

# HomeStyle

Canada's Housewares Magazine

March 2018

## Mix Masters

WHAT'S NEW IN

MOTOR-DRIVEN  
APPLIANCES

HOME ENTERTAINING  
TRENDS

STYLISH STOVETOP  
COOKWARE

A complete guide to the  
Chicago housewares show

We congratulate Terry Raven,  
Canada's 2018 *gia* winner



LE NOUVEAU BLEU



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# Trade Show **Calendar**

**March 10 to 13, 2018**

**INT'L HOME + HOUSEWARES SHOW**

McCormick Place, Chicago

Contact the International Housewares Association

Visit [www.housewares.org/attend](http://www.housewares.org/attend)

**April 20 to 23, 2018**

**HONG KONG HOUSEWARE FAIR**

Hong Kong Convention & Exhibition Centre

Contact Apple Chen, Hong Kong Trade Development

Council at 416-366-3594 or [apple.r.chen@hktdc.org](mailto:apple.r.chen@hktdc.org)

**June 12 to 13, 2018**

**EXCLUSIVELY HOUSEWARES**

Business Design Centre, London, UK

Contact Kulli Chema or Nicola Adams-Brown

Email: [info@exclusivelyhousewares.co.uk](mailto:info@exclusivelyhousewares.co.uk)

**July 29 to August 1, 2018**

**LAS VEGAS MARKET**

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**August 12 to 15, 2018**

**TORONTO GIFT FAIR**

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## Opening Lines

### Same time next year?

I'm sitting on the overnight flight to Frankfurt as I write this, preparing for what will be my 25th visit to the Ambiente Fair. It's a very comfortable feeling, or as Yogi Berra famously said: "It's like deja vu all over again". As always, I know the fair will offer a preview of the colours and design trends that will influence our market in the year ahead. I'm also sure it will be like 'old home week', with familiar faces, old friends, happy hours and annual dinners that have become a welcome respite in the dead of winter.

The spring show season starts in mid-January in Atlanta, followed by the Toronto Gift Fair – often held concurrently with the Las Vegas Market and New York Now – then the Frankfurt Fair, and capping it all off, the Chicago International Home & Housewares Show in March. It's a whirlwind I have grown to love.

It's easy to get in a rut when you work in a small kitchen shop or even when you work from home, as I do. The trade show floor not only offers a welcome change of scenery, it opens up new opportunities you would never realize otherwise. This is where you get inspired and motivated. Trade shows are where ideas flourish and really, to be a successful housewares buyer in these challenging times, you need all the inspiration you can get.

Even more important is the face to face contact that only shows can provide. This is where you meet the people who can change your mind or change your approach. Those one-on-one exchanges are still essential, in business and in life. Researchers who study aging discovered long ago that social integration is the most important factor in longevity. That's right. Interacting with others, staying in touch and staying involved is the key to living a long and happy life. Incredibly, it's more important than quitting smoking or regular exercise!

Since launching this magazine, I've profiled over 300 retailers and buyers, plus dozens of outstanding sales reps. Many of them have become close friends, and they come from all corners of Canada. But this is a big country, and I wouldn't have discovered most of them by myself. I rely on input and feedback from reps who know much more than I do. My readers are still my best resource, whether they're in Toronto or in a small town, such as this year's *gia* winner Terry Raven. The owner of Pots & Paraphernalia in Duncan, B.C., has merchandising talents to rival any big city retailer and I can't wait for her and her team to visit the Chicago housewares show for the first time and see first hand all that it offers.

Retail is going through a massive transformation but the outlook is positive – the industry is expected to grow about 4% this year. Yes, customers are changing, suppliers are changing, jobs are changing. But change doesn't mean death. Our industry is constantly being disrupted, and that's a good thing. Who would want it any other way? We are in the midst of a convergence of online and traditional retail. Trade shows are where those two worlds collide, to everyone's benefit.

Despite the rapid pace of technology and the impact of social media-savvy millennials, 90% of total retail sales still come from stores. Retailers need to get out and see what's new from both their current suppliers and potential future suppliers. If you're not taking advantage of all that trade fairs have to offer, you're not doing everything you can to make your store the best it can be. New opportunities are always waiting on the show floor, but only if you show up.



– Laurie O'Halloran  
[laurie@homestylemag.ca](mailto:laurie@homestylemag.ca)



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## People In The News

• The Canadian housewares industry was saddened to hear of the death of **Les Coleman** on Christmas Day 2017. A familiar and well-respected figure for many years, Les first started with Proctor Silex (now Hamilton Beach Brands) in 1972. He left in 1978 but subsequently returned in 1983, where he remained until his retirement in January 2010. Known for his infectious smile and positive attitude, Les was a natural leader and a friend to many retailers and vendors across the country. He leaves behind his beloved wife Margaret, daughter Kelly, son Jason (Sherry) and grandchildren Jacob and Maya.



• **Ingvar Kamprad**, who founded IKEA 75 years ago and built it into the biggest furniture retailer in the world, died January 27th in Sweden at the age of 91. Kamprad, whose initials gave the company the first two letters in its name, is credited with revolutionizing the way consumers buy home furnishings.

• Butler Home Products and housewares company Bradshaw International will merge to become Bradshaw Home on March 1st. Butler was bought by Bradshaw 15 years ago, but both companies have been operating independently since the acquisition. Company co-presidents **Brett Bradshaw** and **Rob Michelson** will continue to head the new enterprise.

• **Andrew Rae** is now Country Manager for Canada and Southern and Eastern U.S. Sales Manager for Instant Pot, working with United Sales & Marketing.

• In early January, **Browne** moved to a spacious new head office and showroom location at 505 Apple Creek Blvd, (Unit 2), Markham, Ontario L3R 5B1. The phone number is unchanged.

• **WKI Holding Company** (World Kitchen) has changed its name to Corelle Brands Holdings Inc. The move comes less than one year after its acquisition by equity firm Cornell Capital.

• It is with personal regret but warm wishes that we announce the retirement of **Anne Drinkwater**, effective April 30th, 2018. Anne's leaving marks the end of an era for Danica Imports/Now Designs. She has lead our sales force, first within Canada, and then in its entirety for the past nine years. Anne has been



an entrepreneurial force for her entire career, and a passionate voice in the housewares and gift community. We are indebted to her vision and commitment for propelling us to our present position in the industry. Anne looks forward to new adventures traveling the world, and spending time with family and her handsome border collie Hamish.

*Sushil Arora, CEO, Danica/Now Designs*

## Letters

I just received the January issue of *Home Style*, so exciting! I want to thank you personally for featuring our story in your magazine. I am so honoured. You wrote a fantastic article on our farm and life story. It was very informative, and very professional.

Thank you for all the time and effort you gave to this piece. It is perfect!  
*Lisa Cooney, Cooney Family Farms  
Stirling, Ontario*

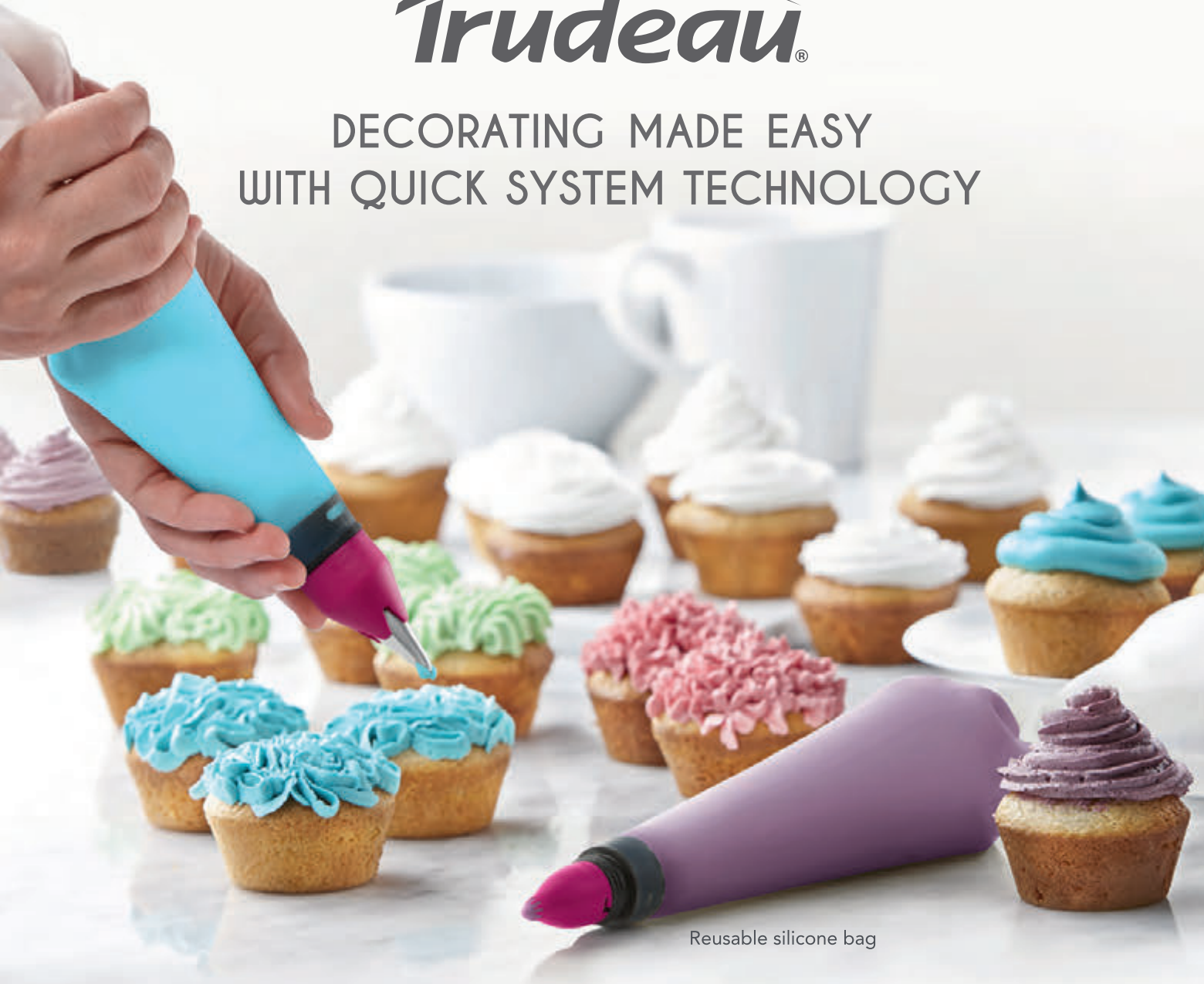
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## Campbells reveals food trends

Heritage. Feel-good. Alternative. Limited edition. These are the buzzwords that are expected to dominate the food scene in the coming year according to the chefs at Campbell's Culinary & Baking Institute (CCBI). CCBI recently revealed the six biggest and most accessible food trends of 2018.

**Culinary heritage:** Move over "authentic" and "ethnic." The new culinary buzz is "heritage," highlighting the people who bring culinary traditions to life and the personal stories that define our food. (Stage 1: Discovery)

**Feel-good treats:** Nutrient-dense indulgences are driving the "healthy-ish" treats trend, with next-gen snacks that include fortified ice creams, vegetable desserts, mood-enhancing ingredients, protein-packed chips, fresh produce snacks and more. (Think vegetable-forward carrot upside-down cake)

**Meat matters:** Meatless Mondays and plant-based diets may be grabbing the news headlines, but there is still strong interest in all things carnivore, from unique butcher cuts to antibiotic-free meats to exotic game. (Think oxtails, pig trotters, tripe, sweetbreads)

**Botanical beats:** Ginger, honey, hibiscus, lavender, elderflower, mint, cardamom and chamomile are just a few of the value-adding herbs and spices bringing grown-up flavors and plant-based profiles to today's most sophisticated sips and snacks. (Think adoption; example: botanical lemonades)

**Alternatives rule:** From lab-cultured burgers and cricket flour to dairy "milks" to ancient grains, this rising megatrend is just as much about today's culinary tastes as it is about the food of the future. (Think 'Beyond Meat Beast Burger' with eggplant bacon and Fabanaise)

**Limited edition innovation:** Playful twists on classic products, retro re-releases and seasonal themes are feeding a growing appetite for exclusive flavor experiences and meaningful, Insta-friendly moments with food. (Think Pepperidge Farm Swirl Pumpkin Spice and Campbell's Beefsteak Tomato Soup).

