soft top layer that is not only comfortable to walk on, it absorbs the noise in every room. This makes it handy when you want to sneak in while your family is asleep.

The unique foamed top layer absorbs the walking sound, making it up to 50% more silent than other LVT floors.

Combine it with Dreamtec+ underlay and the impact sound is cut by 20dB: downstairs neighbours will love it as well.

The collection features 35 planks and 13 tiles in warm, natural colours. Because nothing beats a cosy home filled with warmth and the floor is the foundation for creating this relaxing atmosphere.

The planks come in 204mm x 1,326 mm and the tiles in 612mm x 612mm: all of which can be mixed and matched to create designs as individual as each individual.

Style is BerryAlloc's next LVT collection, due to be released soon.

The Style collection is all about the details: a combination of research, engineering and craft resulting in this feeling of real wood, with all the benefits of vinyl planks.

It is thermally stable, yet light and rigid. Its patented foamed structure of the rigid composite board ensures a lightweight product with great thermal stability and can be used with underfloor heating and next to panoramic windows.

The 360deg interlocking DreamClick system offers an extremely fast and easy

installation and endless possibilities to install creative, unique patterns.

There are 16 decors available in 204mm x 1,326mm planks. Like the Pure it comes with coordinating underlay

and skirting boards.

Manufactured in Belgium, both Pure and Style are fully recyclable and have a lifetime residential warranty.

Visit: www.berryalloc.com



Pure Classic Oak Grey



Style Vivid Grey



Pure Intense Oak Brown



Family values

USFloors retains its pioneering spirit

USFloors started as a small flooring company, a one-man operation initially ran from the spare bedroom of Piet Dossche, president and ceo in 2001. With the invention of COREtec, the original, patented, 100% waterproof floor in 2013, it grew rapidly. It 2016 it launched its European division, based in Belgium, and run by Dossche's brother Jan. That same year it was bought by Shaw Industries.

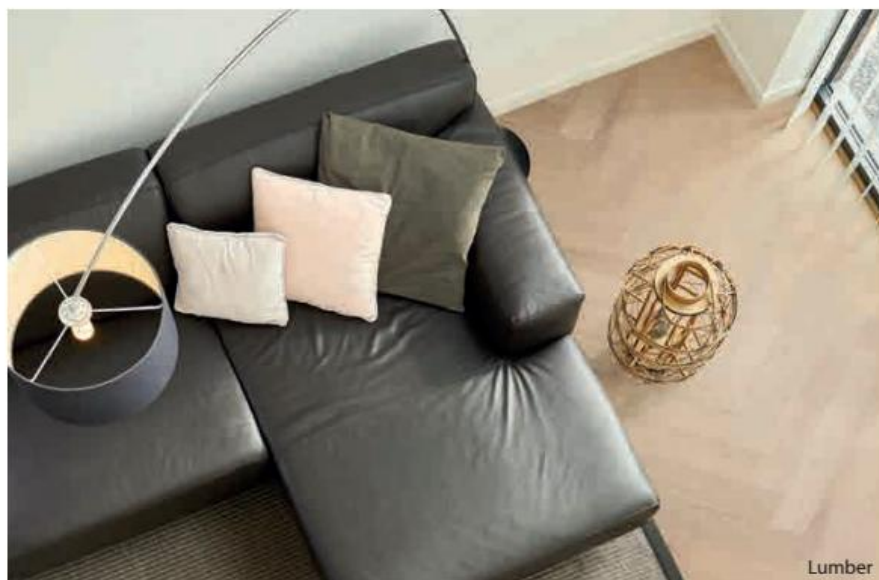
'The real values in life are those created and found within families: authenticity, trust and the opportunity given to be creative and express yourself. These same values drive our company and they define our corporate culture. We've come a long way from where we started to where we are now. But those family values guide us still,' says Piet Dossche. 'The pioneering spirit of the early days

and the family inspired values have remained, albeit on a different scale today. Led by management and embraced by every employee, dealer, and partner, we are recognised as the problem-solvers, innovators and design enthusiasts. Today we offer an incredible range of resilient, durable floors that can be purchased, installed and lived upon in one single day. Click, lock, enjoy. It is as simple as that.

'All our floors have a unique attached cork layer. Why? It's warmer, quieter and easily installs over existing hard surfaces, perfectly concealing imperfections in subfloors. And: it's one of the most sustainable materials out there. Cork is harvested from the cork tree and can be re-harvested every decade without damaging the tree. A natural solution that brings only benefits to your home or business.'

ProCore is extra reinforced for more dent and impact resistance. Sound Core makes use of its proprietary noise reduction technology. Coretec Stone is built around a core sourced from mineral materials, leading to even more strength and zero emissions.

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Associated Weavers will again be an official supplier at the BMW PGA Championship

Returning

Associated Weavers will be back in Harrogate

Associated Weavers is to return to The Flooring Show in September after an absence of two years. The company will have a 238sqm stand in Hall M as it looks to promote its Sedna carpet and Invictus LVT to independent retailers.

'We are returning as we have stories to tell with Sedna and Invictus,' says

Emmanuel Lioen, Associated Weavers marketing and corporate communications manager.

The company will also be hosting an Open Days week at its Belgian showroom beginning the week of 16 November, coordinating with events by Balta Group and Beaulieu International Group.

The company will also again be the official carpet and flooring supplier of the BMW PGA Championship at Wentworth in September, the third year it has had this role. Last year it used 3,500sqm of Invictus carpet and 350sqm of LVT in the VIP area.

Visit: www.carpetyourlife.co.uk



Invictus LVT Highland Oak Chocolat



WebSystem has a monthly fee
and no fixed contract

Screen saviour

RetailSystem is offering to get retailers online with no upfront cost

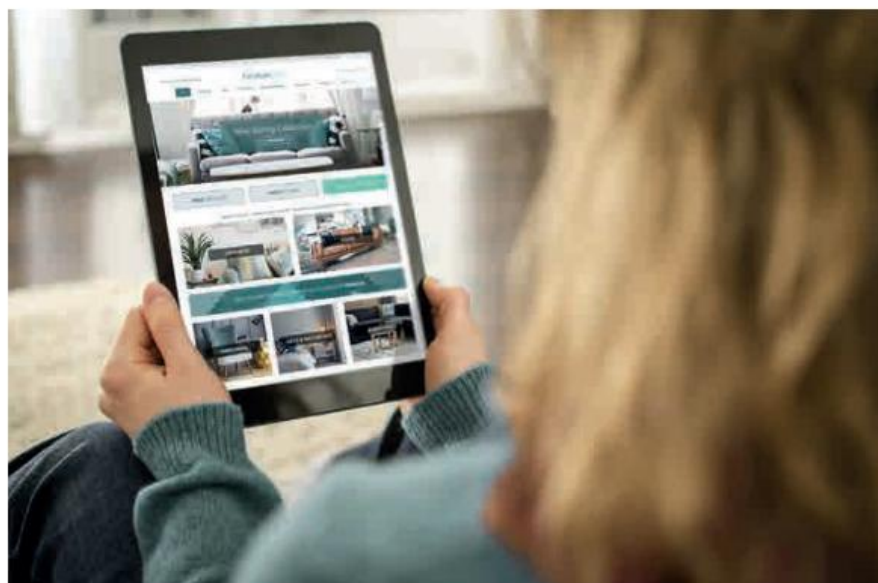
Award-winning software supplier RetailSystem is launching an ecommerce solution for furniture and bed retailers. The UK's number one software provider in the sector has developed WebSystem: a product that delivers a stylish, responsive, customer-facing website for furniture and bed retailers, whether they require a simple shop window or a fully transactional platform.

The cloud-based, unified solution offers responsive design, full ecommerce capabilities and real-time inventory data, with content fed directly from the content management system.

