

DEPARTMENT STORE 2016 YEARBOOK



EDITED BY **Stephanie Corn wall**

FOREWARD BY **Nigel Oddy , House of Fraser**

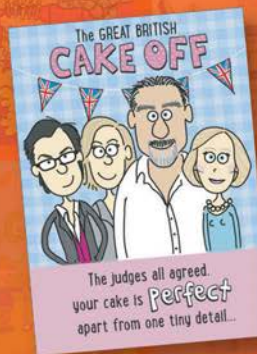
WINNER the Henry Cole Classic Award

GREAT
SINCE
1987



GiGGLES

...Just got even Greater!



The power of the punchline from



UK GREETINGS

the home of the best brands

UK Greetings Ltd Mill Street East, Dewsbury West Yorkshire WF12 9AW England Tel (01924) 465200 Fax (01924) 431814

www.ukgreetings.co.uk

DEPARTMENT STORE YEARBOOK

from the editor...

EDITOR

Stephanie Cornwall

stephanie.cornwall@onecoms.co.uk

PRODUCTION

Emma Rogers

emma.rogers@onecoms.co.uk

ACCOUNT MANAGER

Rossana Lester

rossana.lester@onecoms.co.uk

CREDIT CONTROL

Carole Todd

carole.todd@onecoms.co.uk

ADMINISTRATION

Louise Stupples

louise.stupples@onecoms.co.uk

ASSOCIATE PUBLISHER

Donna Jenkins

donna@onecoms.co.uk

PUBLISHER & CEO

Robert J. Nisbet

robert@onecoms.co.uk

Department Store Yearbook

Media One Communications

1 Accent Park

Bakewell Road

Peterborough PE2 6XS

Tel: +44 (0) 1733 385300

fax: +44 (0) 1733 233794

www.onecoms.co.uk



It's definitely a case of 'watch this space' in the world of department stores at the moment! It's a completely evolving world, with new technology, fashion concepts, buyouts and openings all vying for attention in its news arena.

We've all watched with interest the exploits of both Beales and BHS and I confess to feeling a tinge of sadness that these former industry stalwarts seemed to be about to disappear without trace - much as Woolworths did previously. But not so - whilst the "£1 sale" is now famous (and covered in our Retail Overview) and the onset of store closures seemed an inevitability, it's good to know there's still enough confidence and gauntlet-taking out there focussed on taking both store chains on a road to recovery and new challenges. In terms of shopping centres and general retail, there have also been encouraging signs with more stores opening in the UK and overseas, and empty units filling up.

The bricks-and-mortar versus online topic is still a hot potato, but more and more, people are realising that there has to be more joined-up thinking, and some of the focus features we're running this year look not only at the impacts and trends, but how we can maximise the sales impact of both by making the journeys easier for the consumer, staff and the supply chain.

New technology continues its forward march and there are some exciting solutions to help us with POS, research, service levels and even things like window-dressing - again we touch on the effects and opportunities in both our trend and industry insights articles.

We've got some great contributors on board this year, with some wonderful trend and industry articles for you to read and ponder and are delighted to introduce House of Fraser's Nigel Oddy, who has written this year's Forward for the first time. Happy reading!

Stephanie Cornwall

Editor

Department Store Yearbook is published by Media One Communications Ltd. © 2016 All rights reserved. Reproduction in whole or in part, without written permission, is strictly prohibited. This book contains data sleepers and anyone using the contact information to compile a directory, database or sell advertising will be prosecuted for copyright theft. Views and opinions by contributors may not represent those of the publisher. All paid for entries are strictly subject to the terms and conditions of the publisher.