"It's an exciting time to be a food lover and a chef! We're seeing food trends emerge and shift at an ever-increasing rate," says Thomas Griffiths, Vice President of Campbell's Culinary & Baking Institute.

Between-meal treats aren't just about indulgence anymore. Today, it's understood that the right snack choices can contribute to a healthy lifestyle. According to Mintel, 55% of consumers snack two to three times a day, and 16% are "Super Snackers," snacking four or more times per day. In short, people are looking for better choices and modern "feel-good" treats that satisfy the evolving definition of what a snack can be.

Meanwhile, fragrant botanical elements are on the rise, especially in drinks. Botanicals are trending because they offer natural, identifiable, premium, plant-based flavor twists that get a boost from a healthful/functional reputation (like reducing inflammation, or aiding digestion or relaxation) that's traditionally associated with teas. Many of the beverages and desserts that botanicals are being featured in are a clear push toward less sweet – but just as bold – flavours.

Globally, we throw out about 1.3 billion tons of food a year, or a third of all the food that we grow.

## Eating out will cost more in 2018

Canadians who eat out often can expect to pay extra to do so in 2018, suggests a forward-looking report into food prices. Food inflation overall is expected to rise between 1% and 3% next year, says *Canada's Food Price Report*, prepared by Dalhousie University and the University of Guelph. For an average family of four, that represents an increase of \$348 to about \$11,948 for the year.

About 59% of the expected hike – \$208 – will come from consumers eating out or opting for prepared food.

"Most of (the increase) will come from food service which would make some consumers a bit vulnerable – particularly those who don't cook or (who) eat out a lot," says lead researcher Sylvain Charlebois. "But if you are cooking and you rely mainly on grocery stores to get your food, you should be in good shape for 2018."

Restaurant and store owners recognize the demand for eating out and ready-to-eat products is a robust one. In the United States, the divide between grocery expenditures and those types of eating out reached a 50-50 split in 2016.

Charlebois says a fast-food culture has been successfully cultivated over the past 50 years in the United States, but Canada could reach that split by 2035 at its current pace.

Canadians now spend about 30% of their food budget on eating out and consuming prepared meals.

## Top flavour forecast identified

McCormick Spices has announced its 2018 flavour forecast. This year, the company predicts that top flavour profiles will be Japanese and African-infused dishes; handheld foods with unique flavours; wellness drinks; and hot pot creations.

**Handheld Flavor Creations:** The company said that street carts, food trucks and food halls are merging unusual high-flavor fillings with unique crepes, buns and breads. For example, foods like arepas, a taco-gyro hybrid, are increasing in popularity, as are dessert bao buns.

**A Bite Of Africa:** Spices and blends from Tanzania and Ethiopia are making their way across the globe.

**Japanese Izakaya Eats:** Japanese-style small plates with bold glazes, tangy sauces and seaweed seasonings are beginning to be served up at tables around the world.

**Wellness Drinks:** From starting the day with a smoothie to ending it with an elixir, flavors like cucumber, dandelion greens, ginger, turmeric and cayenne pepper will be the stars in these liquids.

**Hot Pots:** Traditionally an East Asian dish, hot pots are beginning to be infused with Mexican and Caribbean flavors for a new experience on the dining room table.

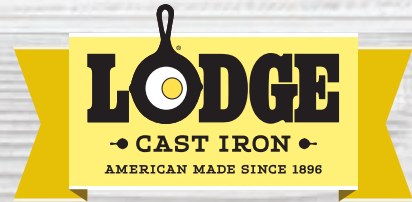
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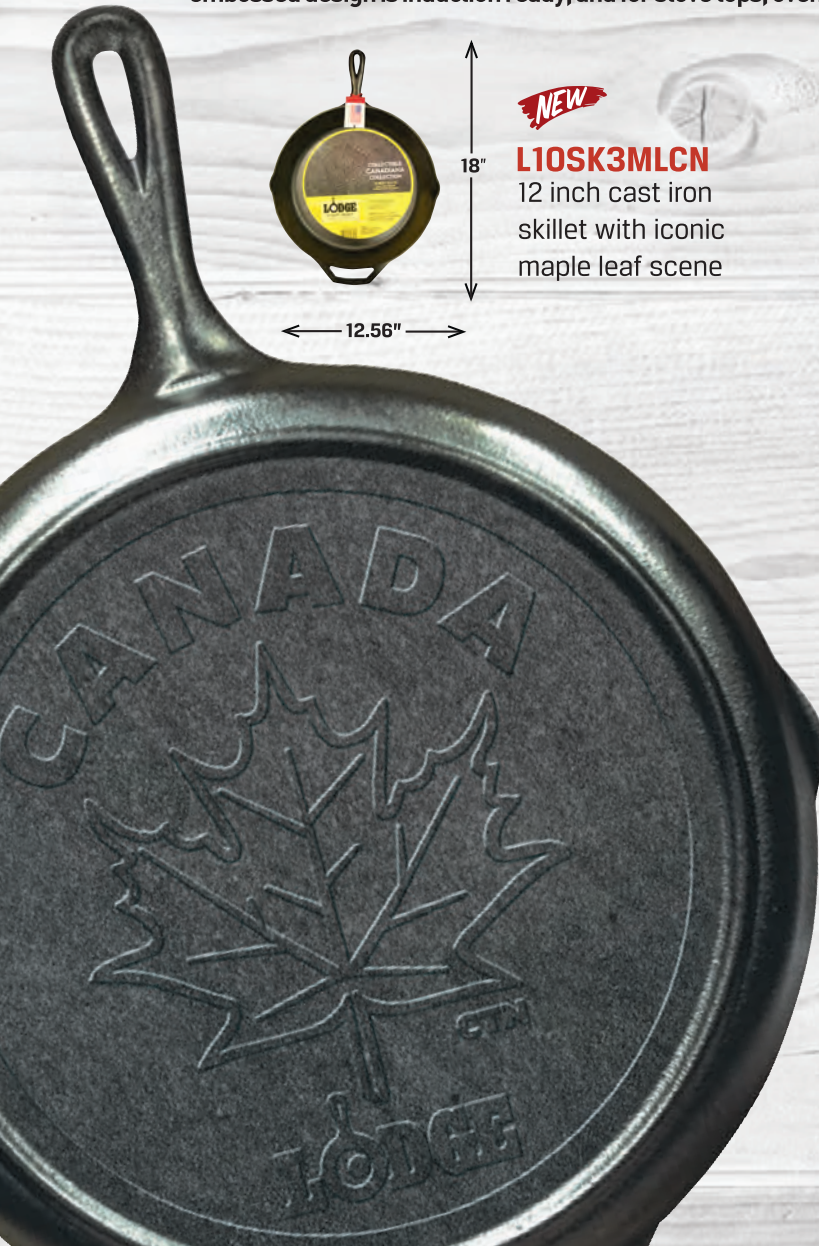
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## Retailers In The News

### Canadian malls more productive than U.S.

While e-commerce has taken a bite out of brick-and-mortar retail, shopping centres are also taking advantage of technology to make parking easier and utilizing it through such things as touchscreen navigation panels, augmented reality areas and click-and-collect zones.

Landlords are also densifying by adding housing, office space and hotels. There are plans to add residential towers to Yorkdale Shopping Centre and Bayview Village in Toronto, and Vancouver's Oakridge Centre will eventually see thousands of residents living in towers directly above an overhauled and expanded shopping podium.

There's about one-third less retail space per capita in Canada than in the U.S. Canadian malls average \$766 in sales per square foot for non-anchor tenants, compared to \$466 per square foot south of the border. Those respective numbers have been growing in Canada and decreasing in the U.S. since 2014.

While no Canadian shopping centre can match Bal Harbour Shops in Bal Harbour, Florida, where it's estimated sales exceed \$3,000 per square foot, eight malls in Canada topped \$1,000 per square foot last year – led by Yorkdale Shopping Centre for the second year in a row at \$1,653.

The study ranks the 30 most productive shopping centres in Canada. Eleven are in the Greater Toronto Area and seven in the Greater Vancouver Area.

The Toronto Eaton Centre, which ranks a distant second to Edmonton's West Edmonton Mall in square footage, remains North America's busiest shopping centre.

Three of Canada's busiest malls (Toronto Eaton Centre, Vancouver's Pacific Centre and Ottawa's Rideau Centre) are in downtown cores. None of the top 10 U.S. malls are downtown. The study says this can be attributed to factors including stronger urban cores in Canada, as well as a combination of history, culture, downtown population concentration and mix, investment pri-

orities, and transit access compared to most cities south of the border.

### Home Depot buys The Company Store

The Home Depot has acquired The Company Store, a leading online retailer of textiles and home décor products, from Hanover Direct. The deal closed on December 19th and terms were not disclosed.

"The acquisition of The Company Store provides product development and sourcing capabilities to help us expand our online décor business into broader categories across the entire home," says Craig Menear, chairman, CEO and president of The Home Depot.

### Number of small stores is on the rise

Retailers are downsizing their stores to save money as online sales grow and millennials shop at smaller stores in city centers. Smaller store sales are predicted to increase about 3.9% every year until 2022, according to Kantar Retail.

Sales at smaller-format stores are projected to grow 3.9% annually until 2022, outpacing 0.8% sales growth for their big-box counterparts, according to recent projections from Kantar Retail. Stores smaller than 20,000 square feet account for \$612 billion in annual sales, with that figure slated to grow 21%.

Amazon's brand value increased 42% during the past year, making the company the world's most valuable brand with a value of \$150.8 billion, according to Brand Finance's Global 500 report for 2018. Apple ranked second in the report, followed by Google, which was formerly No. 1.

Amazon generated about 4% of all U.S. retail sales last year, an analysis from One Click Retail found. The e-commerce giant accounted for 44% of all online sales, and its lead role is likely to keep growing as millennial consumers continue to spend.

### Mall stores are individually owned

The New Horizon Mall, Calgary's newest shopping destination, is nearly finished. The new multicultural shopping centre was first announced back in 2013 and will feature about 500 stores and restaurants in 320,000 square feet of retail space on two floors.

The Torgan Group, the corporation that manages New Horizon Mall, says that over 98% of the units have been sold. The stores will offer a variety of goods, including unique products and services, contemporary fashion and high-tech goods as well as an assortment of other items.

For the first time in Alberta, each of the retail stores in the internationally-themed centre is individually owned and can be either owner-operated or leased to a retailer by the owner.

Wasim Elafech, the listing agent for New Horizon Mall, says this will help

Calgary small businesses greatly.

"This is huge for small businesses that can come in because you're going to have a lower overhead. It's not like the larger malls where you're going to have to have a larger space and your rent's a lot more expensive. You can have a smaller, boutique-type store."

Officials estimate that when New Horizon Mall opens, it will positively influence Calgary's job market with the addition of more than 1,400 jobs.

Even though the majority of the stores have been sold, managers say there will be an increased interest in leasing once people get a look inside.

There are just a few stores left unsold, Elafech said, and prices range from \$165,000 to \$950,000 per unit, depending on size.

In addition to the stores, New Horizon Mall will also serve as a venue for distinct forms of entertainment as it has a main stage for multicultural events.

### Housewares sales up 20% at Amazon

According to a report from *One Click Retail*, housewares sales during the past year at Amazon were \$8 billion, up 20% from the prior year with products such as air fryers, pressure cookers and vacuum cleaners the top selling products. Top selling brands included Instant Pot, Dyson and iRobot.

In addition, the report noted that a major factor helping to boost Amazon's housewares sales is the aging of Millennials, who are now entering the years in which consumers historically have purchased their first home.

Google Canada research shows that nine out of 10 retail sales still take place inside a store, and seven out of 10 online sales involve in-store research.

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## Americans want to eat fresher at home

“U.S. consumers have a renewed interest in cooking freshly prepared meals but not in spending more time doing it,” according to Inside America’s Kitchen, an audit on kitchen trends conducted by The NPD Group. “The healthy eating trend is one of the driving forces for the housewares industry,” says Joe Derochowski of The NPD Group. “Today’s consumers are interested in high-protein, low-carb foods, home-made meals and eating fresh foods.”

The kitchen appliance market category grew 7% in 2017 and non-electric housewares categories such as cookware, cutlery and gadgets grew 2%. “Our industry is doing well because we’re eating healthier and entertaining at home more,” he adds.