A WebSystem website can be stand-alone or integrated with RetailSystem, which means retailers only have one system to manage when updating content, products, orders, prices and availability. The service is offered with no upfront cost: subscribers will simply pay a monthly fee with no fixed term contract or hidden support fees.

'It's always been our mission to help clients run their businesses and, let's face it, projecting a good reputation online is vital in today's marketplace. These days, retailers have to cater for customers

however – and whenever – they want to shop. As a company, we are committed to technology and it is these advances that set us apart from our competitors. Our RetailSystem software model works





very well and, naturally, we have wanted to develop an online solution for a while,' says Darren Lee, RetailSystem head of sales and implementation.

'We know it can be a struggle to find web design companies that truly understand furniture retail, without paying large sums for specialist suppliers. That's why we decided to design and launch WebSystem. We're offering to build a fully integrated or stand-alone website with no upfront cost. Subscribers simply pay a monthly fee of £199 for a shop window website or £299 for a transactional website. No one else is offering a pay-monthly website with no upfront cost. What's more, there's no fixed term contract, no hidden support cost and just a 30-day notice period.'

Lee says the creation of WebSystem is a natural progression from the company's software model and a key part of the RetailSystem ecosystem that, alongside WebSystem, includes sub-brands AccountsModule, an integrated accounts package, and RetailHub, which provides valuable business insights.

'WebSystem has been a long time in development. It involved creating our own platform and, crucially, has been built by people who understand the industry inside out, as our team have all worked within the furniture retail sector.'

'We have just launched our first UK WebSystem website, with more due

onstream shortly, and we are ready to take bookings for initial consultations. This is the first stage in the process, where we get to know more about a retail customer and, most importantly, what their brand means to them, before supplying initial design recommendations.' Visit: www.retailsystem.com





Pendulum testing

No slip-ups

Testing is vital to ensure flooring is safe

Slips, trips and falls are common causes of injury, whether at the workplace or in public areas. According to the NHS (*Hospital Admitted Patient Care Activity*), in the UK in 2017–2018 there were about 97,000 hospital admissions due to falls from slipping, tripping or stumbling (compared to around 60,000 collisions involving any form of transport), resulting in 485,000 hospital bed days.

'The risk of a compensation claim is not the only consideration when specifying flooring; often there is legislation stating that floors must be safe for use. For example, the Workplace (Health, Safety and Welfare) Regulations 1992 require that floors in a workplace are suitable for purpose, in good condition and free from obstructions or substances which may cause a person to slip, trip or fall, essentially saying that people must be able to move around safely,' says Reece Johnson, SATRA flooring technologist.

To reduce the risk of a slip incident, it is not only important to specify a flooring product appropriate for the conditions of use, but also to consider how the slip resistance of the flooring is impacted by wear, surface contaminants and cleaning.

'The most widely accepted slip test method for flooring surfaces within the UK, which allows for accurate comparison of the product throughout its lifetime, is the pendulum test. This is performed in

accordance with the latest versions of BS 7976 and/or the UK Slip Resistance Group Guidelines, and can be carried out in a laboratory or on site as required.'

A pendulum test device is utilised to indicate the friction between the floor surface and a rubber slider attached to the foot of the pendulum in both dry and wet conditions. The pendulum action recreates the pedestrian gait, and there are two tests: to represent pedestrians with footwear and barefoot pedestrians.

The pendulum test device is designed for assessing hard, predominantly smooth floor surfaces under wet and dry conditions. The resulting pendulum test values (PTVs) are then assessed against the UKSRG Guidelines to give a slip potential classification. The results only apply for pedestrians walking in a straight line on a level surface: higher results may be recommended for other surfaces, or areas that are higher risk (for example, for areas that are likely to receive a lot of foot traffic and may be exposed to water, oil or even spilt drinks, a PTV of 36+ when tested in wet conditions is recommended. Flooring with a PTV of 0-24 has a high slip potential, 25-35 a moderate slip potential and 36 and above a low slip potential.

'To complicate matters, where manufacturers make claims about slip resistance, these are often based on different test methods, such as the ramp

tests DIN 51130 and DIN 51097, as well as EN 13893. DIN 51130 is a shod ramp test, where the operator walks back and forth over a sample of floorcovering while increasing the angle of inclination. Oil is used as the contaminant, and the results may not be representative of water-wet slip resistance. The products are classified from R9 (high risk) to R13 (lower risk),' says Johnson.

DIN 51097 is a barefoot ramp test similar to the DIN 51130, except the operator walks over a floorcovering barefoot, with a soap solution contaminant. Products are classified as class A, B or C depending on suitability for barefoot walkways. Class A products are deemed suitable for barefoot walkways, mainly dry; Class B for showers and pool surrounds, and Class C for steps into water and walk-through pools.

'EN 13893 uses a measuring device along with a slider assembly to measure the dynamic coefficient of friction in a laboratory on ex-factory dry floorcovering surfaces only. These test methods deviate from assessing the slip resistance of a floorcovering in end use conditions and this is why the pendulum test method is preferred in the UK. However, in any complaint involving slip, the floor surface, footwear and other environmental factors will all have an important bearing on slip resistance.'

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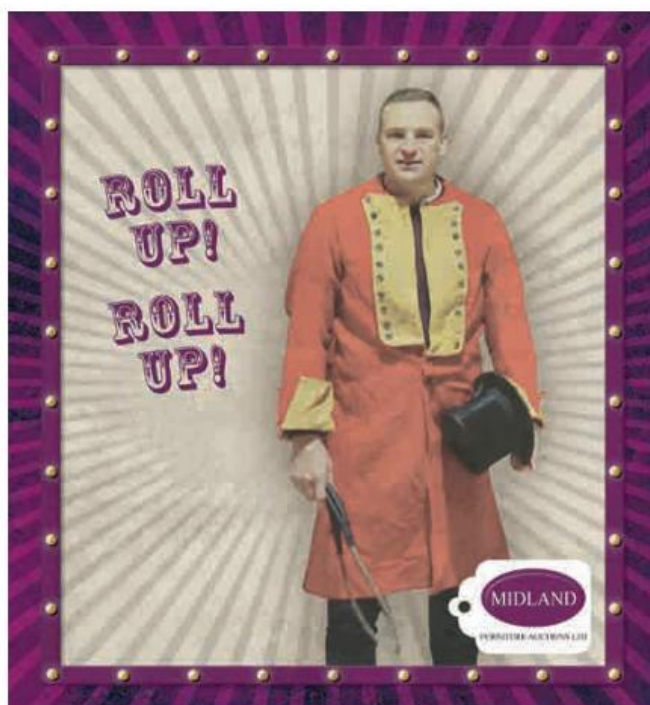
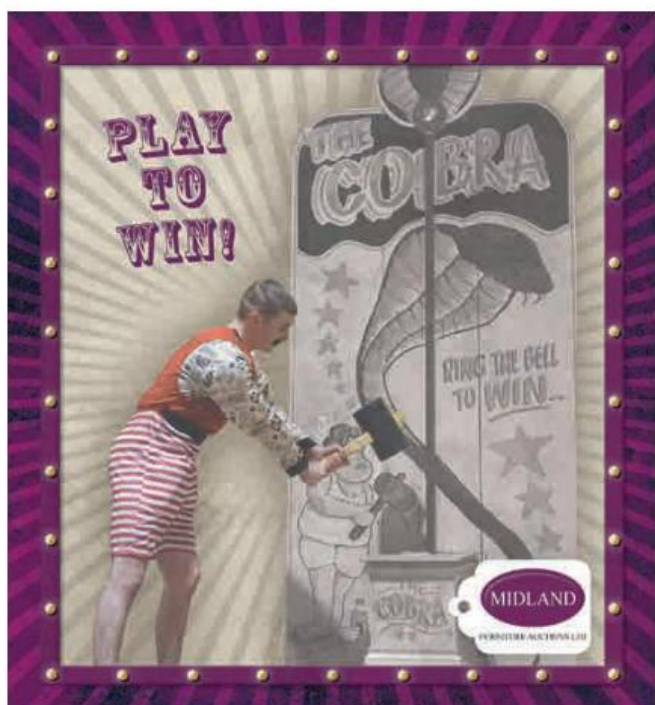


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In to win

Midland Furniture Auctions wants you to make a day of it

Getting rid of problem furniture needn't be a dull or painful process, with Midland Furniture Auctions injecting fun and spectacle into selling returns, seconds, prototypes, ends of line or excess stock.

