

HomeStyle

Canada's Housewares Magazine

July 2019

Storage WARS

HOT TRENDS IN
FOOD CONTAINERS

CREATING *a*
CASUAL TABLE

THE LATEST GRIND *in*
PEPPER MILLS

ATLANTA & LAS VEGAS
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YOUR COMPLETE
GUIDE TO THE NEW
TORONTO GIFT
and
HOME MARKET



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The classics and much
more from Le Creuset.

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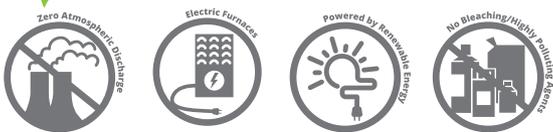
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Opening Lines

A proud Canadian in Newfoundland

Never in my life have I been more proud to be Canadian than I was this past June. When our Toronto Raptors took the NBA championship in mid-June, I was lucky enough to watch the game from a hotel in St. John's, Newfoundland. I had arrived the day before to visit a gorgeous little kitchen shop called *HOME on water st.* and was taking an extra few days to tour the Rock.



For so many Raptors fans (like my son Jesse, who has been devoted to this team for over a decade), the NBA win was a dream come true. For me, being in Atlantic Canada, overlooking the busy St. John's harbour and historic Signal Hill, the win seemed even more significant.

Newfoundland, more than any province I've ever visited, epitomized the true spirit of Canada and Canadians. If you've seen the play *Come From Away*, which brought tears to my eyes, you know exactly what I mean. The acts of kindness began the day of arrival. Walking down Water Street, we noticed a back alley with both walls covered in amazing graffiti art. While admiring it, a passerby stopped and provided all the background on the murals, and the artists themselves. He then suggested a couple of bars that had live music at night, and a restaurant for lunch.

That night we had reservations for Mallard Cottage, one of the most popular restaurants on The Rock. Housed in a century-old little cottage, it was difficult to find in the pouring rain, but well worth the trouble. The rustic atmosphere inside the cottage was just charming. The menu changes every day, and though there are only a few choices, each one featured unusual flavour combinations, beautifully presented. The service was outstanding. I didn't care for one of the beet dishes and the server took it off the bill without asking. She then spent 10 minutes writing down all the places to see during our visit – all with that lovely Irish lilt Newfoundlanders are known for.

On another evening we walked into a pub for dinner but discovered they didn't serve food. The hostess apologized profusely, and then proceeded to give us recommendations for three other restaurants nearby we might like to try.

From the staff in the hotel – our room had a gorgeous view of St. John's Harbour – to the parking attendant, everyone was so outrageously nice it sometimes felt like I was in an episode of the *Twilight Zone*! Even crossing the road was difficult. Every time you step even slightly off the sidewalk – it doesn't matter if you're at a crosswalk or a traffic light – all cars (and trucks) will stop immediately in both directions to let you cross. They all yield to pedestrians, all the time.

The best part of the trip, of course, was visiting *HOME on water st.* I had heard great things about this little store, and they were all true. The owners, Peter Alyward and Don Moores, couldn't have been more gracious. I was so impressed with their displays and visual merchandising concepts. It was easy to see why this shop is so popular with both tourists and locals, and also very inspiring to meet two such engaged and enterprising retailers in an industry facing so many challenges.

Though the weather was unseasonably cold (5°) for June in St. John's, the welcoming warmth of the people shone through. Visiting Newfoundland was a magical experience, and the absolutely perfect place to watch our Canadian basketball team make history.

– Laurie O'Halloran
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People In The News

• After more than 20 years with Breville, **Tom Simpson** officially retired from the company in May. Aimee Mantifel has been named as the new Gourmet Account Manager for Breville.

• **Lyne Vinet** recently joined Trudeau as sales agent for the province of Ontario with the exception of the Ottawa region.

• The Retail Council of Canada recently presented Best Buy Canada's President **Ron Wilson** with the prestigious 2019 Distinguished Canadian Retailer of the Year award. The award recognizes a retail leader that has led his/her company to outstanding business success and innovation and has consistently demonstrated community commitment and support.

• Emerald Expositions, parent company of NY Now, has appointed **Sally Shankland** as president and CEO. She assumed her new role on June 1st and will

remain a member of the company's board of directors.

• **Ventures International** has launched its very first catalogue for retail customers. Inspired by the Nixon line with the addition of the Weck brand, the new 130-page catalogue will be available in July.



• **Don Schacter + Associates** has added the following new lines: Ginsu Knives, American Angler, Kanga-Cool, Vertex Brands, Kuvings, Product Route/Cortex Distribution and Gel Pro. All will be on display at the Toronto Market.

• **Neatfreak Group** recently launched their business to business website,

www.neatfreakb2bdirect.com, allowing approved Neatfreak retail partners to purchase goods directly, without minimum order constraints and when it is convenient for them. The site offers the most popular SKU's such as closet organization, shoe and laundry solutions, hangers, bins and containers.

Candace Sutcliffe one of the Top 40 Under 40



Savvy Ottawa retailer and *Home Style* columnist **Candace Sutcliffe** (shown above) was honoured recently as one of Ottawa's "Top 40 Under 40". The award is given annually to accomplished and rising business leaders under the age of 40 in the nation's capital.

A joint initiative of the Ottawa Board of Trade and the *Ottawa Business Journal*, this year's recipients came from varied backgrounds, from retail to craft brewing to music production.

"The talent in this *Forty Under 40* class represents the present and future for Ottawa's business community," says Ian Faris, president of the Ottawa Board of Trade.

In addition to being co-owner of C.A. Paradis/Chef's Paradise, Candace is a successful 'design coordinator' and owner of Design Candy. She is also team captain for the *Leaders in Mental Health Breakfast* which raises millions in funds for the Ottawa Mental Health Centre.

In May the Top 40 Under 40 recipients met at the Telfer Executive MBA facility for an afternoon of introductions and sharing their stories. The group then celebrated at a gala awards evening at the Hilton Lac-Leamy on June 21st.

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Retailers fear theft with reusable bags

Crowds of people milling through a store with reusable shopping bags and bookbags in tow is simultaneously a dream and a nightmare for many Canadian retailers. They're happy to have the customers, but are worried about the small percentage of people who see their reusable bag as a tool for shoplifting.

"At one time they [retailers] might have had two or three suspicious looking people in the building," says Stephen O'Keefe, a consultant who helps companies with loss prevention. "Now, with reusable bags, they look around and maybe 30% or 40% of their customers appear to be suspicious."

Last year, the Retail Council of Canada estimated that shoplifting accounts for up to \$5 billion a year in losses for Canadian retailers. The council is a non-profit association funded by the industry that represents more than 45,000 retail stores across the country.

Consumers seek earthy, natural flavours

According to a new report by FONA International, a company dedicated to creating and producing flavours for many of the largest food, beverage, and nutritional companies in the world, earthy and more natural flavours are beginning to increase in demand and are working their way into more at-home meals.

The report noted that today's wellness-focused consumers are looking for ingredients that check all the boxes for

Blue Apron hasn't made a profit since its 2017 IPO. It's been losing customers who tire of the high prices – \$9.99 per serving for a two-person plan – as well as its subscription plan, which forces them to be less spontaneous. Blue Apron's customer base fell 25% to 557,000 between 2017 and 2018.

them: perceived naturalness, nutrition and sustainability. Here are some of the ingredients that are continuing to grow in popularity with food-focused home cooks, according to the report.

Hemp Seed: According to FONA, hemp seed contains amino acids, protein and omega-3 fatty acids. Combine that with the nutty flavor of the food and it makes for an easy addition to certain foods like nuts/trail mix/dried fruit. It is also growing in shelf-stable plant milks, cold cereals and wellness bars/gels segments, as well as frozen desserts, refrigerated meat alternatives, functional beverages and RTD tea and coffee.

Moringa: Native to South Asia, foods with moringa have continued to increase through the last few years, with snacks and juices as the frontrunners. FONA notes that consumer sentiment is increasingly positive, with mentions of the ingredient up 120% since 2015, and the food enjoys sentiment that is positive 78% of the time.

Ashwagandha: Ashwagandha has shown clear growth in recent years, in both consumer awareness and product offerings, noted FONA. However, it seems that its greatest asset is the loyal fan base it has cultivated. The company, though, said that Ashwagandha comes with inherent taste challenges that may require taste modification and custom flavor work to overcome.

Young millennials tend to spend more

Younger millennials – those born after 1990 – are outspending older generations in food dollars, according to IRI, while older cohorts are more likely to be using money-saving tactics to keep food bills manageable.

"Younger millennials have been lulled by the historically low unemployment rates, which is boosting their overall confidence and loosening their wallets," says Joan Driggs, vice-president of IRI. "In recent years, millennials have been less optimistic than older consumers and were spending less. We are now seeing a role reversal that is im-

acting spending across the board."

During March, younger millennials' food spending increased more than 21% compared to the year prior, while edible dollar sales for retirees and seniors was down 3.8% during the same period.

Money-saving tactics preferred by elder generations include buying private label and trying new, lower-priced brands, according to IRI. Additionally, older cohorts are more likely to buy products other than their preferred brands because the items are on sale or they have a coupon.

While seniors and boomers are exhibiting money-saving tactics more so than younger millennials, older millennials (born before 1990) have been the most persistent in their search for value as the group more frequently buys private label, tries lower-priced brands, visits multiple retailers and downloads coupons online.

IKEA lets customers decorate from home

IKEA is launching a new app to allow customers to shop remotely for products they can visualize in the context of their own homes, lessening the need for them to travel to its self-service, out-of-town stores.

The world's biggest furniture retailer is shifting its business model away from pushing customers through its suburban stores towards making shopping easier online, and downtown.

The app will be launched first in France and the Netherlands and will be rolled out in IKEA'S top eight markets – including Germany, the United States and China – by the end of the year.

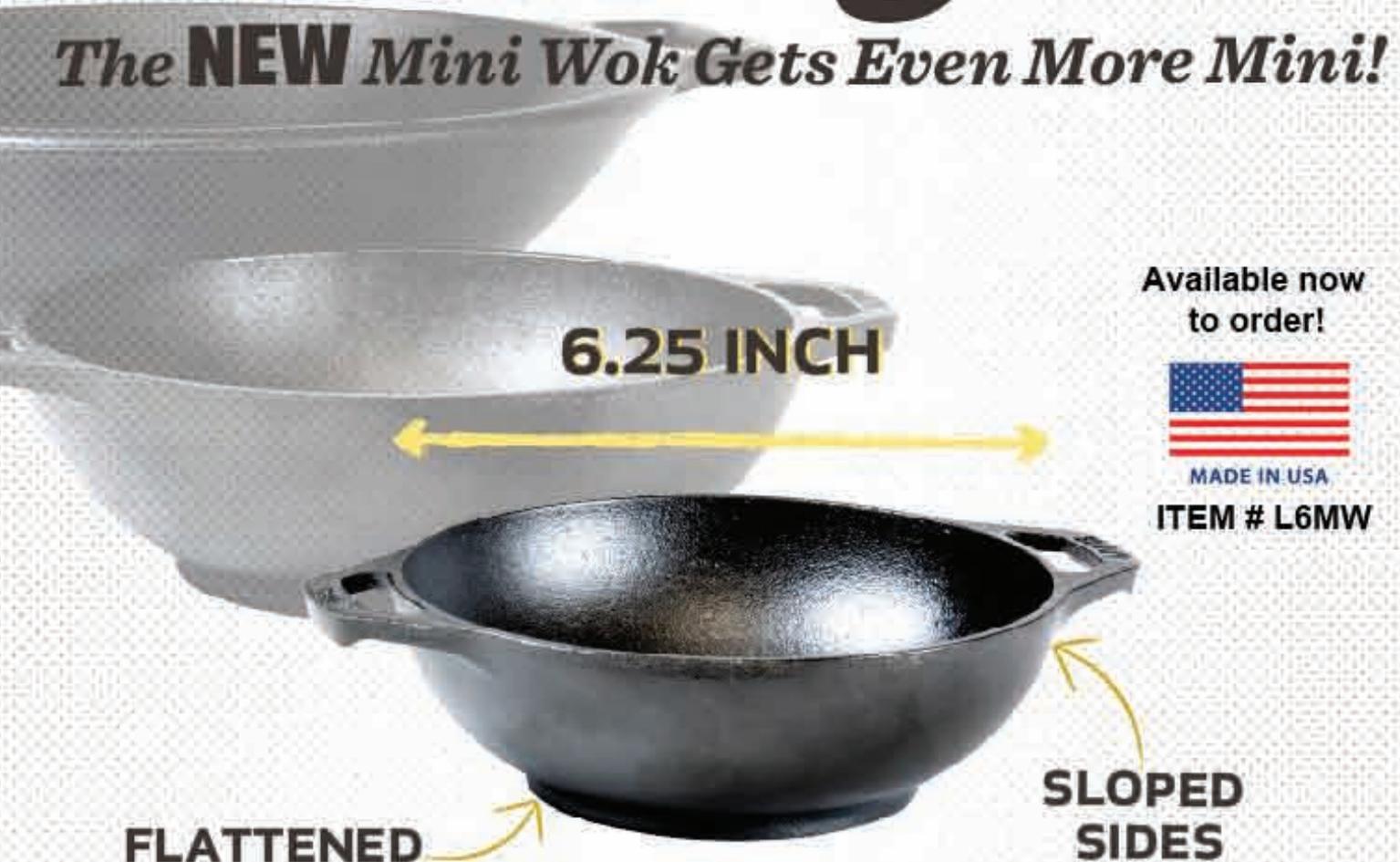
It will allow users to visualize how their homes could be furnished with IKEA products by inputting room dimensions and choosing from different tastes and life stages. They can then order those products through the app.

