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On our cover



Visit the David Shaw exhibit at the Toronto Gift Fair to see this elegant new range of cased glass vases and bowls created with Pantone's 2016 colour of the year – Rose Quartz.

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Opening Lines

Everything that goes around...

After 16 years in Oakville, we're planning a big move back to my hometown of Burlington this year. And because we have always run the magazine from home, that means moving a household and an entire company. Hundreds and hundreds of old issues have to be packed up for recycling. Thousands of photos, dozens of brochures, boxes of outdated art supplies, golf trophies and exhibit signage. It will take longer than expected to sort through all this stuff because every time I tackle one box, my mind starts to take a stroll down memory lane. And as I read through many of the articles from the 1990s, I can see very quickly how much things have changed – and how much they've stayed the same.



Stay around any one industry long enough and you'll notice that the market always goes in cycles. Excellent retailers stick it out during the bad times because good times are surely just around the corner. Enjoy the good times because they probably won't last. After a few decades, you'll know what to expect, and how to react. Face change head on, adapt to the challenges in the marketplace and look for new opportunities, even if it means completely changing the way you do business.

For the past decade, as online shopping has become entrenched in our lives, we have been fearing the death of the bricks and mortar store. Many independents have closed their doors or retired. Huge chains have pulled out of the country and those that are still standing have had to adopt an omni-channel approach, adding online sales to supplement the retail store. But that's not necessarily a bad thing. For those who meet new market challenges head on, the opportunities to transform the retail experience for customers are plentiful.

People shop using a variety of platforms today. They easily hop between in-store, web or mobile sites and retail tracking systems can now easily determine which products will prompt a store visit and which are simply bought online, or purchased online and picked up at the store.

What is interesting is not how new digital retailers are taking over, but how bricks and mortar stores have persevered, adopting new technologies to compete and even forcing online retailers to become multi-channel themselves.

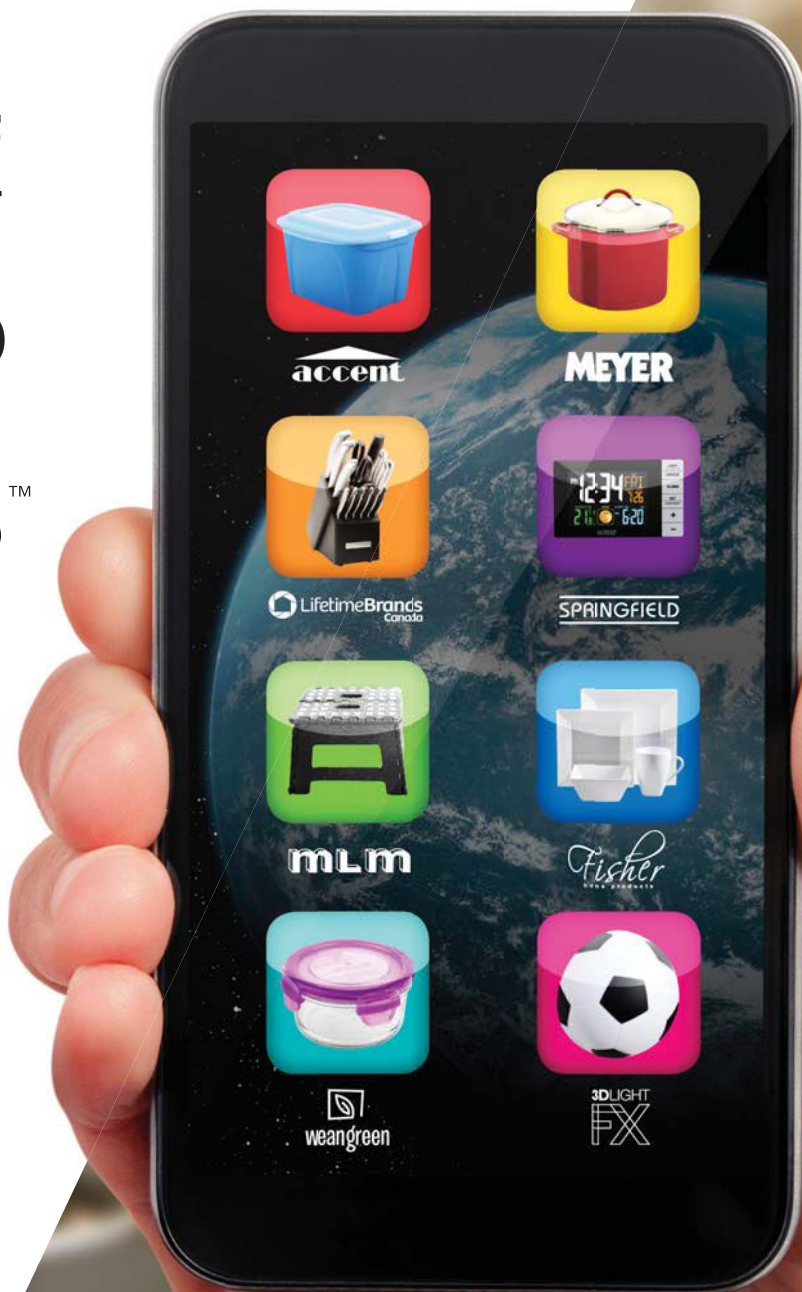
When websites first emerged as a useful tool for shoppers to make price comparisons, retailers predicted the end of in-store service and product knowledge training. Customer service is still the most important part of the shopping experience, but retailers have to deliver it in more creative ways to stay relevant.

Deep down, I'm convinced people still crave a tactile experience when buying most housewares products. We have an ingrained need to interact with others, to touch and feel and see how something works. Consider what's happening in the book industry which, as a publisher and long-time reader of hard cover books, I find fascinating. Last year, the company that was responsible for the demise of so many bookstores around the world launched a book store of its own. Amazon, which started selling books over the internet 20 years ago, opened its first bricks-and-mortar outlet in Seattle. The 5,500-square-foot store has the features of a traditional, old-fashioned book store such as hardwood floors, wooden shelves, and easy chairs where patrons can relax. And Indigo Books & Music posted double digit sales growth last quarter, which CEO Heather Reisman credits to a resurgence in the market for printed books.

Like the book market, we're an industry in transition – again. We've been through this cycle before, when the retail future seemed filled with doom and gloom. But people are still shopping, they're just shopping differently. Those that can't adapt will disappear while the strong will embrace the changes ahead and thrive. Some things never change.

– Laurie O'Halloran
laurie@homestylemag.ca

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People In The News

• **Rick Simpson** is general manager for Cuisinart Canada, reporting to Clem MacMullin, GM of Conair. Rick was formerly with Groupe SEB. As well, **Kami Bosland** has been promoted to vice president of marketing, reporting to Rick.



• **Andrew Rae** is the new vice president of Sistema Plastics Canada. A 20-year veteran of the industry, he was formerly with Jarden and DeLonghi.

• **Tania Henderson** has been promoted to director of sales for Breville Canada.

• **Maryann Samsa**, formerly of Kitchen Kaboodle, has been appointed buying group director for Gourmet Catalog and Buying Group.

• **Carrie Kirkman** has been appointed president and chief merchant of Sears Canada. She was most recently interim president of Nine West Canada and before that served as president of Jones Apparel Group.

• Starfrit has named **Melissa Ahsen** as brand director for the Ricardo line of products. She replaces Thao Nguyen.

• **Jon Jesse** has joined the International Housewares Association as vice president of industry development, a newly created position. His responsibilities will include overseeing member relations and developing a strategic plan to attract young talent to the housewares industry.

• **Wayne Canning**, shown top right, has retired after 45 years in the housewares industry. He spent the last 30 years with Trudeau, where he developed close

friendships with many of his customers. Wayne and his wife Sharron will be moving to their beautiful summer home in Cape Breton. Last year, he was featured as a Super Sales Person in *Home Style Magazine*.

• After more than 18 years with Cuisinart Canada, **Tony Najjar**, one of the most respected sales people in the industry, retired on December 31st.



Wayne Canning



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I just received my November issue of *Home Style*, which I always enjoy reading, and wanted to comment on Dave Holden's passing, as one paragraph didn't do him justice. (It should also be noted that Dave worked with Hamilton Beach right up until his death.)

I had the pleasure of dealing with Dave for close to 18 years since we are a sales agency that reps Hamilton Beach in the loyalty market in Canada. Dave was our contact, first as National Accounts Manager and then as Director of Sales. Dave was a very respected colleague in the housewares industry and known to many people.

As a sales agency we deal with many people from different companies but Dave was, without question, the most professional person we have ever dealt with. Not only was Dave a true professional, he was a very generous individual who was always there to help out in any way he could.

Rob MacDonald, Rose & MacDonald Sales

Editor's Note: I regret we didn't devote more space to David in the last issue. Please see the tribute from Eric Beam on page 81.

I loved your opening lines column in the November *Home Style*. Every day is a true gift to us all! We must all wake up and be a better person than we were yesterday and grateful for another day on this side of the grass! Health is wealth.

Linda Heidman, Swissmar

I enjoyed reading the November issue of the magazine and was very sad to read about the passing of Al Langelan. I have been working in this industry for more than 17 years now and it saddens me how many great sales people we have lost.

The photo you published of Kate Wise with Al and Ralph Lawry really hit home, since I had worked with both of these gentlemen. They were reliable, knowledgeable salesmen and it was always a pleasure dealing with them. Both will be missed.

Sigrid Wolm, Kitchen to the Table, Orangeville, Ontario

(Watch for a feature on Sigrid's new store in the March/April issue of Home Style.)

2016 Housewares Hall of Fame inductees

Vaughn Crofford, president of the Canadian Hardware & Housewares Manufacturers Association (CHHMA) has revealed the 2016 Industry Hall of Fame inductees.

Now in its 32nd year, the CHHMA is pleased to honour three deserving industry veterans – **Laurie O'Halloran**, founder of *Home Style Magazine*, **Bill Calisina** of Bissell Canada, and **James Mumby** of Dynamic Paint Products – will be inducted on April 12, 2016 at an industry luncheon sponsored by the CHHMA.

The Hall of Fame was established in 1984 to recognize the achievements of industry's leaders and pioneers. Since that time, 60 industry icons, inventors, business founders and leaders from the retail and manufacturing sectors have received the honour. Laurie O'Halloran is the first non-vendor and non-retailer to be inducted.

The luncheon will be held in conjunction with the annual CHHMA Spring Conference. Tickets for the luncheon can also be purchased individually. Please visit www.chhma.ca or email Maureen Hizaka at maureen@chhma.ca for details.

Abbott is licensee for Cottage Life line

Cottage Life recently named Abbott as a licensee for the Cottage Life brand. Under this agreement, Abbott will design and develop ranges of products for the home which represent the Cottage Life aesthetic.

"This partnership represents the best of what both Abbott and *Cottage Life* represent – two Canadian brands coming together to create a collection of goods that represent the home, the cottage and our shared Canadian sensibilities. We are honoured to be selected to bring the *Cottage Life* brand to the home décor arena," says David Abbott, president of Abbott.

Cottage Life is a truly iconic Canadian brand, with a reputation for a relaxed, contemporary style that is part of the Canadian home experience. Since its inception 26 years ago, *Cottage Life* has become one of Canada's best loved brands. The magazine has remained popular since its introduction and a natural extension was the creation of the successful *Cottage Life* television network.

Abbott is a leading distributor of home décor products with over 65 years experience bringing on-trend collections to Canadian retailers. Abbott was recently named the Canadian



Gift Association's Large Supplier of the Year for 2015.

Abbott will launch the new *Cottage Life* Collection at the Toronto Gift Fair in booth 11025 at the Congress Centre.

Williams-Sonoma founder passes away

Chuck Williams, the founder of gourmet chain Williams-Sonoma, passed away on December 5th at the age of 100.

"Chuck taught us that when we open our doors to a customer, we welcome a friend into our home," said Laura Alber, CEO of Williams-Sonoma. "He had impeccable taste, unique insight for selecting the right products at the right time, and the highest standard of customer service."

Chuck Williams opened the first Williams-Sonoma store in Northern California in the 1950s. By 2015, the store had more than 250 locations throughout the U.S. and Puerto Rico. His influence continues to be felt throughout all aspects of the gourmet industry.

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A fond farewell for Ian Lafayette

Over 30 people gathered at the home of Anji Levy on November 20th to celebrate the retirement of Ian Lafayette, one of the top sales reps in our industry. Always a 'smooth operator' with a beautiful voice, Ian is a poet, artist and singer (his music career began in England with groups such as The Foundations) who found his niche selling housewares. Hired in the 1970s by Edward Weil, Ian has worked for Classic Chef and most recently Fox Run Brands. He made friends wherever he went, and many of his retail customers say there will never be another like him.



The evening's hosts, sales agent Lyne Vinet, left, and Anji Levy of Groupe SEB, right, with the guests of honour, Diane and Ian Lafayette.



Sales agent Issie Grachnik, left, with Ian and Daryl Katzenberg of Kitchen Stuff Plus.



Brian Schmidt of Premier Gift with Allan Weil of David Shaw. Allan's father, Ed, first hired Ian.



Ian with Home Style editor Laurie O'Halloran.

ADIEU

An original poem by Ian Lafayette

Memories abound and anoint me like rain

Voices saying "Why not do it again"?

Always the journey, not where we are now

Is it time, I ask, for me to take a bow?

Told by a Titan to make you my friend

Each day awake, so eager to attend,

'A business of love' that took all it had

Yet lifted me up whenever I was sad.

When I'm gone, then remember my name

Echoes to remind you, a lasting refrain.

People, in the end, who have made it fun

Forgive me for leaving, but I have to run.

Shadows foretelling what lies ahead

My time now, contentment – enough said.

Closing one door but awaiting a new day,

Adieu, my friend, I'm on my way.



Anji with Mary Vallamagna of David Shaw.



Amol Jain of Cook It, left, with Ian, Allan, and Brad Rothblot of Binz, far right. The group presented Ian with a gift card for dinner and a one-night stay at The Pillar & Post in Niagara-on-the-Lake.



Joe Hakim (Anji's partner) is shown left with Fred Pritchard of Golda's Kitchen.



Kim Janssens of Fox Run Brands, right, with Ian.