Food industry experts anticipate 2018 will focus on health and nutrition, specifically plants and vegetables. Restaurant consultant Baum + Whiteman reports about 83% of U.S. consumers are adding plant-based foods to their diets to improve health and nutrition, while 62% do so for weight management.

The NPD Group reports over the past decade consumers under the age of 40 have increased their fresh vegetable intake by 52%, while those over age 60 have decreased fresh vegetable consumption by 30%.

According to the National Restaurant Association, vegetable carbohydrate substitutes such as cauliflower rice and zucchini spaghetti are among the top 10 trends forecast for this year.

Multi-cookers are a popular category for consumers interested in healthy cooking and convenience at the same time. Sales of multi-cookers as of the 12 months ending November 2017 increased 79% to more than \$300 million, reports The NPD Group. “Multi-cookers are hitting all of the hot buttons for today’s consumers speed and convenience in healthy at-home meal-prep, multi-functionality and ease of use,” explained Derochowski.

According to NPD’s Inside America’s Kitchen study, 82% of eating occasions are sourced from home, which translates into a renewed interest in cooking and home-prepared meals but without extra effort and time invested in it.

“In 2018, Mintel foresees opportunities for manufacturers and retailers to help consumers regain trust in food and drink and to relieve stress through balanced diets as well as memorable eating and drinking experiences,” says Jenny Zegler, global food and drink analyst at market intelligence agency Mintel.

According to the Mintel global food and drink trends report for 2018, the frantic pace of modern life, constant connectivity, pervasive distrust and contentious tones in politics and the media have caused many consumers to look for ways to escape negativity in their lives. More people are focusing on ‘self-care’ or prioritizing time and efforts dedicated to themselves. They will be looking for ingredients, products and combinations of food and drink that provide nutrition, physical or emotional benefits.

The market intelligence company Transparency Market Research recently reported the reusable water bottle market, which had a valuation of \$7.04 billion in 2015, is predicted to rise to \$10.19 billion by 2024.

## Sales slump at full-service restaurants

Sales at fast food chains such as McDonald’s now account for 52% of Canada’s \$52 billion foodservice market and have grown at a rate of 3% this year, according to NPD. Sales at full service restaurants, by comparison, have declined 2% over the past year and now account for about 40% of the market overall.

The fastest growing meal segment in Canada today is ready-prepared meals at grocers and other retailers. It now comprises 8% of the market and is growing at a rate of 20% a year.

Since 2008, the full-service restaurant business has been declining steadily.

## Most purchases still done in the store

The death of bricks and mortar retail stores may be greatly exaggerated, according to results of a new study by Microsoft, the Retail Council of Canada and research tool WisePlum.

Diane J. Brisebois, President of the Retail Council of Canada, says she was not surprised that 90% of retail activity in Canada is still in-store.

The survey of 5,000 Canadian consumers found that bricks-and-mortar stores capture most of the retail sales in every major vertical. The report, *From Omni-Channel to Frictionless Retail: Insights on Today’s Consumer With Advice and Tips for Retailers* found that for discount, grocery and department stores, more than 90% of sales occur in store.

The study showed that consumers like the physical retail store experience because it offers instant gratification with the ability to browse, compare prices, read flyers, touch product, and purchase.

“What I did find fascinating is that while online shopping is still new compared to traditional bricks and mortar, it has not taken very much time for consumers to expect the same kind of experience online as in-store,” says Brisebois. “In the study, consumers who were surveyed were very honest about what irritated them both in-store and online.”

She adds “the customer is expecting a friction-less experience regardless of where they shop. Consumers want a quick and convenient experience – no matter what channel they use.”

The study found that online shopping is gaining ground, particularly with younger shoppers. Physical stores need to offer entertaining, exciting and engaging experiences that differentiate them from an online-only competitor.

“The study really supported what we call total retail which means it’s not good enough to just be online. Retailers are not good enough to just be a bricks and mortar retailer. You have to be a total retailer which means you need to be where the customer is,” says Brisebois.



## Retail sales see jump in Canada in 2017

According to the latest Statistics Canada unadjusted data, total year-to-date Canadian retail sales were up 7.0% by November 2017. That puts the country on track to come in at a 20 year high.

The only dark spot in this sector is supermarkets and other grocery stores, where retail sales are up a scant 1.0% year-to-date thus far in 2017. The one bright spot is the small specialty food stores segment, with sales up 8.0%.

The Store Merchandise sector continues to post high retail sales growth levels. After 11 months of 2017, year-to-date sales are running 7.0% ahead compared to 2016. Retail sales are also up 7.6% year-over-year for the three months ending November 2017.

Building material & garden equipment dealers and electronics & appliance stores led the way, with double digit year-to-date retail sales growth of 13.0% and 12.5% respectively.

All retail store types in this sector posed positive sales increases.

Overall, e-commerce represents about 2.6% of Canadian retail sales for the 12 months ending November 2017, including both pure play operators as well as the online operations of brick & mortar stores. Canadian consumers also buy online from foreign websites and that is captured in these numbers.

## IHA celebrates 80th anniversary in 2018

The International Housewares Association celebrates its 80th anniversary this year, and its growth since 1938 has mirrored that of the industry.

Incorporated on May 17, 1938, the association as it is known today was first known as the House Furnishing Manufacturers Association of America (HFMAA) and held its first housewares trade show in 1939 at the Palmer House. In 1940, HFMAA changed its name to the Housewares Manufacturers Association (HMA) after merging with a rival show organizer, the National House Furnishings Manufacturers Association.

Six years later, HMA merged with the New York Housewares Manufacturers Association to create the National Housewares Manufacturers Association (NHMA) and operate the industry's primary Housewares Show in 1947.

The NHMA moniker served as the association's name until 2000, when its board of directors, recognizing the global nature of the housewares industry, changed the corporate name to the International Housewares Association.

"Through the decades, IHA has been led by a board of directors and professional staff who are committed to the success of the global home products industry and focused on providing value to the retailer/supplier relationship," says Phil Brandl, IHA president. "We are proud to serve the industry and appreciate the continued support from members and retailers alike. We look forward to many more years of being the voice of the housewares industry."

## Black & Decker settles with iRobot

iRobot has reached a confidential agreement with Black & Decker regarding a patent infringement suit. In April, the company took legal action against five floor care suppliers, claiming that each of the companies had used its patented technology without permission.

As part of the agreement, Black & Decker agreed to discontinue sales of all home robotic vacuums for a certain period of time after selling through its existing inventory. The remaining terms of the settlement are confidential.

iRobot has removed Black & Decker from the pending U.S. International Trade Commission investigation and the United States District Court of Massachusetts case. The actions involving Bissell Homecare, Obsweep USA, Hoover, Shenzhen ZhiYi Technology, Matsutec Enterprises and Shenzhen Silver Star Intelligent Technology will proceed.

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## GC Buying Group kicks off new year

GC Buying Group focused on education and new strategic partnerships as they kicked off the year in January. The group's 15th annual Start The Year member event was dotted with presentations by both store owners and vendors to help educate attendees about best practices, top-selling items and new technology that can benefit the independent housewares channel.

At the event, special guest speaker Christopher Kimball, formerly of "America's Test Kitchen" and now of Milk Street, spoke to GC stores about his new venture that combines cooking school innovation with a carefully curated assortment of products. An added feature of Milk Street is a social media option for independent retailers.

"Both store and vendor members expressed great pleasure with this year's special event. Everyone commented on the overwhelming, prevailing energy in the store meeting and vendor showcase," says Janis Johnson, president and founder, GC Buying Group.

For more information on GC Buying Group, contact Karen Chandler at [karen@gourmetcatalog.com](mailto:karen@gourmetcatalog.com)



## Record numbers at Las Vegas Market

The January 2018 Las Vegas Market attracted a record number of both buyers and suppliers, who reported extensive order writing and extraordinary levels of energy and enthusiasm. The Market's 4,300+ resources, which included a significant influx of new, first-time and expanding exhibitors, fueled 13% gains in overall buyer attendance, with vendors

reporting commensurate increases in order-writing activity.

Specifically, the already-robust furniture segment experienced the strongest Market-to-Market gains, with attendance growth of 17%; the gift category registered attendance increases of 12%; attendance by home décor buyers grew by 9%; and attendance by interior designers, architect and contract/hospitality buyers increased by 9%.

A notable high point of the Winter Market was the appearance of internationally-renowned architect and Pritzker Prize recipient Frank Gehry, who was awarded the 2018 Design Icon honor in front of an audience of more than 600, including a large number of architects and architectural program students. In addition, Gehry spoke at an invitation-only VIP reception at The Ruvo Center for Brain Health, an event described by many attendees as a "once in a lifetime" experience.

The Las Vegas Winter 2018 Market also celebrated winners of the 13th Housewares Design Awards during a two-hour awards gala. From 55 finalists, 11 were named "Best in Category" winners and three were awarded "Best of the Best" distinctions.

"Las Vegas Market has experienced steady increases in gourmet industry buyers and suppliers, and hosting the Housewares Design Awards in an extension of our growth in this important industry category," says Dorothy Belshaw, Chief Marketing Officer, International Market Centers. "As the leading furniture, home decor and gift destination in the western United States, we're proud to recognize companies demonstrating superior product innovation and design creativity."

The 11 Best in Category winners included Braun, Botto Design, Blueair, Bradshaw International, Emile Henry, iRobot, JURA, OXO International, Philips Lighting, Pretika Corporation, Wüsthof and Zoku.

In addition to these awards, iRobot received the inaugural "SMART" Award for its Roomba 690 Wi-Fi Connected Robot Vacuum. Launched last

year, the "SMART" Award spotlights products that control, automate and optimize typical product utility and function using connectivity and integrated programming.

## Tendence fair offers pre-Christmas value

Retailers will find striking new ideas for their stores in Frankfurt this summer. Tendence, an exciting international platform for the second half of the year, is set for June 30 June to July 3.

Tendence will not only present the latest winter and Christmas trends for furnishing, living and giving, it will give the high-volume, international trade an opportunity to place orders in good time for the subsequent spring and summer collections. Tendence is more than just an ordering fair. It has also become a source of expert information for the international retail trade.

Following its successful 2017 launch, Messe Frankfurt will once again bring table and decoration themes to life with customer events at the Tendence Impulse area in Hall 11.0. Retailers looking for last-minute Christmas activities can also draw inspiration online from the Tendence.

Another source of ideas is the special product show in Hall 9.0. There, the focus is on the integration of core and supplementary product lines and their presentation at the point-of-sale. It shows how to turn a shop into a concept store, which arouses the curiosity of customers and tempts them into spending more time in the shop.

Ways in which point-of-sale design can attract greater attention and convert interest into buying intentions will be shown by nine brands in the Village.

Tendence is Germany's most international order venue for the second half of the year. The wide-ranging product portfolio covers fields of the home, furnishing, decorating, gifts, jewellery, fashion accessories, tableware, kitchenware, home textiles and outdoor living.

For more details, visit [www.messe-frankfurt.com](http://www.messe-frankfurt.com).



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## Vendors In The News



Retailers – including Sigrid Wolm of Kitchen To Table, shown left with Mitch Soeffer of Lampe Berger – enjoyed refreshments at the January grand opening of the Dixon Road Showroom.



### Lampe Berger opens new Toronto showroom

In an effort to develop a stronger relationship with Ontario retailers, Lampe Berger has opened a permanent showroom and office near the Toronto Airport on Dixon Road. The 1200-square-foot space allows retailers to see the entire collection and be inspired by the merchandising and furniture. Lampe Berger welcomed visitors to the showroom with daily refreshments during the January Gift Fair. The company will launch a worldwide rebranding beginning in April to kick off their 120th anniversary celebrations.

### Lifetime merges with Filament Brands

Lifetime Brands and Filament Brands have reached an agreement whereby the former will acquire the latter in a deal that brings together two major housewares suppliers. The transaction is valued at \$313 million and is expected to close in the first half of 2018. Lifetime will continue to be headquartered in Garden City, NY, and the company will maintain a significant presence in Seattle.

Filament CEO Rob Kay will become CEO of Lifetime. Jeffrey Siegel, current chairman and CEO of Lifetime, will hold the title of executive chairman.