IKEA originally launched an augmented reality app in 2017 which allowed customers to see how more than 2,000 items would fit into their homes, but they could not shop from it.

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IXEO is the perfect solution for smooth and wrinkle-free looks every day.

Trudeau debuts new cookware collection

After more than a century in the housewares business, Trudeau Corporation is about to make its first foray into the cookware category. In development for over a year, the collection includes two key lines – Pure and Heroic – that are geared to the independent and specialty gourmet market.

“Our research shows that consumers are looking for good quality products at a reasonable price. That has always been Trudeau’s specialty in the kitchenware and food prep market, so cookware was a natural fit for us,” explains company president Anne-Marie Trudeau, who initiated the new launch.

Both lines are made of a forged aluminum, hard anodized material using ‘Resistech’ technology that has been developed in collaboration with Trudeau. It was perfected by the company’s development team in Montreal working hand in hand with the factory in China. The result is a high quality, eco-friendly, ultra-durable, non-stick surface backed by Trudeau’s 10-year warranty. The cookware can be used on induction surfaces yet it’s also dishwasher-safe.

The Pure collection is geared towards the health-conscious consumer. It includes three frypans and a 30 cm sauté pan with tempered glass lid. The pans require a minimal amount of oil for cooking with the non-stick ceramic coating and a thick, forged induction base that heats up fast and will not warp.

The heavy-duty Heroic line is both durable and easy to clean. As Anne-Marie says, it will become a “hero in the kitchen” as it withstands daily use. Both the interior and exterior of the pans feature a tough triple layer non-stick coating, full induction steel base, tempered glass lids and stay-cool riveted stainless steel handle.

The range will be on shelves in regional chains such as London Drugs and Linen Chest by the end of summer. It will be presented to independent gourmet retailers throughout July and ready to ship in August.

Trudeau is currently working on an online campaign and social media promotion to support the launch. There will also be POP support and introductory discounts for independent retailers. “I’m hoping the gourmet market will be excited by our commitment to this new category,” says Anne-Marie.



The Pure cookware line, above, is geared toward the health-conscious consumer while the heavy-duty Heroic collection, shown below, is designed to perform ‘heroically’ in the kitchen.





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Grocery stores aim for sustainability

Consultancy firm Euromonitor has highlighted a bevy of changes taking place in the consumer space, with its *What's New in Retail* report. Using seven criteria, ranging from innovative omni-channel strategies to new hybrid formats, Euromonitor's global retailing experts reviewed more than 100 submissions worldwide to identify top concepts seen across the globe within four categories.

Several inspiring new global concepts were identified. For example, in 2018 Dutch organic supermarket chain Ekoplaza opened a supermarket with an entire aisle that was plastic-free. This included 700 grocery items with packaging made from compostable biofilm.

Similar store formats have been seen cropping up in Canada too. In 2017, Ottawa's zero-waste *Nu Grocery* launched. Vancouver's *Nada*, which

opened in 2018, is a boutique grocer that also bills itself as "no waste." And in 2018, Toronto saw its first zero-waste grocer, *Unboxed Market*.

In April, Metro announced that its grocery stores in Quebec will allow customers to shop with reusable containers. Bulk Barn is a similar model in that it offers a bridge to zero-waste by allowing customers to bring their own reusable packaging while still providing single-use plastics for their other customers.

However, experts say that Canadians will likely see mainstream grocers adopt product innovations which allow them to offer sustainable solutions in response to legislative pressures.

'Drunk shopping' online can be costly

According to a Statista survey, American consumers spend an average of \$450 each per year on 'drunk online shop-

ping sprees'. Amazon is the preferred shopping platform for the inebriated, used by 85% of them. EBay comes in second with 21% of drunk shoppers, followed by Etsy at 12%.

The survey showed that nearly 80% of respondents admitted to making at least one drunk purchase in their lifetime, contributing to a \$45 billion market. The average respondent was a 36-year-old male with an annual income of \$92,000.

The telephone took 75 years to reach 50 million users, the radio 38 years and the television 13 years, but the internet took just four years, Twitter only nine months and Pokémon Go! a mere 19 days, according to business futurist Leonie Freeman.

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Shopify identifies the online buying habits of consumers

Shopify has released its first global report on direct-to-consumer commerce. The Ottawa-based ecommerce platform's *State of Commerce* report is based on global sales data from its own platform, taken between April 2018 and April 2019, plus an online survey of more than 3,800 Shopify merchants.

The findings reveal the particularities of Canadian shoppers compared to others around the globe. For example, Canadians spend the second-most on average per transaction (at \$100.66 US), behind only those in Japan (\$141.72 US), but they buy three times less on average than their American counterparts, with average basket-sizes of two items in Canada versus six items in the U.S.

While they may spend less on average than Japanese consumers, Canadians are quicker to cash out, taking an average of 26.90 minutes to shop versus

the average 27.60 minutes in Japan and 28.23 minutes in Singapore. Canadians are, however, slower to finalize their purchases than shoppers in the U.S. (23.47 min), the U.K. (19.32 min), France (18.97 min) and Germany (17.68 min).

Shopify's report identifies trends across four subsets of North American shoppers. There are "trend trackers," who hesitate to provide personal information and prefer to purchase in-store, even after doing online research; "engaged explorers," who enjoy buying new things, prioritize familiar brands and rely heavily on reviews; "savvy searchers," who are comfortable using online tools, thoroughly research their options prior to purchase and have high expectations on quality; and "pragmatic planners," who enjoy shopping, research online but tend to buy in-store.

Engaged explorers and pragmatic

planners demonstrate the highest brand loyalty, while trend trackers are less likely to go to the same stores each time they shop. At a global level, consumers appear to be favouring brand loyalty over individual purchases, with more than 62 million of them (representing 14% of all buyers) buying from the same store more than once.

Shopify finds that trend trackers, who make up 28% of the population, buy because they "want it" and are "indifferent to marketing engagement," while engaged explorers (13%) shop to "experience it" and want to be engaged with marketing. Meanwhile, savvy searchers (28%), whose primary motivation is "finding it," prefer discovering things for themselves without marketing's assistance. The largest group, pragmatic planners (31%), buy for "needing it" and prefer not to engage with marketing.



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New headquarters for Giant Tiger

Giant Tiger has officially broken ground on the company's new Ottawa headquarters and flagship store on Walkley Road. The new home office and flagship store is part of Giant Tiger's planned growth strategy, which commits to opening 10 to 12 stores per year across Canada.

The company anticipates full construction starting this fall. The new store will open in fall 2020 and the office by mid-winter of 2021.

Pet category a good fit with housewares

According to a recent story in *Gourmet Insider*, the pet category doesn't always seem like a good fit with housewares. However, not only do certain pet products have a place amongst housewares – food and water bowls, for example – they also appeal to a gourmet store's target consumer.

"People who are already home cooks and spend a lot of time planning their meals are exactly the type of people that these items are going to appeal to," says Ginger Cobl, owner of Alabama store The Cupboard. "These are the people who are paying attention to what they put in their mouths. They are reading labels. They are thinking that if they wouldn't eat something or their kids wouldn't eat something, their pet shouldn't either. They are paying attention to what's in their pet food and where it's coming from."

Cobl has seen success by bringing in a cookbook for dog treats and pairing it with the Ann Clark dog bone cookie cutter and the Nordic Ware dog bone pan for gifting. She noted that those have

been best-sellers in her pet section.

Cobl has also worked with American Life Brands to create a custom design for leashes and bandanas that are covered in a kitchen utensil pattern, which she displays alongside photos of her own dog Gidget and a selection of private labeled treats.

"The thing with having a pet section is that people are always going to spend money on their pets, even when the economy is slow," she says. "It also helps with people who find their way into the store but don't cook. I can always point them in the direction of the pet section."

While pet people really do love their pets like family, those who are also foodies seem to add another layer of indulgence to that fondness.

Consumers get meals assembled in store

Longo Brothers Fruit Market has begun testing a new in-store program to make it easier for customers to assemble all of the components for a meal.

Under the pilot, launched in June at Longo's Maple Leaf Square store in Toronto, a centrally located kiosk merchandises the fresh ingredients needed for a meal. Shoppers can hand-select their produce, meats, starches and garnishes to create a specific meal or follow a certain recipe.

Meal sizing is adjustable so customers can buy ingredients to feed a single person or a dinner party of 10 people. Recipes and step-by-step cooking guides are available in-store and online.

"As the grocery store model continues to evolve, we must focus on developing programs that are both customer-centric and designed for the future of retail," explains Rosanne Longo, consumer spokesperson and brand ambassador at Longo's. "Through this program, we hope to create greater value for our customers that will keep them returning to their favourite Longo's location."

The program offers a more personalized shopping experience that reflects the needs of today's on-the-go con-

In a new study, grocery shoppers who were enticed by the aroma of chocolate chip cookies for more than two minutes ended up buying healthier foods like fish or fresh vegetables compared to those exposed to a strawberry scent or no smell at all. Apparently, the brain's reward centre can't differentiate between smell and taste so a whiff can be just as satisfying as a bite!

sumers. Plans call for the retailer to expand the concept to all of its 33 stores in Ontario by the spring of 2020.

"As we carefully examine consumer trends, we know that customers are certainly seeking convenience, but we firmly believe that they also want a human-centered experience where they can browse, see, feel and compare ingredients before purchasing," Longo says, adding that the program has the potential to attract new customers.

Canada set to ban single-use plastics

The Federal government will soon be banning the use of single-use plastics—maybe as early as 2021. The Prime Minister's office has yet to release a full list of products which will fall under the ban, but Justin Trudeau says they'll be following the lead of the European Union, which voted to ban single-use plastics by 2021 early last year.

Officials say the list will likely include throwaway items like plastic forks, knives, spoons, and chopsticks, cotton bud sticks, balloon sticks, straws, coffee stirrers, and polystyrene cups. It will also likely include the black containers from take-out food.

Holding manufacturers responsible for the collection and recycling of the plastic waste they produce will be part of the federal government's strategy.

According to Trudeau, the Federal government will be working with "provinces and territories and industry to establishing consistent standards.

Keurig Dr Pepper has vowed to use packaging that is 100% recyclable or compostable, as well as stop sending waste to landfills, by 2025. The company also says its K-cups will be completely recyclable by next year.

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The older you get, the happier you become

A national survey reveals that Canadians are much happier after age 55. And though it helps to have a high income, most people don't consider money as a key factor affecting their happiness.

Compiled by Leger, *The Happiness Index* asked Canadians to rate their level of happiness on a scale of one to 10. The happiest people are on the East Coast (see page 8) followed by Quebec. British Columbia came in third at only 47%.

Happiness scores were steady at 44% for Canadians between the ages of 18 and 54, but spiked to 61% after age 55.