Every Wednesday buyers arrive to bid on a wide range of auction items and they are always on the lookout for new

styles and brands. If auctioning furniture hasn't been considered before, MFA could be your golden ticket to hassle-free clearance.

MFA is dedicated to improving its service, to give unwanted furniture stock the best chance of sale – and at a good return too. For example, each week it

sends a free subscription email showcasing the best pieces for the upcoming auction. 2020 has seen a relaunched eshot format, all redesigned in MFA's eye-catching style. Alternatively, the business can be followed on Instagram, Twitter or Facebook, to keep up to date with stock changes. The website is currently in the process of a redevelopment adding new features, improved usability for mobile users as well as an overall design refresh.

'We like to introduce colour into what we do. Selling problem stock for our vendors might seem troublesome, but it isn't for us because it is all we do. Our buyers like the entire auction event: the rush of bidding against other people and the atmosphere of the saleroom on auction day,' says Dean Carpenter, MFA senior auctioneer.

'Pop down to MFA for the next sale and take a look: we are just off Junction 28 on the M1, towards Alfreton in Derbyshire. For all vendors we offer a no sale/no fee to pay promise, so there really is nothing to lose by sending furniture and giving us the chance to sell your unwanted stock.'

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OLD STOCK
PROTOTYPES
RETURNS

Photorealistic CGI Shocks Visitors at JFS

...

When we think of CGI Imagery, most people imagine unrealistic imagery from video games, or the creation of fantasy lands in multimillion pound blockbuster films. When it comes to CGI for the furniture industry, most businesses have given it a go, two or three years ago, and been disappointed with the results. Materials with no texture, unimaginative lighting, and results that look fake. But one agency was challenging these beliefs at JFS 2020.

At this year's January Furniture Show, Orbital's stand was showcasing CGI that didn't cease to amaze, when visitors were assured that none of the imagery on display was photography. Orbital is a digital creative agency specialising solely on the furniture and interiors industry. With CGI imagery their main focus, alongside branding, design and websites, they have spent the last three years honing their virtual 3D skills. Upon surveying the CGI being offered to the furniture industry, they noticed that the real failing in making these images look realistic was textures and fabrics. Orbital made it their mission to create photorealistic fabrics, that are indistinguishable from the real thing, and from the imagery they were presenting at the show, it looks like they have achieved their aim.

The stand in Hall 1 had a constant buzz. The agency stated that most visitors were telling stories of CGI attempts from the past, and were amazed at how far the technology and skills have advanced.

Orbital's MD, Rob Walker, stated "CGI is soon going to be the only way for manufacturers and suppliers to go. Consumers and buyers are becoming more unwilling to use their imaginations. Visualising a furniture piece next to a fabric swatch, without imagery to support, in every available colour, is just not enough anymore to finalise sales. Not only this, but we are seeing that more and more retailers will now only stock products that come with 3D asset files and in order to sit perfectly within their e-commerce sites. It's only a matter of time before all companies will need CGI, and we like to think we are offering imagery that can't be spotted as fake next to traditional photography."

Orbital are located in Long Eaton, opposite Harrington Mills and offer an open studio for anyone interested in their work to drop by and see their CGI artists in action. You can also contact them at www.orbital.vision.





CGI

BY

 **Orbital**

UNREAL CREATIVES



Queues testify to the strength of Greenwood Retail's service

Sale time

A large part of annual turnover can be generated in a few weeks

'Our clients can testify that our high impact sales promotion strategies can generate 25% to 100% of annual turnover (depending on the nature of the event and other variable factors), with high margin maintained in just 17 days' trading,' says Bernard Eaton, Greenwood Retail md.

'Retail clients are enjoying record-breaking sales success despite storms, Brexit, Coronavirus and the associated downturn in big-ticket spending.'

Greenwood Retail specialises in organising high-profile retail sales events on behalf of quality retailers, all over the UK and Republic of Ireland. Many of the

company's clients are members of AIS.

'Greenwood provides a first-class service. The attention to detail from its people was unbelievable and I was impressed with its digital approach too. This led to a sales result equal to a good quarter of a year's turnover in four weeks. It's been great and I cannot overstate how pleased I am with Greenwood's people, service and the results. Highly recommended,' says David Carroll, md of Grimsby retailer Abey Home Furnishings, which held its 2020 winter sale with Greenwood Retail.

Stansted retailer You're Furnished also used Greenwood Retail for its sale. Cy

Fogel, You're Furnished md, is impressed.

'I was apprehensive at first. But then I saw the queue. This Greenwood sale has outperformed our last one and I'm more than happy.'

'With more than 1,000 sales over the last 18 years, Greenwood Retail has far more experience of planning and organising retail sales in this marketplace than any other sales company. This means that no other sales company is better qualified to help British and Irish retailers get the absolute maximum return on investment from their next big sales event,' says Eaton.

Visit: www.greenwoodretail.com



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2020



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- 2). **Deadline for entry is midnight of Tuesday 31st March 2020.**
- 3). Entrants are initially required to complete a questionnaire giving the most **full** and **accurate** answers possible. Entries will be evaluated by a panel of judges based on the answers provided and 14 fitters will be selected to progress to the Semi-Final practical trials.
- 4). The Semi-Finals will be held on **Wednesday 17th and Thursday 18th June 2020** at the FITA Training Centre, Loughborough.
- 5). The 6 Finalists **MUST** be available to attend a briefing day on **Friday 17th July 2020** at the FITA Training Centre, Loughborough.
- 6). The Final is at The Flooring Show, Harrogate, **Sunday 20th to Monday 21st September 2020.**

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The Final will be held at The Flooring Show, Harrogate in Sept 2020

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Bespoke services

Metro offers a dedicated marketing facility

In the four decades since buying group Metro conceived the concept of pooling buying power to compete against the national chains, a lot has changed in the marketplace. No longer just looking to achieve the best terms and prices, Metro has expanded dramatically to also assist its members to sell the best performing products in the marketplace at a profit.

Metro's marketing service has a distinct advantage: it is completely bespoke. Metro understands that retailers work in differing marketplaces and locations, so having access to a whole host of marketing resources means that Metro members have a wealth of experience

and facilities custom made to suit the independent flooring retailer's needs.

When a member moves premises or expands it is a perfect opportunity to seek support from the bespoke service offered by Metro. One such project was undertaken by The Carpet Stop – the growing Midlands retailer – which was opening a large new roadside showroom in Bulwell, Nottingham.

Steve and Adam Moralle from Metro visited the site while it was still an ex-convenience store and surveyed the site, taking dimensions and looking to see what they could work with. Having such a huge roadside presence it was

decided to run with a 23m and 9m upper sign, window graphics, wall and post signs along with internal pricing systems and ceiling-hung POS displays. Every aspect of the work was carried out by the Metro team on time for the store opening deadline. All signs were fitted in only two working days.

For the past three years Metro's marketing service has been subsidised to members, and new members have seen incentives to join the group and use the service.