The combined brands in the corporate stable now include Farberware, KitchenAid, Mikasa, Rabbit, Taylor and Chef'n.

### Keurig joins forces with Dr. Pepper

Keurig Green Mountain and Dr Pepper Snapple Group are merging to create what company officials are calling a new beverage company that will have a vast portfolio of brands in the hot and cold beverage segments.

Under the terms of the agreement, which has been unanimously approved by the Dr Pepper Snapple board of directors, Dr Pepper Snapple shareholders will receive \$103.75 per share in a special cash dividend and retain 13% of the combined company.

The new company will be known as Keurig Dr Pepper (KDP) and have combined revenues of \$11 billion.

### Fiesta launches new Mulberry shade

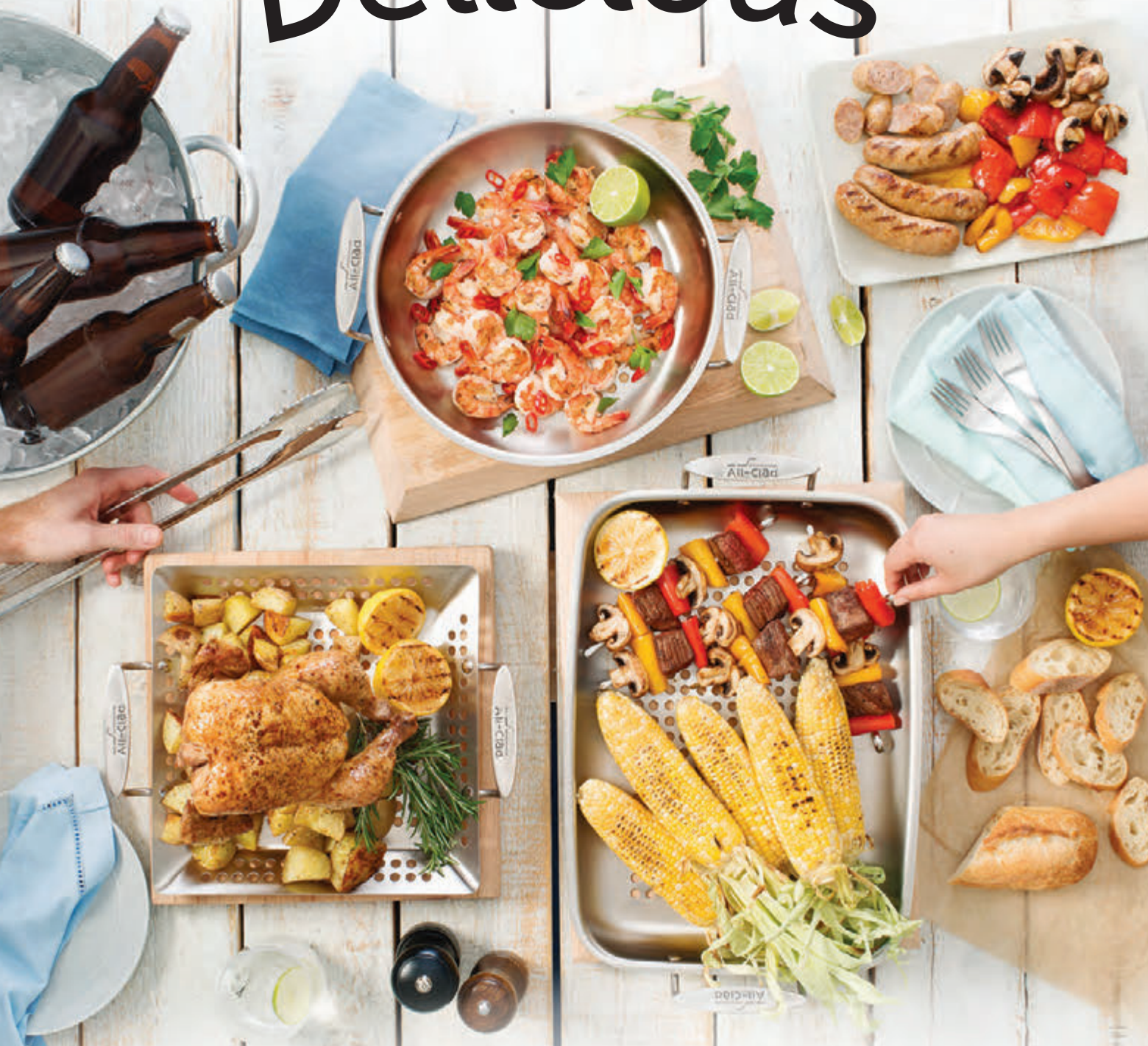


Homer Laughlin has unveiled its Fiesta Dinnerware brand's 50th color since its introduction in 1936, at the Atlanta International Gift & Home Furnishings Market. Fiesta's 2018 color is Mulberry, a rich, jewel-tone shade of purple with a red cast.

Standard dinnerware pieces will be available in Mulberry, including three, four and five piece sets, three piece bistro place settings and a variety of plates, platters, bowls, mugs, signature dish pitcher and serving pieces. Suggested retail price for the four and five piece place settings is \$32.99 and \$56 respectively.

With the addition of Mulberry, Tangerine and Claret are retiring. Tangerine was in production since 2003. Claret was in production since 2016.

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# Marketing in a #WeToo Generation

By Candace Sutcliffe, President,  
CA Paradis/The Chef's Paradise, Ottawa



There has been no shortage of news stories about one sexual scandal after another, creating shock waves across Hollywood, politics and the business world. A #MeToo campaign is leading the way for deeper conversations on gender equality and equal pay in the workplace. While the #MeToo campaign seems to be mobilizing a movement of empowered women, the real cultural shift will be in how we communicate and accept one another as a whole. Regardless of age, gender, sexual orientation, region of the world, everyone has a story of inequality.

Marketers are quickly picking up on the sensitivities in targeting specific demographics; we don't want to leave anyone behind. As we become a more inclusive society, brands will need to broaden their connections to a much more focused group than simply just men and/or women.

Wealth lies with urban, edgy, fashion-forward millennials. They are the benefactors of better career options, generational inheritances and low interest rates. The group is significant to the next era of housewares buyers; however, their androgynous lifestyle make it much more challenging to identify and break the loyalty code.

Having also been raised in an LGBTQ era, there is a more inclusive approach in representing individuals from all walks of life. Beyond being non-conformists to gender stereotypes, traditional advertising has also lost its effectiveness on this buying group. Raised as

"digital nomads", social networks and word of mouth advertising seem to be most effective within this demographic. They look to like-minded individuals or social groups for guidance when making all sorts of buying decisions.

The best example is the seemingly overnight popularity of the Instant Pot. Amazon sold through 500,000 units during Black Friday weekend. Aside from an investment in their website, the company hasn't spent a single cent on traditional advertising. The product has garnered attention from several major news outlets, including a recent interview with CBC's Dianne Buckner in our very own store. Instant Pot used an inclusive approach by targeting word of mouth marketing and encouraging recipe exchanges for all sorts of lifestyles, in lieu of traditional branding and marketing.

Marketing to millennial women is also a particularly complex and confusing puzzle. The #MeToo movement is increasingly becoming a mixed message of feminist values intertwined with a note of female entitlement. M2W is the world's largest annual conference on marketing to women. The takeaway highlight from last May's conference was that millennial women seem to be full of contradictions: charitable yet demanding, self absorbed yet communal, highly social but fiercely independent. What this means for marketers is that they don't instinctively trust brand messaging. They would rather engage with a brand through social media, blog posts, or community groups. They don't

want to be told what to do and therefore brands that engage directly with this demographic by creating meaningful or humorous interaction (yes, we women do have a sense of humour) will have much greater success at retaining their attention and loyalty.

Our industry has always predominantly valued traditional roles in the home. As women are progressively accepting more challenging careers, the need to represent and target a male audience in the home has shifted in the past 10 years; however, the efforts to market housewares to men has largely been represented in the form of the hipster tattooed chef or overwhelmed dad. Women are still represented as busy career moms who need cooking appliances or tools that will help get dinner on the table faster. The reality is, there are plenty of single fathers, gay parents, or transgender partners who also need a great kitchen assistant!

I used the hashtag #WeToo in my opening title. We are currently navigating a significant cultural shift in how we speak, represent and integrate multiple minority groups into mainstream society and as we look to become a more equal society, the conversations on how we relate and identify to our customer base should include the word "we" as opposed to "me". While sensitivity training and marketing might seem like common sense, the more openly we can talk about and welcome new groups, the more engaging our brick and mortar store will be long term. 🍷

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*smoked duck breast, fig and watercress pizza*



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**RESTING** 2 hours

**COOKING** 12 minutes per pizza

**MAKES** 4 small thin-crust pizzas

#### *Basic Pizza Dough for 4*

**2 1/4 cups (340 g) unbleached all-purpose flour**

**4 tsp sugar**

**1 tsp instant dry yeast**

**1 tsp salt**

**1 cup (250 ml) warm water**

#### *Caramelized Onions*

**4 onions, chopped**

**1/4 cup (60 ml) olive oil**

#### *Pizza*

**2 tbsp (30 ml) olive oil**

**1 cup (250 ml) grated Gruyère cheese**

**6 cups (1.5 litres) lightly packed watercress**

**12 slices smoked duck breast, each cut into 3 pieces**

**6 fresh figs, cut into thin wedges**

**Olive oil, for brushing**

**Salt and pepper**

#### *Basic Pizza Dough for 4*

**1** In a large bowl using a wooden spoon, or in a stand mixer fitted with the dough hook, combine the flour, sugar, yeast and salt. Add the water and stir until a soft ball forms. Knead for 5 minutes on a lightly floured surface or in the stand mixer until smooth.

**2** Shape the dough into a ball and place in a lightly oiled bowl. Cover with a damp cloth and let rest in a warm, humid place for 2 hours or until the dough has doubled in volume.

#### *Caramelized Onions*

**3** In a large saucepan, sauté the onions in the oil for about 10 minutes or until golden brown. Season with salt and pepper. Let cool.

#### *Pizza*

**4** On the rack in the middle position of the oven, place a pizza stone or an upside-down baking sheet. Preheat the oven to 450°F (230°C).

**5** Divide the dough into four pieces. On a floured work surface, stretch or roll out a dough ball into a 9-inch (23 cm) disc. Sprinkle a little cornmeal on the hot pizza stone or place the dough on parchment paper.

**6** With a brush, baste the dough edges with oil. Spread a quarter of the caramelized onions over the entire surface and sprinkle with 1/4 of the cheese. Bake one pizza at a time for about 12 minutes or until the crust is golden brown. Remove the pizza from the oven and top with watercress, duck and figs. Generously season with pepper and drizzle lightly with olive oil. Repeat with the remaining ingredients.



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# Thyme well spent

With a lot of tenacity – and a little help from her friend – Lorraine Gray was able to indulge her love of cooking by opening her own kitchen store

By Haley O'Halloran

Not every kitchen shop owner has a passion for food, a knack for business, *and* an eye for design. But Lorraine Gray, the owner of Thyme To Cook in Guelph, Ontario, is not your typical kitchen store owner.

Born in Ottawa in 1959 and raised in London, Lorraine has lived in Ontario her entire life. Growing up as the youngest of seven kids, she developed a love for cooking as a child. She has always been fascinated by cookbooks and enjoyed helping her father, the main cook in her house, with his culinary endeavours. But she also got a taste for retailing at a very young age.

"When I was really little, I remember my uncle buying me a little cardboard store with a cash register, and I was fascinated by it. I loved playing store," Lorraine reminisces.

Fast forward to Lorraine's high school graduation, and then marriage at age 20 to her husband, Dave, who works in the automotive industry. They ended up settling in Guelph, where they raised two sons and a daughter. During the early married years, Lorraine took

courses in interior design at Fanshawe College in London. And once all three kids were in school, she worked part-time, including a brief stint one Christmas at Gizmos, (a local kitchen store that is now gone). It was there that she stumbled upon her true calling.

As Lorraine explains, "I quickly learned how much I knew about cooking and realized that there was a way for me to use my knowledge and earn a living from it."

In 2006, with her typical determination, Lorraine made up her mind to open her own store. She solicited the help of her good friend Gail Paterson, who is currently the store's manager, and started scouting locations.