It's no surprise that participants with higher incomes tended to be happier – up to 58% for those who earn over \$80,000 a year.

Canadians would like to have a new start

According to a survey by Simplii Financial, two thirds of Canadians have thought about quitting their jobs and taking a life sabbatical and one in four are saving up for it!

While 50% of Canadians would use the time off to travel, 36% said they would use the opportunity to start a new business. Another 34% want to move or work in another country.

The number of people who have thought about re-setting their lives was highest with millennials (aged 23 to 37) at 78%. According to the survey, they spend more than any other group on non-essentials, such as dining out.

Internet-connected Smart products can be found throughout the home today. IDC projects that 1.3 billion Smart devices will ship worldwide in 2022, twice as many as 2018. Two new innovations unveiled at the CES show include a toothbrush that recommends where to brush more and a fishing rod that tracks your location to build an online map of where you've made the most catches!



Forum explores global market opportunities

Housewares suppliers new to the international arena or veteran sales executives wanting to grow their global business will benefit from the 2019 IBC Global Forum, to be held September 15-17 in San Diego. Overviews by housewares buyers and distributors covering Asia, Spain and the United Kingdom along with sessions on opportunities in key global markets fill the agenda of the two-day annual meeting.

The Global Forum is sponsored by the International Business Council (IBC), a special interest group of International Housewares Association members dedicated to increasing their international business. It is open to IBC and non-IBC members, and sessions are geared toward both novice and experienced sales professionals.

"The Global Forum presents our members with a unique opportunity to not just learn about international sales issues but also network with the buyers and like-minded exporting colleagues who share a similar goal – to increase global sales," says Mark Adkison, IHA's Vice President, International.

For attendees new to the IBC or new to exporting, "IBC 101: International Essentials" on September 15 will provide an overview of the international marketplace, including brief discussions on market selection, export mechanics, distribution models, international pricing and INCO terms.

The main program opens on September 16 with a workshop by Patrick Lynch, PhD, of the Thunderbird School of Global Management, on steps international sales teams should take to leverage influencers in global markets.

Representatives from key retailers and distributors will discuss their markets and explain their goals and strategies for working with housewares suppliers. Sessions confirmed to date include:

- **Asia – *citiosocial***. Matt Ryan, international business development manager, will describe how this e-commerce platform reaches customers across many key markets in Asia, including Taiwan, Hong Kong, Malaysia and Singapore.

- **Spain – *Culinarium***. A 2016 Global Innovation Awards (gia) National winner, this home and housewares specialty retailer has 15 outlets across Spain. Carles Montori, marketing manager, will discuss how the 5th-generation, family owned retailer has successfully innovated and gradually increased store count at a pace to maintain loyal customers, while attracting new customers during a challenging time in brick and mortar retail.

- **United Kingdom – *Eddingtons***. Richard Walker, commercial director, will explain how this distributor works with suppliers throughout the UK, focusing on the nuances of the markets covered by Eddingtons and what they seek in ideal suppliers.

IHA's global offices and representatives will offer insights into their key markets. Offering the top five opportunities for sales in their markets will be experts representing Argentina, Australia, Austria, Belgium, Belize, Bolivia, Brazil, Chile, Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, France, Germany, Guatemala, Honduras, Italy, Mexico, New Zealand, Nicaragua, Panama, Paraguay, Portugal, Spain, Switzerland, Taiwan and the UK.

The Global Forum registration fee includes the educational program, breakfasts, lunches, reception and dinners. For further information or to sign up for the Global Forum visit Housewares.org/globalforum or contact Lori Szudarek, senior manager, international, at +1 847-692-0116 or email Lszudarek@housewares.org.



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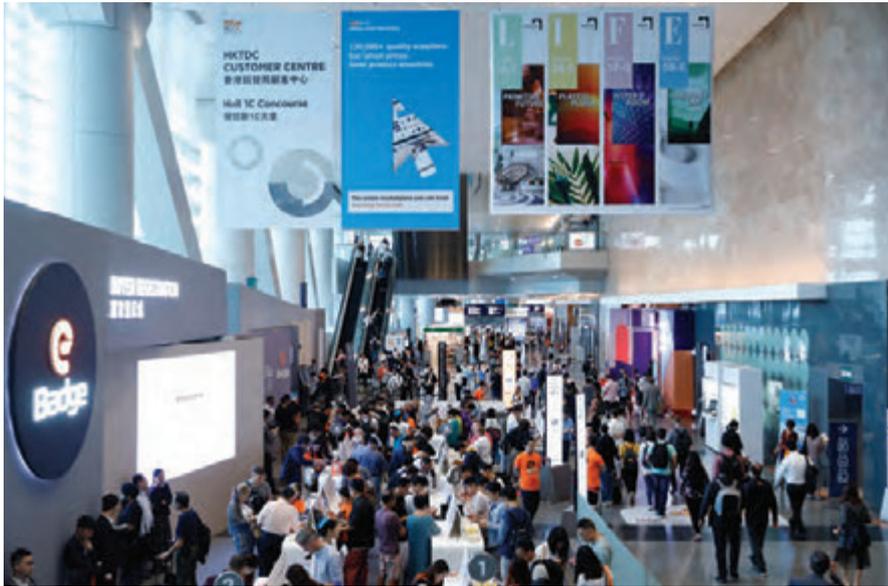
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Another successful Hong Kong trade fair

The 34th Hong Kong Houseware Fair and the 10th Hong Kong International Home Textiles and Furnishings Fair, both organized by the Hong Kong Trade Development Council (HKTDC), drew to a successful close in April. Over a four-day period (from April 20th to 23rd), the two fairs welcomed close to 47,000 buyers from 121 countries and regions. A satisfactory increase in buyer turnout was recorded from several markets, including Mainland China, Macao, Korea, Thailand, Indonesia, Russia, Turkey and Brazil. More than 28,000 buyers attended the Houseware Fair, while close to 19,000 buyers visited the Home Textiles Fair.

Benjamin Chau, HKTDC Deputy Executive Director, says “smart homes are becoming an integral part of urban living, so we are pleased to see more exhibitors developing and introducing smart home products to drive sourcing demand.”

To gauge the industry’s views on market prospects, product trends and the current hot issues, the HKTDC commissioned an independent on-site survey during the Houseware Fair in which a total of 535 buyers and exhibitors were interviewed. Despite the current economic uncertainty, 53% of respondents expected the ongoing Sino-US trade friction to have no impact on the sector’s export performance over the next six months, while 60% believed Brexit will have no impact over the same period. The survey also found industry players to be cautiously optimistic about market prospects, with 37% of respondents anticipating overall sales to grow and 51% expecting sales to remain steady in 2019.

Hardware Show promotes independents

The May National Hardware Show is now promoting the upcoming debut of the “Independent Home Improvement Show – Powered By NHS.”

The new show (IHIS) will be co-located with the Independent Garden Center Show August 13th to 15th at McCormick Place in Chicago. It will feature a dedicated exhibit floor showcasing a broad range of categories including hardware, homewares, barbecue and tailgate – all positioned specifically for independent retailers.

IHIS attendees will have full access to all amenities offered by the IGC Show, including free admission to the trade show, keynote presentations and a scheduled concert by rock music legends Starship. Jeff Morey, IGC show founder and CEO, says the IGC Show’s alliance with the Independent Home Improvement Show opens new opportunities for associated independent retail channels.

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**Highlights from the
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SMEG makes a fashion statement

The SMEG brand has a rich Italian history that dates back almost 70 years. During the 19th century, the Bertazzoni family became known throughout the country for their work with metals. Driven by an entrepreneurial spirit, in 1948 Vittorio Bertazzoni Sr. founded his own company. He called it SMEG, which stands for “Smalterie Metallurgiche Emiliane Guastalla,” an acronym for “Metal Enameling plant from Guastalla Emilia”.

From the start, the company has been located on the banks of the Po, the longest and most important waterway in Italy. SMEG’s current headquarters were designed by architect Guido Canali. In 2012, it was exhibited at the 13th Venice Architecture Biennial as an example of ‘Excellence made in Italy’.

From Italy with love

Last year Dolce & Gabbana and SMEG joined creative forces to launch *Sicily Is My Love*, a unique product line that captured the imagination of retail buyers. Toasters, juicer, coffeemakers, kettles, blenders and mixers are all colourfully decorated in a Sicilian theme with hand-painted flowers, citrus fruits, prickly pears and bright red cherries. Each appliance is packaged in a specially designed gift box.



In Canada, SMEG is a fairly new brand that has only been available for three years. Gisela Mussen, shown below right, is the sales manager for Canada and the person responsible for building the brand here. She feels that the youthful, energetic European collection is a perfect fit for Canadian consumers.

“The beautiful colours and Italian design stand out in a sea of stainless steel”, she says.

Designers and magazine editors are huge fans of the collections and have helped create even more interest.

The Dolce & Gabbana /SMEG partnership is what Gisela is most excited about. “This is the first time a fashion house and an appliance brand have collaborated and what a collaboration it is! It brings innovation to appliances in a way no other brand has ever done before,” she says.

The whole collection is made in Italy and each product comes with a Certification of Authenticity. It’s one way SMEG is creating new interest in a very stagnant small appliance market.

“Many national brands are launching more of the same look and there is no point of differentiation on the sales floors,” explains Gisela.

SMEG is selectively distributed to gourmet retailers and is not available in mass merchants. “We feel our brand offers something unique on the retail sales floor and a conversation piece in the consumer’s kitchen.”

Although it is a young brand, SMEG is already known for Italian design and colour leadership. “And the best part,” says Gisela, “is that there are no minimums or large case packs. Each item is an individual case pack of one. There are great margins in line with market expectations for a national brand.”

The line is a perfect fit for independents because it’s both youthful and offers a lot of technical innovation. “Customers see interior designers using these products and they want them,” she says. “We engage them via social media platforms plus print advertising in design magazines like *Foodism*. We also launch special collections throughout the year that are disruptive.

SMEG has exciting plans this year with the debut of the Gold and Rose collections, shown above. They are the first in the industry to apply these hot new designer colours to small appliances.





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7 seconds to a lasting first impression

By Candace Sutcliffe, COO/Co-Owner
CA Paradis/The Chef's Paradise, Ottawa



"You don't get a second chance to make a first impression" - Will Rogers

First impressions have the ability to make or break a brand. The way in which you represent yourself, from the inside out, can be paramount in creating a loyal following and building lasting relationships throughout the entire retail ecosystem.

According to statistics, consumers take on average seven seconds to decide whether a brand is trustworthy (same is true for interpersonal connections) but more importantly, it takes only three seconds for someone to decide whether they want to enter and/or buy from a store. E-commerce consumers last a little longer, typically navigating a site for 15 seconds before either committing or quitting. This theory has been sampled across several sectors of retail including: real estate, car dealerships, grocery and luxury goods. So how does one pique interest while securing trust in such a short amount of time?

Outside advertising, regardless of the medium, is obviously a critical component in creating a lasting first impression. While advertising content and brand loyalty is an entire topic on its own, the products you put forth, your pricing strategy and the clarity of the narrative should be an indicator of what to expect from a first-time visit.

In retailing, most lasting impressions occur during a buyer's in-store experience, and generally, the three second cue happens before a customer even enters the physical space. While most retail businesses focus their attention on the cleanliness, merchandising effectiveness and shopability of the inside, it's actually the outside storefront that we are introduced to first.

I'm sure that all of you at one time or another have judged a book by its cover (or a bottle of wine by its label). These same prejudgements exist during the shopping experience. We decide to buy from the outside in; and as we all know, it's this attention to detail that can help to keep a business profitable. If a store's exterior appears to be outdated, messy or cluttered with product, you can only assume the same to be true for the interior and the products that you may find. Be sure to keep windows and doors clean, sweep the sidewalk if necessary and pick up debris and garbage from your parking lot.

The restaurant industry is a great example of setting the stage. Successful restaurateurs understand that their menu will be judged by the appearance and the ambiance articulated through their storefront personality. The outside appearance of a restaurant is also used to attract new customers. Restaurants often have to compete against one another being located within the same area. By human nature, we tend to judge what an experience and food will be like based on how we associate the physical traits to past experiences. The lively and quirky New York-Italian themed facade of an East Side Mario's, for example, doesn't necessarily scream high-end fine dining but their bold and visible signage is hard to forget; while the care and expense that they have put into the outside branding can also be associated with a successful restaurant chain.