Luxe Floors in Newcastle also took advantage of the service. Paul Keddy joined the group at a pivotal time when new premises and new ventures were all taking place at once. New logos, displays, signage and paperwork were all created by Metro's marketing team within the first month of his membership: a fitting honeymoon period. All work was carried out in-house, from design to manufacture and fitting.

Another benefit of group membership is Carpet 1st own label displays. Most retailers understand the benefit of rebranding but so often this can create a mismatch of displays and stands. Metro's Carpet 1st display stands have been designed to be completely modular, with a wall, lectern, corner and staircase unit – allowing the retailer to display whatever products they choose with standard or bespoke graphic panels. All POS is designed and created in-house in Metro's own studio so it's easy to change should members wish to do so.

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WOOD AND LAMINATE



Make a splash

Aqua+ is water resistant

The Egger Pro Laminate Aqua+ range is Egger's answer to water-resistant laminate flooring, using water-resistant technology in the core board. The Aqua+ range is available in 18 trend-led decors, including woodgrain and ceramic decors and two board formats: Classic and Kingsize.

The range of Aqua+ decors is part of the Egger Pro Flooring 2018–2020 collection which provides the answer for both residential and commercial interiors.

Aqua+ features the latest technology, providing a water-resistant floor well suited to bathrooms, restaurants, kitchens and bars. Not only is it more cost effective

than glued and grouted ceramic tiles, it is also the only laminate floor on the market that can be steam-cleaned.

'The feedback on the Aqua+ range has been phenomenal so far. The high quality finish of the boards provides the perfect water-resistant flooring solution in the home and in commercial spaces. The variety of decors and two board formats allows for creative application in any room size and function,' says Craig James, Egger Flooring Products UK sales manager.

'An Egger Aqua+ board is up to five times more resistant to water swelling than a standard laminate due to its

specially developed high density fibre core board. This unique technology also prevents warping and buckling if the environmental conditions change.'

Design experts at Egger have travelled the world to source the latest texture and decor trends as inspiration for the Aqua+ range. Woodgrain decors are available in a Classic board format of 1,291mm x 193mm and feature 11 oak and walnut finishes. Material decors are available in a Kingsize board format of 1,291 x 327mm and include seven granite, stone and concrete finishes.

'Like the majority of flooring in the Egger Pro collection, the Aqua+ boards are installed using UNIfit!, a glue-less installation system that is 40% faster than other systems. Due to Egger's flexible and floating installation technology, no tools are required and multiple installers can work simultaneously in one room. As well as saving time and money, the UNIfit! click system has a sturdy connection and is easy to install around doors, pipes and radiators,' says James.

'All of the Aqua+ decors come with a lifetime warranty which covers domestic use for 30 years and commercial use for five years. This gives peace of mind that a high quality, resilient and functional product is being installed and can be relied on.'

Visit: www.egger.com/aquaplus





All our shown and mentioned decors are reproductions.

Egger PRO Laminate Aqua+ Make a splash

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MORE FROM WOOD.

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REVIEW



Larger than an armchair, daintier than a chaise lounge, Fogia's Lyra is aimed at a forgotten product category



Offecct's Maki chair can be used on its own, in a row, or in a row with the seats facing opposite directions

Fair share

Stockholm Furniture Fair, Northern Light Fair and Stockholm Design Week showcased the best in Scandinavian design
Visit: www.stockholmfurniturelightfair.se



Mia Lagerman's Comma mirror for Swedese



Erik Jørgensen introduced the first item in its Casework range, with a light oak frame



Mooy expanded its Monster range, including the Monster rug in three sizes



Eilerson celebrated its 125th anniversary with Bas, a low and shallow sofa with a depth of 96cm and a seating height of 37cm



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The MO Series is Carl Hansen & Son's first collaboration with Danish designer Mads Odgård



Montana debuted an outdoor version of Verner Panton's 1971 Pantonova design after reintroducing the indoor version last year



GUBI's modular Wonder sofa uses magnets to hold the cushions to the backrest



Massproductions' Roadie chair won the Best Product award. 'A strong form with an unusual inspiration, this lightweight and versatile product makes good use of recycled materials while offering a playful take on a utilitarian object,' said the judges.

KÄLLEMO'S ETTORE COFFEE TABLE, DESIGNED BY ÅSA JUNGNELIUS, WON THE BORN CLASSIC PRIZE

'Furniture that playfully mixes geometric shapes and materials. Unique details, combined with light effects, produce something akin to a kaleidoscope that changes colour depending on the light and viewing angle. Furniture that is as brave as it is a perfect fit for our age. The furniture knocked us out with its immediate expression. With its historic references and the designer's typical symbolic and personal character, we truly believe that this table will be a future classic. The table is made by a designer that moves interdisciplinarily between art and design as she defines a clear contemporary style. It's a limited-edition piece and every table is painted individually by the designer herself which makes this a piece of furniture that attracts art and design collectors. The collaboration between designer and producer feels like an obvious progress typical to Källemo,' said the judges.





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Hathaway forward

La-Z-Boy broadened its appeal

La-Z-Boy UK enjoyed one of its most successful January show seasons to date, with its selection of new designs, additional options and expanded cover range attracting a consistent stream of visitors.

Its new introductions proved popular at both the January Furniture Show and AIS Furniture Show, with its more contemporary models drawing interest from a host of new high street accounts.

The stand-out introduction was the Hathaway range. With its slim feature arms as well as full reclining functionality, it pushes boundaries without shying away from the feel of a traditional La-Z-Boy product.

A number of top-selling ranges were expanded to offer greater variety to customers, including the introduction of modular corner units for Rogue and Julia, which are customisable. This new product also features reclining middle seats in manual, power and power head tilt mechanisms. The modular nature of these products makes them a flexible choice for consumers, plus they are simple to deliver and install.

A lift and rise model was introduced to the Winchester range, complementing the existing three piece suite and corner group. This selection of options allows customers to integrate a lift and rise chair cohesively into their living spaces.

Julia, featuring the new corner group, proved particularly successful, as did

Cassia, which offers a contemporary low silhouette with head tilt for ultimate comfort.

'We spent a long time planning both of our January show stands and we are very pleased with how well our efforts paid off,' says Tristan Pyke, La-Z-Boy head of sales for independents.

'Retailers had plenty to choose from to cover a wide demographic range, with a number of eye-catching contemporary designs complementing our expanded selection of traditional

La-Z-Boy models. The presentation of models in some of our new fabric and leather colourways also gave a new dimension to the displays.

'As well as attracting new accounts, we were pleased to secure orders for additional shopfloor models from existing customers. Our membership of AIS and new affiliation with the Minerva buying group both reaped benefits, with a number of orders being placed by their members.'

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Back in favour

Core Products has seen an increase in demand for pine

Core Products has seen many trends in flat-packed furniture over the past 30 years. During the 1980s and through to the mid-1990s demand for pine was extreme, especially for beds and bunk beds, which it produced at its factory in South Africa. This in turn led to the development of production facilities in Brazil, where 20 years later it continues to make furniture and shelving products with the same family businesses.

'We have all worked together for so long now we see them as very much a part of our success,' says Stuart Wallace, Core Products director.

During that time Core has made considerable investments in machinery and technology with the factories to keep the products at the forefront of quality and value. Now, as the emphasis

on recycling and sustainability becomes so important, initiatives in more sustainable packaging and, most recently, its tree planting programme have been introduced. For Core, understanding the need to consider the supply of the natural resource is nothing new, having made its first forestry investment nearly two decades ago.

For Core demand for pine furniture never went away, however with the shift of production to China in the mid-1990s, oak became the more popular wood and has been so for nearly 20 years.