"I've known Lorraine for over 20 years and I've learned that when she decides she wants something, she goes after it fully," Gail says with a laugh. "That's how it was with the store. We had both worked for franchised chain stores and were excited to do exactly what we wanted with Thyme to Cook."

After selecting the south end of Guelph for its demographics, Lorraine started looking for a good site near a supermarket. The availability of groceries was important since she knew she definitely wanted to offer cooking classes.

"The leasing company helped me find the perfect location," she says. "It was a recently vacated 1,425-square-foot space that was next to a grocery store. It was meant to be."

Before opening, she wisely sought the advice of more experienced retailers.



Owner Lorraine Gray found the ideal location in a plaza next to a supermarket.



"There was a great kitchen store called Kitchen Impression in Waterdown, which is now gone. The owner took me under his wing and mentored me," Lorraine explains. "He told me which suppliers to use, which reps were best, and how to set up the store. It was refreshing that he chose to help me and didn't see me as a competitor, like so many people do." (She now tries to help others in order to pay it forward.)

After securing the ideal location, Lorraine hired a retail designer. Although she didn't agree with all of her choices



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## Retail Profile: **Thyme To Cook**



Above: The full service kitchen where cooking classes have been held regularly since the store opened in 2006.  
Right: The 'Smoothie' display greets customers as they enter.



initially, she is ultimately happy she used a professional at the beginning.

Lorraine ended up changing much of the original design but, throughout the process, began to understand the value of providing a warm and inviting first impression. When people enter Thyme To Cook for the first time, they feel at home, and they can easily navigate the store, which is broken down into clearly defined product areas. The front is flanked by pale green slat walls set off by warm hardwood flooring. Cooking classes are held at the back of the store, which features a granite kitchen island surrounded by red brick walls.

Of course, she has tweaked the original look of the store over the years as she continually takes into consideration her customers' changing tastes. Ultimately, it's the customer who dictates what goes on the shelves. "My clientele are people who understand cooking and are looking for quality," she says.

Lorraine loves creating new windows and changing the product displays regularly, which is where her interior design background really shines through. Everyone tells her she has a great eye. She can pull something from nothing and make it look enticing but always starts with a basic theme idea. "For example, in January, everyone wants to

get healthy, so I will create a smoothie table," she says.

From the very start, Thyme To Cook has run smoothly with few challenges. Lorraine focuses on what she does best and doesn't worry about her competitors. And what she does best is offer exceptional customer service.

"I know that in terms of service, we try hard to keep customers happy," she says. "We'll special order items for them, advise and guide people, help them with recipes, and even offer gift wrapping."

Although she hired teenage students in the beginning, today her two part-timers are women with retail experience and a love of cooking who know how to use the products they sell.

Gail also attributes their success to the fact that they are a small independent store in a small community. "We have outlived the big box stores because we have a core group of loyal customers who really want to see us succeed and we're always attracting new ones."

Lorraine does all of the buying for the store, and she is proud of the close relationship she has with her 20 or so suppliers. She and Gail attend the Toronto Gift Show twice a year with a running list of must-have items. Once they have been secured, Lorraine will search for

new products that will keep the store interesting, fresh, and vibrant.

"Lorraine has an incredibly good instinct", says Gail. "She is never wrong about a product. I can get caught up in the moment but Lorraine always thinks things through and knows what will work. She's a smart and confident buyer - and we have both learned not to jump on every fad that comes along."

Today, social media also plays a role in the business. Lorraine's daughter looks after her website, which is the main way Lorraine promotes the store. The website is also a great way to promote her cooking classes, which have been an integral part of her success and have helped build a loyal following for the store.

"I am really excited about the classes we offer. We have so many popular local chefs who come back time and again, but they always offer something new and interesting," she says.

Cooking classes have always been part of Lorraine's dream, especially considering her early love for the culinary arts. She designed the store's entire kitchen herself and is an avowed foodie. She and her husband eat out regularly. Whenever they discover a great new restaurant, she will try to find out more about the chef. In fact, it was at Okto-

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## Retail Profile: Thyme To Cook

berfest in 2006 that she ran into a family friend who was a chef and he was a huge help getting the cooking classes off the ground. (The store offers a discount for anyone buying products after class.)

Working with an array of phenomenal chefs, Lorraine creates the class themes herself. "I want to keep the themes fresh and I will pair chefs accordingly. For example, we recently had an entire class dedicated to sheet pan dinners. I explain my meal concept to the chefs and they will create the perfect recipes."

The classes, held from September to November and from January to the end of May, always sell out. They also do private classes where people can book the entire kitchen space for a party.

Emil Rocha, Ontario sales manager for Le Creuset, says Lorraine believes in giving every customer a true experience that will bring them back again. "Her cooking classes are the best in town and she only uses top chefs in town to make sure every class is memorable."

One question everyone asks today is how can the owner of a bricks and mortar store like Thyme To Cook survive in a digital world? Lorraine answers, "I'm of an age where I still like to see and feel products before I buy. I will order books online but for most everything else, I want to go to a store."

She admits she did feel some impact from online shopping initially, but it has started to abate. Other challenges continue – high rents, hydro costs, rising prices – but it's all part of retail today.

On the bright side, Lorraine knows



Lorraine and Gail Paterson have been friends for 20 years and make a great team.



that as far as jobs go, she is very lucky, primarily because of Gail. "I feel very flexible and free because of who I have working for me," she says. "I feel I have the perfect work/life balance because I have a manager I can depend on. I love being in the store, but I also get to enjoy my cottage in the summer."

When Lorraine first opened the store, she advertised on the radio in order to get the word out. She's also tried advertising in local newspapers but what works best for this traditional retailer is the old-fashioned 'sign on the road'.

"It draws people in every time," she says. "I use the sign four times a year. It's great as a way to promote our gift baskets during the holidays, and other events like the Le Creuset sale."

Creating these unique baskets is one of Lorraine's favourite parts of her job.

She rarely uses an actual basket, preferring something more functional like a wooden cutting board or a serving tray as the base, which has proven to be particularly popular at Christmas.

At 58, Lorraine is still unsure about what the future holds for the store. She really enjoys the business but says that it all depends on the state of the economy and "what the government does next to small business owners". Even so, "when people come into the store and tell me how much they love it, it makes it all worthwhile," she says.

A traditionalist at heart, Lorraine still uses a simple cash register at Thyme to Cook. Although this means she has to do her yearly inventory by hand, it works – probably reminding her of the childhood where her retail dreams first started to take shape. 🐾

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# Retail artistry

*Home Style* honours Terry Raven, owner of Pots & Paraphernalia in Duncan, B.C., with Canada's 2018 Global Innovator Award

**T**hirty-six years ago, Terry Raven, owner of Pots & Paraphernalia, went after her dream and opened a retail store in the small town of Duncan, B.C. She now has a job she truly loves, working in a beautiful environment, surrounded by beautiful products and wonderful staff.

A trained artist, she has a unique un-

derstanding of composition and merchandising techniques, regularly creating breathtaking displays. And it's just one of the many reasons she has been selected as the recipient of the 2018 Global Innovator Awards for outstanding housewares merchandising.

Originally featured in our July 2017 issue, Pots & Paraphernalia is housed in

a stunning heritage building with soaring 40-foot ceilings and a grand sweeping staircase. Terry's passion and ability to make the most of this exceptional environment through her keen sense of space and light has kept her loyal customers captivated and her staff inspired for four decades.

"My mission is simply to service my





With an artistic background and unique understanding of merchandising techniques, Terry Raven regularly creates award-winning product displays.

community as I have for the past 36 years," she says. "My vision is to create a beautiful environment that sparks creativity for my customers. And my strategy is to provide, beautiful, functional, high quality items combined with excellent customer service."

The original 600-square-foot store opened in 1981 but over the years, they expanded to 1,800 square feet. After 25 years, her customers demanded more so Terry purchased a 5,000-square-foot heritage building in the downtown core. She says it was the best move she could have made.

"We are located in a beautiful brick heritage building that had become derelict over the years so a great deal of renovation was required" she explains. "But it was worth it."

The 40-foot ceilings have huge wooden timbers, skylights and a mezzanine floor for an overall feeling that is very airy and spacious. There are three huge chandeliers suspended from the high ceilings and a huge, wide curved staircase that leads upstairs right at the front entrance so customers are tempted to explore the upper area. Central to the design is a large double sided counter clad with copper which lets all staff keep an eye on what is going on.

Categories are very clearly delineated so



that customers know precisely where they are and what they are looking at.

“Merchandising is the reason my business is a success” says Terry. “With my art background the product displays are my ‘paintings’. We have always used our merchandise presentations to tell a story. That story might be shabby chic, or cooking pasta, or serving dinner on a beautiful table. We re-merchandise the entire store about every six weeks.”

Lighting is also extremely important to Terry. It must be plentiful, soft and not discolour the merchandise. She always plays background music so cus-

tomers are comfortable when shopping.

In addition to promoting the store with ads in upscale magazines on Vancouver Island, Terry has also recently started doing TV commercials twice a year, and it’s been quite successful.

They also participate in the Summer Festival Sale in the City of Duncan every July. It helps to clear out dead stock before the new fall inventory is purchased.

All staff at Pots & Paraphernalia are trained to talk to every customer at least once before they leave the store. “We try to be informative and we know our products inside and out,” says Terry.

“We give the customer a ‘reason’ to purchase an item but also give them the freedom to make their own choice without pressure.”

While it’s the breathtaking merchandising that draws the customer in the first places, it’s the relaxed shopping atmosphere at the store that keeps them coming back for more. Everything they sell is functional and serves a purpose beautifully.

“It has been a wonderful and successful 36 years,” says Terry. “My staff are wonderful people – hard workers who share my vision. After so long in our small town, I know most of my customers, their children and even some of their children’s children.”

She adds “I work in a happy environment and spend every day in a beautiful building surrounded by the most beautiful products from all over the world. My customers tell me ‘I LOVE this store’ at least 10 times a day.”

It’s clear she’s still motivated – even after all these years. That’s because, as Terry explains: “When you love what you do, you always look forward to going to work.”

*Terry and her team will now travel to the International Home + Housewares Show in Chicago on March 10th where she will be honoured with all other national winners. Additional information is available online at [www.housewares.org/show/gia-retail](http://www.housewares.org/show/gia-retail).*





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COMBÆKK HOMEWARE

# Mix·Chop·Blend

*What's new in motor-driven countertop appliances*

## Steady, consistent sales drive this category

Dave Adamchick, Account Manager, Home  
The NPD Group

Motor driven appliances are staples in a well-supplied kitchen, and have been a growth area in recent years for the small appliance industry. From the juicer trend a few years ago, to the growth of higher end blenders, to more consistent categories like stand mixers, hand mixers, hand blenders, and food processors, the motor driven segment has been always been dynamic.

These motor driven categories comprise a little more than a quarter of the kitchen appliance total industry, and grew 4% in dollars for 2017 vs. the year prior. All the categories grew with the exception of juicers. Units grew faster, up 5% with double digit unit growth in Stand mixers and Single Serve Blenders.

Single serve blending has been growing, following the rapid growth we saw over the last few years in full size countertop blenders. It follows the broader consumer trends of convenience, speed and health benefits driving many of the growth categories recently. Unit volume in single serve blending grew +16% YoY.

Another smaller but fast growing product group is electric spiralizers, driven by health trends including keto/low carb diets. With several models new to the market this year, there is lots of growth here, and I anticipate this to continue.

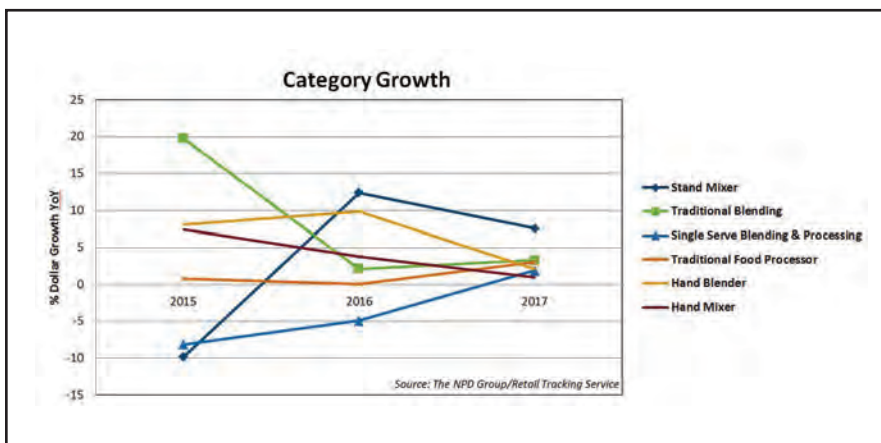
Choppers are another category showing rapid growth – these include compact appliances in which their sole function is chopping, pureeing, mincing and/or dicing small quantities of ingredients and typically have a capacity under 4 cups. This segment has grown 20% in 2017 for both units and dollars, so the growth is organic, not driven by price shifts.