As for the interior environment, there are several sensory details to be conscious of. Dirty floors and dusty shelves are virtually impossible to prevent but should be maintained daily. Foul or musty odours should be tended to regularly. Packing ma-

terials and clutter should also be left out of the way, or at least organized enough so that they don't impede on a customer's purchasing path. Some of these details are unavoidable at times but the combination of multiple simultaneous infractions can leave a less than stellar impression.

Assessing your store's environment and amenities is also a good practice. Soft music, a comfortable temperature for various seasons, access to clean customer restrooms (if needed) and a well lit space all help to create a relaxing and welcoming environment that clients will want to spend hours in.

Dressing and grooming appropriately should go without saying; however, if you are representing luxury goods, which most housewares retailing can be classified as, then your dress code needs to fit the part. Studies have shown that wearing nice clothing can affect the way people perceive you, how confident you're feeling, and even your ability to think abstractly.

Smiling has also been shown to be a psychological signal of altruism. When you wear a smile, it makes someone more likely to trust you, and makes you seem more approachable. Flashing a smile in the first seven seconds of meeting someone may be all it takes to forge a stronger first impression and connection. A welcoming smile should be a part of your dress code.

Regardless of how you're forming a first impression with your customers and business contacts, it's important to work quickly to avoid facing the consequences of a negative, or even worse, nonexistent first impression. The more you fine tune how you go about creating a memorable impression, the better the overall outcome will be. 🐾

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Japanese fondue (shabu-shabu)

PREPARATION 20 minutes

COOKING 20 minutes

SERVINGS 4

Broth

- 4 cups (1 litre) low-sodium chicken broth
- 1 can (10 oz/284 ml) concentrated beef broth
- 1 tbsp (15 ml) soy sauce
- 1 piece fresh ginger, about 1 inch (2.5 cm) long, peeled
- 1 nori seaweed sheet
- 4 carrots, peeled and cut into 2-inch (5 cm) sticks

For dipping, your choice of

- 1 lb (450 g) fondue beef
- 1/2 lb (225 g) soba noodles, cooked al dente and lightly oiled
- 1/2 lb (225 g) small shiitake mushrooms
- 1 cup (25 g) baby spinach
- 2 green onions, cut into 2-inch (5 cm) sections
- Ponzu sauce
- Wasabi (optional)

1 On the stovetop, in the fondue pot, bring the broths, soy sauce, ginger and nori to a boil. Let simmer for 5 minutes. Remove the ginger and nori.

2 Add the carrots and cook until al dente, about 5 minutes. Remove the carrots and set aside until ready to serve.

3 Place the fondue heating plate at the centre of the table. Select the Broth function and set the pot on the heating plate. Serve with the beef, soba noodles, vegetables, ponzu sauce and, if desired, wasabi.

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Broth fondue



Cheese fondue



Chocolate fondue

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Right at home on the water

Situated along the busy St. John's harbour in Newfoundland, Peter Alyward and Don Moores have created a retail oasis filled with stunning displays and unique home products

by Laurie O'Halloran



Photography by Nancy Williams.

The attention to detail is evident the minute you walk through the door of *HOME on water st.*, in St. John's. The intoxicating aromas of lavender and lemon fill the air, with walls and tables overflowing with exquisite displays. Each one is a work of art, accented with whimsical pieces that surprise and delight customers.

The mastermind behind these gorgeous displays is Don Moores, who has run *HOME on water st.* with his partner

Peter Alyward since October 2001.

The two have been together for 26 years, and business partners for almost 18 years. Both are native Newfoundlanders who come from big families. After being introduced by a mutual friend, they had their first date – ironically enough – at the century-old building that now houses their store. (At the time, it was a bar. You can still see the marks from the bar stools in the hardwood floor.)

In 1999, Peter, who worked in clothing retail, wanted to move to Toronto and Don, whose background was in corporate communications with the provincial government, decided to follow him. They enjoyed the retail scene in Toronto, but missed their home. So after three years, they decided to return to Atlantic Canada and open their own store. They wanted to focus on two of their passions – travel and home decor – as well as bath, gift and kitchen.



Peter Alyward, left, handles the business side of *HOME on water st.* while Don Moores creates the wonderful displays. He is self-taught and has a real talent for using colour and space. The pair have been together for 26 years.



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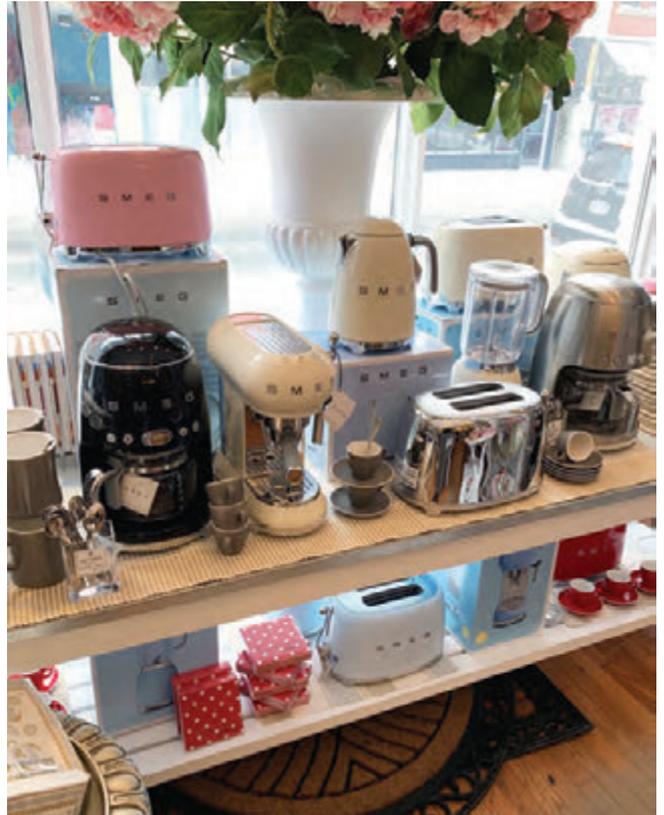
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“We wanted a store filled with wonderful things that we both loved,” says Peter. “We have always believed in buying the absolute best you can afford and we love good quality. We really believe you get what you pay for and hoped if we followed those rules, our customers would agree.”

At the time, this type of gift/home decor store wasn’t well represented in St. John’s. Peter and Don found the ideal 600-square-foot location on Water Street, the city’s popular main strip that runs parallel to the harbour, where cruise ships dock in the summer, unloading hundreds of tourists/shoppers.

The store was a success from the start, with both partners doing all the sourcing from both local and national suppliers. With almost 80% of their sales coming from tourists in the summer months, they knew they had to stand out from the typical souvenir shops along Water Street – and they did.

“We only buy quality products that are unique, are beautifully packaged, and are not available anywhere else,” says Peter. “We want our customers to

feel they got something special by visiting our store.”

Their 100-plus suppliers quickly learned how meticulously the couple curate the store with products selected to work well together. They respect the fact that they won’t buy pre-packs and vendor fixtures. There are also no slat walls or peg boards, giving the entire space a warm, homey feel.

They continued this approach when they moved to their present location in 2008, a historical white brick building located right at the start of Water Street. The store covers 1800 square feet, with exposed brick walls, hardwood floors, beamed ceilings and chandeliers. In total, they carry about 10,000 SKUs.

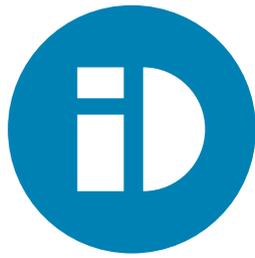
As Peter explains: “We have a master vision for our store. We know what works, what looks good and what we’re proud to sell so that is what we buy. It’s a lot more work, but much more satisfying. Suppliers are happy to work with us, and our customers keep coming back each week to see what’s new.”

Don has been a creative force from the start. He is a natural merchandiser

with an instinctive sense of pattern and colour. When we visited the store, he was constantly adjusting and tweaking pieces on the display as he spoke. As a child, he can remember doing this in his own bedroom – always arranging and rearranging the items on his desk and dresser.

Over the years, that talent has served him well. Together, he and Peter have an eye for cherry-picking products that are truly new and different. They shop shows such as the Toronto and Atlanta Gift Markets or NY NOW with an eye for specific colour stories, which allows them to execute amazing lifestyle merchandising concepts that pique the customer’s imagination.

“Our store is not really about stuff,” explains Peter. “People don’t buy stuff – they buy feelings. When people leave with a bag full of goodies from our store they are taking away a little bit of that feeling they had when they spent time with us. We really try to provide an exceptional experience. When we call a customer to let them know a product has arrived, they are thrilled. They



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Independent Retailer Profile

aren't used to companies actually following up and they aren't used to this level of service in a world of big box stores."

Because both Peter and Don work 40 hours a week, they have become the faces of the store. People see how hard they work and they really respect and appreciate that.

"Our staff work just as hard at providing exceptional service and it's very much recognized and appreciated by customers," adds Peter.

Every package is carefully gift wrapped with attention to detail and

staff are happy to take customers packages to their cars. It's these little extras that Peter says sets them apart.

"One motto we have at the store is that a customer should never be able to tell who on staff did their gift wrapping – one of the owners, one of the part timers or one of the full timers," says Peter. "We all work equally hard to ensure everything looks perfect and to ensure we meet the highest customer service standards at all times."

The owners credit their "most amazing staff" for much of their success over the years. Many have been with them

for more than six years, throughout their entire post secondary education. Some have left to have babies and come back because they missed it!

The staff members who thrive at *HOME on water st.* are those who have great taste. They appreciate organization and order, love cooking, baking, eating and are very passionate about quality. Peter says they also tend to be very self-driven and love to laugh at work. "Our staff have thrived, matured and grown enormously over the years. We have been very proud and lucky to have been a part of their journey."

There have been some bumps in that journey, however. Three years ago the local economy died when the oil industry was hit hard. Many of the big spenders moved out of town and, at about the same time, online shopping started to become more of a competitive challenge. As a bricks and mortar retailer, the owners had to get much more resourceful with their buying. They quickly learned to tighten their belts and though payroll was difficult at times, they were determined to make it work, putting in longer days and more hours.

They made it over the hump, and still benefit from the strategies they adopted during that period.

"Our buying has changed enormously," says Peter. "It used to be a very emotional decision to let go of a product or line that you had invested so much time and mental energy in. That's no longer the case. If it doesn't perform, we move on. Period. Our day to day business is really all about top sellers. It's made our buying so much easier and lets us keep on top of things."

As their inventory management has changed, so has their customer base. It has gone from a mainly older clientele, with customers who have lived long enough to appreciate the finer things in life and are willing to spend for the very best, to now include young professionals, newlyweds, young families and a range of age groups and backgrounds. The fact they carry so many categories has allowed the owners to expand their base to include many more people than



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the original store.

In addition to giftware and tableware, the store also focuses on high quality housewares. Currently, their best-selling lines include SMEG appliances, All-Clad cookware and Shun knives.

In the summer, as tourists arrive from around the world to view the icebergs and the whales, the store is heavily weighted towards giftware and seasonal, seaside-themed merchandise.

After 18 years in business, Peter and Don are always striving to be better, fine-tuning their practices so they can continue to compete in today's market.

"As much as we have improved over the last few years, we're never done," Peter says. "We continually remind ourselves that we can never feel finished, done or satisfied. If we don't constantly strive to improve and challenge ourselves to always get better while paying attention to detail and never compromising on the customer experience, you won't have the luxury of longevity."

Though they don't get involved in e-commerce, *HOME on water st.* does boast a significant online presence. Instagram and Facebook are huge for the store – every post generates sales imme-

diately. They sell a lot over the phone and by email, which allows them to keep people in the loop with daily deliveries and restocked hot sellers. "The results are amazing", they say.

Regular exercise and downtime at their beautiful vacation home three hours outside St. John's helps the couple unwind outside of the store. They also have a passion for travel and love to enjoy good food with friends during their precious little time off. To keep their energy up, Peter runs and does Crossfit while Don is an avid gardener. Together they have achieved an enviable balance in life – in one of the most beautiful cities in the country. 🍷



Tourists flock to St. John's in June to view the icebergs, followed by the whales in July/August.