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Merchants use food to woo shoppers

Consumer store visits in the U.S. have been declining for nearly a decade. During a single shopping excursion in 2007, consumers visited an average of 4.5 stores; that number dropped to between 3 and 3.5 stores per trip last year, according to ShopperTrak.

Even when shoppers are in the aisles these days, their trips tend to be more purposeful because consumers who research products online know precisely what they want before leaving home.

Merchants such as Target and Urban Outfitters are testing food concepts like cafes or upscale restaurants to spice up their stores amid declining foot traffic.

This food push reflects retailers' broader efforts to replace lost business by crafting experiential, immersive and communal shopping environments with everything from hair salons and comfy Internet lounges to yoga classes.

Kohl's, with weak sales over the past few years, is testing Kohl's Cafés at two locations as part of its "Greatness Agenda" revival strategy. Adding the café is about creating a more inviting and convenient overall shopping experience, but it's also about drawing customers to the store and making sure that they're comfortable while they shop.

West Elm knows its customers very well

Citing West Elm's "deep understanding" of Millennials and Millennial-minded customers, parent Williams-Sonoma recently posted its 23rd consecutive quarter of double-digit comparable brand revenue growth, with a 15.7% comp gain in the period.

"West Elm's success is firmly rooted in a deep understanding of what Millennial customers feel is important in their purchasing decisions," says Laura



Alber, president and CEO.

It's not just the brand aesthetic, she adds. West Elm customers also appreciate local community initiatives and commitment to conscious business practices because human connection still matters, even in the digital age.

Last fall, the company opened six West Elm and two franchise stores in Mexico plus a West Elm Shoppers Stop store in London. In total, the company opened 18 new company stores and four new franchise locations across the globe, bringing the total store count to 87 and the total franchise count to nine.

Retail execs predict doom and gloom

Brick-and-mortar stores still exist everywhere in the US, but each passing day seems to make them less essential.

In a recent survey, 58% of executives at American middle-market retailers predicted that brick-and-mortar-only stores are destined for obsolescence. The survey polled 250 respondents, and was conducted by Harris Poll.

While surveys often affirm that shoppers still prefer to buy in stores, the spread of e-commerce means fewer people are even making it out to stores to begin with. According to RetailNext, foot traffic to physical stores in the U.S. has seen double-digit drops twice in recent months, and combined sales fell 12.2% in October.

Those sorts of figures are part of the reason for the decline of the American department store, reflected in dismal earnings reported by Macy's, Nordstrom, and JC Penney last year. Not surprisingly, 45% of the executives surveyed also feel the death of the American mall is inevitable.

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NEW YORK

Big pharma just got a lot bigger in the U.S.

Two of the biggest drugstore chains in the U.S. have agreed to combine to create a new giant. Walgreens Boots Alliance is buying Rite Aid for more than \$9.4 billion in cash.

The combination may draw a skeptical eye from government regulators concerned about the retail pharmacy market effectively shrinking to only a few big chains.

The deal is the latest taking place in the sweeping changes under the Affordable Care Act, which has inspired drug makers, insurers and others to combine.

Walgreens Boots Alliance, itself forged from the merger of Walgreen Company and the European chain Alliance Boots, has confirmed its desire to expand through acquisitions. The company is currently led by Stefano Pessina, a trained nuclear engineer and former academic who sold Alliance Boots to its

American counterpart.

Before the Alliance Boots deal, Walgreens had acquired Duane Reade, USA Drugs and Kerr Drug to grow to more than 8,200 stores with a total revenue of \$76 billion last year. Buying Rite Aid would give Walgreens an additional 4,600 stores in 31 states, adding to its existing locations across the country, Puerto Rico and the Virgin Islands.

Nordstrom reveals opening dates

Nordstrom has announced the opening dates for its first two Toronto stores, both scheduled to open in the fall of 2016. A third Toronto location will open the following year.

Nordstrom's CF Toronto Eaton Centre flagship, measuring 213,000 square feet, will open on September 16. As with its other Canadian store openings, a charity gala is expected to be held two

days prior. Nordstrom may also host a designer runway presentation that same evening, as they did in Vancouver.

Nordstrom will locate in part of CF Toronto Eaton Centre's former Sears space, along with several smaller retailers and a 28,000-square-foot Uniqlo.

Nordstrom's new 191,000-square-foot Yorkdale Shopping Centre location is set to open on October 21st. The store will anchor a new wing within the mall.

Walmart invests in distribution centre

Walmart Canada is spending tens of millions of dollars to turn Target Canada's former distribution centre in Cornwall, Ontario, into a perishable goods distribution centre (PDC).

Walmart took ownership of the building in 2015 from the defunct Target Canada as part of a \$350-million acquisition that included 13 former Target stores and the local distribution centre. Walmart is currently retrofitting and expanding the building.

The expansion project will extend the east end of the existing 1.37-million square-foot building so that it is larger than Walmart's original Supply Chain Management distribution centre, which is about 1.4 million square feet. The upgraded facility will house a new refrigeration/freezer unit that will serve new Walmart Supercentres in the Maritimes as well as existing stores. Two other sections of the facility will handle imports and bulk merchandise.

When the conversion is complete, the building will be the largest structure in the city and will add 300 new jobs.

Half of US workers say they shop online at work, up 3% from a year ago, according to CareerBuilder. Sales people, financial services professionals and IT staffers are most likely to indulge in e-commerce on company time. Meanwhile, 28% of managers say they've fired someone for doing non-work things online, up from 24% in 2014.

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Canadian vendor sponsors refugees

A major effort is underway to bring 50 Syrian refugee families to Guelph, Ontario, and the move is being backed financially by one local entrepreneur.

Jim Estill, president of appliance manufacturer Danby, is donating the cash to support the families in their first year of settlement. (Sponsors of Syrian refugee families are required to have about \$30,000 per family ready to provide life essentials for a year, meaning Estill's donation could hit \$1.5 million.

"This is not pure charity," Estill says. "You are not just giving people money. You're setting them up to have a life."

Estill, a former director of Research in Motion (Blackberry), is well-known for starting a successful technology distribution business, EJM Data, from the trunk of his car, building it into a \$350 million company before selling it to Synnex. He served as the chief executive of

Synnex for nearly five years.

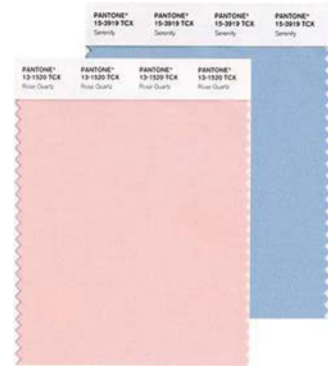
Though he attempted to retire a few years ago, he changed his mind when an opportunity arose to serve as chief executive of Danby. He has also written several business books.

Zwilling opens eco-friendly headquarters

Zwilling J.A. Henckels has opened its new U.S. headquarters in Pleasantville, NY. The new 122,000-square-foot facility that includes offices, warehouse, showroom and cooking studio.

To mark the opening, chef Dan Kluger, formerly of ABC Kitchen restaurant in Manhattan, prepared samples in the company's new cooking studio, which is now open to the public for cooking and knife skills classes.

The new building features an 850 kW solar project on the roof to offset 100% of the company's grid-supplied power.



Pantone's new colours

Pantone has revealed its 2016 colours of the year: Serenity and Rose Quartz. The two hues are a harmonious pairing of inviting shades that embody a mindset of tranquility and inner peace. This is the first time that Pantone has chosen two hues for its colour of the year.

Serenity is a pale blue that has a calming, relaxing effect. Rose Quartz is a soft pink that conveys compassion and a sense of composure. Both shades are ideal for kitchen and tableware items.




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Cuisinart launches professional blender

Cuisinart hopes to cause a storm in the appliance business with the introduction of the Hurricane, a new generation of blenders that combines the Waring brand's commercial history with the design and function of the Cuisinart name.

The new unit was launched at a media reception in Toronto in late November where corporate chef Jonathan Collins demonstrated the Hurricane as well as a new SmartStick cordless hand blender and carving knife.

The Hurricane offers exceptional force with a 3.5 HP motor and turbo boost power up to 30,000 RPM. The 6-prong stainless steel blade supports heavy-duty action to create soups, sauces and smoothies at the touch of a button. It offers an LED screen and electronic touch pad plus BlendLogix Smart Technology that accurately senses the load and adjusts the speed for uninterrupted blending. A sister unit offers 2.25 HP.

The SmartStick 700 watt hand blender and knife comes with a Lithium Ion battery and several attachments. Both units will be available in March.



Arc unveils new glassware collection at open house

Trudeau hosted a three-day open house in Toronto in late November to give retailers a look at the latest Luminarc glassware trends from Arc International. Fred Dohn of Arc, Jacques Dubuc of Trudeau and several sales reps were on hand to present the new 2016 collection. Specialty lines such as Coca Cola, Girlfriends and Tiki are printed with Luminarc's revolutionary printing machine that uses organic ink.

In the past, the company has focused on the commercial side of the market but now Arc is moving in an exciting new direction towards consumers.

The company, which was established in France in 1825, has manufacturing plants in France, Russia, the Arab Emirates, China and the United States. Trudeau is the Canadian distributor.



Fred Dohn, CEO of the Americas for Arc, left, and Jacques Dubuc, president of Trudeau.



L-r: Sherry Lawson, Luc Gervais and Craig Hamilton of Trudeau meet with Belle Kang and Sharon Kang of International Wholesale Housewares Plus during the open house.



This craft beer set by Arc was one of several specialty glassware collections on display.



Clockwise from top: Kami Bosland, VP Marketing, and Rick Simpson, GM, Cuisinart Canada, at the media dinner; the new Hurricane professional blender and the SmartStick hand blender & knife set.

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Healthy cooking will still be hot this year

From “Brinner” to “Globowls,” 2016 is going to be a year where healthy cooking continues to gain popularity among consumers, according to celebrity chef Mareya Ibrahim. Ibrahim, known as “The Fit Foodie,” just released her annual *Top 8 Healthy Food Trends* list.

- **Inspiralized Veggies**, such as making noodles out of zucchini, squash and kohlrabi.
- **DIY Globowls**, or portable bowls, that offer a macronutrient-balanced meal featuring authentic Latin, Asian, African and Indian flavours.
- **Brinner**, eating breakfast for dinner, is becoming more popular. This trend also allows consumers to elevate breakfast options with more savory ingredients, like adding crab, smoked salmon or savory zucchini to crepes.
- **Muffin-pan meals** will become more of a norm this year. Instead of a super-

sized option, consumers are looking to exercise portion control at home by preparing food in a muffin tray including mini meatloaves or egg muffins.

- **Sprouted grains** offer a gluten-free option to bread-based favorites, Ibrahim suggests. Sprouted grains may also offer a lower glycemic index, as well as less carbohydrates and starch.
- **Maca Root**, a root native to the Andes Mountains and member of the radish family, is mild tasting with a subtle earthy flavor. It can bolster nutrient density in a variety of foods.
- The next “it” veggie is **Kohlrabi**. A member of the cabbage family, Kohlrabi is high in vitamin C, and is a good source of dietary fiber, potassium, vitamin B6, copper and manganese. It can be eaten raw, roasted, steamed, braised, baked, boiled, pureed, or mashed.
- The final trend Ibrahim identifies is **healthful, bite-sized balls**. Similar to the muffin-pan portions, bite-sized balls are

like protein bars in that they are filled with good fats, protein, and slow burning carbs to help stabilize blood sugar.

Grocers test shop and collect programs

While click-and-collect online programs have caught on with U.S. and European retailers, it’s still in its infancy here.

Since the dot-com shakeout, online retail of fresh groceries has been confined primarily to smaller, local businesses in dense urban hubs – Grocery Gateway in Toronto, Smart City Foods in Vancouver and Sobeys-owned IGA in Quebec. Big grocers such as Loblaw Cos. and Walmart Canada are instead opting for the new “click and collect” grocery pickup programs.

In Canada, click and collect programs are in place at a few Walmart stores and in a test market at a handful of Ontario Loblaw stores. Customers order online and then pick up their full order at a designated pickup zone for cars outside the grocery stores.

The goal is to offer convenience to customers in a way that doesn’t squeeze profits or lower productivity at stores.

Charlebois says only 1% of all food sold in Canada is sold online. That compares with more than 4% in the U.S. and 5% in Europe. But he believes clicking for groceries will keep on growing, albeit gradually.

RCC celebrates the independents

Retail Council of Canada has launched ShopIn, a campaign to celebrate independent retailers and encourage Canadian shoppers to show local love. ShopIn is an ongoing initiative that began in November during Black Friday weekend, and will continue to be promoted around all major shopping events throughout this year.

Spread the word to your community using #ShopIn on your social media channels. Visit RCCShopIn.ca to download a retailer toolkit with social media visuals, web banners and flyers to encourage shoppers to show local love.

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China fair reports positive feedback

Interior Lifestyle China, the leading trade fair in China for mid-range and high-end household products, closed its doors last fall with positive feedback from the record 379 exhibitors from 14 countries and regions taking part. This number represented a 61% increase over the previous year, with 20,610 buyers from 60 countries attending the fair.

Wendy Wen, Senior General Manager of Messe Frankfurt (HK) says "There is lots of optimism in the market despite current potential difficulties. Both overseas and domestic exhibitors were optimistic about the Chinese market, especially in the mid-range and high-end sectors. Many exhibitors told us the fair attracted many quality buyers who had the intention to place orders, their overall experience was a positive one. Given a slowing Chinese economy, some buyers were hesitant to attend this year.

However, we feel the quality of the buyers attending as well as their business activities have more than offset this."

Due to the remaining strong potential in the Chinese consumer goods market, a number of first-time overseas exhibitors participated in Interior Lifestyle China this year, including tableware supplier Portmeirion Group.

Interior Lifestyle China 2016 will take place from 20 – 22 September 20 to 26, and is organised by Messe Frankfurt (Shanghai) Co Ltd. For more information about the fair, including pictures from this year's edition, please visit www.il-china.com.

Key electrics vendors return to London show

Show organizer, Brooke House Exhibitions, has confirmed that key electrical brands including KitchenAid, Jura, Meyer, Magimix, Blendtec, Groupe SEB,

Witt, Salter, Dualit, and Vitamix will return to exhibit at the second Exclusively Electrical, the only trade show aimed at specialist and general retailers selling small domestic and kitchen appliances.