'What we are witnessing now is a return to pine as the wood of choice for the consumer,' says Mike Rowley, Core Products ceo. 'Consumers are attracted by its versatility, sustainable credentials and the fact that it is different to the

furniture in their parents' homes. The fact that it is also so affordable is not lost on the price-savvy customer either.

'Undoubtedly styles have changed and have become more relevant to today's lifestyles. Natural earth finishes, combinations of materials and sizes that reflect modern homes now influence buying choices.

'Augusta is one of these new collections. Made from sustainably sourced pine with a wax-based antique finish and metal legs and handles, a varied selection of bedroom pieces are available including narrow and combination chests of drawers, along with a very practical wardrobe with hanging and drawer space.

'Augusta for downstairs features new designs that reflect the trend towards open-plan living including an open-plan wall unit and TV cabinet sized to accommodate the most current flatscreen televisions.

'Texas offers a stylish and very affordable dining and casual living option with a fusion of industrial-styled metal legs combined with chunky solid wood tops and a complementing range of upholstered dining chairs. Complementing occasional and console tables are also available.

'Augusta and Texas are just two of the 15 ranges added to the Core portfolio for this year. More furniture can be seen in the 2020 catalogue alongside an extensive collection of shelving, storage and home office products.'

Visit: www.coreproducts.co.uk





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Turning heads

Sherborne saw a more contemporary look

'We were absolutely delighted at the exceptionally favourable reaction to all our model and fabric launches at the January Furniture Show,' says Chris Fort, Sherborne Upholstery md.

The new Roma recliner/suite range offers a contemporary look, which includes an especially comfortable back design with a distinctive headroll. This range is available in small and standard sizes throughout, with additional petite and royale sizes of the electric riser recliner. These have four different seat and back heights but are all the same width to cater for the larger user.

The Keswick Classic introduced a variation on a winning theme, converting its most popular recliner/suite into a range on wood legs, in a choice of natural or mahogany finish. This range comprises fixed chair, fixed two-seater and, for the first time, a powered recliner on legs, which also features a new slimline power switch with an inbuilt USB charging point, now fitted to all Sherborne powered recliners and sofas.

The three fireside ranges received a change from moulded to wooden legs, including a lighter walnut finish, alongside the new Ravello and Dovedale fabric ranges.

Sherborne's adjustable bed range was enhanced by the introduction of the Devonshire, which offers all the features of the existing Dorchester, including a patented, easy two-part assembly, but

with the addition of a sprung base for increased comfort and support. This comes with either the standard handset or a remote alternative, both including backlighting and two memory positions but adding a torch facility to the remote version. Three larger headboards were also introduced, designed especially for Devonshire.

The bed range also benefited from the launch of the Sunset collection of 25 fabrics, and the reintroduction of express delivery to the 4ft size option

of Dorchester and Hampton adjustable beds, in addition to the existing 3ft and 6ft sizes of these and the alternative Regency adjustable bed.

Since the show Sherborne has been busy coping with an influx of orders and has put both its factories onto overtime to cope with the demand.

'We are confident of a very successful spring trading period and would like to thank all our loyal customers for their continuing support,' says Fort.

Visit: www.sherborneupholstery.co.uk





Roma



Keswick Classic



Devonshire

SHERBORNE

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Westminster (new legs)

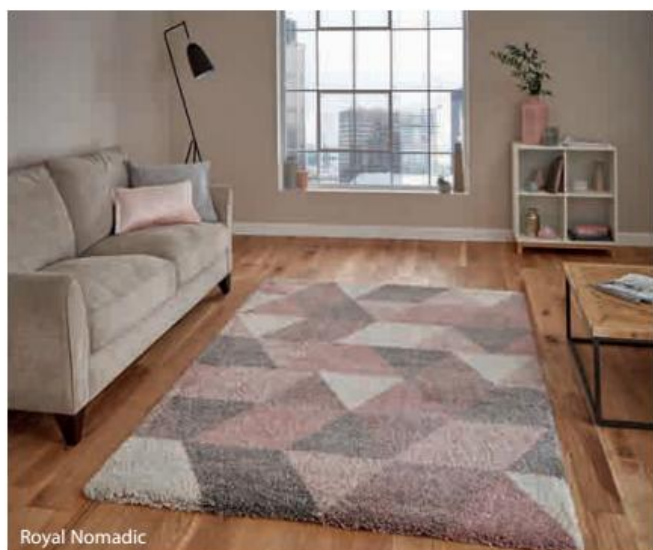
An enormous thank you to all the customers who visited our stand at the recent Furniture Show, where we were absolutely delighted at the tremendous response to all the new introductions.

Pride of place went to the stunning, contemporary Roma Recliner/Suite and the Keswick Classic range on stylish legs, offering for the first time a powered Recliner on legs alongside Fixed Chair and Settee options. The new Ravello and Dovedale fabric ranges were also exceedingly popular. We also successfully launched our new upmarket Adjustable Bed range, the Devonshire, with three new Headboards and the Sunset Collection of new fabrics.



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Royal Nomadic



Matrix

New home

Think Rugs has moved to much larger premises

Think Rugs gave visitors an update on moving its entire operation to a newly refurbished office and warehouse space with over three times the capacity of its previous location. Now operating from over 50,000sqft, Think Rugs is set for future growth and optimised to offer an efficient and accurate service to all its customers.

The new warehouse increases Think Rugs' maximum stock level to approximately 150,000 units, with the aim of stocking a total of around 1,500 SKUs. This means that customers will be able to enjoy an expanding product range with great stock levels. Other benefits also include a fast and efficient service now operating on an average

dispatch lead time of less than 48 hours, as well as increased ability to thoroughly monitor every step of the dispatch process and ensure accurate delivery.

Think Rugs has also trebled its showroom size with a new 2,500sqft showroom displaying every product currently available. With over 350 different product options on display, it is ready to welcome any customer looking to view the full product range.

'Opening hours are 9am to 5pm, Monday to Friday, and customers are welcome to visit at any time to browse our showroom with no commitment to placing an order. It is recommended that anyone wishing to visit calls or emails to arrange an appointment, to

ensure we can fully devote our time and attention,' says Sam Tippet, Think Rugs md.

'Products displayed within the showroom include our newest topseller Craft, currently available in five design and colour options with orders in the pipeline for a further seven options; our incredibly popular Royal Nomadic range, now available in 20 design and colour options totalling over 40 SKUs, and our very stylish Brooklyn and Matrix ranges with a combined total of over 200 SKUs now available.

'As well as these we have an abundance of other products to view to suit all needs.'

Tel: 01782 747 713



Brooklyn



The new showroom

Craft



Tel: 01782 747713



Lifestyle highlights the company's heritage

Fresh face

Cintique's Lifestyle collection has given it a new look

British manufacturer Cintique has created a new range of modern, stylish, showwood furniture with statement accents. The Cintique Lifestyle collection combines technology with traditional manufacturing processes to create aesthetically pleasing modern showwood furniture, in addition to providing the quality reassurance expected from the manufacturer.

Available in a variety of soft cover options from natural shades to more vibrant tones, and a choice of oak or wenge wood colour finish to real ash showwood, the collection shows British manufacturing and design at its best.

Within the collection are the Mayfair, Kensington and Highgrove designs: options available include large, medium and small sofas with matching snuggler

and standard chairs. All sofas are supplied with a choice of complementing accent cushion packs, while the Linby chair and footstool is the ideal addition to enhance any modern interior. Each piece of Cintique Lifestyle furniture comes with a lifetime guarantee and is finished with a quality stamp paying homage to the original Cintique furniture created by Jack Cinnamon in 1908.

All products are manufactured to order in the UK and the Cintique, Nottinghamshire manufacturing site is powered by clean sustainable energy.