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Creating a community

In addition to being a retailer, S-Kultur is also a cooking school, a café, a community and a welcoming place to indulge in some of the best things in life

by Michelle Hespe

German *gia* winner and 2019 Global Honoree S-Kultur epitomizes the approach to retailing that stores across the world are working hard to achieve in order to retain loyal customers. Having traded household goods since 1833, the family behind S-Kultur has its roots in traditional retailing, yet its ability to move with the times and to evolve its offerings over 16 years is what makes it a true innovator.

In 2003, S-Kultur was launched as a

modern household goods store with a luxury café bar. Then in 2007, the store became home to a Weber BBQ shop offering cooking classes and BBQ seminars. In 2011, the S-Kultur cooking school was opened in a 100-square-metre space and in 2016, the latest and greatest flagship store opened, which merged the separate rooms, the store, the café bar and cooking school. Now there are 30 employees working in two

locations in Germany, and the brand's

reputation continues to steadily grow. "Realizing our dream was a long process in which we repeatedly questioned what we imagined the perfect store to be," says the company's CEO and Founder, Stefan Denzlinger. The idea became more and more concrete as Stefan and his business partner, Managing Director Dr. Kerstin Schulte-Eckel, discussed their thoughts with their designer. Eventually, they put them on paper and began to create their dream



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with craftsmen and a passionate and committed team.

“With the opening of our new store, we’ve worked on improving the existing structures and broadening our horizons,” explains Stefan. “We wanted to create a comfortable meeting place that our customers enjoy coming back to again and again – whether that be for a drink at the café bar, to shop, or to attend one of our courses. Our goal is to always keep moving and to reinvent ourselves through the experiences we constantly create and offer our customers.”

“We want to remain close to our customers,” he adds. “We want to be the local retailer that our customer knows well, a store where they can touch, feel and experience what we have to offer.”

Staying true to this ethos, Stefan and Kerstin made a conscious decision not to have a website, and instead use social media to spread word of their brand. “We’ve made Instagram and Facebook our storefronts and thus created more space in the store,” explains Kerstin. “What we’ve packed behind glass for centuries is now on social media, and that means we have more space in the store to create more interesting places that lead to more real emotions.”

The design of the store further cements S-Kultur’s approach to retail, with the products for sale not being the main things placed in front of a customer. And rather than placing a focus on window displays as many retailers do, the product offerings and experiences all happen on and around S-Kultur’s ‘presentation ribbon’ – a meandering path through the business where people can stop for coffee, test out products, shop, socialize, and visit the illuminated tables showcasing themed collections such as ‘baking’ or ‘preserving’ and watch presentations.

“We see shop windows as dead spaces featuring monotonous product displays that fail to create an experience or tell stories,” Stefan explains. “We believe that visual merchandising can be done better and faster through Insta-

gram and Facebook. And so, we present our products along our ‘ribbon’, which meanders through our store like a golden thread, taking the customer on an enthralling journey.”

Intent on maintaining and nurturing a community within their retail world, Stefan and Kerstin say that they will always be curious about what they can do next. “We know that we sometimes make mistakes, but we learn from them and turn all our experiences into positive changes,” Stefan says. “Our goal is to be unique, and we work hard on that every day. We don’t have an online shop

because we want to offer unique experiences in our stores. We want our guests to touch things, smell, see and taste. That is what we are – the local specialist retailer.”

The *gia* jury and retail experts were full of praise for S-Kultur, saying they found the retailer authentic, and that Stefan and Kerstin’s team understand how to create a sense of community.

“The store is underpinned by a true

Products are displayed along a ‘presentation ribbon’ that encourages customers to follow a meandering path through the store.



MESA

CERAMICS

by *Brilliant*



COME SEE US - CGTA Toronto Congress Center August 11 - 14, 2019 - NEW Booth #5255

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passion for cooking, integrating the art of barbecuing into the store's concept. This and the café bar add to the whole experience, and additional things such as steaks being home-delivered, a catering service, recipes for customers, and over 200 events held every year including how-to classes all strengthen S-Kultur's ties to the community while inspiring and educating customers."

Kerstin explains they found the application process for *gia* was an opportunity to think about their company – to write down what they are, where they came from and where the journey could take them. And attending the International Home + Housewares Show in Chicago gave them exposure to infinite retail and product ideas, and the chance to learn from other retailers and meet new wholesalers. Despite being confident of their approach to retail, they had no idea that they would be chosen as

one of the world's top retailers.

"Attending the show and simply being in the retail industry, you see great concepts all the time, and we knew of some other world-famous *gia* winners from previous years. With so much competition it's hard to believe it when you are chosen as one of the best in the world at what you do," says Kerstin.

"The moment we heard our company name announced on the stage, it was as though everything happened like a movie. We were simply overwhelmed and incredibly proud of what we had achieved."

The exciting journey that Stefan and Kerstin are on will no doubt continue, leading the savvy business couple to more innovative ventures. For others in retail hoping to achieve such success, they have some simple words of wisdom: "Stay true to yourself and treat your employees and customers as if you

are all a family. This is the only way you can be authentic and build a real fan base," says Stefan. "And remember to talk to your customers. In each of our stores there is a café bar, and that's where we can talk to our customers. If we are honest with them, then they tell us what we are doing right and what we are doing wrong. We are there for our guests, and they appreciate that. That's why they keep coming back!" ☺

*Sponsored and organized by The Inspired Home Show and the International Housewares Association (IHA), *gia* (IHA Global Innovation Awards) is the world's leading awards program honoring overall excellence, business innovation and creative merchandising in homegoods retailing. For more information about the *gia* retail program, the co-sponsors, or participating in 2019-2020, contact Piritta Törrö at piritta.torro@inspiredconnection.fi.*

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A casual table

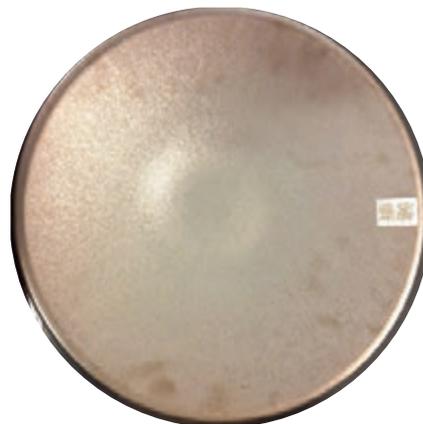
What's new in dinnerware and tabletop accessories



The Botanic Garden Harmony line by **Portmeirion**, above, is designed by Susan Williams-Ellis. It has a retro look with a modern twist, with embossed detailing and four elegant shades. Also from Portmeirion, Hanna Dale's popular Wrendale Designs Collection is expanding, left. Originally hand-painted in watercolour, the delightful creatures are inspired by the animals she sees in the Lincolnshire countryside. Hanna Dale has partnered with Royal Worcester to create a collection that encompasses everything from fine bone china mugs to Christmas decorations.



Counseltron is introducing the striking Designer assortment of Portuguese serving pieces. *Tranquility*, below, is a metallic glaze on Terra Cotta for a striking design while *Serenity*, above, features an English Pewter decal and metallic glaze.



The White Truffle collection is a beautiful way to bring Staub to the table. With an elegant design, the dinnerware is available in a unique colour range and an elegant design with geometric shapes. From **Zwilling J.A. Henckels**.

The BIA Truffles dinnerware line, right, features deep earth tones and soft, creamy hues that can be mixed and matched for a modern ambiance. The warm, inviting stoneware pattern provides a striking backdrop for everyday dinners or special occasions. Available from **DanESCO**.





Casafina
since 1981



Toscana is a statement collection inspired by the famous Italian landscape and flavours. The two colourways feature a special reactive glaze, high-fired to create unique patterns. Both dinnerware and serveware showcase subtle ruffled edges that bring extra charm to the table

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A casual table



The Minimalist line by **Le Creuset** allows cooks to showcase food beautifully. Crafted of stoneware with durable enamel finishes, the range includes dinner plates, salad plates, pasta bowls, cereal bowls, mugs and cups. It's available in an assortment of ten colours and sold in sets of four. All pieces are non-porous so they are stain and odor resistant. They are also oven, broiler and microwave safe and clean up easily in the dishwasher.

The Laura Ashley Heritage collection was inspired by an antique Edwardian chintz textile from the Laura Ashley Archive. It was first launched in 1988 and continues to be a key design for the brand today – a beautiful range of dinnerware items on fine new bone china. From **David Shaw**.



These striking bowls from **Intercontinental Mercantile** are made of underglazed, durable porcelain and designed to enhance any table. Offered in coordinating black and white patterns, they are safe for the oven, microwave and dishwasher. Also new are two stoneware lines from Mesa, Black Folia, shown, and Azure. Both are available as 12-piece dinnerware sets, service for four.



Also from David Shaw, the Casafina line is inspired by the Italian way of life and crafted in Portugal by true artisans. The fine stoneware is both durable and timeless. With organic shapes and colour palette, the Fontana collection, below, was inspired by Italian gatherings at the table. Mix and match the various pieces to set a joyful and versatile table.

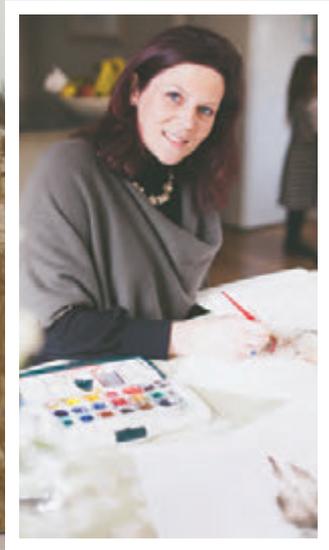


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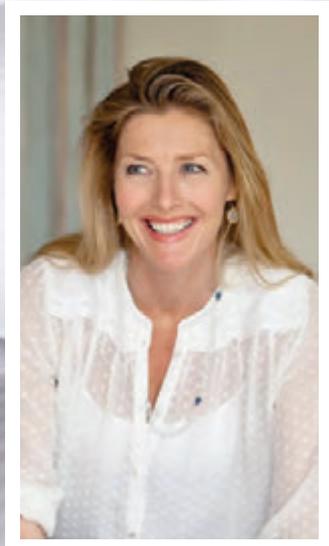
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Food storage solutions



The Crisp Collection from **iDesign** offers several variations on a kitchen storage theme. The line includes a small divided bin (top left), a large divided bin (centre), an egg bin (top right) plus a berry bin, produce bin and a bin with a tray. The versatile bins have movable dividers so users can customize each one in the fridge for individual needs. The berry and produce bins each have a slotted-bottom design so water from fruits and vegetables drains out quickly and keeps the contents fresh and the fridge clean.



Also from Joseph Joseph, the Podium 5-piece food storage container set, below, is also now available in Sky Editions colours. Podium features a clever storage stand that allows easy access to any jar, regardless of its position. Each container has an airtight lid with silicone seal, easy-pour corners and a base that sits securely onto the stand.



The Joseph Joseph NestLock system is now available in the Sky Editions with new colour combination, above. The colours are inspired by the hues found in the natural world. The five storage containers have colour-coded, lockable, airtight, leakproof lids. They are BPA-free and safe for oven, freezer and dishwasher.



The Garlic Freezer Tray from **Ventures International** provides easy access to minced garlic whenever a recipe calls for it. Simply mince garlic and place in tray with a bit of water or olive oil and freeze. The cubes pop out easily and it disassembles for easy cleaning and storage.



Packit bags use a patented technology to chill items all day long. The freezable gel is built into the walls of the bag. Simply fold the bag and store it in the freezer overnight. By morning, the wall of the soft bag will be completely frozen and will generate waves of cold air to chill food or drinks for hours. Available in a variety of styles and sizes. Packit and Joseph Joseph are both distributed in Canada by **Danesco**.

The average Canadian spends \$1,766 every year on food that is wasted. A total of 35.5 million tonnes of food is wasted each year - 58% of all food produced! It costs the Canadian economy \$49 billion annually.