In addition, industry support for Exclusively Electrical's long-running sister show, Exclusively Housewares, continues to be high, with dozens of major homeware brands already signed up for the 2016 show.

New exhibitors in Exclusively Housewares include World Kitchen, attending for the first time, along with a welcome return for Brita and Villeroy & Boch. Both shows will run on Tuesday, June 14 and Wednesday, June 15, 2016 at the Business Design Centre, London. For more details visit info@exclusively-housewares.co.uk.

New Design Expo to debut in Chicago

Design-focused exhibitors from all show categories will fill the new Discover Design Expo at the 2016 International Home + Housewares Show in Chicago. Previously a category in the Dine + Décor Expo in the South Building, the Discover Design Expo is moving to a new location in the front of the North Building in McCormick place.

"Discover Design is the premier design destination at the show and features some of the world's top design and trend leaders offering high-end products and collections. It's just a 'smart' decision to move it to a prominent position in the North Building," says Phil Brandl, IHA president and CEO.

IHA said that Discover Design already has nearly 200 well-known brands and market leaders from around the globe. Exhibitors returning in 2016 include Alessi, Joseph Joseph, Charles Viancin and Nambe. First-time exhibitors include Chillewich, Vintage Kitchen and Monkey Business.

In addition, IHA will continue with the incubator program Design Debut, which allows 10 new firms to experience the show without having to create an entire display.

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Ambiente fair will reveal latest trends

Once a year, the leading international trade fair, Ambiente, showcases the latest trends for the table, kitchen, household, home and the world of gifts. Every February, 135,000 trade visitors from over 150 countries come to view the new products from 4,800 exhibitors.

This year the fair will be held February 12th to 16th. The Living and Giving sections of the show will both share the western end of the Exhibition Centre. At the last fair, over 2,200 exhibitors presented innovative products for the modern kitchen and small electrical appliances in the eastern part, as well as the whole range of products available for decorating the dining table.

The 'Kitchen' product group offers cooking, frying and baking utensils, cutlery and knives, as well as kitchen appliances and machinery. Le Creuset,

KitchenAid, WMF and Zwilling are just some of the big-name brands, who will be introducing their innovations here.

Small electrical appliances, barbecues and barbecue accessories are an important part of the product range in Halls 3.0 and 3.1. In the 'Kitchen Trends' sections in Halls 1.1 and 1.2, visitors will find utensils for preparing and serving drinks, as well as kitchen accessories and products for younger families.

From factory-based manufacturers to design-oriented companies, from branded items to specialists in the hotel, restaurant and catering trade, in the 'Table' section buyers will find the unusual, the best of the best, the trend setters and the sales drivers. The 'Table Contemporary' product group, in Hall 4.1, will showcase the new trends from suppliers such as Alessi, Eva Solo, Georg Jensen, LSA International and Stelton. 'Table Prestige', also in Hall 4.1,

offers the finest porcelain and ceramics.

In Halls 5.0, 5.1, 6.0 and 6.1, the 'Houseware & Storage' group offers solutions and products to make everyday life a little easier. Leading companies such as Brabantia, Hailo, Leifheit, Lock & Lock, Rotho, Tescoma and Wesco will be exhibiting their solutions for both private and professional use.

For the last four years the Solutions special show in the Foyer of Hall 4.0 has been a great hit with the public. On display there are new products offering clever solutions for those everyday problems in the kitchen and home. Every Solutions product will be positioned in the special display area to ensure that buyers can easily appreciate its quality and how it works. London-based product designer Sebastian Bergne is the curator of Solutions and will present his selection clearly and transparently. Only products launched within the twelve months prior to the Ambiente 2016 are eligible.

On Valentine's Day, Sunday, February 14th, Ambiente exhibitors will once again have the unique opportunity to present their latest products to the world's press. Each participating company has three minutes to present their particular product in English. In addition to this short presentation, a further two minutes is allowed for questions.

The two themes for the Ambiente 2016 programme are: "Ethical Style"—sustainable products from companies who have been accepted into the Ambiente Ethical Style Guide and "Pleasure Made Easy"—new Dining products for table and kitchen".

For more details on Ambiente 2016, please contact Neeta Correa at Messe Frankfurt Canada at (905) 824-5017.

Vegas market expands

Las Vegas Market has expanded its temporary space, known as The Pavilions, with the addition of a second location. This has allowed for a 50% gain in temporary exhibit space for the winter 2016 Las Vegas Market, to be held January 24 to 28, at the World Market Center.



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In the eye of the beholder

When it comes to finding inspiration for your product displays, the perfect props may be right in front of you

By Martin Pegler

The purpose of a window display or one featured in a store's interior is to bring attention to a particular product or group of products. Sometimes the product is just not big enough or colourful or attractive enough to catch and keep the viewer's eye. It needs help to tell its story. It needs an attention-getting prop or decorative element that serves as the red cape to dazzle and snare the shopper's eye and bring the desired attention to the featured product. Also, the prop can help greatly in telling the product's story in an interesting and maybe intriguing manner.

The usual and often true lament of the person whose task it is to arrange the display is that there is no budget provided for product displays. Sure, it would be great to use props, but where

do we get them for little or no money? Simply look around. Your neighbors in the shopping mall or on the main street are not your competitors. What products are they selling that can help tell your story? Ask for a loan. Borrow their products and credit them with a sign in the window "*Courtesy of XXX Shop*". You are providing your neighbors with additional promotion for their product at no cost to them.

Look around the neighborhood, at garage sales, clearance sales, house razings and second-hand shops. For very little, you might find old, worn or battered items that can – with a coat of paint – become interesting items to enhance your product presentations.

To get you thinking about "PROPS", here are some ideas to help you tell your merchandise stories.

Let's start with "stuff" that you may have in the store or in your own closet. New or used crates can say anything from "import", "new arrivals", "open stock", to "ready for delivery". Brooms and shovels are synonymous with clearance – "swept away with...", "getting ready for..." etc.

Ladders of all kinds are a great way to elevate an assortment of small products, like stepping up in the home fashion world or making the grade. Planks set horizontally between ladders can become shelving units for sales promotions. Assorted boxes can be risers or platforms, or spiraling stairways. They can become building blocks and a big city skyline in miniature.

Now, let's consider some of your neighborhood sources. Furniture stores can be fruitful and plentiful with props: beach chairs, bentwood chairs, ice cream stools and opera chairs, folding chairs and director chairs, and all kinds and sizes of tables.

Raid a local toy store for stuffed animals, model railroad trains, planes, racing cars, building blocks and pull wagons. There are go-carts, supermarket shopping carts, golf carts, golf bags, clubs, balls and tees, tennis rackets and tennis nets or anything from friendly and "giving" sporting goods stores. Visit the garden supply center for flower pots, packets of seeds, picket fences, plants and bushes in burlap bags, picnic tables and benches, beach and sun umbrellas, garden and patio furniture, fire-



This Japanese retailer uses a simple red and white bicycle to welcome customers.



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Creative Display Ideas



Past winners of the Global Innovator Award from France (above) the U.S. (top right) and Argentina (right) offer many examples of ingenuity in their in-store and window displays, including creating a full-size wedding gown from cookbook pages.

wood and logs. There are also clothes lines and clothes pins.

The travel office is another source for posters and the giveaways from airlines and foreign trade bureaus. See the importers in town who are looking for a place to show their wares. Luggage shops and all those things that say "travel" and suggest movement and direction. There are treasures in antique shops and dollar stores. Try the scrap metal dealers. Or galleries, art shops and craft stores; those might welcome some extra exposure.

Explore the art schools for young artists waiting for a showcase, which could be a store window. Imagine the magic and music of a window filled with a display of military band instruments, gleaming golden, and all courtesy of the local music store. Consider collections of music boxes, music stands to hold sheets of music or copy cards or

small home or cooking accessories, a metronome to suggest a timely move in cooking or baking, score sheets to play up a black and white sonata for Spring.

TV sets and radios add colour, light, movement and interest. Extension cords, work lights, drop lights and emergency lights all work for highlights. There can be a display, elevation and unusual interest in a barber's chair, a dentist's chair, a child's high chair.

Piles of old newspapers can be as timely as the headline on the top sheet. A real refrigerator or ice-maker can set a cooling pattern in a merchandise presentation. A water cooler, a desk and some metal office files are all it takes to make an office setting. An architect's table, some high stools, a drafting lamp, and a taboret have the makings of a career scene for men or women.

A few loaves of bread may last a week or more and add colour and interest:

slice one apart and make a "heroic" presentation with all the trimmings. A spray coat of lacquer may keep the bread looking fresh a little longer and retard the mold. Some fruits and vegetables will have a window life of a week or two, and a few pounds can go a long way, display-wise.

Don't pass up garage sales, white elephant sales, an auction or a house razing. There can be dozens of window display and display props in all that torn down mess. All you have to do is learn to see the glitter in the glass, and figure out how to turn brass into "gold".

Don't look at things for what they are, but what they can be. Buy "classics" that can be reused, and always look different and do different things. Buy things that can be repainted, retrimmed and/or re-arranged.

There are doors, mantles, railings, architectural details and even old bricks



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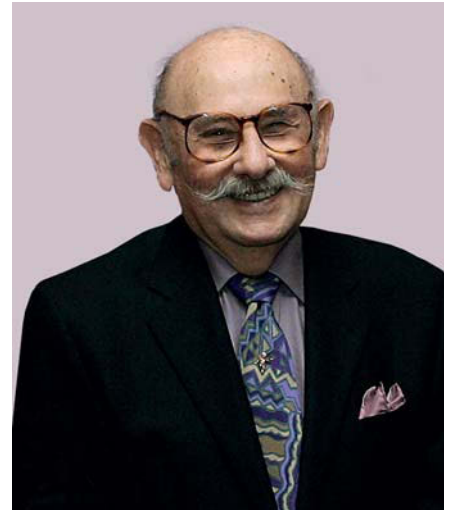
Creative Display Ideas

when a house is being torn down. A window frame can be used as a surrealistic architectural frame or realistically draped to create a vignette setting. A painted landscape could be inserted behind the gaping frame, or blinds drawn over the rectangle with maybe a slat or two askew to provoke some passerby's interest. The outlined window could become a framework for a Mondrian-like presentation of merchandise and accessories with some coloured pin-up panels placed behind. In an open-back window, the suspended frame will supply the background for the product as well as the desired see-through.

Imagine what can be done with a partial row of seats from an old movie theater that has given way to the "swing of the iron ball". Think of all the vignette settings those seats could be featured in. Old, not necessarily antique, curio cabinets and strange and odd pieces of furniture with doors, drawers and/or

shelves, can be revived and rejuvenated quickly with a coat of paint. Investigate what is available from local theaters, theater groups and movie houses. There can be a display in the king size poster for a current movie or a play, ballet, concert or opera that is passing through your city. It can add a touch of culture, and more than a smattering of what is current and special in town. Tourism centres often have giveaways that can take hold of a passing shopper. There are local, municipal and state institutions like museums, libraries and historic preservations that can supply material on "loan". Search out the local sources, and ask.

All it takes is imagination, a sense of humour and the effort it takes to do the job. Make it a labor of love and enjoy the task. Remember the pleasure it will bring to the local shoppers on the street and the customers it is likely to bring into the store. Have fun! ☺



Global retail design expert and author Martin M. Pegler has worked as an Expert Juror with the gia (Global Innovation Award) program since it's inception in 2000.

For information on the gia program, contact Piritta Törrö at piritta.torro@inspired-connection.fi. Additional information is also available at www.housewares.org/gia.

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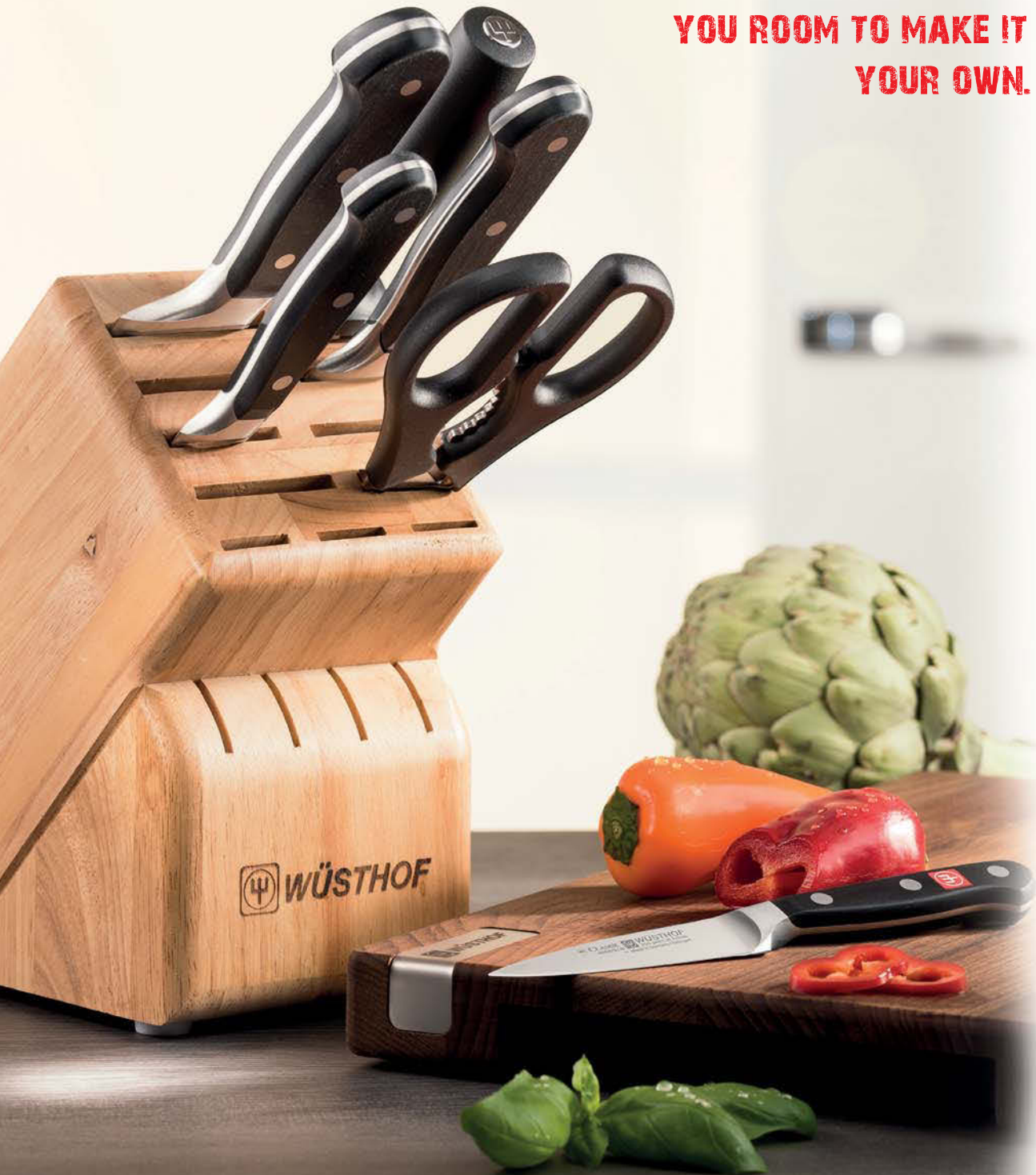


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The difference is in the details

A former trucking executive and talented watercolour painter, Sherry Ward has found her niche as a retailer of giftware, kitchenware and home accessories in Alliston, Ontario

By Laurie O'Halloran

Sherry Ward's mother likes to remind her that when she was a little girl growing up in Toronto, every summer she would set up a table in their backyard, cover it with a towel, and try to sell the cereal boxes from their pantry to her brother and sister! Clearly, it was a sign of things to come. Today, Sherry is the proud owner of Details, a successful gift and housewares shop located on the main street of Alliston, Ontario, a small but booming town an hour north of Toronto.