Stepping back, a broader trend seems to be at work; in Single Serve blending, Choppers, and even in Stand Mixers, where smaller bowl models are growing unit volume fastest. The success is seemingly driven by smaller devices – they're easier to store, and take up less countertop space in more compact cooking spaces.

Canada's 2016 census found that nearly a third (28.2%) of households were comprised of people living alone – growth of nearly 26% from 2001. It stands to reason that making devices that partially cater to this growing demographic is a path to success in the industry.



Only Cuisine recently added two new models of hand blenders to their appliance collection. Each high quality blender comes with a powerful 300W motor. Each features a two-touch speed switch, with a durable stainless steel blade, which detaches for easy cleaning after use. The blender is ideal for making smoothies, soups or baby food. It has a contemporary style in stainless steel with black accents.

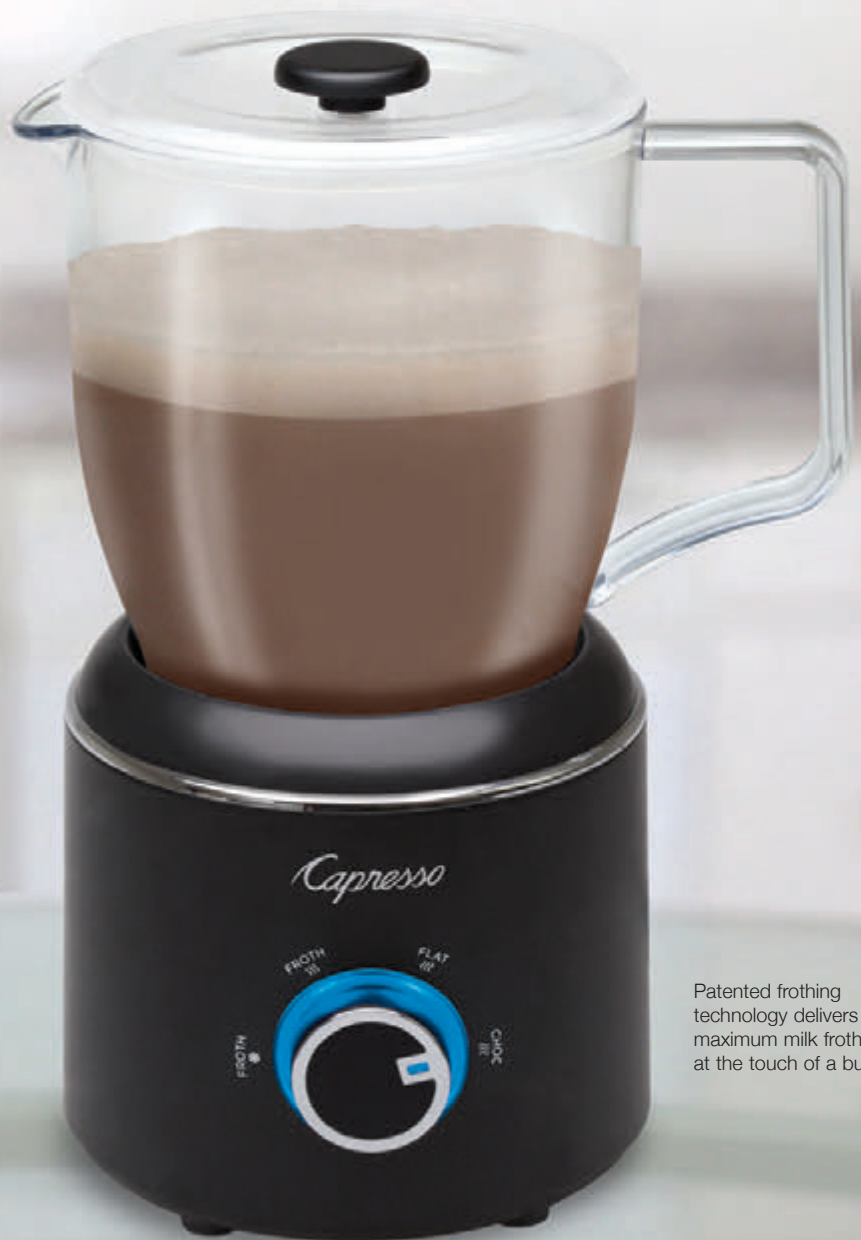


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# Mix·Chop·Blend



The **Hamilton Beach** Stack & Snap food processor, above, can chop, puree, slice, shred and knead dough with ease. There's no twist locking required for assembly – just stack the bowl onto the base and snap on the lid. The five attachments, including a built-in bowl scraper to save prep time and effort, and convenient cord storage to keep things tidy. It offers two speeds plus pulse and five attachments. The large feed chute can fit an entire block of cheese. The case included for attachments can be stored multiple ways.

New this spring, the Hamilton Beach Stand Mixer, below, comes in three finishes (stainless, blue or red) and features a powerful 300-watt motor that can handle the thickest of ingredients. User never have to scrape the bowl or hand-mix at the end since the planetary mixing action rotates the beaters around the entire bowl, for even and complete mixing. Seven speeds can go from a slow stir to a fast mix, with exact control at each one. A helpful guide at the mixer's top lets users know which speed to use for various mixing methods. Nonslip feet keep the mixer still while in use, and the splatter shield guards against messy drips, drops and spills. Attachments include a flat beater, dough hook and whisk. All attachments, as well as the stainless steel 4-quart mixing bowl, are dishwasher safe for fast cleanup.



The Hamilton Beach SmartChop Chopper, above, helps speed up food prep by handling the chopping, mincing and mixing. The patented SmartChop attachment releases ingredients down into the bowl when they reach the ideal size, making it next to impossible to overprocess foods. There's no twisting or locking to set up this chopper; simply stack the bowl in the base, then insert SmartChop attachment, adapter and blade before placing the lid on the bowl. Users can also remove the SmartChop attachment altogether for a finer cut. Press the lid to chop, and release when you have the desired consistency. All pieces are dishwasher-safe. It has a large 3-cup capacity.



Ideal for customers looking to make a design statement in the kitchen, the Swan Retro collection of large and small appliances now includes beautiful new kitchen accessories and cookware. Available from **Salton**, it has a vintage charm that nods to the 1950s. Designed in the U.K. for both modern and traditional tastes, the collection is available in nine exciting colours including sky blue, delicate green, rich red, traditional cream and contemporary black. For added impact, consumers can opt for appliances and cookware in the same colour or mix complementary colours such as blue and cream for a more subtle effect. The collection was created with the Specialty Gourmet and Department Store in mind. The Swan Retro Series is the only collection of appliances with a full assortment of matching cookware.





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# Mix·Chop·Blend



Perfect for both bar drinks and kitchen tasks, the **Cuisinart** Food and Beverage Blender is the classic 'Made in America' blender that's suitable for any task. It mixes daiquiris and other delicious bar drinks, and also handles heavy-duty kitchen blending jobs with ease. It has a powerful 750-peak watt motor and ultra-sharp stainless blades that quickly and easily crush ice and turn fruits and veggies into juices and smoothies. Designed for simple operation, it offers two speeds controlled by a one-touch toggle switch. When blending's done, the machine is a snap to clean – the sturdy zinc base wipes clean and the removable parts are all dishwasher safe.

This new Baby Food set from Bamix, shown below, includes a deluxe stand mixer, multi-purpose whisk and beater blades, baby food recipe booklet, baby food container, bench stand and storage container. Available from **Browne**, it's an ideal gift for young families. It has an attractive modern design and can handle much more than just baby food. It features a convenient 220ml baby glass food container and 400ml mixing beaker, a 200-watt/120V heavy-duty AC motor and double insulation. Made in Switzerland, it has a twin switch for two speed settings: 12,000 rpm or 17,000 rpm.



This hand blender by **RICARDO** has a variable speed that is easily controlled by trigger. With a powerful 300-watt motor, it also features an LED speed indicator and ultra sharp blades for mixing, liquifying or pureeing at just the right consistency. The 8-inch stainless steel blending arm can be used directly in a pot, bowl or the blending beaker. There is also a 2.5-cup chopper attachment that is ideal for vegetables, fruits, nuts and fresh herbs. It features a brushed stainless exterior and ergonomic handle design with rubberized finish for optimal grip and comfort. It comes complete with recipes by RICARDO.



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# Stovetop Style

*The latest in stovetop cookware and fry pans*



Made in Holland, Combekk enameled cast iron products are constructed entirely from recycled materials with a tough and functional design. The special forge and the right mix of materials combine to provide perfect heat distribution. Available from **Browne**, Combekk pans have an even, enameled layer, for easy cooking and simple and hygienic cleaning. Suitable for all heat sources, they are always at the right temperature, thanks to its distinctive built-in precision thermometer. They are energy efficient because they retain their heat for a long time. It's the only dutch oven still made in Holland. Available with and without thermometers, in concrete, green and black colours and 24cm/4L or 28cm/6L sizes.



This premium Metal Expressions 9-piece cookware set from **Cuisinart** is constructed with a layer of pure aluminum embedded into a gleaming, mirror-finish stainless steel. Home chefs will love the quick heat-up and even heat distribution as well as covers that fit tightly to lock in flavour and texture. Cast gold stainless handles are professionally riveted and contoured for a secure grip which adds exceptional style to any kitchen. The set is designed to cook on any stovetop, induction ready, and oven-safe to 500°F(260°C) The glass lids are safe to 350°F (176°C).



**Salton** has launched a range of non-stick cookware as part of the Swan Retro series. Offered in nine colours, the line includes a 2-piece set, above. Both pans have a stay-cool Bakelite handle and sturdy, heat-resistant 3mm thick aluminum exterior. The pans require only a simple hand wash to clean. Swan's Retro 3-piece saucepan set, below, also features an ivory ceramic non-stick inner coating. Each is constructed from 3mm thick pressed aluminum with glass lids and a stylish embossed handle.





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# Stovetop Style



The new 3.3-litre stainless steel Risotto Pot from **Le Creuset**, above, is also ideal for simmering sauces and soups. The rounded bottom keeps ingredients moving and the flared sides facilitate easy whisking and stirring for precise heating.

The new Fleur collection from Le Creuset is comprised of three distinctly unique pieces: a saucepan, a cocotte and an oblong cocotte. Adorned in romance and crafted in France, the fashion-forward collection is embossed with raised flowers against a textured matte cotton finish.



Black Cube cookware and skillets from **Frieling** feature a patented textured surface that cooks like stainless steel but clean up as easily as non-stick. The line is scratch-resistant and features stainless steel polished rims. It's safe for use with metal utensils and can go straight into the dishwasher. It performs on all cooktops including induction. The cookware is also oven-safe.



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# Home Scents

*Fresh new fragrances and candles for the home*



Lampe Berger unveiled a new line of 100% vegan certified scented candles and room fragrances at the company's new Toronto showroom in January. Cotton Caress, left, a light, powdery fragrance is part of a new collection designed to evoke emotions. Other scents include Velvety Suede and Silk Touch. A graphic line of 10 scented candles, below left, features elegant matte packaging and lacquered glass with scents such as Ocean Breeze. There is also a practical line of scented candles designed to neutralize bad odors from pets, kitchen and bathrooms or tobacco. The beautiful new Origami Lamp, below, with blue, smoky or transparent finishes, was inspired by the art of origami. The lacquered glass bottle has a distinctive look with a modern design and sharp lines with straight mounting.



Heyland & Whittle of London have introduced a new fragrance range geared to every room in the house. The Chef's Friend collection was created to clear the air of unsavory cooking smells with lemongrass and lime. Anti Tabac is an invigorating blend of cedarwood and vanilla to eliminate tobacco smells while Fresh Linen is a cool, crisp blend of cotton flower and mimosa and Sleep Easy features lavender and camomile. Each set includes a reed diffuser, candle in a tin and room spray.