Food storage solutions



Reusable Food Wraps from **Ricardo**, left, are made of natural organic cotton infused with beeswax, tree resin, coconut and jojoba oil. They are self-adhesive. Simply rub hands to warm the beeswax and wrap around any type of dish. They last up to a year and are compostable. Also new is the Produce Keeper, right. Offered in two sizes, they have adjustable vents for optimal produce freshness. The grooved base promotes airflow while draining excess water. They also each have an integrated colander.



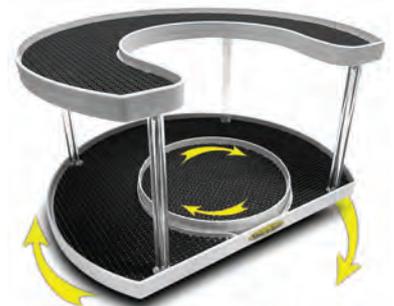
Simax storage jars are made in the Czech Republic from high quality borosilicate glass. The contemporary jars are available in four sizes, shown below. There are two lid options: beech wood or clear plastic. These containers are manufactured from recyclable glass containing no lead or cadmium, and are suitable for both household or professional use. Distributed in Canada by **David Shaw Designs**.



The **Zwilling** Gusto collection, left, is made of borosilicate glass with an airtight, anti-drip lid. They can be used for baking or storing in the fridge or freezer. They're dishwasher-safe and stackable. Zwilling offers two new storage collections made of high quality natural bamboo and ceramic. They are ideal for storing kitchen knives, utensils, spices and herbs. Available in four sizes, including a herb planter, the pieces are stackable to save space.

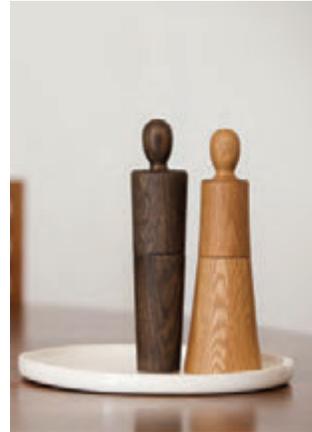


The two-tier Deluxe Stow-n-Spin is the simple solution to more space in the cupboard. It uses a rotating motion to declutter and organize cans, spices and jars. The shelves are made of heavy duty polymer plastic with galvanized steel bearing and positive traction bearing base for durability. It's available in five colours from **Cowan Distributing**.



Mills & Grinders

Swissmar will launch two new mill designs this August. The Torre acrylic mill, left, has an olive wood top and fully adjustable grind settings. The ceramic grinder is rust and corrosion-proof. Available in two sizes, it offers superior performance with a high grade stainless steel shaft. The Lily mill, right, is made of acrylic and stainless steel. It has an easy fill funnel opening, easily adjustable grind settings and a no mess base.



Mr. Pepper and Mrs. Salt from **David Shaw**, left, feature quality adjustable grinding mechanisms, housed in stylish oak. The design prevents salt or pepper residue on the table. The Pepper Bird, below right, comes in mahogany, ash, maple and walnut. It was created in 1950 by Danish designer Tonn-P. The Salt Penguin is a high-quality salt mill, made from maple and walnut, below.

The Milltop no-spill salt and pepper set by Joseph Joseph is designed with the grinding mechanism at the top, allowing excess grounds to fall back inside the unit rather than on the surface they are set down on. The grinding size is easily adjustable by rotating the top. Distributed in Canada by **DanESCO**.



The Bali cast iron mill from **Peugeot**, below, is the first in a new Bali-inspired collection. Adjust the grind with a simple turn of the knob. The Lanka cinnamon shaker mill, right, provides a fine, consistent powder. A great way to enhance holiday drinks, it features an ergonomic design.



The stylish AdHoc PowerMill grinder from **Royal Selangor**, below, features Planet+ gears with a 2:1 ratio that is so smooth, even the hardest salt is easy to grind. The extra-large, high-performance, stainless and wear-free CeraCutXL ceramic grinder imparts no flavour or odour. The grinder can even process the largest peppercorns.

The AdHoc PEPE chili cutter, above, is equipped with the PreciseCut mechanism for optimal cutting of dried herbs and spices. The uniquely shaped acrylic and stainless steel chili cutter features a clear plastic container to give a free view of the chilies inside.



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August 11 to 14 - The Toronto Congress Centre

Toronto Gift + Home Market

AUGUST 11 TO 14 • TORONTO CONGRESS CENTRE

It's been a long time in the making but the new Toronto Gift + Home Market will finally debut at the Congress Centre. Retailers and suppliers can now gather in an exciting new market environment, complemented by a full host of seminars, social events, lunch voucher giveaways and new features to make the buyer's shopping trip more comfortable and productive.

The Toronto Gift + Home Market will now be categorized in two key sections, the Gift building and the Home building. The Toronto Congress Centre North – Home Building is where the Housewares are located.

Special Social Events

The Market Mixer

Sunday August 11, 2019 at 6 p.m.

Toronto Congress Centre North Lobby

Retailers and exhibitors are invited to mix and mingle at the industry event of the summer! Join CanGift on the opening day to celebrate the launch of the new Toronto Home + Gift Market.

The free event includes:

- 1 complimentary drink and cash bar (additional drink tickets available to purchase in advance)
 - Gourmet food stations and appetizers
 - Music by Toronto DJ Conor Cutz
- Shuttle bus service will be available to

the parking lot and official hotels. Reserve your tickets in advance by visiting the CanGift website.

Please note that the popular Housewares Happy Hour, held at the Sheraton Hotel for the past two years, will not be presented this year. Instead, the Canadian Housewares Committee will be actively supporting this new social mixer.

Seminars

Sunday, August 11 • 8:30 to 9:30 a.m.

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and business in order to adapt to new ideas, approaches and concepts. While reflecting on your own experiences, you'll become motivated to create a positive outlook and appreciate what you accomplish by embracing what's new!

David Allison • 12 to 1 p.m.

This Changes Things: Rethinking Marketing 101

With deep data from the Valuegraphics Database, attendees will leave this session with eyes-wide-open about the end of demographic stereotypes and how counterproductive they can be. They will also learn how to use shared values to profile the audiences they need to reach with as much as eight times greater effectiveness.

Monday, August 12

Andrew Pike • 8:30 to 9:30 a.m.

2020 Vision on Next Year's Trends

Toronto Gift + Home Market Ambassador Andrew Pike will be forecasting what trends you can expect for the up-



Featured speakers at the August Gift + Home Market include Andrew Pike, above, and Ramona Pringle, below.



coming year. Learn what customers are looking for, what your next best-seller will be and what trends work best for your store vs ones you can live without.

Sonia Zarbatany • 12 to 1 p.m.

Create a Customer Experience Worth Talking About

Learn a few tips and tricks that will optimize your customer experience. From identifying your target audience to developing direct sales techniques or distribution, Sonia will help you understand your brand power so you can maximize customer perception on all aspects of your business. (A French version follows at 2:30 p.m.)

Tuesday, August 13

Ramona Pringle • 8:30 to 9:30 a.m.

Digital Sparke Dust

Connecting with Consumers by Bringing Joy into Their Online Lives

Learn how to create digital content so it evokes good feelings from your followers. In today's world, people are looking for positivity and you'll gain loyal customers and foot traffic by bringing joy into your online communications.

Kristen Gale • 12 to 1 p.m.

Feel Like a TEN While Finding Your Business Purpose

This presentation draws on Kristen's quest to find a deep purpose in her line of business. She shows how values can activate and engage staff, while providing a boost to company culture. Attendees will learn the key considerations and practical steps to discover purpose, determine meaningful values, and roll out programs to help build a healthy workplace culture.

New Buyers' Lounges

Step off the floor and into one of the newly designed lounges, exclusively for retail buyers at the market.

LUXE LOUNGE: Berton Room, Toronto Congress Centre South

HASHTAG LOUNGE: Hall 3, Toronto Congress Centre South

Take a break from your buying day and take a photo with a giant hashtag. Un-



Michael 'Pinball' Clemons will be the keynote speaker on Sunday morning.

wind on comfortable seating while you upload your photos to social media (charging stations included). Remember to tag @cangift and #TOGiftMkt so we can see what's happening at the market.

LE JARDIN: Toronto Congress Centre North Lobby

Budding with bright ideas, this space will put a smile on your face with whimsical décor, soft seating and charging stations. Be kind to the environment and bring your own water bottle so you can fill-up before going back out.

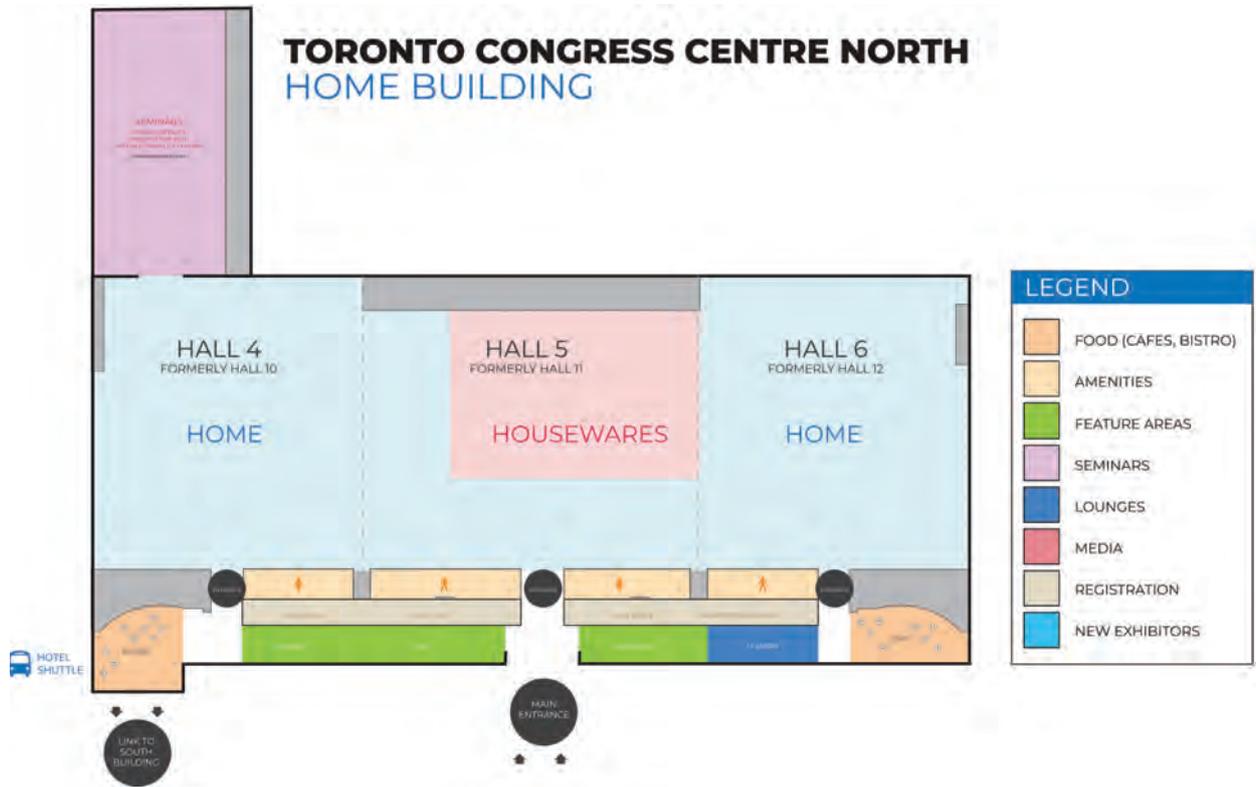
Feature Areas

LIVING

Let's all live our best lives! In the "Living" feature area, you are going to experience some of the hottest new trends in home décor, housewares and design that we've sourced at the show. Discover the newest products that make a house a home – Housewares, Home Accents & Furnishings, and Bed, Bath & Linen. Find the newest lifestyle goods that make every day that much better.

Attention early birds! The first 100 retailers to arrive at the show on Sunday, Monday and Tuesday will receive a food voucher for Toronto Congress Centre concessions.