Due to the success of the show launches – and the Mayfair being awarded Highly Commended at the recent Furniture Awards – the Cintique development team has already set to work on extending the Lifestyle

collection. Additional concepts are progressing well and are expected to launch later in the year.

With new Cintique Lifestyle branding and marketing support under creation, reflective of the new modern living collection, it's a busy time for all at the company. Wayne Hollis, Cintique md, with more than 30 years' experience manufacturing quality British upholstery, is delighted to have been given the opportunity to develop the new designs.

'By keeping elements of the traditional methods of showwood manufacturing from Cintique's skilled craftsmen and adapting the designs, we've created affordable furniture for those wanting a modern and stylish selection of quality British manufactured furniture,' says Hollis. Visit: www.cintique.co.uk





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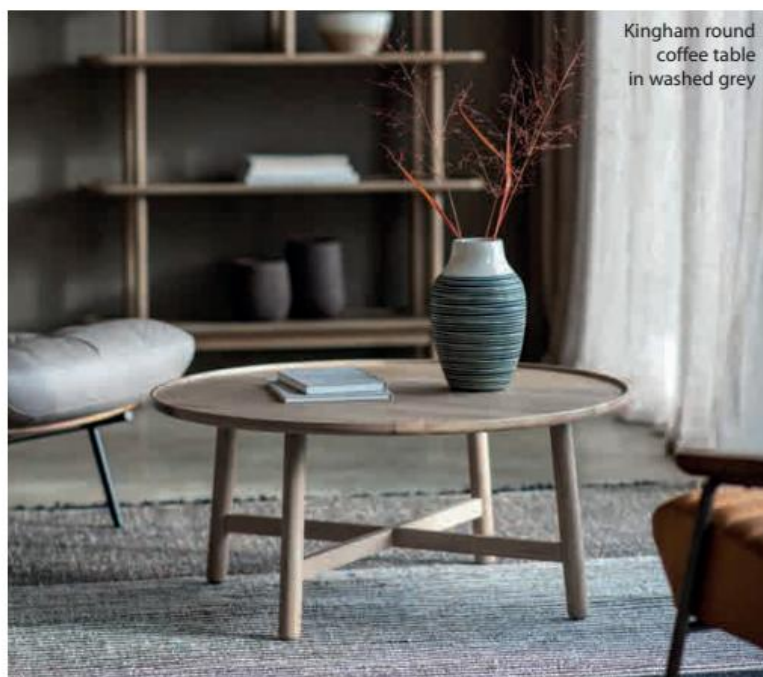


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Common Road, Huthwaite, Nottinghamshire, NG17 2JY



Through the Ape Vine & Exotic Macaw wall art with Campaign dining chair



Kingham round coffee table in washed grey

One stop solution

Gallery Direct again widened its offer

In a bid to offer customers a one stop solution for all their interior needs, Gallery Direct has expanded its offering over recent years, adding new categories to its catalogue and continually designing and developing new products.

Its range now features over 3,500 stocked lines across its furniture, lighting, home accessories, soft furnishings and wall decor product directories, along with more than 120 models in its Made to Order directory. The new SS 2020 collection alone offers more than 400 lines across the six directories.

'The core of our business has always been design, backed by a well-managed technical team, to enable us to offer quality on-trend products at value for money prices. The catalogue expansion was a strategic decision to help customers by offering a wide and varied enough choice to give them a one stop solution.'

'Each of the directory categories is now a substantial business in itself, so whether customers specialise in one particular category or provide a full interior offering, we can provide them with a fantastic choice, with styles to suit all tastes and interior spaces,' says Peter Delany, Gallery Direct md.

From Scandi, drawing on classic design inspiration from mid-century,

to Apartment Living, with practicality in mind, and from Global Traveller, crafted using natural colours and deep textures, to Classic, with subtle elements of traditional aesthetic combined with contemporary style, the company offers a wide selection of products.

On the furniture side, the materials used are selected to give the desired look and practicality: beautiful woods, metals with amazing finishes, Indian granite and marble. The SS 2020 collection includes



Venosa swivel chair with Parton desk

the Kingham living, dining and bedroom range which is manufactured using solid European oak with a natural dry sheen finish, with the choice of a matte grey across some of the occasional pieces. There is also a new section of occasional chairs, including the Venosa swivel chair which comes in soft grey velvet and coordinates with the Parton desk.

The Made to Order collection includes sofas, sofa beds, chaises, footstools and armchairs, bedsteads, headboards, divans and mattresses. The upholstered products are offered in a choice of 58 fabrics, all available in CRIB 5, and there are several CRIB 5 mattress collections, enabling customers to buy for commercial as well as home use. This, combined with the one stop solution, has proved to be extremely beneficial to property developers and interior designers.

There are over 350 home accessories, more than 650 wall decor lines and over 1,000 soft furnishings. The mirror collection features a huge variety of sizes, shapes and finishes, and wall art of different styles ensures there is something to suit all interiors. The soft furnishings collection includes the new Simply Green throws and cushions made from recycled plastic bottles.

Visit: www.gallerydirect.co.uk

MADRID WALNUT

With a strong elegant design, the Madrid collection is a true showstopper. This stylish dining and occasional range is made using solid Walnut and features soft edges to enhance the mid-century appeal. Finished in its natural colours, this Walnut collection features both dining and living pieces including a striking display unit.

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Banana Palm Framed Art II, 5059413329425.

Overall W400 D20 H500mm

Madrid Round Dining Table Walnut, 5059413121821.

Overall W1000 D1000 H750mm

Hawking Chair Brown, 5059413329555.

Overall W470 D550 H860mm

Quartet

Alpha Design added four more options

Alpha Design's upholstery introductions included Hiller featuring pinch pleating on the sides, angled arms and wooden feet; Nyos, a modular casual living design with wide arms and a low seat height; Vanguard (pictured) with a V pattern on the sides and piping that continues from front to side, with the option of an accent chair and three footstools, and Nido, which saw the addition of a corner unit.

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Show stoppers

Retailers again returned to the January Furniture Show to see the latest introductions

Alexander & James made a nod towards a more glamorous look, showcasing a subtle, cinematic style with moody colours and details like dark greens, mustard and metallic edging.

Its new leather, Soul, is more of a fashion look, with a finish that won't mark, while core shapes were updated. For example, the Chesterfield Heritage now has pulls instead of buttoning and modern squared instead of rounded shaping. The School of A&J is a campaign with supporting materials to help train retail sales staff. Created from an art school frame of reference, the new product catalogues are simpler, have less marketing blurb and can be used directly with consumers.

Alf's Riviera bedroom range has a new simpler look while the company →→→



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Furniture Link's Megan bed in grey

has begun using the birchwood veneer that is used in its high-end dining tables in bedroom furniture for the first time.

Arte-N introduced a fold-away bed concept that uses gas suspension instead of springs, folding away quickly and easily into a shelving unit.

Ashley Manor has moved into a more glamorous look than in previous years, along with elevating specifications. The Fabian sofa corner group has Encore seats as standard, studded details and textured velvets.

Bell & Stocchero had its show debut with the aim of helping retailers sell the entire room of its solid oak furniture, not just single items. Each retailer gets exclusivity on naming a range and then Bell & Stocchero will create custom brochures and marketing materials. The idea is to help retailers sell at a good margin and avoid customers finding the same furniture elsewhere.

Bontempi showed several new dining room chair styles. Nata and Clara are quilted in an upholstery of your choice. The Polo chair is a new industrial style where the customer picks the finish: fabric, leather or wood. It also showed new styles and finishes in lamps for the

dining room. The round Barone table has an integrated lazy Susan, available in a selection of materials to accent the table material. The Imperial is a long oval shape in glass with laser-cut metal legs.