The Millefiori Milano collection of candles are designed to light up any space with colour and fragrance. The all Natural assortment features 18 refined and lively colours and fragrances. Beautifully designed, the scents include green fig, lemon grass and pompelmo.





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# That's Entertaining!

## *What's new in serveware and cocktail accessories*

The So2mellier from **Breville** lets consumers experience wine at its full potential 60 times sooner with 90% pure oxygen. One minute of oxygenation equals one hour of traditional decanting. The custom designed glass decanter infuses oxygen throughout the entire volume of wine. There is an app to provide accurate decanting time based on the wine's country, region, varietal and vintage.



New bamboo serveware from **RICARDO** is biodegradable. Made of pure bamboo that is dishwasher-safe, the collection includes bowl sets with serving tray, serving pieces, plates and salad bowls. Not recommended for the microwave.



The Balsam portable seasoning set from **Peugeot**, above, features clear borosilicate glass bottles with specially designed stainless steel pourers, plus a stainless steel tray, all with beautiful black accents.

Also new from Peugeot is the Souverain double lever corkscrew. With its patented system, the arms stay in place while the worm twists through the cork, making it easy to hold the bottle.



Artland lets consumers channel their inner mixologist with this collection of borosilicate glass decanters. Each is shaped like a chemistry flask with cork stopper and measuring grid on the bottle.

Packaged in a unique wood crate. Available in Rum, Vodka or Gin from **Danescos**. Below, the Mixology wood crate tray and caddy makes a wonderful presentation when serving drinks.



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# That's Entertaining!



**Product Specialties** has launched the Agave Tequila Decanter. The inside of the 25-ounce decanter is inspired by the Agave plant used to make Tequila. The 100% natural Portuguese cork stopper seals in freshness while the wide spout provides a smooth pour every time.



This three-piece cheese pick set from **Swissmar** adds a decorative touch to any gathering. Made of 1.5mm stainless steel in cow, goat or sheep shapes, the double fork tines hold cheese securely.



Swissmar introduces the latest 4-in-1 oyster shucking tool from Champion shucker Patrick McMurray. The multi-purpose stainless steel tool can also open bottles and cans and fasten large slotted screws. Dishwasher-safe, it's suitable for left or right-handed use.



The bamboo program from **InterContinental Mercantile** is available in four trendy colours in eco-friendly packaging. It includes biodegradable, dishwasher-safe bowls, plates, trays and servers in dark blue, papaya orange, yellow and charcoal.



The new Mixologist collection from LSA invites consumers to create their own cocktail bar from the comprehensive assortment of designs for preparing and mixing drinks. Shown left, the line includes the Utility Set (bottom shelf). This range of coloured drinkware is available in modern, mixed material designs. LSA is distributed in Canada by **David Shaw Designs**.



The Masterbrew Patio Pint is made for perfect summer days! Available from **Cuisivin**, the line is made of BPA-free, Titan plastic and holds a full sized pint with extra room for a foamy head. Flexible, dishwasher safe and shatterproof, it is the ideal glass for outdoor use. Aeration tabs at the bottom of the glass create the perfect foamy head every time.

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# International Home + Housewares Show

MARCH 10th to 13th • McCORMICK PLACE • CHICAGO

The International Home + Housewares Show in Chicago is the destination for smart, innovative housewares sourcing and the number one industry event in the world to find unique ideas and gain strategic housewares industry insight. Sold out since December, it opens at 10 a.m. on Saturday, March 10th and closes at 3 p.m. on Tuesday, March 13th.

"The high demand to be a part of our world-class marketplace continues for our IHA member suppliers," says Phil Brandl, IHA president & CEO. "We look forward to bringing the industry together at the premier global housewares industry event."

The Show will host more than 2,100 exhibitors from around the world, including 400 new companies exhibiting for the first time.

This year the Show will feature a new pre-Show event on Saturday, an expanded IHA Smart Home Pavilion and a focus on building careers in the housewares industry through an increased Experience Day program for students.

Buyers and news media will have another opportunity to view products and exhibitors before the Show opens on Saturday, with the new Trending Today Preview, featuring up to 60 exhibitors highlighting a trending merchandise category. For 2018, Trending Today will feature A Marketplace for Hydration, a key product category driven by the consumer trends of health and wellness. The Trending Today Preview is open exclusively to buyers and news media and will run concurrently with the New Exhibitor Preview from 8 to 10 a.m. in the

Grand Ballroom/Room S100, just inside the entrance of the South Building.

The Show continues its emphasis on the smart home and connected products by expanding the IHA Smart Home Pavilion to more than 25 exhibitors presenting the future of housewares, and offering increased education and networking opportunities. The Smart Talks stage will feature presentations, panel discussions, interviews with industry leaders and more during all Show days.



## Attention all Canadians

Hundreds of Canadians travel to Chicago every March for the housewares show. Be sure to attend two functions specifically designed for international visitors from the Great White North. Canada Night on Sunday, March 11 brings together retail buyers and Canadian vendors at the Intercontinental Hotel from 6 p.m. to 8 p.m. There is no cost for retailers to attend and vendors can order tickets from Maureen Hlzaka at [mhizaka@chhma.ca](mailto:mhizaka@chhma.ca)

On Monday, March 12, the International Business Council, a group of IHA members actively engaged in international business, invites all international buyers and news media to the Networking After Dark reception. It will be held from 5:30 to 7:30 p.m. in the Vista Ballroom, Room S406a.

Exhibitors and attendees can network with colleagues in the Smart Bar lounge area where Starbucks coffee will be served in the morning and craft beer in the afternoon. Tech experts Mike Wolf, founder and curator of the Smart Kitchen Summit, and Carley Knobloch, digital lifestyle expert, will be at the pavilion, located in the Hall of Global Innovation in the Lakeside Center, to answer questions and discuss the emerging technology and trends.

At noon on Sunday, March 11, Wolf will moderate a panel of tech experts and suppliers during the keynote session, "The Future Kitchen: Building Smart, New and Sustainable Business Models," in Room S100, Level 1, South Building. Several sessions in the Innovation Theater, located in E350 in the Hall of Global Innovation, will explore the growing importance of smart and connected products in the home.

IHA is helping to encourage the next generation of housewares suppliers by bringing college students to the industry's premier event with an Experience Day. Through Experience Day, the students are exposed to the housewares industry by seeing the industry marketplace and meeting executives.

The Excellence in Booth Design Award, honoring exhibitors for their booth presentation, has been incorporated into the IHA's Global Innovation Awards (*gia*) this year. The awards are based on creativity in design, merchandising and messaging, and will be divided into two categories: exhibitors with booths over 300 square feet and exhibitors with booths under 300 square

## Show Preview: Chicago

feet. Eight GIA finalists will be named, with two Global Honorees announced on Sunday, March 11.

The Discover Design Expo in the North Building will feature nearly 200 companies and brands from all Show categories, along with Design Debut, which allows 11 new-to-the-Show exhibitors whose product demonstrates high-design and innovation to come and experience the Show without having to create an entire display. A Toast to the Trends reception on Sunday from 5:30 to 6:30 p.m. will give buyers an opportunity to mingle with Discover Design exhibitors in the Grand Concourse Lobby near the 23rd Street Bistro.

Other Show highlights include the New Exhibitor Preview with 90 first-time exhibitors opening at 8 a.m. on Saturday morning before the Show opens; the Hall of Global Innovation featuring the Show's special exhibits, including Pantone ColorWatch shown right, the IHA Student Design Competition, celebrating its 25th anniversary in 2018; the Innovation Theater with 21 presentations exploring important issues including the smart home, consumer shopping preferences, branding and global marketing; and the standing-room-only educational seminars led by IHA's color expert Leatrice Eiseman and lifestyle guru Tom Mirabile. On the show floor, visitors can take advantage of a long list

of renowned celebrity chefs slated to host culinary demonstrations at the Cooking Theatre in the South Hall.

And of course, if you're a Canadian in Chicago, you won't want to miss Canada Night on Sunday, March 11 from 6 to 8 p.m. at the Intercontinental Hotel.

To register for a Show badge, visit [www.housewares.org](http://www.housewares.org). To view the en-

tire Show lineup, download the Show's mobile app, IH+HS 2018 from [m.housewares.org](http://m.housewares.org), or visit [www.housewares.org](http://www.housewares.org) and search Housewares Connect 365 to download a complete list of 2018 exhibitors as well as to view floor plans, product catalogs, new product photos and videos and complete company contact information for each exhibitor.



### Execs from Amazon, Dillards and Riedel to be honoured

Shelley Salomon, vice president Home, Pets and Toys at Amazon; Bill Dillard III, senior vice president, Dillard's; and Georg J. Riedel, owner, Riedel, will be honoured for their philanthropic endeavors by the Housewares Charity Foundation during its 21st annual gala on Monday, March 12 during the Chicago show.

Salomon will receive the Lifetime Humanitarian Award; Dillard will receive the Humanitarian of the Year Award; and Reidel will receive the Lifetime Achievement Award.

The Gala, which will be held at Navy Pier, will start with a reception at 5:30 p.m. Proceeds will benefit the Breast Cancer Research Foundation (BCRF), the HCF's legacy charity. Since the first gala in 1998, HCF has raised more than \$49 million and has been credited with donating more than \$28 million to BCRF.

Co-chairs for the 2018 event are Phil Brandl, CEO of the International Housewares Association, and Herb Landsman, senior

vice president of merchandising at TJX Companies. The 2018 theme, "Unite, Celebrate, Support," reflects the philosophy and mission of the HCF, which brings the housewares industry together to unite and promote its philanthropic image, raise funds for charities and celebrate the honorees who are selected for their humanitarian support and exceptional leadership.

The star-studded evening will also include auctions and entertainment. The Gala will begin with a cocktail reception featuring eight tasting stations hosted by James Beard Foundation chefs, including Jimmy Bannos Jr., Rick Bayless, Abraham Conlon, Gale Gand, Sarah Grueneberg, Beverly Kim & Johnny Clark, Bruce Sherman and Lee Wolen.

BCRF was founded by Evelyn H. Lauder in 1993. A champion for advancing research to eradicate breast cancer, she passed away in November 2012 in New York City.

## Show Product Preview: Chicago



The **Cosy & Trendy** line makes its North American debut at the Chicago show. This 85 year old family owned business located in Belgium has partnered with **United Sales & Marketing** to distribute their products in the U.S. and Canada. The brand offers trendy solutions for everyday life from kitchenware and tableware to home accents, bar basics, gifts and seasonal items. **Visit Booth S1441**



A new line from **Berard (Browne)** pays tribute to the nobility of olive wood. **Milenario** is a bi-material collection with Olive Wood and reinforced concrete, bringing technicality to the kitchen, above. Available in 'white chalk' or 'charcoal grey', the concrete allows great stability and performance during cooking. It's available in two sizes to meet all prepping and serving needs. The collection includes items across several categories including cutting boards, kitchen prep, (such as the mortar and pestle shown above, and storage items. **Visit Booth S3428**

This stainless steel lunch box is the latest design from **Black & Blum**. The 3-in-1 lunch box is also suitable as an oven dish or for food storages. Safe for the oven and freezer, it features an over-moulded silicone seal that is designed for longer life and easy cleaning. The silicone strap (available in three colours) provides added security. It also has a slider/divider and fork holder. **Visit Booth N8511**



A handy alternative to larger, more cumbersome veggie spiralizers, the **Cuisipro** unit is designed to fit securely in the hand when cutting. The set includes julienne and ribbon spiral cutters. The compact design also allows for easy storage. The inset blade with finger guard for safety. **Visit Booth S3428**



**Full Circle (Danesco)** will show the **Soma Water bottle** collection. Made from high quality, shatter-resistant borosilicate glass, the bottles have an easy grip silicone protective sleeve and a leak-proof bamboo cap. Lightweight and durable, it's perfectly designed to fit into any bag, purse or cup holder. **Visit Booth S2269**

**OXO (Danesco)** will introduce the **Good Grips manual food processor**. It can chop, mince, dice or puree with a simple twist. Equipped with three stainless steel blades that process food in seconds. It has a four-cup capacity with convenient measurement markings and an instruction booklet. **Visit Booth S1200**





## Show Product Preview: **Chicago**



David Shaw Designs will be showing this delightful ice cream cup and spoon set. There are eight of each included in each set. **Visit Booth S2008**