TORONTO CONGRESS CENTRE NORTH HOME BUILDING



HOUSEWARES EXHIBITORS

(Please check show guide for booth numbers)

ACE Annison Limited
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 Adamo Imports Limited
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 Nexten Pro Inc.
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 Product Specialties Inc.
 Royal Selangor Inc.
 Sandpiper Distributing Inc.
 Smile
 Standa Importing Co. Ltd.
 Swissmar Ltd.
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 Textyles Deco Inc. Ulster Weavers Limited
 Ventures Int'l Products Inc.
 WUSTHOF Canada Inc.
 WWRD Canada, Inc.

TORONTO CONGRESS CENTRE SOUTH GIFT BUILDING





The Safari Copper line from **Counseltron** combines creative spirit with high quality Italian production. The pieces feature a refined copper finish that is elegant and fashionable at the same time. There are exclusive wardrobe style hangers featuring a lion, giraffe and antelope. Visit booth 5545, Hall 5

Say goodbye to disposable cups with the Stojjo, a new brand from **DanESCO**. Stojjo offers a stylish, collapsible and reusable alternative – it's the cup that goes wherever you go. One Stojjo cup can replace 1000 disposable cups.



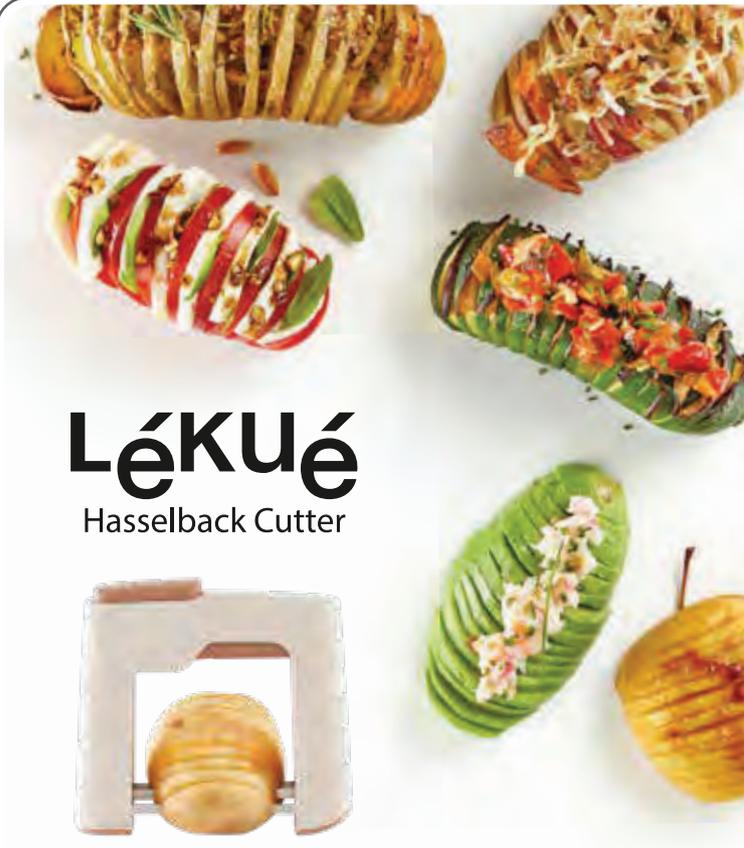
The Bel-Air Marble Charcuterie & Cheese Board from **Cuisivin**. It features a solid marble slab, which makes a beautiful presentation for Artisanal Cheeses and/or Charcuterie. Easy to clean, the one-piece marble board is 1/2" thick and very durable. The collection also includes attractive marble coasters. The beautiful dark grey and black marbling looks great with any décor.



Classico stackable baskets from **iDesign** allow consumers to create the perfect pantry space. The baskets stack to maximize space and feature handles for easy transportation. The label slots on the front allow for customizable organization. A functional and durable storage solution for the home.

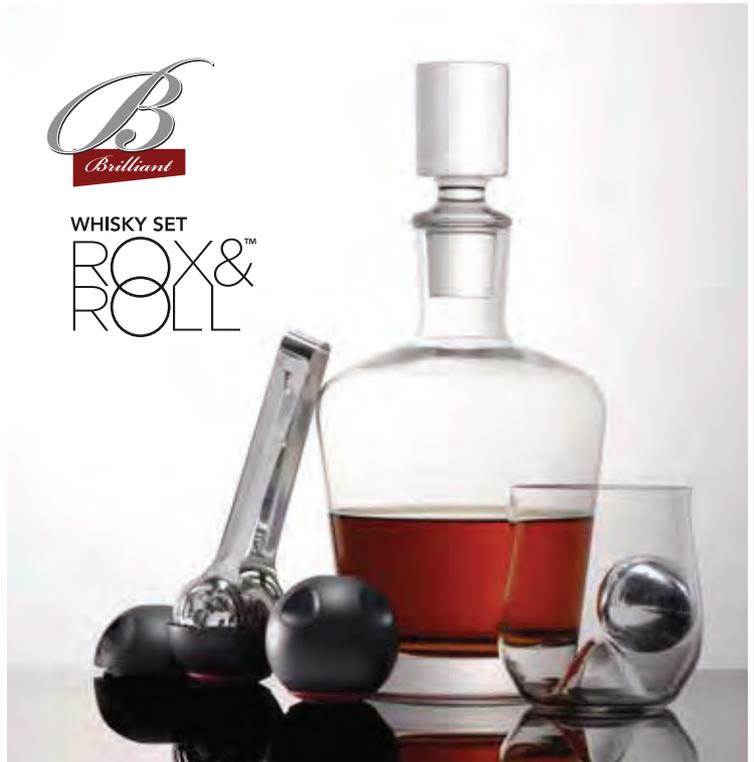


David Shaw Designs knows that some of the most beautiful textiles in the world are made in Portugal. They will be showing the Casafina assortment of whimsical jacquard patterns to brighten up your kitchen. These oversized (28x19-inch) kitchen towels are made of absorbent, 100% high quality cotton, with colours to match Casafina stoneware collections.



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Toronto Product Preview



Visit **Don Schacter + Assoc.** to see the Easy Egg Peeler, above. To use, simply insert the egg, add water and shake vigorously. The egg shell easily slides off. The internal stepped surface helps remove the shell. It's BPA-free and dishwasher-safe.



Don Schacter will also show the latest knives from Ginsu. The Kiso set, above, is dishwasher-safe with an exclusive 'never need sharpening' dual scallop serration. This economical block comes in six variations including purple and red handles.



Gelpro Elite comfort mats come in a variety of colours and pattern. They are designed to provide support and cushioned comfort in heavy household traffic.

Ricardo will be showing a new 8-person reversible raclette set. It has a storage level that allows it to shelve the hot raclette pans when not in use. It includes eight heat resistant tongs that double as a scraper. The reversible 'THE ROCK' non-stick plate provides outstanding release of all foods. This 1500-watt unit also has an LED temperature control. RICARDO recipes are included.



BIA has expanded its merchandise assortment beyond stoneware with the addition of an eclectic new collection of Scandinavian-influenced home decor accessories. Visit the **DanESCO** exhibit to see the new range with its clean designs and natural materials.



Zyliss Comfort Knives from **Swissmar** are designed to stay sharper, longer. Available in a wide range, the paring knife set is the perfect starter set for everyday tasks. They are dishwasher safe for added ease of use. A contoured handle provides maximum comfort while the non-slip grip provides control even with wet hands. Ergonomic finger indents help when slicing. Each knife comes with a blade guard for safe storage.



Booth numbers were not all finalized as we went to press. Please refer to the Market Show Guide available on-site for correct exhibitor booth numbers.

Toronto Product Preview

The Multi-Peeler set from Borner includes a Y-peeler with julienne blade and a straight peeler with scalpel blade. Available from **Swissmar**, the set features a handle that is interchangeable with a new handheld disc slicer. The set is offered in green and grey or white and grey.



Quickly chop lettuce, remove ribs from leafy greens or strip herbs from their stems with the Salad Prep Knife from **Ventures**. A curved handle fits comfortably in the hand and the flat wide blade allows for easy transfer from the cutting board to bowl or plate.



Ventures will also be launching this rolling pin/flour duster. This easy-to-use gadget works with all types of flour to quickly and evenly distribute a dusting across any work surface. Simply fill the container with flour, snap the top lid into place, remove the bottom lid and roll away.

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Las Vegas Market

JULY 28 to AUGUST 1 • INTERNATIONAL MARKET CENTER

Las Vegas Market is the nation's fastest growing gift and home décor market and the leading furniture marketplace in the western U.S., presenting 4,000+ gift, home décor and furniture resources in a single market destination.

International Market Center (IMC) has announced a variety of events and seminars to help participants learn more about market trends and connect with peers at the Market.

"Las Vegas Market is delighted to provide industry professionals, buyers, designers and innovators an assortment of seminars and events for summer market," says Dorothy Belshaw, IMC evp, chief marketing and digital officer. "As the leading home furnishings and gift market in the western U.S., Las Vegas Market offers an expansive roster of interactive, educational and influential programming that includes thought-leading sessions, industry celebrations and special networking opportunities."

Las Vegas Market will once again host its First Look product and trends program that will feature furniture,

home décor and gift product introductions in curated displays located throughout Las Vegas World Market Center campus, as well as in an educational seminar and with two related showroom tours. First Look curator and editor Julie Smith Vincenti will share both macro and micro trends and introduce 2020 Vision, a 10-hue directional color palette during a seminar scheduled to be held 10 a.m. to 11 a.m. on Monday, July 29, with the related showrooms tours on Monday and Tuesday, July 30.

The Ahead of the Curve trend forecasting session returns to the market in partnership with Luxe Interiors + Design on Monday, July 29, from 2:30 p.m. to 4 p.m. Designers Marie Flanigan, Britany Simon, Aimee Wertepny and Denise Morrison will share their insights and opinions about the hottest new home furnishings directions and designs in a discussion moderated by Kathryn Given, *Luxe Interiors + Design* senior design and market editor.

Co-sponsored by REStyleSOURCE and moderated by Nathan Turner of

Nathan Turner Inc, the Best of the West in Life & Style presentation will feature a panel of taste-making influencers and designers. They include Nicole Salceda, founder of Eye for Pretty, Stephanie Holdaway, owner of Gatehouse No. 1 Furniture & Interior Design, Erica Bryen, owner of Erica Bryen Design, Shay Geyer, owner and designer at IBB Design Fine Furnishings, and Hilde Leiaghat, designer and retailer of Pom Home, who will present from 3 p.m. to 4 p.m. on Sunday, July 28.

Trend-focused sessions also include Sherwin-Williams Colormix Forecast 2020, running from noon to 1 p.m. on Monday, July 29, Designing Spaces for Healthy Families, from 1 p.m. to 2 p.m. on Sunday, July 28, the Staging Association Panel Discussion, running from 3 p.m. to 4:30 p.m. on Tuesday, July 30, and The 3D Design Workflow, from 10:30 a.m. to 11:30 a.m. on Wednesday, July 31.

The event schedule includes the 2019 Las Vegas Market CEO Summit, the ninth annual Up On the Roof fundraiser benefiting Gift for Life, the fifth annual ANDYZ Design Awards, the Gift + Stationery 40 Under 40 Awards and Lean In and Lift Up. Kathy Ireland, Chair, CEO and Chief Designer of global lifestyle brand *Kathy Ireland Worldwide* and ambassador for the Elizabeth Taylor AIDS Foundation, will be the featured guest at the 9th annual "Up on the Roof" fundraiser benefiting Gift for Life, on Monday, July 29, 2019. This annual social event will raise funds for DIFFA: Design Industries Foundation Fighting AIDS through ticket sales, as well as a silent auction featuring a variety of Las Vegas-themed prizes and kathy ireland Home products.

For more information, visit www.lasvegasmarket.com.