Although you can tell from the entic-

ing product displays and eclectic assortment in the store that retailing is clearly her forté, Sherry did take a few career detours before finding her true calling.

Born and raised in Toronto, her first job was in the transportation division of IBM. She ended up getting her own trucking license and started working at a local firm. Not happy to work for somebody else, she ended up buying the company seven years later.

Entrepreneurial by nature, she jokes that "I'm unemployable – I don't like to work for anybody but myself!"



In 1985, with an 8-year-old daughter, Holly, to raise, Sherry decided to buy a house in rural Angus, Ontario, in order to escape the rat race of the big city. Unfortunately, the deal fell through at the last minute. While Sherry and Holly were driving back home on Hwy. 400, they ran into a torrential rain storm and had to pull off the road. They found themselves in Alliston, in front a real estate agent's office. Sherry fell in love with the picturesque little town surrounded by farm fields, and ended up buying one of the new homes.

It turned out to be a lovely place to raise a child, but Sherry's business went a bit off track. In 1992, she was involved in a serious car accident and had to take four months off work. During that time, her warehouse manager walked out and opened up a competing business right across the street.

"That really took the wind out of my sails," Sherry remembers.

In 1992, she was forced to close her trucking business. Instead, she decided to open a Mexican restaurant in town. Her friend had recently opened a Mexican restaurant on Yonge Street in Toronto and it was booming. Sherry thought

Sherry Ward, shown above with Maggie, has been operating Details out of a historic 1894 building, left, since 2001.



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she could duplicate that in Alliston.

Sadly, the residents weren't fond of burritos and, tired of working 24 hours a day, seven days a week, Sherry decided to close the place down. She had no time to spend with her daughter and couldn't even take the time to travel.

After the restaurant closed, Sherry went overseas for a while to clear her head. When she returned, she decided to try her hand at retail and opened a small store in town called Details – Interior Essentials. While she was running the restaurant, Sherry, a talented painter, had been making and selling some of her own Mexican-style ceramics on site. She also sold some furniture crafted by her new husband but, in truth, she had very little merchandising experience.

"It was a totally new venture for me," she explains. "I was selling some of my own art and ceramics but I didn't even know about the Toronto gift show until



Sarah Dunn and Andrea D'Alessandro both work full time at Details, which features housewares and gourmet foods along the back wall (shown top).

I was introduced to Allied Asia. I started buying products from them and they were selling well. I had no business plan because I think in retail, if you do a realistic plan, you'd probably never go into business!"

Sales grew steadily, as did Sherry's inventory, and when an opportunity came up to move into a building on the main street of Alliston, she took it. It was an 1,100-square-foot space that was so long and thin she called it 'the tomb'.

It was the mid-1990s, and the store was just on the cusp of the home interiors trend. It was before the arrival of Home Sense and Sherry remembers selling enough curtains and curtain rods to pay her rent. "Today I can't sell a curtain rod to save my life," she laughs.

By 2000, every retailer was into home decor so Sherry had to branch out into new categories. She was really starting to enjoy retailing and figured housewares was the logical next step.

At her very first Toronto Gift Fair, she stopped by the Danica booth and it opened her eyes to the possibilities. Sherry started carrying a lot of their kitchen textiles and sales grew steadily.

During the five years that Sherry was in 'the tomb', she always had her eye on the historical building across the street on the corner. Built in 1894, it had housed a hardware store for decades, but the merchants vacated the building in 2000. The owners let Sherry put some of her products in the window and, after it had been vacant for a year, they ap-

proached her to see if she wanted to rent it herself. She did, and in the fall of 2002, Details moved into the beautiful, two-story red brick building.

Initially, Sherry only used the main floor and kept the upper floor for storage. As an artist, she has a terrific eye for colour and design and was able to work her magic on the interior. The original wood plank flooring was stripped, the hammered tin ceiling was restored and the beautiful brick walls were exposed. In addition to kitchenware and giftware, Sherry – with her husband's help – started to bring in more furniture, as well garden accessories and fashion.

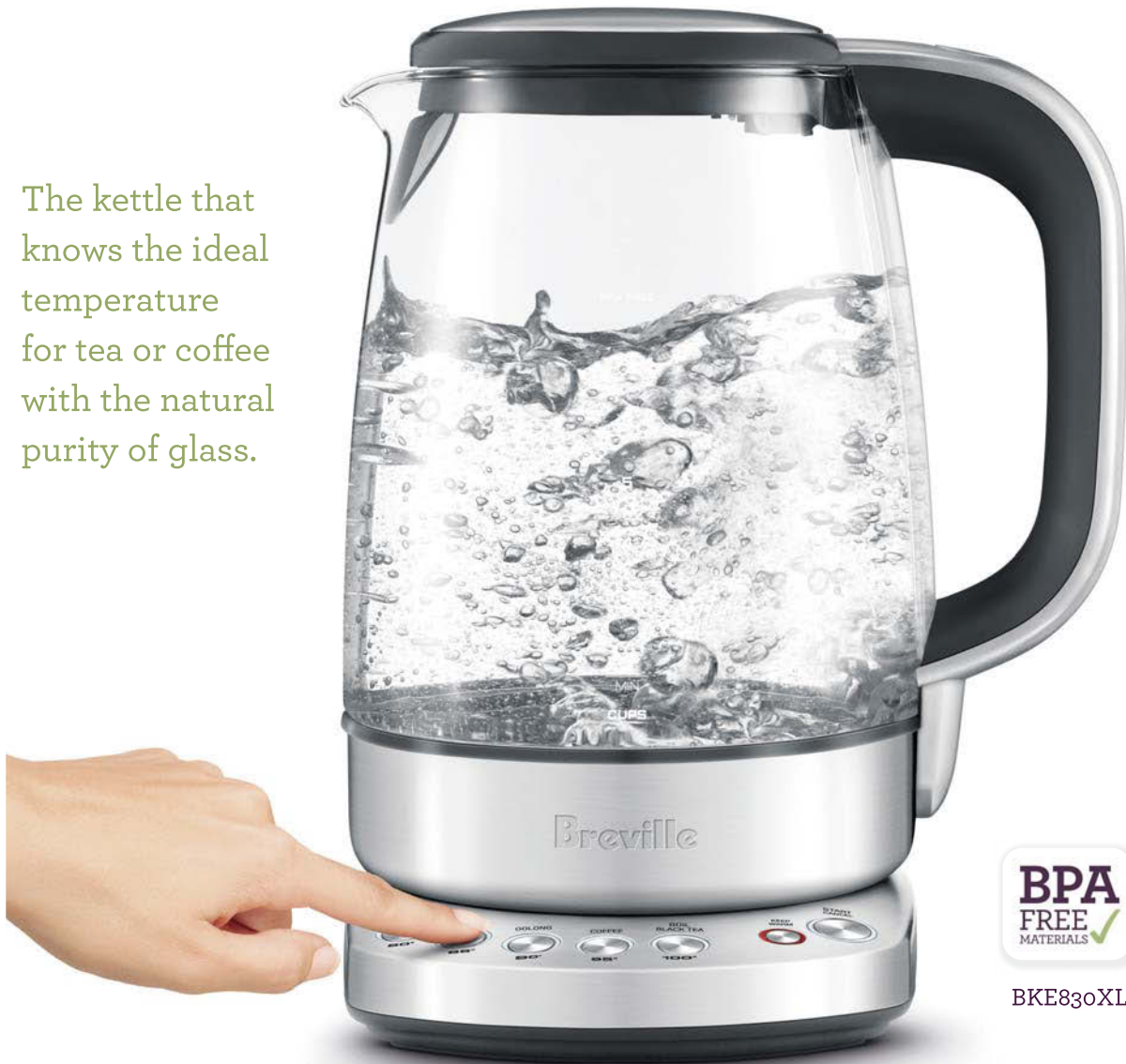
Each floor covers 2,500 square feet, and it wasn't long before Details was forced to expand upstairs. In 2004, Sherry moved the stairway from the middle of the store to the side wall to give cus-



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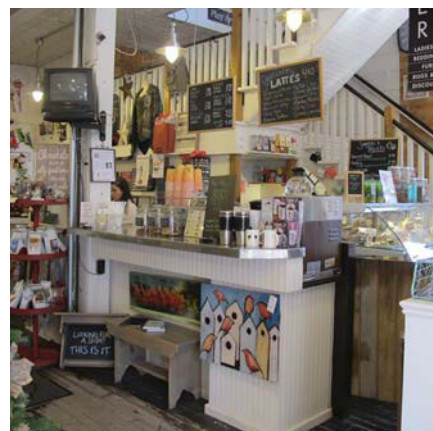
Retailer Profile

tomers easier access to the second floor. She filled the space with more furniture as well as bedding, artwork, mirrors and towels, all carefully merchandised in lovely vignettes.

With the sun streaming through the windows and soothing music playing in the background, Details is a true browsers' delight. When we visited the store in early November, the interior was sparkling as staff prepared for the annual open house on November 12th. Fur pillows and scented candles blended seamlessly with decorative tableware and kitchen linens. The entire front of the store is devoted to Lampe Berger while a cozy back corner displays a full range of housewares and gadgets.

Sherry says her best selling categories today are kitchenware and fragrance, but she has also moved back into the restaurant business in a limited way. Five years ago, when a popular cafe in town closed down, Sherry bought their coffee machines and the owner provided barista training. She was ready to offer a full lunch menu at Details, but the town quickly vetoed that idea, insisting that she could only have seating for six. Dismayed, Sherry opted to simply offer sweets and hot coffee to customers who may want to take a break while they're shopping.

When 75% of your customers are local, it's essential to keep the product



Above: the store sells sweets and coffee/tea though it's not a profit centre. Below: Lampe Berger greets shoppers.



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Above: the centre island in the housewares section of the store. Right and below: sun streams onto the second floor where Sherry displays her own paintings in addition to a delightful assortment of bedding and bath accessories.



mix fresh and new. Inventory turns regularly at Details and Sherry is always searching for the next big trends. But she says it's also important to listen closely to your customers.

"When someone shops in our store on a regular basis, and they ask for something specific, I try my best to get it for them," she says. "If I don't, they'll simply start shopping elsewhere."

Though she knows most of her customers by name, this small town of 15,000 is growing rapidly with new subdivisions being built each year. There is also a good deal of impulse shopping done by Muskoka cottagers who pull off the main highway for a break.

All the buying for the store is done by Sherry herself, who visits the Toronto Gift Fair but discourages random visits from sales reps. She prefers to research the products herself, and often buys online from both existing and new suppliers. With 10,000 SKUs in total, she tends to buy in fairly large quantities. "I used to sweat over every \$300 order" she says. "Now I put in orders for over \$3000 without blinking an eye."

She prefers to deal with companies that specialize in a particular category, such as Lampe Berger. "Companies that try to carry everything usually don't do any one thing very well."

Some of the products for sale in the store come from Sherry herself. Her enchanting watercolour paintings are positioned on walls throughout the store, especially on the upper level which now features primarily bedding and bath products. Since her divorce, Sherry has opted to stock fewer heavy furniture pieces, which her husband used to help carry up the stairs.

Though she is in the store almost every day, Sherry does have help from two full time employees and one part-timer. She knows she should probably have a five-year plan to retire, but can't imagine ever staying home.

Despite the many changes over the years, Sherry is able to stay motivated because she truly loves what she does. She has a knack for finding products that appeal to her loyal customers, and she gets tremendous satisfaction from "making people feel warm and fuzzy" in spite of all the troubles in our world.

Employee Sarah Dunn says Sherry is a creative designer who is happy to provide decorating tips. Her enticing product displays are whimsical and colourful and always engaging. It's her artistic training that makes the difference. She understands that a good painting draws the eye in and creates interest. The same is true of a good display.

As she explains: "I love it when people come through the front door and say 'ah, it feels so good in here'."