The Avocado Tool from **Microplane** is cleverly designed to cut, pit and slice avocados with ease. It has a sharp straight edge blade with an exaggerated wide curve and rounded tip to slice through the tough skin and scoop out the flesh inside. **Visit Booth S3643**



**Le Creuset** has launched a new set of three compact stoneware flower cocottes. Ideal for individual servings with a beautiful floral shape, the cocottes come in Blue Bell, Powder Pink or Cool Mint. **Visit Booth S3001**

As featured on Shark Tank, **Goverre** is a modern to-go cup for wine with a durable glass encased in a silicone sleeve. Each glass is topped with a spill-resistant, drink-thru lid and holds up to 17 ounces of wine (that's half of a bottle!) It's the perfect accessory for picnics, beach trips and the cottage. Offered in trendy contemporary colours. **Visit Booth N6760**



**Frieling** will be showing the Hot & Cold Brew Infuser, below. A micro-etched fine stainless steel filter preserves aroma and eliminates the need for paper filters. The fineness of the etched infuser is perfect for cold brews. The carafe, lid and infuser are BPA-free and dishwasher-safe. The unit can make up to eight cups. **Visit Booth S1210**



**Gourmia** is the first automatic pour-over coffeemaker that can be controlled by Google Home and Amazon Alexa. It offers precise temperature control, built-in scale and real Barista action pour over. **Visit Booth L11344**



This new high precision scale from **ODN** measures to a hundredth of an ounce or a tenth of a gram. With high precision accuracy, it weighs up to 1.65 pounds, 750g by ounces, troy ounces, pennyweights, grams, carats or grains. It's perfect for small quantities of critical ingredients or precious commodities. Easy and intuitive 4-button operation. **Visit Booth S820**

## Show Product Preview: Chicago



**Product Specialties** will be launching the first molded ice that sinks. Anchorice Spheres have a steel frame that makes it sink to the bottom of the glass and also makes infusing ice easier than ever. It will chill drinks without diluting their flavour. The large two-inch size melts much slower than traditional ice cubes.

**Visit Booth S220**



**Norpro** will be showing a range of new kitchenware in Chicago. Shown above, the silicone splatter screen with vent protects cooks and kitchens from splatters while controlling the amount of air and steam. Steam is released with just a turn of the upper layer. Made of stainless steel with LFGB silicone, it won't retain odors or lose its shape. It's heat resistant to 445°F with a stay cool, non-slip handle.

**Visit Booth S2010**

**Norpro** is also launching a handy Mango Slicer that's easy to use. Simply position mango in the centre with the hole along the shape of the pit and press down firmly. It carves out the pit and the mango is ready to be sliced as desired.



The new Barrel by **Peugeot** is an endless walnut wood corkscrew. It was inspired by the look of traditional wine vats. It features two elastomer bands and a walnut wood body.

**Visit Booth S2267**



**Spectrum's** Euro Suction Sink Sponge or Brush Holder has a unique circle design to hold various sized brushes and sponges. The strong suction cup firmly adheres to most smooth surfaces and can be mounted vertically, horizontally or on sink ledge. Made of sturdy steel. The Cora Countertop Sink Sponge Holder (shown inset) has a slim design so it sits nicely on most sink ledges. Channels on the bottom allow excess water to drain. Made of durable plastic construction, the holder offers soft rubber grip edging.

New from **Spectrum** this spring is the Scroll Arched 3-Tier Server, below. The beautiful and ornate baskets come in different sizes to store fresh produce, baked goods, or pre-packaged snacks. Three open bowls allow stored items to ripen evenly while offering quick and easy access to each level. Made of sturdy steel, the elegant scrollwork pattern will complement any traditional style décor.

**Visit Booth N7724**



## Show Product Preview: **Chicago**



This March **Salton** will be launching over 30 cool products in a variety of trendy colours. The new appliances include microwave ovens, refrigerators, kettles, slow cookers and toasters as well as pantry ware, waste cans and cookware with ceramic non-stick coating. The full Swan Retro Series will be on display, available in nine hot colours. **Visit Booth L13112!**



**Swissmar** will launch the 2-in-1 Pepper Corer, below. It quickly cores and de-seeds both bell peppers and jalapenos. It features a stainless steel blade rim and is made of ABS plastic. The non-slip base provides added stability. The jalapeno corer locks neatly into the bell pepper corer and acts as a blade cover.



**Swissmar** will also exhibit the new collection of Classic knives by **Scanpan**, above. The knives offer superb weight distribution and balance. A special grinding produces optimum and enduring sharpness. The ergonomic handle provides a comfortable and secure grip. Made of high quality German steel, the blade is optimally tempered to a hardness rating of 56. **Visit Booth S3628**

This innovative new cutting board from **Trudeau** is foldable for easy transfer of food into a bowl or pot. It lies flat while on counter and includes a handle for easy manipulation. It's made from thick, durable polypropylene for added maneuverability and value.



The TPE anti-skid base and handle offer added security. The board will not dull knives and does not absorb odors or flavors. It's also dishwasher safe. **Visit Booth S22346**

Stop by the **RICARDO** exhibit to see the new hand held mandoline slicer in white and gray, left. An ultra sharp blade is angled for even, effortless cutting. Lateral anti-slip grooves make it easy to use. Also on display: the Ice Sphere mould from **RICARDO**, right, makes four 2-inch diameter ice spheres. The leak-free mould is easy to fill through the top openings. **Visit Booth S462**



## Show Product Preview: Chicago



**Twisted Wares** has expanded on the original Hang Tight Towel loop design to launch a humorous line of kitchen linens adorned with ironic, pop culture phrases, above. The Twisted Wares collection now includes aprons, cocktail napkins and t-shirts. **Visit Booth N8513**



The new stainless steel Chug HydraTrak from **ZAK** features double-wall vacuum insulation that keeps water cold for nearly 23 hours and prevents condensation from building up on the outside of the bottle. The 22oz bottle has a leak-proof screw-tight cap with a built-in carrying loop that easily clips onto backpacks or gym bags. Available in either berry or blue colourways. **Visit Booth S1062**

Party guests will enjoy these new Citrus swizzle sticks from **Tovolo**. The silicone mould creates three citrus slice shapes on a swizzle stick to add flavour and style to any cocktail.



Also new from **Tovolo** is the Seal N' Store line. It replaces plastic bags and wrap to extend the freshness of halved fruit and veggies. The silicone web stretches to keep different sized produce in place for an airtight seal. The cover securely snaps into place. **Visit Booth S2969, S3069**

**Turbo Pot** will launch a new gourmet line of high-performance cookware in Chicago. Constructed of heavy-duty 304-grade stainless steel, the Turbo Pot cookware line by Eneron is designed to significantly improve the heat transfer of open-flame range cooking. The superior heating ability also means better temperature uniformity across cooking surfaces, faster recovery times and higher



production capacity. The line incorporates patented, highly conductive heat exchanger "fins" at the base of the cookware to optimize fuel efficiency.

**Visit Booth S4917**

The **Zoku 3-in-1** is a vacuum-insulated, 18/8 stainless steel, double-walled tumbler. The unique adjustable lid twists to three different positions. Turn it right for smooth drinking directly from the cup. Turn to the left to reveal the silicone grommet to add a straw for sipping. Turn it back to the centre to lock for travel. The 20oz. tumbler keeps beverages hot for 6 hours and cold for 24 hours. **Visit Booth N8507**



## 2018 national *gia* winners

The International Housewares Association (IHA), the global sponsor and organizer of the IHA Global Innovation Awards (*gia*) program have announced the 27 national *gia* winners for 2017-2018.

The *gia* program was created by the IHA and International Home + Housewares Show to foster innovation and excellence in home and housewares retailing throughout the world. Since the launch of *gia* in 2000, there have been over 400 *gia* retail award winners, from 47 countries on six continents.

The 2017-2018 national winners are:

- Argentina – BdQ**
- Australia – Opus Design**
- Austria – Tavola**
- Canada – Pots & Paraphernalia**
- China – Cuccina**
- Colombia – Tugo**
- Denmark– Kalejdoskop**
- France – Bensimon Concept Store**
- Germany – Manufactum**
- Iceland – Kokka**
- Ireland – The Kitchen Whisk**
- Italy – Fontana**
- Japan – Tokyu Hands**
- Middle East – Marina Home Interiors**
- Netherlands – Pollmann sinds 1890**
- New Zealand – Paper Plane**
- Poland Szklanydom**
- Portugal Habitare**
- Russia – Dom Farfora**
- Southeast Asia – Maissonne**
- Spain – Casa Viva**
- Sweden – RoyalDesign Helsingborg**
- Turkey – TAÇ**
- UK – Harrods**
- Uruguay – Deco Hogar**
- USA – The Chopping Block**
- USA – Internet/ DaSalla's**

The *gia* competition is structured on a two-tier level, national and global, to honor independent and multiple location home and housewares retailers for excellence in several business categories

- Overall mission statement, vision and strategy
- Store design and layout
- Visual merchandising, displays and window displays

- Marketing, advertising and promotions
- Customer service and staff training
- Innovation

Each national *gia* winner is invited to the International Home + Housewares Show in Chicago where the global *gia* jury will select up to five *gia* Global Honorees, the winners of the Martin M. Pegler Award for Excellence in Visual Merchandising and the *gia* Digital Commerce Award for Excellence in Online Retailing. All national winners will be honored at a gala awards dinner on Saturday, March 10, where the Global Honorees, the winners of the Martin M. Pegler Award and the *gia* Digital Commerce Award for Excellence in Online Retailing will be announced.

The national winners also are featured in the *gia* showcase in the Hall of Global Innovation in the Lakeside Center Lobby, where visuals of their award-winning store design and branding ideas, exquisite visual merchandising and innovative displays are on display. Banners for the honoured retailers can be seen in the walkway that connects the Grand Concourse and the Lakeside Center.

Over the years, *gia* has evolved into more than an awards program. Representing retailing excellence around the world, it is part of a larger education initiative that includes seminars by retail experts, columns in international housewares publications and educational sessions at events in sponsors' home countries.

As part of *gia's* educational offering, on Monday, March 12 the four *gia* Expert Jurors, Wolfgang Gruschwitz, Scott Kohno, Henrik Peter Reisby Nielsen and Anne Kong will present a special session in the Innovation Theater, "Top International Retail Trends."

*Home Style* has sponsored the Canadian *gia* award since its inception in 2000. We are currently accepting retail nominations for the 2018/19 award. Please contact Laurie O'Halloran at 905-338-0799 or email [laurie@homestylemag.ca](mailto:laurie@homestylemag.ca)

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# Snapshots from the Toronto Gift Fair

Many exhibitors reported brisk business in Hall 7 of the Congress Centre during the first three days of the gift fair, held January 28 to February 1, signalling a positive start to the retail year. The fall fair, set for August 12 to 15, will feature another social event for retailers sponsored by the Canadian Housewares Committee.



After rebranding and redesigning the exhibit, Meyer Canada was honoured with the Allan J. Browne Award for Best Overall Booth at the January gift fair. Shown above is Ashley Braz and Meyer President Evan Feldman. Two other Hall 7 exhibitors – Zoe Imports and Linen Way – also won for best small and medium booths.



Richard and Marlene Koskiniemi of The Kitchen Nook in Thunder Bay see what's new at the David Shaw Booth with Rhonda Symons, right.



Retailers were happy to see Browne back in the show this January. Shown above, left to right, are Jim Connell, Marylyn Batthish, David Ksiazkiewicz and Vice-President Maggie Yau.



Trevor Kidd, left, who recently joined Product Specialties, chats with Patrick Simpson of What's Cooking in Qualicum Beach, B.C.



Laurie O'Halloran of *Home Style* with David Peters at the Intercontinental Mercantile booth.



Long time customers said a fond farewell to super sales people **Ford Nixon and Norma Fehr** at their final Toronto Gift Fair this past January. The couple, owners of Nixon Agencies in Alberta, plan to retire this summer. They have been long-time supporters of *Home Style* and dear friends for many years. They will be missed.



Long time friends and former colleagues Janet Bambridge of Royal Selangor, left, and Michael Evans of Mike Evans & Associates.



Fernando Peralto of IVO Cutlery manned the booth with his daughter Chantal Peralto.

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