Deep Sleep has invested in sales staff training, providing brochures, marketing materials and swatch books. Under the Giltedge brand, eight beds – divans and frames – were launched at the show, including Astrid, featuring gel foam for temperature control.

Fortune Living's CM dining range features concrete tops while Utopia is an oak bedroom collection and Chevalet now includes a larger 2m table.

GNG showcased its mattress with Seaqual Foam, made from recycled plastic gathered from the ocean. Its EcoSleep mattress recycles foam from other bed manufacturers.

Gwinner introduced the Atena collection at the show. It is a fully modular and adaptable collection of cabinet furniture featuring book shelving and corner solutions and combining audio-visual functionality. Atena is offered in a number of contemporary lacquer finishes in conjunction with innovative veneers.

Harmony showcased several new wardrobe ranges including the Hampton, with increased height, functionality, storage, baskets and shelves in response to customer feedback. The Modular bedroom range is fully customisable, has full extension drawers and shoe holders, soft close drawers, internal lighting and comes in three colour options. Products are UK stocked with delivery times of seven days now available for its more premium products.

Hartman debuted Velvet, an update of its award-winning Julia resin chair that can be used indoors as well as outdoors.



Indus Valley introduced an industrial look

Health Beds' Bari 3200 has Revo gel filling, Tencel fabrics for cooling, a hand-tufted, box-quilted top, with the choice of gentle to medium firmness.

Highgrove reported a record number of new businesses and visitors as it looked to the export market.

Iain James Furniture's AMC 58 coffee table is made from rosewood with glass inserts at the top, while the modern Camden sofa comes in 12 colours. The AMC 312 six-drawer coffee table was updated to change the silhouette.

Indus Valley introduced an industrial look with the Apollo dining set with ceramic on glass and a velvet corner bench, with quilted fabrics and dark metals. The Hoxton dining table has a solid mango wood top with an iron frame, combining these two different finishes. The theme of quilted fabrics ran throughout all its new designs including the Reiss living and dining range in solid sheesham. The Parquet and Linx dining sets also combined wood and steel, with quilted chairs to partner industrial finishes and more refined, rounded chairs in velvets.

Italia Living introduced new colours and fabrics to its existing sofa ranges such as teal, darker blues, greens → → →

Below: Content by Terence Conran's Aster **Bottom:** Sofa House's Osborne



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Gwinner's Atena

and dusty pinks and nubuck, velvet microfibre and other more textured fabrics. The Sevilla sofa aims to bring a more European styling to the UK market, with an open base and mid-height back. Although the company specialises in leather, it is listening to the UK market by offering new fabrics to its ranges, as demonstrated on the Vivaldi compact recliner. Leonardo is its first Chesterfield.

Lebus's Ashley now comes in velvet; Portland has a mid-century look and high back with a Scandinavian feel to its design. Pasha was updated with a more contemporary feel with chrome accents.

Nolte showcased its new HorizonT wardrobe system. Redesigned from customer feedback, it has a sleeker base, soft close drawers and simplified design options, making it easier to choose the ideal wardrobe. Extra options include a fourth drawer, pelmet and a TV unit that has storage behind. Nolte will be rolling out similar upgrades to other lines.

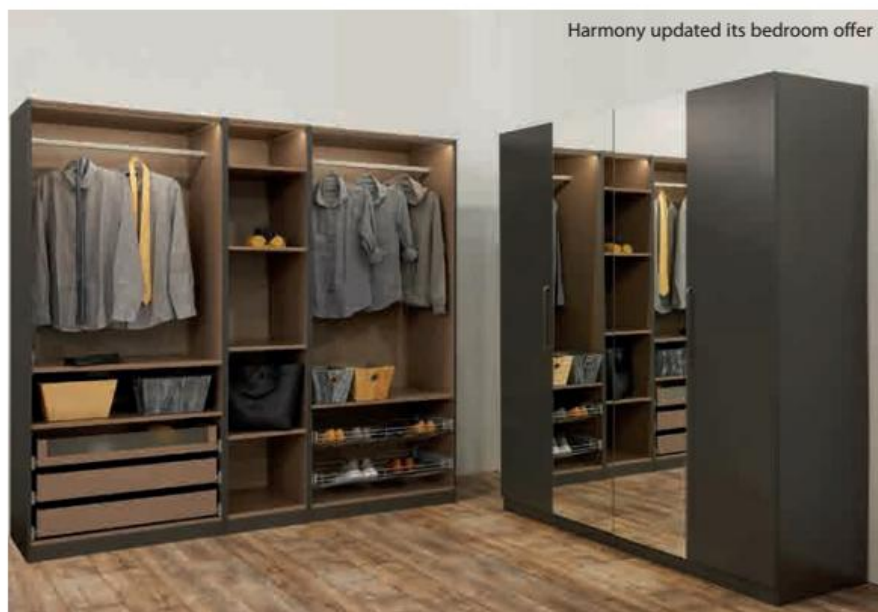
Rauch's consumer research found more than half of shoppers give up on their furniture purchase as they get confused about pricing and quality levels. As a result it has re-categorised its offer in the entry point Blue, mid-range Orange and top of the range Black categories. New

to the Orange category is the Marcella, highlighting its new Jackson Hickory finish. Butte has an industrial look, with rough, darker wood with steel frames and finishes. Both ranges include a bed as the company targets the UK bed market for the first time.

The Black category holds the re-launch of the 20up range, which is a wardrobe solution with eight different front types, and every option of colours, hinges and

sizes. The exclusive range offers high-end options such as mirrored, crystal, high gloss and metal finishes along with more traditional choices. This collection will only be available to specialist retail stores because of its complexity.

Skovby launched several tables as it celebrated its 35th anniversary year, including the oval SM117 on a pedestal. The Flex chair SM811 has a flexible back but is still upholstered, with a →→→



Harmony updated its bedroom offer

Virginia LHF in Rhino



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The Virginia is available in Pecan and Rhino fabric and these fabrics are also available on a matching Denver Swivel Recliner & Footstool.



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Whitemeadow's Neptune

refined look for a dining room. The SM544 sideboard has doors that open like a butterfly's wings as a new feature.

For Sofa House, a new, thicker, more durable leather was the key introduction, giving the furniture a more luxurious, structured feel. Infinity, its first leather modular sofa, has a recliner at one end.

Sofa Source's Diamond, Rimini, Garcia and Infinity sofas all have full-action electric recliners. Some offer dynamic seating where the middle seat flips down to form a console table, with outlets.

Staingard introduced the B-Sensible range of waterproof, breathable, high-end protection for different mattress sizes. These use Tencel and smartcel technology which is 100% natural, sustainable and eco-friendly. They are also treated with zinc oxide to keep them antibacterial and protect the mattress.

First-time exhibitor Timber Art Design showed its self-assembly storage in chipboard with an industrial design.

Tomasella focused on living room and bedroom furniture and was showcasing new finishes such as its textured laminate. Cement, granite and granilla are unique finishes for shelving, units and bed frames. Looks range from woven to stone and cover a variety of tastes. It has also introduced modular shelving to custom requirements, depending on the

space to fill. The textured laminate is available on all the modular shelving, offering infinite options. The Vinci and Halifax bed frames and Doris wardrobe with integrated handles and sliding doors were also introduced.

Whitemeadow launched a new corner group sofa, Rowan, for Orla Kiely. It also introduced a corner unit to Ivy. Whitemeadow branded models included the Gaucho with deep buttoned arms and a chunky design. Bexley has a modern look, and Sweeny has suede arm detail and a fabric body to combine classic and modern styles. Its Neptune eco-sofa is filled with recycled plastic collected from the ocean, with no foam or glue. The fabric is from Repreve,

made with 100% recycled fabrics. The frame is from sustainable forests and the packaging is 30% recycled, with a goal to be as sustainable as possible and roll this out into further models. On beds, Whitemeadow showcased new metallic fabrics, details and shapes.