Las Vegas Market Preview



C & F Home will introduce the Bluewater Bay (left) and Watercolour Floral lines in Las Vegas. Plates and bowls in the Bluewater collection will transform any table into a seaside paradise. It also includes seahorse salt & pepper shakers. The Watercolour line features an elegant quatrefoil trellis design. **Visit Showroom C701**



Costa Nova will be showcasing the new Casafoma Fontana tabletop collection. Crafted in Portugal by true artisans, the stoneware products are unique, durable and timeless. The stoneware collections are complemented by European mouth-blown glass. Available in five colours: white, dove grey, paprika, turquoise and forest green. **Visit Showroom C123**



The Capiz Tabletop Collection by **Dekorayson** offers a versatile, coordinated selection of plates, bowls, chargers, trays and serving pieces all made of gleaming capiz shell. Easily mix and match various sizes and shapes for a unique tablescape for every day, a special occasion or the holidays. Pieces are available in natural white and smoke gold and range. Each piece is guaranteed food-safe. **Visit Showroom C982**

The Embrace Dish Brush and Sponge Holder from **Sea Stones** is designed compactly to sit at the edge of the sink. The reclaimed granite base features a hand carved divot that allows the dish brush to stand upright. Two hand curved aluminum rods work together to securely hold the sponge while allowing plenty of air to dry. The stout granite base naturally prevents tipping. A tall, durable aluminum rod is hand formed to capture the brush and is finished with a cute beach stone gathered from New England beaches. Storing the brush upright eliminates the mess of drips from soap-dispensing wands. The natural, organic design keeps the brush and sponge close yet allows the dish wand to stand high and dry after each use.

Visit Showroom C11-6



Arcadia Home Designs are handmade so each piece is as unique as the artisan who creates it. They're made by spinning and weaving hand-dyed cotton using artisan techniques with hand-sewn kantha stitching as the finishing touch. The craftsmanship involved at each stage of production ensures that every finished piece is truly one-of-a-kind. Table runners measure 18 inches x96 inches. **Visit Showroom C10-106**

Las Vegas Market Preview

The Fashion collection from **Mepura** features hammered metal placemats, bread trays, finger food trays, appetizer plates and chargers. The contemporary designs adds a stylish touch to the table. The design is also available in bottle coasters, knife rest and toothpick holder. **Visit Showroom C163**



Badash Crystal will introduce the Park Avenue European Mouth Blown 5-piece Whiskey set. It includes a 34-ounce lead-free crystal decanter and four 12-ounce rocks glasses. The classic European mouth blown square decanter is the perfect place to store fine Scotch or whiskey. The design is similar to a golf theme and it's made from all-natural, environmentally-sound components. **Visit Showroom C137**



This vibrant kitchen towel from **Vestiges** is made of 100% cotton pique and measures 21.5 inches x 32 inches. Each one is Sanforized prior to printing to reduce shrinkage and maintain the clear, bright colours. All inks are water-based and environmentally friendly. The collection includes State Icons, National Parks, Cities and Regions. **Visit Showroom P1-2055**

Hand thrown mixing bowls by **etúHOME** are the perfect bowl for your everyday needs. Handcrafted from white European clay, the ceramic bowls make pouring contents effortless with a lip for guidance. Ideal for baking and mixing, this bowl is at home in any kitchen. The collection of bakeware is durable and each piece is easy to clean and is designed to resist chips. **Visit Showroom C500**



Made from 100% cotton chenille that absorbs ten times its weight, the Shaggie multi-purpose super wash cloth from **Janet Lynn's Designs** is naturally dual textured and is ideal for dishes or washing windows. It's shown in Tease Me Turquoise and is available in 16 different colours. **Visit Showroom C112KK**



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Atlanta Gift & Home Furnishings Market

HELD JULY 9 to 15 at AMERICAS MART ATLANTA

The Atlanta International Gift and Home Furnishings Market presented more than 8,000 brands across all categories of gift, gourmet and home décor at the summer 2019 Market. In total, the Market offered buyers access to more than 1,000 gift and home showrooms on 31 floors.

The Home Décor Collection featured nearly 300 showrooms with lighting, accent furniture, rugs, wall décor, casual furniture and linens.

The Gift Collection features more than 700 showrooms on 19 floors. Within the Gift Collection, specialty categories including Gourmet & Housewares, Tabletop & Gift, The Gardens, Children's World and the newly re-named Seasonal / Gift.

Gourmet and tabletop offerings were plentiful at The Atlanta International Gift and Home Furnishings Market. In total, 29 brands opened new showrooms or expanded their spaces. The updates added more than 14,000 square feet of occupied showroom space to the permanent showroom collection.

"Entertaining and dining products were a key component of The Atlanta International Gift and Home Furnishings Market," says Dave Savula, International Market Centers executive vice president. "The breadth and depth of our gourmet and tabletop collections – with more than 900 brands showcased in more than 150 showrooms and nearly 300 temporaries – has established Atlanta as the east coast's premier destination for these categories."

The educational programming included media leaders, design trendsetters and inspirational business motiva-

tors. A highlight of the July Market was the Fiesta Dinnerware Demonstration Kitchen. It featured influencers, celebrity chefs, local mixologists and exhibitor

demonstrations.

The spring Market will be held January 14 to 20, 2020 in Atlanta. For more information, visit AmericasMart.com.



Atlanta Market Product Highlights

The fall tablescape collection from **Dekorayson Gift & Decor** utilizes a variety of white pumpkins and acorns – all made of gleaming capiz shell. Pumpkins are available in 2.5-inch, 4-inch, 6-inch and 8-inch and are offered in white and orange colours. The acorns are 2.75-inch and are available in white.



Gratitude Glass Jars has launched the Luxury candle collection. Influenced by the principles of perfumery and the therapeutic benefits of essential oils, each candle is layered with 'Heart Notes' to stimulate your senses & awaken emotions. Each is made of 100% Soy with 90 hour burn and a crackling wooden wick. There are 16 Signature scents within the range, each packed in a chic gift box.



Mepra offers a range of Italian-designed tableware, serveware and flatware in various metals. Shown above is the Atmosfera collection. All surfaces are durable and food safe.

AMP IT is a wireless speaker that doesn't need Wi-Fi or Bluetooth or an app. Shown right, simply place it on top of a smart phone or tablet and slide up or down until the speaker sensors are in alignment. The volume dial design easily adjusts the volume by simply rotating left or right. Amplified Induction Technology transfers the sound from the smart device and amplifies it through its own high quality speaker.



This Dog Treat Jar from **Carmel Ceramica** keeps treats fresh thanks to a rubber gasket on the lid that creates an airtight seal within the jar. Made from durable stoneware, it will withstand daily use. Each jar is dishwasher safe and available in four colours: baby blue, aqua (shown), French white and caramel. Each colour jar is available with a matching dog bowl.

The Lavender Neck Pillow from **Sonoma Lavender** is available in beautiful Arctic Circle faux fur. Soothe achy tired muscles with the calming lavender scent and the moist warmth of this neck pillow for the ultimate relaxation treat. To use, simply heat in the microwave or tumble dry, or chill in the freezer for a cooling alternative. The ultra soft pillow is about 14 inches in diameter and is machine washable.



Atlanta Market Product Highlights



Ludela introduces The Perfect Pillar candle. With the remote control you can instantly illuminate an entire room with real flame candle ambiance. With the timer, it will blow the flame out automatically and it also has a 4-point safety system built in.



The Shibori bucket bag from **Sea Bags** helps to pull together a nautical outdoor dining look. It can be used to hold utensils or flowers. Printed on recycled sails.



Made of 100% Cotton Chenille that absorbs 10 times its weight, the Shaggie from **Janey Lynn's Designs** is a strong but gentle cleaning solution. This version also fits on a Swiffer mop for an eco-friendly alternative.

The Fontana collection by **Casafina**, below, is inspired by the Italian way of life and made in Europe. The range includes kitchenware, bakeware, tableware and gifts.



The Bottoms Up wine bottle holder from **Sea Stones** is handcrafted from recycled granite using hand-formed helical aluminum rods and New England beach stones. Up to three bottles are held inverted to keep corks moist and expanded to preserve wine. Soft feet protect table surfaces.



The Tree of Life mouthblown vase from **Badash Crystal** has a delicate, sandblasted gold tree that has been filled in by hand. It stands eight inches tall. The exquisite, detailed design was handcrafted in Europe using sustainable components.

With subtly contrasting vertical stripes and a fringe of lively tassels to match, the Brett line from **Carol & Frank** enlivens any tabletop. Hand-loomed to create a ribbed texture and then stonewashed, these techniques create a unique textile surface on placemats and napkins in coordinated colours.



A show designed to inspire retailers

By Derek Miller, President
International Housewares Association

Next March, the global housewares industry will go to Chicago for the 123rd convening of the industry's primary marketplace, but the gathering will be under a new name – *The Inspired Home Show*. Last February, the International Housewares Association (IHA) announced it was re-branding the International Home + Housewares Show, to become The Inspired Home Show, IHA's Global Home + Housewares Market in 2020. The change is part of the Association's expansion of The Inspired Home platform, created to align with shifting consumer trends.

IHA's board of directors and staff worked on this change for over a year to develop a name and brand that would set the right tone for the industry, positioning the Show for the future, according to John "JC" Collins, president of Neatfreak and 2018-19 IHA chairman.

"In the end, we leveraged our existing consumer brand, The Inspired Home, extending it to the trade as we found a clear convergence between product suppliers, retailers and consumers through lifestyle branding," he says. "Consumers drive retail purchases, and their lifestyles drive the things they buy. Design and function are no longer the sole reasons people purchase housewares products. The Inspired Home Show is taking things a step further to help retailers understand how design and function fit into their customers' lifestyles and to find ways to inspire them to purchase products that complement those lifestyles."

As the premier home and housewares event in the world, IHA's members, exhibitors and retail attendees expect a Show that reflects current trends and attitudes. The Inspired Home Show will maintain all relevant aspects of the In-

ternational Home + Housewares Show while introducing new elements that help meet the needs of the changing consumer marketplace, one in which consumers are seeking to develop their own aspirational lifestyles, fueled by digital connectivity in an omnichannel environment.

The Inspired Home Show, IHA's Global Home + Housewares Market will have an updated look and feel that is closely aligned to the current The Inspired Home consumer platform, incorporating lifestyle imagery and classic

colours. The Show will remain a trade-only event at McCormick Place in Chicago and will maintain its "five expos in one" format with Dine + Decor located in the South Hall; Clean + Contain, Discover Design and International Sourcing located in the North Hall; and Wired + Well located in Lakeside Center.

This consumer sensibility will also influence other aspects of the Show, including educational sessions, special displays and networking events, in ways that will help both suppliers and retailers better meet their needs. Keynote educational programming will include Lee Eiseman's colour trends presentations, exploration into consumer lifestyle trends and a state of the industry report on housewares. Other educational offerings will include Innovation Theater sessions all four Show days, the Smart Talks stage in the IHA Smart Home Pavilion and the Inventors Revue sessions.

The Inspired Home Show 2020, IHA's Global Home + Housewares Market, will be held March 14 to 17 at McCormick Place, Chicago.

2020 attendee registration and additional Show information are available at both TheInspiredHomeShow.com and Housewares.org.



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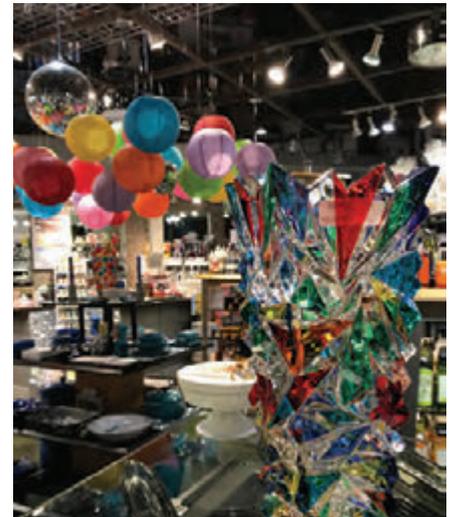


Kitchen Therapy celebrates 10 years

It was one big party in Surrey, B.C. last April as Kitchen Therapy owners Brent Bondarenko, left, and Robbin Lich (shown with their pups Coco and Winnie) celebrated the store's 10th anniversary!

Customers were treated to 10% discounts, daily prize giveaways (donated by suppliers) and ongoing demonstrations from the store's key vendors. They also enjoyed free coffee and espresso from Breville and Caffitaly machines.

The celebration culminated with a cocktail party for 150 people with appetizers, wine and a beer bar.



The store was decorated with paper lanterns to celebrate the anniversary and customers had a chance to win valuable prizes donated by key suppliers, above.



Swissmar president Daniel Oehy was on hand to demonstrate their raclette.



Debbie Kinsey and Chris Jawanda of Danica showed off their new gadgets.



Rob Liebermann offered customers a chance to taste Zoe olive oils.



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