Welsh company Calleesy Jewellery offers a wonderfully feminine collection of jewellery and gifts that are as versatile as they are beautiful. Each piece is lovingly handmade and delicately packaged with handmade tags to make the perfect gift



www.calleesyjewellery.com

T: 0800 779 7762 E: info@calleesyjewellery.com

Contents

7 DIRECTORY INDEX

10 CONTRIBUTORS

14 FOREWORD

By House of Fraser's Nigel Oddy

16 RETAIL OVERVIEW

A year's round-up of 2015 events

30 ADULT FASHION

Jaana Jatyri gives an insight into men's and women's current trends

34 CHILDREN'S WEAR

Lucy Jewson looks at current fashions for children

36 TOYS

Mark Eckersley talks about which toys have lasting appeal

38 SHOPPER INSIGHTS

Danielle Pinnington talks about shopper behaviour

40 HOME FURNISHINGS

Dr Peter Beele discusses the latest buying trends

42 SHOWROOM TO HOME

Looking at designer/upcy cling links in furniture design

44 INSIGHTS FROM NRF

Channie Mize looks at what we can take away from BIG Show'

48 THE 'SURPLUS' STORY

Malcolm Craig talks about clearance products

52 WINDOW DRESSING

Martin Flavin discusses how to maximise the impacts

54 CLICK & COLLECT

Mark Thomson talks about some of the pitfalls and benefits

58 CONVENIENCE

Viv Crask on customer convenience

60 TECHNOLOGY

David Shukri and Anil Gandarve discuss technological advances

62 SIMPLICITY IS KEY

Stephen Hewett speaks about why confusion can mean lost sales

66 BACKWARD THINKING

Manj Weerasekera on the principles of good management

68 BENEFITS OF GIS

Simon Weaver discusses the impacts for the supply chain

70 HOLISTIC APPROACH

Raj Parmar on emerging tech

72 POINT OF SALE

Jacyn Heavens gives his insights

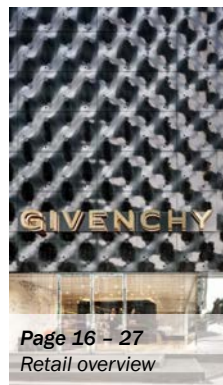
74 EVOLVING HIGH ST

Clare Raynor on 'renaissance'

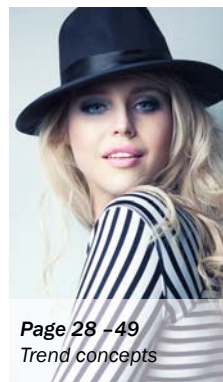
80 EVENTS

82 COMPANY PROFILES

90 PRODUCT GALLERY



Page 16 - 27
Retail overview



Page 28 - 49
Trend concepts



Page 50 - 75
Industry insights

Sponsor officiel de / Official sponsor of

MISS  ITALIA
by Patrizia Mirigliani

Miss America
SINCE 1921

Joseph Ribkoff

directory index

■ Associations	97	Retail & Displays Lighting	130
■ Babywear & Nursery	98	Retail Management	130
Babywear Accessories	99	Safety & Security	130
Bathing & Changing	99	Seasonal Displays	133
Feeding & Caring	99	Shop Fittings & Installation	133
Infant Clothing	99	Surfaces	134
Nursery Furniture	100	Themed Decorations	134
Pushchair Prams & Accessories	100	Uniforms & Workwear	137
■ Childrenswear	102	Visual Merchandising	137
Children's Accessories	102	Waste Management	137
Children's Footwear	102	■ Cosmetics Toiletries & Grooming	138
Children's Swimwear	103	Aftershave & Perfume	139
Childrenswear	103	Beauty Instruments	139
Nightwear	103	Cosmetics	139
Schoolwear	103	Cosmetics, Toiletries & Grooming	139
■ Clothing & Fashion	104	Hair Styling & Accessories	140
Ethical Fashion & Accessories	109	Skincare	140
Fashion Houses	109	Spa Products	142
Footwear	110	Toiletries	142
Maternity Wear	111	Vitamins & Supplements	143
Men's Accessories	111	Well-Being	143
Menswear	111	■ Crafts & Haberdashery	144
Women's Accessories & Handbags	112	Art & Painting	144
Women's Lingerie & Swimwear	115	Card Making & Papercraft	144
Womenswear	115	Children's Craft & Design	144
■ Corporate & Retail Operations	117	Craft Kits	144
Automation	118	Crafts & Haberdashery	144
Baskets & Trolleys	118	Haberdashery	145
Brand Creativity & Visuals	118	Ribbons & Trimmings	145
Commercial Flooring	118	■ DIY & Garden	146
Contact Centre Solutions / Services	118	BBQs & Accessories	147
Corporate & Retail Operations	118	DIY	147
Corporate Packaging	123	DIY & Garden	148
Display & Point Of Sale	123	Garden & Conservatory Furniture	150
EPOS & Retail Technology	126	Garden Gifts	150
Events	129	Garden Products	152
Facilities Management	129	Outdoor Lighting	153
Fashion Consultancies	129	Outdoor Living	153
Home Delivery Services & Logistics	129	Pest Control	154
Interior Design Software	129	■ Giftware	155
Packaging	129	Alcoholic Drinks	156
Promotions & Marketing	130	Collectables	156
Quality Assurance Provider	130	Design Led Gifts	156