That probably happens every day at this inviting small-town store. 🐾



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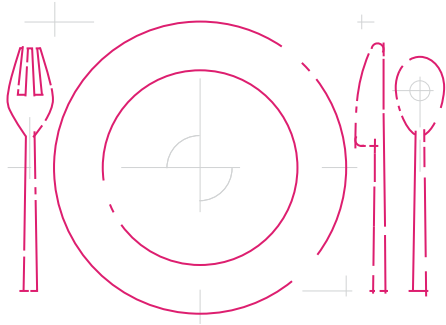
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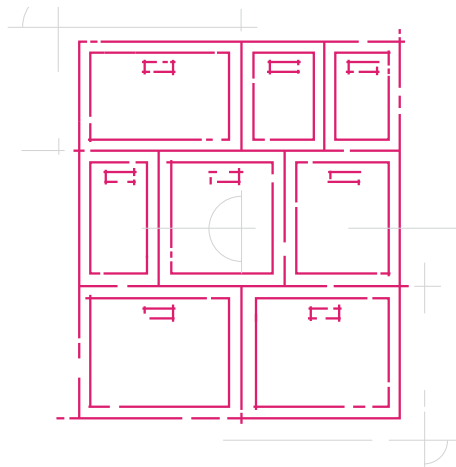
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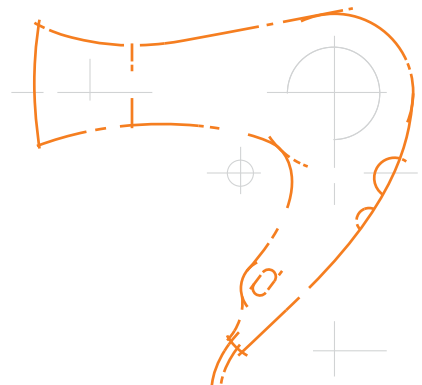
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A little luck and a lot of heart

On B.C.'s Gabriola Island, retailer Colleen Walker works hard to turn all customers into friends at her "little store with a big attitude"

By Denise Gaze

Colleen Walker is a red headed dynamo who has made a name for herself with *Colleen's Home & Fashion Store*, located on scenic Gabriola Island. One of the Gulf Islands in the Strait of Georgia in B.C., Gabriola Island is just a 20-minute ferry ride from downtown Nanaimo.

Of Irish descent, Colleen is a mother of four, grandmother to fourteen and great grandmother to six! But since the store and her large family don't keep her busy enough, she recently branded her own line of bamboo nightwear and coconut and olive oil-based soaps.

Born and raised in Calgary, Colleen's first job was as an assistant in a law office. It was only after she and her husband Bruce purchased a small grocery store in 1990 that she caught the retail bug. The original shop was called Walker's Country Store and served as a general grocery store in Arrowwood, AB.

"We outgrew the premises," says Colleen. "When land became available across the street we decided to build a strip mall to fuel my new love of retail – with the help of a brother who was an architectural designer and a brother-in-law who had a construction company. I also had a very dear friend who partnered with me to get this mall built."

Colleen and her husband sold Walker's Country Store and moved to Gabriola



Colleen Walker has turned her store into a destination shop for housewares and gifts.

la Island in 2003. The plan was for Colleen to retire while Bruce continued to work in the oil and gas industry.

Colleen tells *Home Style*: "I tried retirement for a few months, bought a house and painted the living room three times. But I finally decided I wasn't ready to retire, so I bought another store."

She decided to name her new store Colleen's because using her own first name would give the venture a more personal touch.

"I liked the thought of the customers

saying 'I'm going to Colleen's,'" she says. "It's like saying you are off to visit your friend, as opposed to saying I am off to the kitchen store. I never think of anyone who comes into my shop as a customer. I think of them as a friend."

What started off as a 450-square-foot space 12 years ago has grown continually. The store is currently under construction and, when completed, the store will be about 3,000 square feet with a third of the floor space dedicated to 10,000 SKUS in housewares.

As a boutique-type store, Colleen's carries a wide range of products, including 2,000 pairs of shoes plus sweaters and blankets from Ireland. She tries to source as many Canadian-made products as possible. Colleen likes to say: "It's the little store with a big attitude."

One of the reasons Colleen's has been so successful has a lot to do with family. Her husband Bruce (who retired in May 2015) now does the buying along with Colleen and daughter Jeannie, the store manager. She employed her sister-in-law when the store first opened and hires her nieces in the summer months. Her son-in-law helps out as well. Grandsons and granddaughters often pitch in during busy sales days and holidays or to help move inventory.

"I've always had family involved in the store," says Colleen. "My daughter

Retailer Profile

has amazing artistic talent. Then she demonstrated a flare for management so now she takes care of everything. We don't even have to think about the store when we are away."

Talking to Colleen, you can hear in her voice how much she genuinely loves what she does for a living.

"I love every minute of every day," she says. "There is nothing I would rather be doing than working in retail because 80% of my job is socializing with my customers. And as an independent retailer, I can set my own hours and control my own stress level."

"Colleen is one of the nicest, sweetest store owners I have ever worked with," says B.C. and Alberta sales agent Chris Porter. "She is accommodating and flexible and just a pleasure to deal with. It amazes me the volume of business I've done with her considering the limited size of the market she serves. I sometimes find store owners can be a bit short with their sales reps, but not Colleen, who is kind and considerate."

Colleen works at maintaining a good relationship with her suppliers because she knows exactly what her customers want – and will buy.

"We buy strictly for our customer," she says. "I live on a very organic island and just because something sells in Vancouver or Calgary doesn't mean it will sell here. Reps know not to push a product on me because I know best what suits my clientele."

Colleen believes "you are nothing without your customers." And to keep them loyal, she is always honest and maintains high ethical standards without compromise. Anyone who chooses to accept employment at Colleen's has to meet her standards as well.

For Colleen, part of those standards include maintaining a high level of product knowledge. Twice a year they have staff training or whenever a new product is introduced.

"I think product knowledge is crucial to sales, especially in housewares," says Colleen. "You have to know your product inside and out. We want customers to make the best choice for their needs."



Colleen continually checks and challenges herself in order to ensure she is providing the best possible customer experience and merchandise.

Now in the midst of a renovation, Colleen is planning to reorganize once the expansion is complete. This January, she will venture into online shopping and hopes to have her new website ready to go. It will be on the website that she will launch her own brand of soaps and the bamboo nightwear line.

"Most nightwear I have tried does not fit true to size, allowing for a mature woman's curves," explains Colleen. "So I made my own prototype and after a few revisions, I came up with a short sleeved night shirt and a spaghetti strapped nightie."

She feels the nightwear will be a big

Above top: The exterior of Colleen's, which recently underwent a renovation.

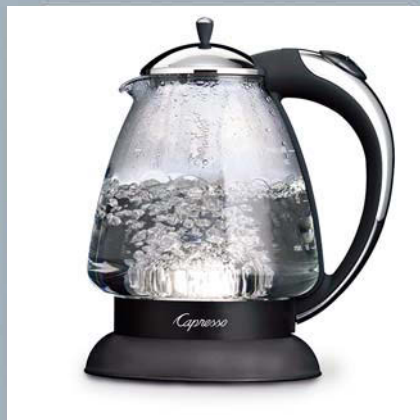
Above: The store carries quite a large assortment of small kitchen appliances. The best sellers are coffeemakers with a 'grind and brew' function, followed by variable temperature electric kettles.

Below: Bruce, Jeannie and Colleen.



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In addition to a full range of housewares, dinnerware, cookware and gadgets, Colleen is also in the process of launching her own brand of children's clothing, designed by her grandson. She already has her own brand of soaps and a bamboo nightwear collection. This year, the store will begin selling its products online for the first time.



seller with menopausal women since bamboo is woven to pull moisture away from the body and is naturally anti-bacterial. The nightwear is so soft and attractive it can also double as a tunic top.

"I'm so excited to launch my own brand online," says Colleen. "It will allow us to be able to hire more local staff."

Colleen will also launch her own brand of children's T-shirts this year. They will depict the Lighthouse just off Gabriola Island, as well as ocean and wildlife scenes. The shirts will come complete with fabric paints for children to create their own works of art.

Gabriola is known as the Isle of the Arts. The design on the T-Shirt and the printing were done by Colleen's grandson Cory Parker, who also created a baby line of T-shirts/pants and Gabriola Adult T-Shirts and hoodies for men.

This month, Colleen and Bruce are off to Dublin for a buying trip at an Irish Showcase trade show and she hopes to discover some interesting housewares there. "We were in Ireland a year ago just for pleasure," says Colleen, "but I left my heart there."

Fortunately, Colleen's heart is big enough she can share it with all of Gabriola Island. Both she and Bruce take part in many local charity events.

Colleen has no plans to retire but hopes that her family will eventually take over the business that she and Bruce have worked hard to build.

"In ten years, I still hope to have my finger in the pie," she says. "We will probably do things differently. As opposed to actually retiring, we will simply step into the background."

The bubbly Colleen, who sees all customers as friends, reminded me of the words of Irish poet William Butler Yeats: "There are no strangers here, only friends you haven't met yet."

The luck of the Irish combined with personalized customer service has made this unique shop on luscious Gabriola Island a thriving success. This red-headed retail dynamo – along with her ever-growing family – will no doubt keep the name *Colleen Walker* prominent for many years to come. 🐦

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Time for Tea

Brewing Up Sales in Electric Kettles

By Dave Adamchick, The NPD Group

When the temperature drops and the days get shorter, it's time for another season – kettle season. Unlike many other small appliance categories that peak as gift items during the holidays, kettle sales are highest in September likely fuelled by both weather; cold and flu season ramping up; but also students heading back to school and the dorm room.

There is growth in the higher priced kettles with features not available in the lower price points. Different temperature settings that customize the temperature of the water for the type of tea being made, or a basket that automatically lowers tea leaves into the hot water when the temperature is optimal, and then removes the leaves to avoid over steeping are popular. Anecdotally, you can see the growth of tea in consumer mindshare from the prominence of tea shops and chains such as David's Tea or Teavana.

Overall, the market for electric kettles grew by 7% last year, but sales of kettles priced over \$60 grew faster: 30% versus last

year. It now accounts for over 20% of the total dollar share in kettles and is the segment with the fastest unit and dollar growth. This drove the average selling price for the total kettle category to rise by 8% last year. And while half of the unit volume is driven by kettles priced below \$20, total revenue in this price band declined by 3%.

Electric kettles retailers have also seen the monthly dollar sales per store grow by 14%. Sales of units with a keep-warm function grew by 24% while water temperature display models were up 20%, and glass kettles by 37%.

Growth in the high end is a trend not just in kettles. It's also occurring in other small appliance categories as consumers seem to be willing to spend more for the devices they use every day, even in mature categories such as kettles. As a retailer, make sure you have the right mix of the high end features that customers are looking for on shelf because those are the appliances driving growth in the market this year.



Denby will unveil the new Natural Canvas pattern during the Toronto Gift Fair. The rich yet neutral tones of the this new range will complement any home style. Made in England and hand crafted by skilled artisans, each piece features the unique Denby glaze to offer warmth and durability. It also makes each piece unique, with a hand-applied 'roulette' texture inspired by the iconic Chevron pattern of the '60s. (Denby will be hosting an open house at their Toronto showroom during the January gift fair.)

The Salam red teapot from **Intercontinental Mercantile**, below, holds six cups. Inspired by Bedouin teapots, its name means 'peace' and 'welcome' in Arabic. It has a clever removable felt-lined cover that keeps the tea warm twice as long as traditional teapots – up to two hours. Also new from Intercontinental this spring is the Jasmine borosilicate glass teapot with pop-up infuser (not shown). This beautiful teapot has a stainless steel infuser that can easily be pulled up once the tea has achieved the desired colour and flavour. The high grade thermal glass can easily withstand boiling.



The **Electrolux** Expressionist kettle has a sleek, stainless steel design and intuitive, programmable digital temperature controls to deliver precise results. Pre-set programs are designed for coffee or different teas. A OneCup Turbo function boils one serving of water for tea in 60 seconds. A high contrast LCD display is easy to read while 3-way auto shut off and a hidden heating element ensure safety. It also has a 'Keep Warm' function.



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Time for Tea



This lovely porcelain enamel kettle from **KitchenAid** adds flair to any stovetop and is safe for induction. It has a full stainless steel handle with a comfortable grip and features a clear, audible whistle. The levered, polished stainless steel thumb-press spout makes pouring easy. The lid is removable for easy filling and cleaning. With an attractive trim band, contoured lip and graceful contoured profile, this 2-quart kettle comes in 11 colours.

Tea connoisseurs will appreciate the ability to set different temperatures for different brews and types of teas with this fully featured new **T-Fal** kettle from Groupe SEB. The T-Fal Avante Pro 1.7-litre cordless electric kettle offers preset programs with precise temperature control. It also features a keep warm function, auto-off and boil dry protection for added safety. And because it sits on a 360 degree base, you can remove and replace the kettle from any angle.



The **Breville** IQ Kettle Pure with IQ intelligence (above) features five variable temperature settings that customize to optimal levels for the most delicate of teas. Crafted with German Schott glass, the 1500-watt powered kettle has an innovative keep warm button to maintain the temperature at the selected setting for a full 20 minutes and can be used at any stage of the water heating cycle. Breville's new tea maker, below, has a fully automated tea basket that moves up and down to gently massage the leaves and precisely infuse the tea. The durable, stain-resistant glass construction lets you view the steeping process. It has pre-set functions for black, green, white and oolong tea.



The Tea Stand organizer from **Fox Run Brands** can store up to 100 tea bags to eliminate box clutter in the cupboard. It measures just five inches and has a sleek, lightweight design that fits all kitchen cabinets. It includes 12 clear, removable bins that allow a full view of the tea bag labels. The durable plastic is easy to clean.



This convenient 2-in-1 tea and fruit infuser from **Ricardo** lets the user decide if they want it hot or cold. The tea infuser can be used with loose leaves or tea bags. It has a 17-ounce capacity, making it perfect for home, work or play. It comes in two colours.





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Time for Tea



Salton's Retro Pyramid cordless electric kettle, above, comes in metallic red or brushed stainless. The 1.8-litre kettle can boil as little as four cups of water and uses advanced heating technology with a concealed element for fast, easy cleaning. A three level automatic safety system includes auto-boil and auto-shut-off and the kettle shuts off if plugged in dry or lifted off the power base. It also features a removable Aqua screen water filter. Shown below, the Salton tea steeper features four preset temperatures to steep a variety of different teas. An audible signal indicates when water boils or reaches the preset temperature. A keep warm control maintains the temperature for 30 minutes. It includes two lids and stainless tea infuser.



Available in two sizes, the **Chef's Choice** 'KeepHot' thermal electric kettle is quiet and energy-saving with double wall true vacuum insulation. Featuring a concealed 1500-watt heating element these kettles rapidly and quietly boil water and keep it hot for up to four hours. A cool touch body, auto shut-off and boil-dry protection provides added safety. Pouring is easy with a comfortable handle and anti-spill lever. The cord stores neatly in the base.