Content by Terence Conran's Reiss sofa is the brand's first to have a built-in table while Hilton is its first to have two types of fabric on one sofa.

Zoy made its UK debut at the show. Its Jason range includes a leather sofa with a digital screen control to change head and foot recliner and the cinema lighting underneath. The Caibarren reclining chair has a built-in Bluetooth speaker.

Visit: www.januaryfurnitureshow.com



Rauch reorganised its offer



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The Blaise was one of many new designs that Buoyant launched at the January Furniture Show this year, this model quite simply oozes style and comfort!

We kicked off the year with a fantastic Show, please visit our website to view the new collections..

"The success of the January Furniture Show was topped off when Buoyant was awarded the BFM prize for best display of the trade body's new branding." - MD Mike Aramayo





Above: Scion's Esala is a celebration of joyous colour and a fusion of patterns, motifs and semi-plains

Colour celebration

Heimtextil kicked off 2020 with the latest textiles and wallpapers

Visit: <https://heimtextil.messefrankfurt.com>



Living Ocean was one of three trend collections by Eagle Products



Prestigious Textiles' Tribe is a statement Serengeti-inspired portfolio including jacquards, embroidered sheers and artful designs featuring zebras and giraffes



Festival is a ticket to a summery celebration of colour with hand-painted watercolours of blossoms and leaves from Christian Fischbacher



Anthology's Escheresque, digitally printed on cork, introduces both a mathematical order and a warm softness



Oak Loire Chair
Natural Hopsack



Oak Hamburg Carver
Jet Hopsack Seat



Morris & Co's Rouen Velvets is inspired by the colour-infused cathedral interiors William Morris saw on his early travels in France



Gardisette's Vico linen-look semi-transparent blinds combine with the Skandi curtains with a watercolour-style leaf pattern



Patternsfrom represented the work of 11 Finnish designers at the show, including Tanja Kallio's Candy



Erismann's Timeless wallpaper features motifs such as circles, leaves and geometrics



Joris Martens Studio introduced its 2020 collection of wallpaper and fabric designs



Combining six upholstery fabrics, eight wallpapers and 11 drapes, Harlequin's Mirador draws its inspiration from Ibiza

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Kebe

Debuts

Several new suppliers were on show

There were more than 40 suppliers exhibiting at the AIS Furniture Show, appealing to a wide variety of independent retailers, both members and non-members. Successful AIS brand exclusives were exhibited in the Diamond Suite at the Cranmore Park venue and included collections from Duresta, Parker Knoll, himolla, G Plan, Alstons, Collins & Hayes, Ashwood, Stag, Ducal, TCH and Classic Furniture. La-Z-Boy featured in the Platinum Suite and Unique was in the Cranmore Suite. Garden furniture was on show for the first time with Signature Weave, while Fuhhome promoted its accessories.

'The Scandi trend of 2019 has continued into 2020, focusing on stripped-back style and geometric shapes, with a sprinkling of metallics such as copper and bronze popping up within collections. Popular colours are warm earthy tones such as terracotta and burnt orange, particularly in velvet fabrics to add texture. Grey continues to be a core colour across all categories, with teal still strong with both members and suppliers,' says Julian Cox, AIS director of furniture.

'High-pressure laminate offers an excellent solution for tabletops, in the main being applied to glass for a hard-

wearing living and dining solution.'

The show saw several new suppliers taking part. Corium, sister company to HTL, produces mid-better end products where relaxed comfort meets designer style. Manufactured in northern Italy, its leather upholstery offer is Italian design led, with the new range comprising a total of six stylish models in various grades of leather.

Easy Sofa draws inspiration from fashion, lifestyle and industrial design for its product offer. The ranges are versatile and stylish with a contemporary feel, available in fabric and leather. The

Polish company's launch with AIS is its first venture into the UK market.

Hill & Hunter was formed with the purpose of showcasing the benefits of UK manufacturing with flexibility at its core. Offering consumers real choice through a wide product portfolio, with a large number of paint and oak finishes and fabrics, all furniture is made to order in the UK in under six weeks.

For the past 40 years Kebe has been creating simple, contemporary designed swivel accent chairs using unique and durable materials. All products are constructed around a forged metal



V-Sofa



frame, with 360deg cold-cure foam modelling, upholstered in high-quality fabric or leather sourced from leading European tanneries.

Stella, a commercially designed fabric product manufactured in Poland with motion technology, launched at the show for the first time in the UK. The Stella ranges have been selected and developed to bring retailers 'stylish, comfort-driven, well-priced models'.

V-Sofa, sister company to Violino, is a new wholesale operation supplying the UK independent sector on a one by one basis only. The range on offer comprises six core models in leather and fabric options, stocked and held in the UK for express delivery and distributed by a centrally based furniture delivery expert.

Willis and Gambier was at the show relaunching under new ownership of Birlea, with a selection of new ranges including the shabby chic Atelier, providing a different look with an antiqued finish.

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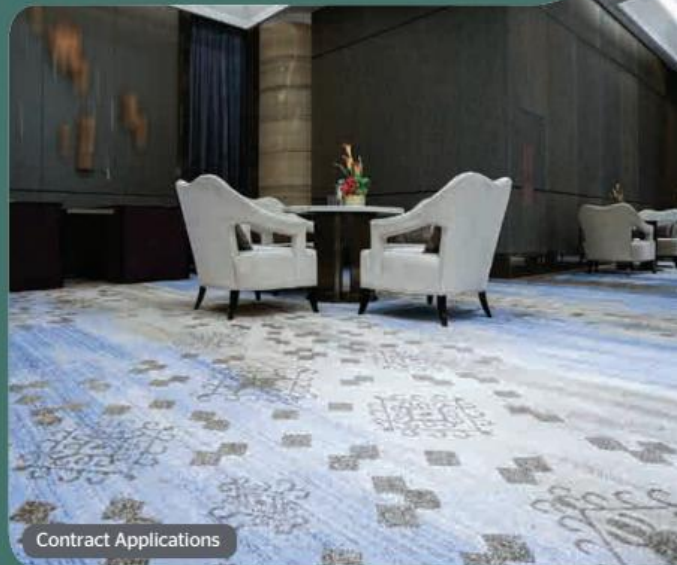
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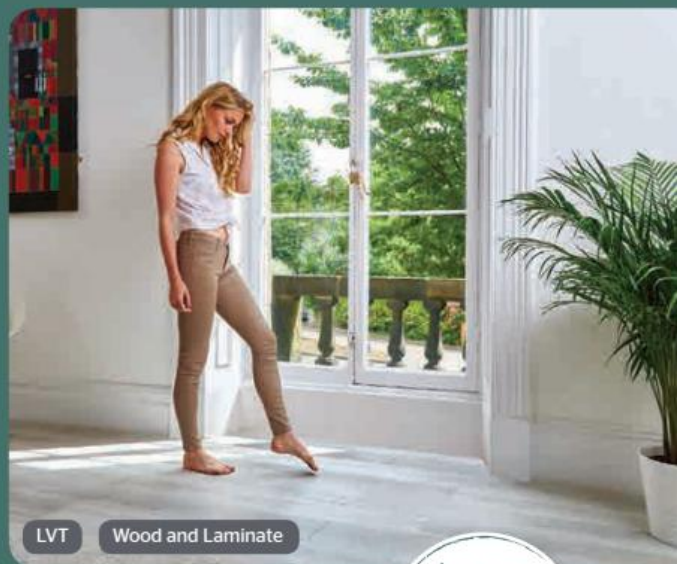
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