Eco-Gifts	159	Housewares	202
Food Gifts	159	Kitchen & Housewares	202
Gadgets	159	Kitchen Bins	205
General Gifts	160	Kitchen Electrical	205
Gift Experiences	161	Kitchen Gadgets	205
Gifts	161	Kitchen Linens	205
Home Fragrance	167	Kitchen Storage	206
Souvenirs	167	Kitchenware	206
Special Occasion Gifts	167	Specialised Food & Confectionery	206
Traditional Gifts	167	Table Linen	206
		Tableware	207
		Utensils & Knives	207
■ Home & Interiors	173		
Bathroom & Accessories	173	■ Pet Products	208
Bed Linen & Towels	173		
Bedding	174	■ Seasonal Products	211
Beds & Mattresses	174	Christmas Decorations	211
Carpets & Flooring	175	Christmas Displays	211
Clocks	175	Christmas Lights	211
Eco-Friendly Products	176	Easter Decorations & Gifts	213
Fires & Fireplaces	177	Fireworks	213
Frames Art Pictures & Prints	177	Halloween	213
Furniture	177	Seasonal Products	213
Heated Bathroom Mirrors	179	Wedding Products	213
Home & Interiors	179		
Interior Design Accessories & Fittings	185	■ Sportswear & Equipment	215
Lighting	186	Clothing	215
Mirrors	187	Fitness & Sport Equipment	215
Silk Fabrics	187	Sports & Equipment	215
Sofas	188	Sports Accessories	215
Soft Furnishing Textiles & Accessories	188	Sportswear & Equipment	215
■ Home Entertainment	190	■ Stationery & Books	216
Audio	190	Calendars & Diaries	217
Blu-Ray Dvd & Home Cinema	190	Desk Accessories	217
Computer Accessories	190	Greeting Cards & Gift Wrap	217
Computer Software	190	Partyware & Novelty	219
Gadgets & Technology	190	Photo Albums	219
Gaming	190	Recycled & FSC Stationery	219
Home Electronics	190	Stationery	219
Home Entertainment	190	Stationary & Books	220
Mobile Phones & Accessories	191		
Set Top Boxes & Digital Recorders	191	■ Toys & Games	221
Televisions	191	Adult & Family Games	221
		Educational Toys	221
■ Jewellery & Watches	192	Outdoor Toys	221
		Soft Toys	223
■ Kitchen & Housewares	197	Toys & Games	223
Bakeware	198		
China & Ceramics	198		
Cleaning Products	198		
Coffee Machines	201		
Cookware	201		
Cutlery	201		
Glassware & Crystal	201		