These double-wall insulated glass mugs from **Product Specialties** offer superior insulation to keep tea hot longer. The exterior stays temperature neutral so the mugs are easy to handle. Made of borosilicate glass, they're available in two sizes



This handsome 27-ounce Japanese style cast-iron infusing teapot from **Danesco**, below, has a low profile and high handle. The heat-retaining properties keep tea at the proper serving temperature for up to an hour. The interior is enamel-coated to prevent rust. The teapot includes a removable stainless steel infuser that allows loose teas to be brewed right in the pot.

This classic tea kettle from **Danesco** has a soft touch handle and a striking, modern design. The handle, spout level and knob are heat-resistant and a large lid makes it easy to fill and clean. It alerts the user with a whistle when the water boils and has a 2.5-litre capacity.



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Gourmet Gadgets

What's new in kitchen tools and utensils



Counseltron's new set of two decorating spoons makes professional plate presentations fast and easy. Simply fill with sauce and create a design by holding the spoon in a vertical position to allow sauce to flow. It's also dishwasher-safe.



Designed with a special notch to keep counters clean, the Invicta line of kitchen tools from **Canitra Agents** are available in six colours. Safe for all types of cookware, the tools will not scratch non-stick coatings, can go in the dishwasher and are safe for use up to 240° C.

The Organic Acacia 5-piece cheese set from **Intercontinental**, right, includes a cutting board with a pivoting top that slides back to reveal the knives. It's made from richly grained dark wood and doubles as a serving board.



The Metropolitan tool and gadget collection from **Cuisinart**, left, includes an assortment of 17 utensils with nylon heads. Safe for use with non-stick cookware, these tools are heat-resistant to 400°F, making quick work of any kitchen task, from stirring and flipping to grating or peeling. The tools are safe for the dishwasher.



EVO is a non-aerosol cooking oil dispenser from **Jascor Housewares**. The set of two compact bottles are reusable and come in different colours for different oils. Made without aerosol propellants or chemicals, oils are kept pure. Can be used indoors or outdoors.

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Gourmet Gadgets



Danescos is introducing the OXO Good Grips 2.5-cup Onion Chopper, designed to prevent tears. The ample, catch-all base has a large opening for easy transport and quick dispensing. The sharp stainless steel blades cut through food with ease. A cleaning web that removes food left behind in the teeth. Also new is the Joseph Joseph Whiskle, right. This unique 2-in-1 whisk has an integrated bowl scraper that's tapered to scrape up every bit of mixture. The polished stainless steel wires are held together by an ergonomic, non-slip handle.



The European-inspired **KitchenAid** utensil line from **Accent Fairchild** is a high-end collection of the most essential tools and gadgets. This line coordinates beautifully with the KitchenAid Stand Mixer and is available in the KitchenAid premium finish, Empire Red. These beautifully crafted tools are now available for the Canadian market.

The GEFU Dropio cherry pitter, right, can pit either cherries or olives. It's ideal for small quantities and features a serrated shaft to make pitting fast and easy. It's made of 18/10 stainless steel and is lockable for safe storage. From **David Shaw/Classic Chef**.



It started with the iconic Jonas vegetable peeler, made in Sweden since 1953. David Shaw/Classic Chef is now introducing the Jonas collection of fine tools in Canada. Each gadget is designed to maximize function without sacrificing comfort and design and many of the iconic tools, shown left, are still made in Sweden.



Orly Cuisine will be promoting several new items this spring, including the Strauss Elite range of kitchen gadgets and Cool Silicone tools, left. The heat-resistant silicone tools feature a comfortable acrylic handle. The Elite non-stick grater set, right, includes etched graters in three sizes and a razor-sharp flat grater set that comes with a practical plastic container with lid.



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Gourmet Gadgets



The Cuisipro dough cutter from **Browne**, above, has a thick stainless steel weighted blade that won't warp. The beveled edge easily cuts through any dough and a wide handle makes it easy to apply pressure. Cuisipro's salad tongs feature durable, stainless steel construction and an elegant design. The two-piece set can be used separately as a spoon and fork or combined as tongs. The components can be disassembled for cleaning in the dishwasher.



The Zyliss potato ricer from **Swissmar**, below, makes smooth, lump-free mashed potatoes, pureed vegetables or spätzle. It features an ergonomic slim handle design



with a soft-touch secure grip for effortless handling. The unique, two-piece space saving design comes apart easily to fit in the dishwasher. There are two ricing plates for coarse or fine results. The new Swiss Curve straight handle peeler, below, is now available in a 12-piece CDU. This Swiss-made peeler has a stainless steel curved blade and patented PeelAway design to direct vegetable peels away from the user for mess-free use. Made of durable, lightweight materials with a stainless steel blemish remover.



Trudeau will launch three new rolling pins this spring: a standard size, a mini model and a French rolling pin. All are constructed with high precision molding for a seamless silicone finish and feature a patented seal system on the drum using Silpin technology.

The **Ricardo** dressing and batter shaker, below, is perfect for making salad dressing, crepe batter, marinades or drinks. Made of BPA-free plastic, it comes with a stainless steel wire whisk. A vinaigrette recipe is printed on the side of each bottle.

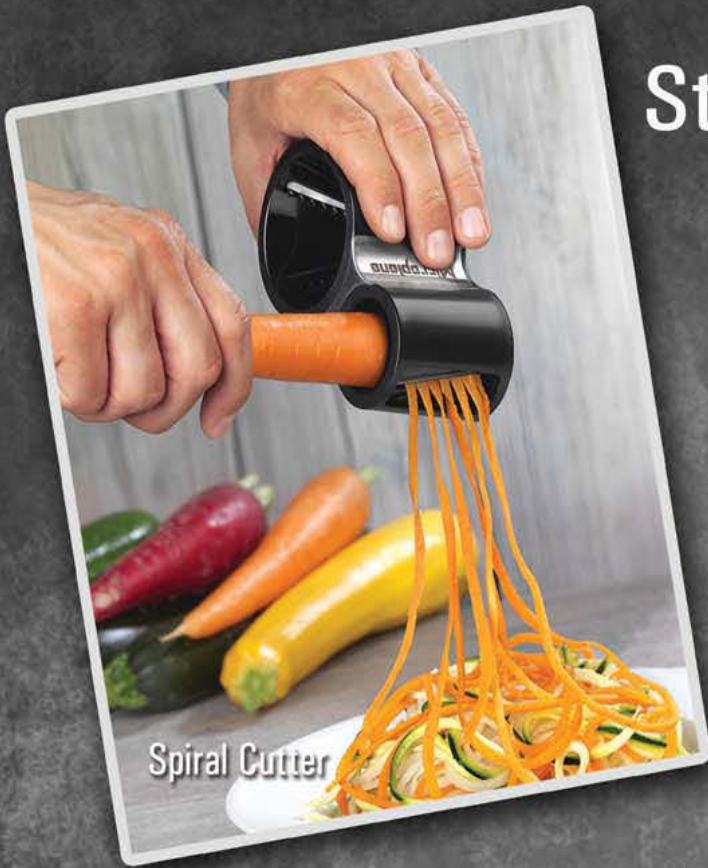


The Ricardo essential tool box neatly keeps all the lobster tools and accessories in a book that can easily be stored in a drawer or a bookcase. The lobster set includes four lobster crackers, four forks, four butter bowls, a set of seafood scissors and a booklet filled with recipes and tips for preparing a delicious lobster dinner.

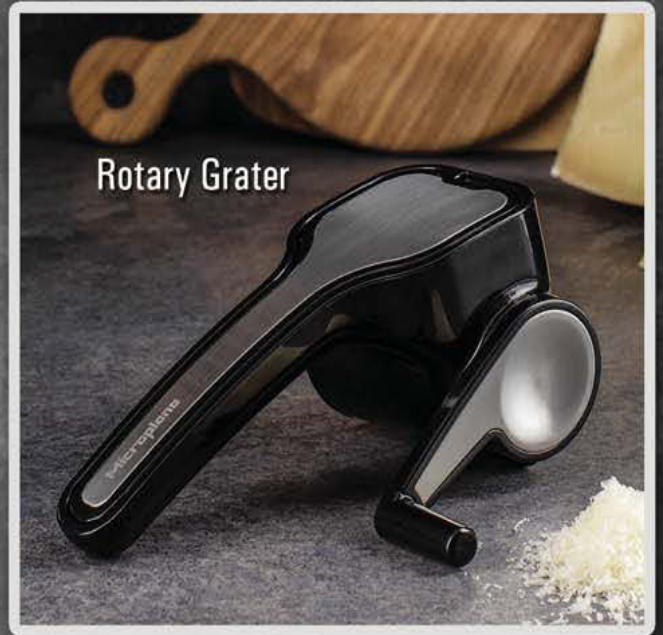


The battery-operated Smart Sealer by **Salton** seals in freshness and prevents liquids from leaking. A built-in bag cutter opens sealed bags or cuts off excess.

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The Great Outdoors

Tableware, serveware and home accents design for al fresco dining



Compact and easy to use, this convenient portable BBQ from **Ricardo** is great for use anywhere, anytime. It can even be used indoors provided it's placed under hooded vent. With its ingenious design, an integrated fan allows better heat control. There's no need to blow on the ashes. It can take either charcoal or briquettes and easily reaches a temperature of 500°F, perfect to sear steaks.



Inspired by nature and made using advanced technology, Keter's knit style and wood-look planters come in a variety of styles and trendy colours. In addition to the unique designs, all planters have built-in drainage plugs, some even have wheels or removable liners. The resin planters require little maintenance and add style to an indoor or outdoor space. Available from **Accent Fairchild Group**.



Made in Italy, Omada kitchen accessories from **Canitra Agents** combines classic lines and functionality for indoor or outdoor entertaining. The melamine dinnerware, available in vivid colours, above right, adds a contemporary touch to the outdoor table. The drinkware, left, is made with Acrylic using a patented technology that looks like crystal.



New to the Savoir Fair collection from **Danesco** are salad-inspired serveware pieces in black and white that are perfect for entertaining. The set of two oil and vinegar bottles and salad bowl come in a sophisticated matte finish and blend well with the set of two salad servers with black wood handles.

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The Great Outdoors



David Shaw Designs will introduce several new BBQ items from GEFU this spring. The Twinco BBQ skewer set features two angled stainless steel skewers that are designed to prevent food from slipping. The integrated slider removes food easily with no mess. The extra long shape allows for safe handling.



Fox Run Brands is launching these smoking woods pucks and accordion veggie skewers, right, and a collapsible camping grill and chimney starter, below, from Outset. The all-in-one grill combo makes lighting a charcoal fire quicker. No lighter fluid is needed and it can be completely set up in 15 seconds. The pack of nine smoking wood pucks come in applewood, maple and hickory flavours. Just soak in water before using. The stainless steel skewer keeps irregularly-shaped foods upright. It can expand or contract into several configurations and is easy to transport.



Q Squared is introducing several new melamine dinnerware patterns. Royal Lapis, above, is a dreamy collage of elegant blues from designer Alaina Young. Knoll Gardens, below, features a romantic gathering of flora in rich shades of red and grey. Also available but not shown is the company's signature Ruffle Hues assortment, offered in six colours to mix and match.





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CGTA Toronto Congress Center January 31 - February 4, 2016 Booth #8229

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The Great Outdoors



Ecosmart by Architec introduces Polyflax serving boards that are ideal for serving charcuterie or tapas. Polyflax is made from translucent recycled plastic with suspended flax husk and are dishwasher-safe. From **Jascor**.

The Butterfly Meadow Melamine tableware collection from **Lenox** features scalloped rims and colourful butterflies. Shatterproof and safe for outdoor dining, the line now includes butterfly-shaped serving trays and acrylic drinkware for effortless, entertaining.



This small galvanized carrier with handle is part of the **Abbott Collection** for spring 2016. Made of durable galvanized metal, the carriers holds six bottles or cans. Perfect for the patio or a picnic.

This super Mason jar drink dispenser from **InterContinental** has an easy-to-use spigot. It includes a bail and trigger opening and airtight, spill-proof lid. The BPA-free turn spout is also non-drip. It's made of durable glass.



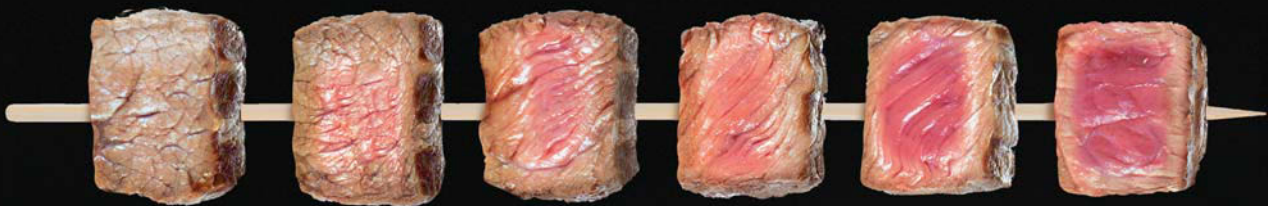
The Cuisipro Dual Flavor pop mold from **Browne** has two wells for making multi-flavored popsicles. The stick snaps together with a snap-fit base that allows users to make as many pops as they want. Quick and easy, the BPA-free molds are packaged as a 12-piece set.



Final Touch Beverage Party Bins from **Product Specialties** are designed for all indoor and outdoor entertaining. They can be used for wine, beer, soft drinks, bottled water or any other beverage. Made from shatter-resistant BPA-free plastic, the bins come in two sizes 8L and 4L and are available in clear, white & black



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Water world

Sports and hydration bottles that keep their cool



The Trio line of hydration bottles from Sistema, above, feature wide mouth access for consumers who like to add ice. The screw-off top can also be used as a drink cup. The Trio bottle comes in two sizes and five vibrant colours. Also new from Sistema is the Twist 'n' Sip line, available in two sizes and six colour combinations.

These stylish drink bottles, right, feature a unique twist and sip lid that allows the bottle to be opened and closed without fingers touching the sipper tip. Made in New Zealand, all Sistema hydration bottles are BPA-free.



Thermos is introducing two new Cold Cups with straw, in 530 mL or 650 mL sizes. Each features a BPA-free, stainless steel interior and exterior with vacuum insulation to retain cold temperatures for up to nine hours. They are sweat-proof and dishwasher safe.



The 28-ounce Ripple infuser line from **Cool Gear** includes four colours with a removable infuser and a removable screen to reduce seeds and pulp. The BPS-free bottles are easy to fill and have a spring-loaded chugger cap. Distributed by Gesco.

Cool Gear's new 22-ounce Rocktagon line, below, has a unique translucent cage design with enclosed Tritan bottle. Available in four fun colours, the sling top lid allows the bottle to be clipped for easy travel. They're BPA-free and dishwasher safe.





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Toronto Gift Fair

January 31 to February 4, 2016 • Toronto Congress Centre & International Centre

The Canadian Gift Association (CanGift) has named top Canadian designers Glen Peloso and Jamie Alexander as show ambassadors for the Toronto Gift Fair.

Co-founders and principals of design firm Peloso Alexander Interiors, Glen and Jamie have been seen on the *Marilyn Denis Show*, *Global Morning News*, *Breakfast Television Toronto*, HGTV and the Food Network. Both designers have also been featured in print — Glen writes a regular design column for the *Toronto Star*, while Jamie contributes bi-weekly to the *Toronto Sun*.

With a combined 40 years experience working with clients in commercial,

hospitality and residential design, Glen and Jamie will bring a rejuvenated look to the show. Retail buyers and exhibitors can expect to see their new design concept revealed at the January Toronto Gift Fair.

“We couldn’t be more excited to be working with the Toronto Gift Fair,” says Glen Peloso. “We’ve been attending this show for the last 20 years and have a unique perspective as designers and retailers, as well as having been wholesale buyers.”

Jamie Alexander adds “we’re looking forward to making this show better than ever by bringing to life a vibrant and



Glen Peloso, left, and Jamie Alexander.

fantastic experience for retailers, designers and exhibitors.”

Retailers visiting the Toronto Gift Fair will find a range of products from housewares, tableware and home décor to crafts and giftware.

“The Toronto Gift Fair is the largest buying forum in the Canadian gift industry,” explains Karen Bassels, VP of CanGift Fairs. “Working with designers like Glen and Jamie allows us to create a new level of inspiration for the retailers who attend the show.”

For the first time this spring, *Home Style* has the pleasure of working with Glen and Jamie to select the top 10 new housewares products on opening day from those displayed in the brand new Kitchen Connection area.

With over one million square feet of display space at both the Toronto Congress Centre (where most kitchenware is in Hall 7) and The International Centre, the fair is Canada’s largest temporary trade gift show. Held twice a year, it attracts more than 1,800 exhibitors and 24,600 qualified retailers. For more information, visit torontogiftfair.org.

SHOW HOURS

Sunday, Jan. 31 – 9 a.m. to 6 p.m.

Monday, Feb. 1 – 9 a.m. to 6 p.m.

Tuesday, Feb. 2 – 9 a.m. to 6 p.m.

Wednesday, Feb. 3 – 9 a.m. to 6 p.m.

Thursday, Feb. 4 – 9 a.m. to 3 p.m.

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HomeStyle

2016

EDITORIAL CALENDAR

January/February

Editorial Submissions due: Nov. 27, 2015
Advertising Material due: Dec. 11, 2015

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- Kitchen Gadgets, Tools and Utensils
- Tea Time: kettles, Tea Pots, Cups and Accessories
- Outdoor dining/acrylics
- Sports/Hydration Bottles & Coolers
- **Toronto Gift Fair Preview**
- **NY NOW Show Preview**

March/April

Editorial Submissions due: Feb. 1, 2016
Advertising Material due: Feb. 10, 2016

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- Motor-driven Appliances: Blenders, Mixers, Food Processors, Juicers, Slicers & Choppers
- Glass Beverageware and Stemware
- Food Storage Containers
- Cooking with kids (housewares for children)
- **International Home + Housewares Show Preview**

May/June

Editorial Submissions due: April 15, 2016
Advertising Material due: April 27, 2016

.....

- The Coffee Issue – Focus on coffeemakers & espresso machines
- Bakeware and Decorating Accessories
- Appetizers/Serveware
- Cleaning Products/Brooms/Brushes/Vacuums

July/August

Editorial Submissions due: June 10, 2016
Advertising Material due: June 22, 2016

.....

- Pepper Mills & Spice Grinders
- Stovetop Cookware
- Casual Dinnerware
- Kitchen Textiles/Table Linens
- **Toronto Gift Fair Preview**
- **NY NOW Show Preview**

September/October

Editorial Submissions due: Aug. 19, 2016
Advertising Material due: Aug. 29, 2016

.....

- Heating Appliances: Toasters, Deep Fryers, Slow Cookers, Ovens, Wafflemakers & Grills
- Knives, Knife Holders and Sharpeners
- Candles, Vases, Casual Wall Art/Decor

November/December

Editorial Submissions due: Oct. 7, 2016
Advertising Material due: Oct. 19, 2016

.....

- Barware, wine and Cocktail Accessories
- Woodenware - Bowls, Trays and Cutting Boards
- Coffee Accessories/Pods/Filters/Mugs/Cleaners
- Irons, Garment Care and Laundry Products
- Home Storage and Waste Containers

TORONTO GIFT FAIR PRODUCT PREVIEW

This Gefu stainless steel baking thermometer eliminates the need to test with a skewer. Simply insert the thermometer into the dough when it starts to firm and watch the progress until completed. It's ideal for shallow or deep cakes and breads. It's easy to use and safe to put in the dishwasher. **Visit Classic Chef (DS) at Booth 7314**



A new digital nutritionist scale from InterContinental not only measures the weight of food, but also shows how many calories it contains. Available in black or white, the scale is equipped with four strain gauge sensors. It's made with a tempered safety glass platform and features an LCD display, Kcal measurements function with seven keys, a Manual on/Auto off/Manual off touch-panel switch and auto zero resetting. It also boasts an over-load and low power indication.

Visit InterContinental at Booth 8229



SHOW HOURS

Sunday, Jan. 31 – 9 a.m. to 6 p.m.
 Monday, Feb. 1 – 9 a.m. to 6 p.m.
 Tuesday, Feb. 2 – 9 a.m. to 6 p.m.
 Wednesday, Feb. 1 – 9 a.m. to 6 p.m.
 Thursday, Feb. 1 – 9 a.m. to 3 p.m.

The Slow Melting Silicone Ice Spheres can freeze almost anything from ice to chocolate. It makes four ice balls at a time and releases easily from the tray without cracking. It's can go in the dishwasher or the microwave-safe and stacks neatly in the freezer. Lifetime guarantee. **Visit Paderno at Booth 7806**



A gorgeous new collection of mixed material kitchenware and tableware is being introduced this year to celebrate LSA's 50th anniversary, below. The various pieces are crafted from vitrified porcelain, colourful enamel, ash wood, leather and mouth-blown glass. Each is made in Europe and offered in presentation gift boxes. The company will also be showing this soft flexible aerating pourer, shown left. It's available in an attractive CDU.

Visit David Shaw at Booth 7314



Lenox will present two exciting new seasonal collections this spring. The first is "Home for the Holidays", featuring sentimental phrases in custom typography and spicy accents, below. The second theme is "Golden Holidays" with the classic colour scheme of gold and white, left.



TORONTO GIFT FAIR PRODUCT PREVIEW

Using CrissCross sharpening technology this professional 3-Stage sharpener quickly and easily applies incredibly sharp 15° and/or 20° edges on sports, kitchen and Santoku knives. With 100% Diamond-Plus commercial grade abrasives, it will sharpen both straight edge and serrated blades. Visit Chef's Choice by Edgcraft at Booth 7820



Le Stock Pot from Orly Cuisine, below, is crafted from quality stainless steel and designed for heavy-duty use. It has a practical tempered glass lid, riveted handles and a thick capsule bottom. The pot is also safe for induction cooking.



These fun, colour-identifiable stoppers from Cuisivin are great for parties. The tether attaches to the bottle so they are always handy. Fits most standard bottles. Also new is the Cocktail Shaker Set, right. The shaker is printed with five popular bilingual recipes. The top cap doubles as a measured jigger. It includes a cocktail muddler and citrus reamer.

Visit Cuisivin at Booth 7338



Also new from Orly is the Tough Pan, below, available in two sizes. It's coated with a resistant, durable, eco-friendly non-stick that does not contain PFOA. The thick cast aluminum construction will not warp. It has a comfortable bakelite handle and a beautiful marble exterior.

Visit Orly Cuisine at Booth 7287



Abbott will present the brand new Cottage Life collection, including tableware, home accents and this glassware range. It includes stemware, tumblers and wine glasses as well as a pitcher, each featuring an etching of the recognized Cottage Life symbol of an Adirondack chair.

Visit Abbott at Booth 11025



Counseltron will launch two new 6-quart Dutch Ovens by Lodge in Poppy and Lagoon colours, left. They can be used on all cooking surfaces and have a black matte rim with an off white enamel surface. New aprons by Lodge (right) are available in camouflage and egg print designs. Machine washable, they're made of 100% cotton with an adjustable waist strap.

Visit Counseltron at Booth 7229



TORONTO GIFT FAIR PRODUCT PREVIEW



The Flavour Bud by Joseph Joseph will infuse flavour into meat and poultry with juicy results. Simply squeeze the bulb to fill with marinade and inject it into the meat. The stainless steel nozzle reverses into the bulb for safe, compact storage. A new citrus juicer by OXO Good Grips, right, features a flared container that holds 2.5 ounces. It has both imperial and metric markings. The reamer fits securely in the dish. **Visit Danesco at Booth 7103**



The Final Touch Black & Tan Beer Layering Tool Set creates a perfectly layered beer. It effectively layer beers of different densities like lagers and stouts. It features 304 grade stainless steel construction and includes layering tool & nonic beer glass. **Visit Product Specialties at Booth 7062**

Royal Selangor will be presenting the full range of sophisticated Guzzini products, made in Italy. These serving bowls, designed by Pio & Tito Toso, are



offered in four 3-colour combinations that are the result of a chromatic study of the latest trends (black, grey, red and olive). The refined, eclectic design adds a beautiful decorative touch to any dining table. The Spin & Drain is an innovative bowl and colander set that has a special spin system. It can wash, drain, serve and even defrost foods.

Visit Royal Selangor at Booth 11013



TSP (Totally Sweet Products) baking tools are designed to help home bakers achieve professional results. Shown left, the new line from Architec includes measuring cups, cookie cutters, icing combs and more, with a portion of sales going to pet charities. Below, Ecosmart serving bowls by Architec are made from translucent recycled plastic with suspended flax husk or suspended glass.

Visit Jascor Housewares at Booth 7213



TORONTO GIFT FAIR PRODUCT PREVIEW



Port-Style Enterprises will introduce Golden Rabbit enamelware line at the show, including this fun lobster pattern. The line includes an 18-litre stockpot, serving tray, charger plate, butter bowl, single serve bowl and serving bowl, all with a stainless steel trim. The non-porous porcelain enamel is safe for the oven, broiler, freezer, and dishwasher.



Visit Port-Style at Booth 7830



The Citrus Zinger from Zing Anything gift set has a fruit-infusing bottle that lets users press any citrus fruit directly into the water. The set comes with three interchangeable options: a citrus press, a kiwi reamer and a cucumber slicer. A handy finger loop is provided for carrying and a wide mouth top allows for easy filling.

Visit Don Schacter + Assoc., Booth 7035



Swissmar's new collection of mills features genuine exotic woods in two distinctive styles, 'Roma' (classic) and 'Milano' (modern). These mills are carved from a single piece of genuine Cherry, Walnut and Beech wood, making each piece truly unique. Also new from Swissmar is a nutmeg mill, above, with two separate compartments.

Visit Swissmar at Booth 7322



The Ricardo Bento Box, above, has leak-proof seals to transport meals spill-free. An adjustable velcro strap is included to lock the container in place in any configuration and one of the lids can also be used as a cutting board. Made without BPA and safe for the dishwasher and microwave, it comes in orange and green.



This 6-quart slow cooker has a brushed stainless steel body. The stoneware insert is the perfect size for a meal for up to six adults. An integrated digital timer will shift to WARM setting once cook time is complete. The removable ceramic body is dishwasher-safe for easy cleaning. Visit Starfrit Gourmet at Booth 7240

NY NOW

January 30 to February 3, 2016 • Jacob K. Javits Convention Centre, NYC

NY NOW, the Market for Home, Lifestyle + Gift, will fill the Jacob K. Javits Convention Center in New York City this January with three comprehensive collections, encompassing more than 100,000 new and on-trend products in hundreds of categories.

The industry's most expansive marketplace event will feature an exciting lineup of new and returning exhibitors, as well as a comprehensive agenda jam-packed with a full range of seminars, industry events and one-of-a-kind networking opportunities that will provide attendees with an unrivaled buying and sourcing experience.

Additionally, NY NOW also offers attendees the opportunity to explore everything that New York City has to offer with "Only in New York" events 'that are unique to the fair, including A Night on Broadway' and 'Gift for Life's' annual industry fundraiser. The January show will offer discounted tickets for the Broadway musical *On Your Feet* on Tuesday, February 2nd. It tells the inspiring true story of Latino singers Emilio and Gloria Estefan.

"NY NOW's winter 2016 market is a truly unique market where attendees get to experience the hottest industry trends in an open and welcoming envi-

ronment, all against the backdrop and bright lights of the world's most exciting city," says Scott Kramer, V.P. of NY NOW. "From exclusive products launches to engaging seminars and 'Only in New York' events, NY NOW is a can't-miss market experience."

NY NOW's seminars address compelling and timely topics including color and design trends, sustainability, marketing to millennials and retail strategies, and are hosted either by leading trade and consumer publications, or by industry associations.

For details, visit <http://www.ny.now.com/the-market/programs/>

NY NOW PRODUCT PREVIEW



Aesthetic Content will debut a new collection of Lagoon serving bowls. Each bowl is crafted by hand of earthenware with cork details (the deep fruit bowl is shown). Each bowl features a lustrous pearl glaze and the cork is removable so it's safe to go in the dishwasher or microwave oven. Available in three sizes.