NEW



AllReceipts App

Digital Receipting Service for Retailers

AllReceipts is the new Star Cloud Solution providing Retailers with an "instant" Digital Receipting Service for their customers. AllReceipts is FREE of CHARGE, simple to install and works "above" the retailer's software. All you need is any Star TSP100 printer, as used by so many retailers in the UK, to send an image of the receipt & coupon to the AllReceipts App on your customer's phone. **NO Email required.**

Valuable Cloud based Retailer's reporting tools have also been included:

- ▶ **Star's Device Management Tool** provides real time status across the installed base of printers including different locations with refreshed error status notification on a comprehensive cloud based dashboard.
- ▶ **"Instant" Customer Satisfaction Survey** which the customer completes while "claiming" the receipt. The Device Management Data & Survey Tools will allow retailers to drill down to the POS station involved and even help highlight staffing issues.



DEVICE MANAGEMENT

+ New Devices

Name	Identifier	Status
Printer 1	0002 9007 0E4F	Printer Ready
Printer 2	0007 9070B4A2	Offline

- ▶ **Zero development** is needed as AllReceipts is enabled within the Star printer driver. Working independently of a retailer's existing POS software, it automatically generates and securely sends an image of the receipt & coupon (where relevant) to the Cloud until claimed and is triggered by printing a traditional receipt.



If you want a fast, low cost route to Digital Receipting with all the benefits including increased coupon redemption levels call us on 01494 471111, Email sales@Star-EMEA.com or visit AllReceipts.com

star



YEARBOOK *contributors*



Nigel Oddy

Chief Executive, House of Fraser

Nigel Oddy has more than 35 years' experience in retail, having held senior positions at a number of retailers. He joined House of Fraser in 2007 as Director of Home and Hospitality, was appointed Chief Operating Officer in 2013, and became responsible for the company's international operations in 2014.

www.houseoffraser.co.uk



Mark Eckersley

Managing Director, A.C.A

Mark formed A.C.A in 1986 to source high quality toys and gifts from around the world.

The company has exclusive rights to act as sole UK and Ireland agent and distributor for several leading toy manufacturers and artists and specialises in products made in Europe

www.am-international-agencies.com

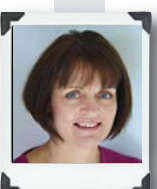


Jaana Jättyri

Founder, Trendstop

Jaana is the founder of fashion trend forecasting agency Trendstop and has been its CEO for the past 12 years. Born and raised in Finland. She graduated from Central St Martins College of Art & Design, and worked as a digital design consultant before founding Trendstop in 2002.

www.trendstop.com



Danielle Pinnington

Founder/owner, Shoppercentric

Danielle spent her first 12 years as a researcher specialising in the world of NPD, branding and sales volume estimation and in 2004 set up Shoppercentric, which specialises in trend research, shopper insights and client training, and works with a wide variety of retailers, suppliers and agencies.

www.shoppercentric.co.uk



Lucy Jewson

Co-founder, Frugi

Lucy had the inspiration for children's clothing company Cut4Cloth (later rebranded as Frugi) in 2004. Based in Cornwall with a team of 50, Frugi is a multi-award winning company selling worldwide and across more than 500 independent stores in the UK. It is a major brand for the John Lewis stores.

www.welovefrugi.com



Dr Peter Beele

Technical Services Manager, FIRA International

The Furniture Industry Research Association provides technical support to the entire furniture supply chain and funds projects for the benefit of the industry. As its Technical Services Manager, Dr Beele compiles The Statistics Digest annual report with facts and figures specific to the furniture and furnishings industry.

www.fira.co.uk



Laura McDonald
Designer, Rustoleum

Laura McDonald is a graphic designer and upcycler based in the North East. While working as a graphic designer for the leading paint manufacturer, she designs packaging for new range products, styling photo shoots and TV adverts.
www.rustoleum.com



Channie Mize
Retail GM, Periscope

Channie has more than 15 years' retail experience spanning omni-channel pricing and promotional strategy, clearance management, category management, analytics, and merchandise planning.
www.periscope-solutions.com