Visit Booth 2667

Annieglass will introduce a whole new look in New York. The Roman steak platter, shown below, is a modern octagonal rectangle serving piece, set with a deep base that allows home cooks to transport meals easily. The Roman antique cheese board uses a more minimalist approach.

Visit Booth 3120



BasShu is a Japanese artisan textile brand that produces a wide assortment of home goods including coasters, placemats, throws and wool blankets. Shown above is the heavy duty denim hanger with convenient pockets. A heavy duty apron is also available.

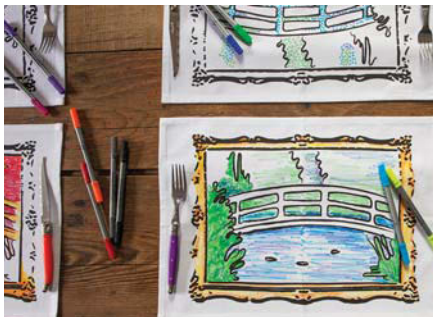
Visit Booth 2474

NY NOW PRODUCT PREVIEW



Fehlo takes objects from everyday life and then challenges their structural integrity. The Gunsмоke tumbler shown above is hand-blown by American glassblowers to the highest specification. It's perfectly designed to complement the taste of whiskey. **Visit Booth 3730**

Chilewich will launch the Satin line, below. Its name comes from the distinctive weave structure used during the manufacturing process. One yarn dominates another, appearing to float on top of the yarns woven in the opposite direction. Further enhancing this method, pearlescent yarns move in the "fill" direction and matte yarns in the "warp" direction for a different look on each side. **Visit Booth 3704**



EatSleepDoodle will debut the Monet doodle placemat set. Perfect for parties, the set contains four heavy cotton placemats with a printed Monet design and a pack of 10 double-ended wash out fabric pens. **Visit Booth 7766**

Bitters will show a new line of unglazed bakeware from Portugal. Called Barro Negro, the clay pieces can take high temperatures and can be used on a gas stove top. Each piece is designed to enhance the flavour of food and goes from the oven to the table. **Visit Booth 200**



Typhoon will unveil the iconic Vintage Kitchen range as well as new universal Kilner storage jars and clip-top jars. **Visit Booth 3550**



The Geode coaster from Dock 6 Pottery feature a harmonious blend of clay and glass. The 4x4-inch tiles can be used as individual coasters or combined in a mosaic. **Visit Booth 3345**

Alexandra Ferguson is known for their fun, eco-friendly pillows made with fun sassy phrases. This brand new line of table linens is made with gorgeous stubby yarn dyed linen, and features foodie phrases like "Dig In" "Bon Appetit" and "More, Please." **Visit Booth 2800**



Carmel Ceramica is a tabletop and home decor manufacturer with a studio in Carmel, California. These casually elegant products are made of ceramic stoneware and safe for the dishwasher. The seaside bath set is shown. **Visit Booth 3409**

NY NOW PRODUCT PREVIEW



Double striped Okana bowls from Circa Asia come in sets of four. These bowls are safe for hot or cold foods and can be washed by hand with soapy water.

Visit Booth 3353



Lenox will present the British Colonial Carved collection with a beautiful cross hatch design. Available in aqua or white.

Visit Booth 3220

Lotusland Imports (a Canadian company) offers a selection of ethical artisan treasures. Shown below, the new line of fair trade 100% organic linens includes table mats, runners and napkins. Each is inspired by the African wildlife.

Visit Booth 338



Jay Teske Leather products are designed to last a lifetime. This new leather trivet is made of 8/9-ounce cowhide that is sourced and tanned in the U.S. The edges are hand burnished and finished with a water-resistant leather balm.

Visit Booth 9445



Fab Habitat's new Heartland collection of rugs are made using organic dyes and naturally occurring materials like wool and jute. Each rug is hand-woven and naturally durable to add comfort and warmth to any home. **Visit Booth 1457**

The Forest Supper is the name of this 4-piece dinnerware set from Love Mae. Made of toxic-free, biodegradable bamboo, the set includes two bowls, a plate and tumbler. **Visit Booth 7139**



The Dopper Steel is the perfect bottle for tap water. It's durable convenient and stylish. They help to eliminate plastic waste and make people more aware of the environment. The robust Dopper Steel is a must-have accessory for true designers.

Visit Booth 3648

LinenMe has created a luxury linen line for both formal and casual entertaining, right. Offered in a wide range of designs, the more the fabric is laundered, the softer it becomes. Lara is 100% prewashed linen in a subtle chevron design. With a substantial fabric density, the tablecloths, runners, napkins and placemats are available in more than 30 colours.

Visit Booth 2710



NY NOW PRODUCT PREVIEW

The Piccadilly Collection from Sagaform is a collaboration with Pernilla Wahlgren. The line features oversized ramekins, large pie plates, flower shaped serving bowls, oven dishes and oversized serving plate in soft blue, pink and white. Each oven-safe piece comes gift-boxed.

Visit Booth 3666



Mode Living will showcase a collection of easycare table linens that make entertaining a luxurious yet easy experience. The versatile design are timeless and beautiful.

Visit Booth 2970

Home canning relies on the simple yet effective technique of storing foods in an airtight container. This home canning set from Molecule-r comes with four Mason-style jars, a canning funnel, and a rack to safely remove the jars from boiling water. A handy booklet packed with delicious recipes is included, and the rewritable label at the top of each jar makes it easy to identify each batch.

Visit Booth 3748

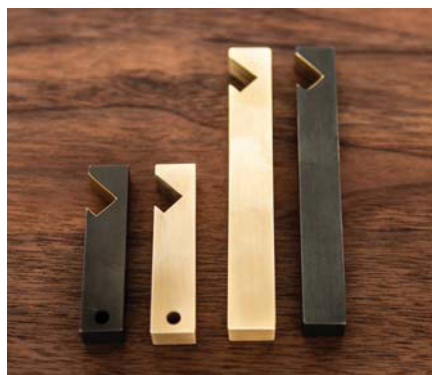


The new FD Style kitchen tool collection, above, is designed by Hagino Mitsunobu with the home chef in mind. It includes all the necessary tools in a charcoal black.

Visit Morihata at Booth 4208

Marmol Radziner will be showing a new Menorah that is handcrafted in solid walnut wood and brass as well as a new range of bottle openers. The solid brass bar bottle openers, shown below, are designed with the company's signature four perforated holes.

Visit Booth 4145



'The napkins' is the original single use premium napkin that looks and feels like textile. Distributed in Canada by David Shaw, Deluxe line is made from a soft fibre blend that is absorbent and sturdy. The product line is offered in twelve on trend colors. **Visit Booth 3168**

NY NOW PRODUCT PREVIEW



Takenaka has been making beautiful Bento Boxes since 1925. The range includes lunch or dinner-size boxes in a range of colours. Suitable for consumer use of in catering and hotels.

Visit Booth 3354



Quotable 'everything' dishes measure five square inches and come in sets of four. The ceramic matte finish is microwave and dishwasher-safe. **Visit Booth 7619**



The Farmers Market collection from Westborough Wicks was inspired by local markets. The delightful fragrances blend with essential oils. After the candle has burned through, the jar can be reused.

Visit Booth 9138

Magisso Cooling Ceramics are now offered on the White Line collection from Magisso. The White Line collection brings elegance and harmony to the table. Simply soak the ceramics in water for 60 seconds to start the cooling effect. The ceramics keep everything fresh and cool for three to four hours – without ice or a freezer. You can even write on the non-slip surface with normal chalk. Each piece is food-safe and dishwasher-safe.

Visit Booth 3721



The Magen David line from Victoria Leach includes an acrylic presentation plate with a matching coaster, napkin ring and knife rest. The sets are available in various colours including gold and silver. The company carries a wide variety of designs, textures and motifs as well as wall art.

Visit Booth 3140

Scratch Tracks will be featuring Kitch-O-Licious tasty print kitchen wear. The line includes aprons, oven mitts and pot holder and a smorgasboard of vibrant food prints. **Visit Booth 7667**



These new travel mugs from Zojirushi are compact, leak-proof and take up minimal space. They feature a stain-resistant stainless steel interior and a wide opening that makes the mug easy to fill and clean. Available in four colours.

Visit Booth 3749

Remembering David Holden

The entire housewares industry was shocked and saddened by the sudden, tragic death of Dave Holden last August at the age of 51. Well-liked and highly respected by his customers and his colleagues, Dave was a successful sales manager with Hamilton Beach for the past two decades. In the following column, Eric Beam remembers a wonderful friend and co-worker.

I had the pleasure of working with Dave Holden for the past four years. Dave was a big part of our Hamilton Beach family, as he spent 19 years with the organization. He made many close friends along the way, right across the industry.

Everyone enjoyed his company – especially at the HB lunch table. We always looked forward to his leftovers from the weekend, either from his wife Theresa’s cooking or from his mother-in-law’s Sunday dinner. He would often share his weekend or vacation exploits, and all the funny family stories that went along with them.

Dave was what every company wants in an employee. I expect those traits mirrored his personal life at home and with his lifelong friends. He was loyal and always willing to help others. Dave put his best effort into everything he did. He was loved by his co-workers and appreciated for his thoroughness by his customers. He was the consummate sales person, always looking for ways to balance the wants and needs of his customers with the goals and expectations of our company.

Dave was involved with many industry events, and played an important role in the annual planning of the

Canada Night event in Chicago.

I will miss his quirky neatness. Those of us who worked with Dave or knew him personally know that he kept his

desk and files in immaculate condition. Everything was organized and in its place, with the proper label. As a joke, I labelled his label gun ‘label gun’, and the spot where he kept it ‘label gun spot’. The funny thing is, he never removed the labels. He liked it.

I know that everyone in our company will deeply miss Dave. The sense of loss is indescribable. He was always available to defend the Maple Leafs, or talk about the weekend sporting events, be it baseball, hockey or golf. He loved to tease, and appreciated being teased. His laughter in the hallways will never be replaced.

I am fortunate. My last time with Dave was at a customer golf tournament, just a few days before his death. I spent the entire day with him, between the game and the dinner. We laughed. We teased the other two on our foursome as we enjoyed a few beers together. We had dinner, and at the end of the night, we said goodbye.

My memories of Dave will always be of that special day – even though I think he beat me at golf.

Our deepest condolences go to his wife Theresa, and daughters Amanda and Vanessa, in this time of loss.

*Eric Beam, General Manager
Hamilton Beach Brands Canada*



Eric Beam and Dave Holden, right, accepting the Sears vendor partner award last year.

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Gordon Taylor

Celebrating his retirement after 45 years at Danesco



Knud Petersen, the founder of Montreal-based Danesco, first met Gordon Taylor in the fall of 1969. Gordon was the manager of a custom brokerage and Danesco was a customer. It didn't take long for Knud to realize this funny, outgoing office manager would be a great asset to his new housewares company and by January of 1970, he finally convinced Gordon to join Danesco.

Though he had no sales experience, after a few years in the office, Gordon was ready to accept Knud's offer to try his hand as a sales rep. He started calling on kitchen and gift stores in Ottawa and Quebec, with the help of his lovely wife, Lise. And Knud was right. Gordon was a natural at selling.

Because he had no sales experience, he gave a lot of thought to how best to approach his retail customers. As a self-confessed 'people person', Gordon decided from day one that his best strategy was to simply sell himself. He worked hard to gain the confidence of his customers, and made sure he was available at all times to solve their prob-

lems and make things right.

The strategy paid off, and retailers were drawn to his easygoing way and irresistible sense of humour. Gordon always makes his clients feel important, and believes in serving them to the fullest. As a result, they had confidence that he was always looking out for them – and he was.

Though he reduced his territory recently preparing for retirement, he did grow it substantially over the past four decades, often being recognized as Danesco's top sales person.

Now that he is ready to settle into retirement with his beloved wife Lise, he is looking forward to spending more time reading, travelling for pleasure and seeing family. And though he says he won't miss the travelling or the hotels, he will certainly miss being part of the Danesco team and the many customers who have become dear friends. They will likely miss Gordon even more.

Customers and colleagues pay tribute to a Super Salesperson

• It's hard to summarize in a few words what Gordon Taylor has done for Danesco. For sure, he's been a major contributor to the company's success – always positive, enthusiastic, outgoing and with a wonderful sense of humour. A few minutes in his company is usually enough to convince anybody that "this guy deserves an order"! And before long, you look forward to his next visit.

It was hard to convince him to come onboard, though. Only on the third offer did he finally agree to join Danesco. On his first day on the job, after everything was explained to him, we told him, "now the rest is up to you. You have a choice – to swim or to sink". Boy, could he ever swim!

Danesco would not have been the same without Gordon's input, that's for certain. We all owe him an awful lot. But it must be said that without the help and ongoing support of his wife, Lise, he could not have done it all. Both are part of this wonderful sales success story!"

Knud Petersen, founder of Danesco

• Gordon loved the industry, loved his clients, and genuinely cared about their success. He always had suggestions and questions on how we could do better business together, how he or Danesco could help us further our success. Caring about the people you do business with, and working to ensure their success, is one of the most important character traits of a great sales person. Gordon possessed that. He understood that if his customer succeeded, he will in turn do the same. It was a win/win.

Gordon always walked into the store with a smile on his face, always dressed very sharp and professional, always offering a genuine hello to all present and compliments for everyone. He made everyone feel at ease. He had a way of making everyone feel special. He is very special person himself and deserves recognition. He had a long career in our industry, and was always passionate about it. We will miss him.

Caire Lauzon, owner, Ma Cuisine, Ottawa

I would describe Gordon Taylor as a true gentleman. He is always so well organized, optimistic and honest when he suggests products for our clientele. These attributes have always made Gordon one of the best representatives that I have had the pleasure of working with.

Richard Filteau, Stokes/think kitchen, Montreal

Gordon always wanted only the best for his customer, and was always willing to work with us. He was a wealth of information, and a really great guy. I wish him a very happy life!

Mario Brochu, Cuisina, Quebec City



To honour Gordon's legacy, Danesco has established the Gordon Taylor award, above. It will be presented annually to an employee demonstrating dedication, loyalty, commitment and pursuit of excellence. Gordon is shown top right with Danesco president Brigitte Roy.



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