Malcolm Craig
Managing Director, Avendita

Malcolm runs Avendita, a successful clothing business selling clearance and discounted products. The business has been functioning successfully for seven years and Malcolm gives an insight into how there is still money to be made last season's trends.
www.avendita.co.uk



Martin Flavin
Creative Director, Five by Five
Martin has 18 years' marketing experience and has worked on many different types of campaigns. Five by Five works across all channels to make and create ideas for clients across digital and offline channels, from window displays to apps, banners and print adverts.
www.fivebyfiveglobal.com



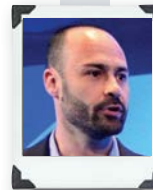
Mark Thomson
Retail Industry Director EMEA, Zebra Technologies

Mark works with retailers and hospitality providers providing input facing the challenge of a new retail landscape. With more than 24 years' customer-focused experience, he has in-depth knowledge of the EMEA retail market place and is a regular speaker.
www.zebra.com



Viv Crask
Head of innovation & digital, Live & Breathe

Viv provides strategic advice and develops digital strategy and solutions for multi-channel brands and retailers. He is a well-known figure in the digital industry, having spoken at numerous events, such as Business 2016 at the O2.
www.liveandbreathe.com



David Shukri
Director, Mindtree

David is a retail expert with more than 10 years' experience. During that time he held roles in insights, commercial and logistics functions. He translates market trends in to insights for retailers and manufacturers.
www.mindtree.com

YEARBOOK *contributors*



Anil Gandarve

Retail GM, Mindtree

Anil has worked with several Fortune 500 retail and CPG companies, helping them implement and manage IT projects across functions such as Digital Marketing, e-Commerce, Retail Operations, Supply Chain, HR and Finance.
www.mindtree.com



Stephen Hewett

Founder, C3 Partners

Stephen Hewett is recognised as one of the world's leading consultants, writers and practitioners in the field of customer centricity. He has published three books.
www.c3-partners.com



Manj Weerasekera

Performance coach

Manj is a highly regarded executive performance coach, keynote speaker and best-selling author with a strong background in corporate leadership.
www.manjw.com



Simon Weaver

Analytics Programme Manager, Esri UK

Simon has more than 20 years' experience in IT and GIS (geographic information systems), building, integrating and promoting technology solutions in both the public and private sector.
www.esriuk.com



Raj Parmar

Head of mobile solutions, Box Technologies

Raj is a strategic IT marketer with a track record of building market presence and bottom line sales within blue chip organisations. He specialises in integrated marketing campaigns that create awareness, drive penetration, reward loyalty and build long term brand equity.
boxtechnologies.com



Jacyn Heavens

Founder and CEO, Epos Now

Jacyn is the founder and CEO of Epos Now, which supplies state-of-the-art electronic point of sale (EPOS) systems and cloud-based POS software to customers in 103 countries worldwide. The company, formed in 2011, manufactures its own products and equipment from a factory it co-owns.
www.eposnow.com



Clare Raynor

Founder, The Retail Champion

Clare is a well-known and respected UK retail expert, championing the success and sustainability of smaller, independent retailers and suppliers to retail. She has worked with leading retailers such as Marks & Spencer, Dixons and Argos
www.retailchampion.co.uk

DISPLAY & POINT OF SALE



Standard and custom made systems, complete design and build services with many items available quickly through our website and online shop

T. 01923 818282
E. sales@shopkit.com
www.shopkit.com

SHOPKIT
MADE IN THE UK



Above: House of Fraser has been on a mission to provide its customers with their heart's desires for more than 150 years, and this remains its focus for 2016



Foreword: Nigel Oddy

Chief Executive, House of Fraser

While 2015 was an exciting year in many ways, 2016 looks to be equally as exciting, but with new challenges to overcome.

Last year started on a positive note, with consumer confidence on the up, but by Christmas retailers were challenged by the warmest winter in more than 100 years. The biggest lesson of 2015 is the importance of having a credible and joined-up online and offline offer. The clear, and growing, interaction between online and bricks & mortar retailing and the changing demands and habits of shoppers, is putting pressure on us all to reconsider our businesses structure. In 2015 we changed our business to ensure our customers are now even more at the heart of everything we do, complementing our multichannel business. Our most pioneering initiative was placing our customer insight team at the heart of our business, allowing us to make business decisions based on insight rather than perception

or opinion. In the face of radically changing shopping habits, this has proven to be invaluable. The continued investment in online, and furthering our multichannel proposition, was also a key part of 2015 and will continue to be a focus in 2016. We are continually challenged to improve our offer and to connect with, as well as build on, the relationship between our brand and our customers by offering them the best possible shopping experience, be it online or in our stores. This has taken the shape of investments in refurbishments, trialling innovative technology in-store, testing new store formats and continuously improving our already leading delivery options. It is all about being customer centric, not channel centric, and providing our customers with a seamless online and offline experience. Innovation will continue to play a key part in 2016. Our goal is to understand, better than anyone, what our customers want and establish

that connection with consumers. We can tap into the consumer's mindset to extract shopping missions and buying patterns and maximise their enjoyment and excitement of shopping in a competitive market. Our 2015 financial performance confirms our strategy being the right one and we are confident it put us in a strong position for 2016.

Looking forward, there are new challenges that we, as an industry, will face, including cost pressures from rising business rates, the adoption of increases in the National Living Wage, more frequent discounting as well as increased costs attached to the continued growth in online retailing. We and all our peers are carefully assessing how these developments will impact our businesses and the retail industry overall. 2016 will also be the year of the customer. They will continue to be spoilt for choice as to where and how they choose to shop and there is no doubt they will continue to define how we run our business.



2015 Retail overview

How did the industry fare last year?

By **Stephanie Cornwall**
Editor

It's been an eventful year in the department store industry. Whilst competitive challenges are always good for the soul, it's always sad to see the demise of some of the industry stalwarts, so we've followed with interest the adventures of the BHS and Beales groups, and will be keen to see how they fare under their new owners over the next year. Whilst BDO figures show 2015 had a shaky start for the industry, John Lewis seemed to be bucking that trend and shows like Toy Fair, Bubble London and Moda were certainly not lacking in inspiration or attendance. News of new store openings buy-outs, mergers and international expansion followed in the spring, and amongst some of the celebrity fashion impacts this year were the birth of Princess Charlotte and Kate Moss's jam sales! With plenty of shows, awards, designer collaborations and news that shopping centre units were filling up during the summer and autumn, we entered the winter season on a relative high, looking forward as always to the launch of the Christmas ad campaigns. We weren't disappointed.

JANUARY 2015

Christmas sales down in wake of Black Friday

Figures released in BDO's monthly High Street Sales Tracker showed sales on the high street fell over Christmas. Like-for-like sales at mid-market retailers slumped 1.4% year-on-year over December as shoppers were absent from the traditional last minute rush in the wake of November's 'Black Friday'. The fashion sector was hit hardest, down 3.1% for the month. Like-for-like sales decreased in the run-up to Christmas, slumping to 6.1% down year-on-year in the last week of the previous year. Sales of lifestyle goods were up 3.5% and homewares up 8.2%.



Above: Whistles' St Pancras store opened in January

Nevertheless sales figures for the John Lewis and Waitrose Partnership, for the first week of January showed an increase of 9.2% on the same period the previous year.

Whistles St Pancras

CJF Designs celebrated the refitting of a new Whistles store in St Pancras International Station. CJF Designs had carried out the shop fitting while W&Co

supplied a number of large format FabriLite LED light boxes to both the womenswear and menswear departments. One particularly large format light box, situated behind the cash desk, covered an area of over 4 x 3 metres. Due to the size, these large format light boxes were manufactured in several parts and assembled on site. The St Pancras store was initially launched in mid September to coincide with the London Fashion Week SS15 event.

Barnstaple centre acquired

Rockspring Property Investment Managers acquired the freehold of Green Lanes Shopping Centre in Barnstaple on behalf of Rockspring Hanover Property Unit Trust, for £36.1m, from British Land. The 140,000 sq ft scheme, which comprises 40 units and 500 car park spaces, was acquired by British Land in 2011 for £30.3m. Retailers included Monsoon, New Look, River Island, Topshop, Jones Bootmaker, BHS and Wilko. Rockspring's plans for redevelopment included completion of a new TK Maxx anchor store in summer 2015.

New CEO for RFID provider

Enso Detego GmbH, an RFID software product provider to the fashion industry appointed Uwe Hennig as its new CEO.

Topshop falls foul of Rihanna

Top female vocalist Rihanna won a legal battle against Topshop over a t-shirt bearing her image

Top line-up at toy fair

Singer Pixie Lott, Strictly Come Dancing's Kristina Rhianoff, XFactor's Stereo Kicks, Anna Williamson, Mr Tumble, Hacker T Dog, an Aston Martin



Above: Moda made a big impact in February

DB5 and the world's ugliest dog all appeared at Toy Fair 2015 at a London Olympia.

FEBRUARY 2015

Designer at show

Dame Zandra Rhodes presented a lifetime retrospective at the Pure London show, which brought together leading names from within the fashion and footwear retail industry for three days of seminar content.

With a career spanning more than 50 years, Zandra Rhodes was one of the most distinguished names in fashion design and the wider fashion and textiles industry and was renowned for her eclectic, colourful prints and decadent accessories.

Bubbles on the rise

Bubble London A/W15 closed its doors after a triumphant two-day run at the Business Design Centre, Islington. The event's diverse line-up of kid's fashion, gift and interiors brands attracted healthy footfall, and department stores were joined by British independents and international buyers. More than 280 brands showcased their latest collections, with British designers and first-time exhibitors enjoying a

particularly successful show. Many homegrown labels – including new girlsweat specialist Lola Myer and charity initiative Project Jelly – received international attention.

Moda makes an impact

Moda opened its doors to international and homegrown newcomers at Birmingham's NEC for A/W15. Household names made a big impact throughout the halls with the likes of Timberland, Alpha Industries and Luke Roper lining-up for Moda Gent, Helly Hansen and Cat joining the strengthening footwear roster, as well as Triumph's return to Moda Lingerie & Swimwear alongside sister brand Sloggi. Daily catwalk shows presented the latest trends, whilst the seminar programme was boosted by the new the BE2B Hub, with a host of technology, logistics and in-store service providers. The seminar programme included a series of talks from the Fashion Association of Britain which also offered one-to-one retail clinics, and students from De Montfort's University leading footwear design course will present the finalists from the History in the Making competition.

Givenchy store landmark

Milanese studio Piurarch designed a new Givenchy flagship store in Seoul in the heart of the Gangnam-Gu shopping district in South Korea. The building featured an optical facade that became an urban landmark

The boutique has an area of about 400 square metres on three levels and offers an exhibition of women's fashion, accessories, and men's fashion.

Shoppers reject loyalty apps

Britain's shoppers still preferred to have a traditional plastic loyalty card in their pocket despite a wide range of apps which did the same job, a report found. The survey of UK adults found that although nine out of 10 owned a mobile or smartphone device, but the average Brit used loyalty cards twice a week. The report by loyalty card manufacturer, Plastic Card Services (PCS), also showed that two in five were more likely to remain loyal to the brand for which they owned a loyalty card, and more than half said they typically kept their cards for more than 10 years.



Above: Givenchy's new store in South Korea became a recognised landmark

MARCH 2015

Brazil centre acquired

In Brazil, global developer Gazit Brasil acquired 100% ownership of the Mais Shopping Centre in Sao Paulo for US\$72 million. Upon completion of the transaction, Gazit Brasil owned seven shopping centers with a total gross leasable area (GLA) of 90,000 square metres.

Millennials favour traditional

Research by promotion and engagement expert, RapidCampaign, revealed that millennials favour traditional digital channels over social media for retailer promotions and offers. The Brands We Love v The Brands We Buy report, surveyed more than two-thousand UK adults on their purchase habits and showed that when it came to retailer promotions millennials wanted to hear about them via email and on retailer websites.

BHS sold for £1

Retail tycoon Sir Philip Green sold BHS, the troubled fashion and homeware chain to a little-known group of city investors for £1. The high street stalwart had been hit by competition from more fashionable alternatives such as Primark and H&M. BHS had lost almost 800,000 shoppers in the past five years and been overtaken by John Lewis, TK Maxx and Sainsbury's in the rankings of Britain's largest fashion outlets. In 2014 it posted a loss of £70m. Sir Philip, the billionaire retail entrepreneur whose Arcadia group owns Topshop, Dorothy Perkins, Miss Selfridge and Evans, had controlled BHS for 15 years. The business was formally owned by his wife Tina, who lives in Monaco.

APRIL 2015

Private investor buys Beales

Beales, which was founded in Bournemouth in 1881 and had 29 department stores across the country, was returned to private ownership when investor Andrew Perloff bought it for £1.2m. Executive chairman Stuart Lyons, a former chief executive of Royal Doulton and Airsprung, was put in charge of the business and devised the Back to Beales campaign, which sought to show shoppers that it offered better quality, branded products at affordable prices. New owner Andrew Perloff attended the company AGM at the Norfolk Hotel in Bournemouth that same month.

Disused shops in exhibition

Critically acclaimed British product and interior designer Lee Broom transformed a street of disused shops on Via Alfredo Cappellini during Salone del Mobile in Milan, to create The Department Store, his largest exhibition to date with the launch of over twenty new products.

Yoox and Net-a-Porter merge

A €3.4bn merger took place between Net-a-Porter with Yoox, creating an online global fashion giant, with envisaged combined sales of €1.3bn.

International expansion

John Lewis announced plans to further its international footprint by opening shop-in-shops within 11 branches of SM department stores and Our Home stores in the Philippines.

The shop-in-shop departments, due to open in summer 2015, built on the success of John Lewis existing outlets in seven branches of South Korean department store Shinsegae, and followed John

Lewis's recent announcement that it would open shop-in-shop departments in three branches of Singapore department store Robinsons. The departments will be sited in SM Retail locations across the Philippines, including in their flagship store Makati and three Our Home stores. The sites were between 300 sq ft and 1,000 sq ft and had dedicated staff.

Award for crime prevention

The Debenhams department store in Market Street Manchester, was winner of the Manchester city centre crime prevention panel award. The GMP's Bill Lowe Memorial Award, for Business Watch Co-ordinator of the Year, was presented by Greater Manchester Police (GMP) Assistant Chief Constable Garry Shewan to employees from the store at the opening of the 22nd annual Manchester City Centre Crime Prevention Panel's (British Security Industry Association's (BSIA)) spring conference.

The event, organised in partnership the BSIA, GMP, Manchester City Council and Manchester City Centre Crime Prevention Panel, was held at the Bridgewater Hall and was formally opened by BSIA's Chief Executive James Kelly and Paul King, Regional Director of UK's largest independent total security solutions company The Shield Group and Chairman of The Crime Prevention Panel.

Footwear deal signed

Footwear brand BOGS signed a contract with outdoor and travel clothing retailer Rohan, to supply all of its UK stores with its range of wellington boots. As part of the deal, Rohan would stock BOGS® wellington boots in all of its 50 UK stores from September 2015.



Above: Panache was the SDEA's winner in April

Supermodel is new 'face'

Brazilian supermodel Alessandra Ambrósio went back to her roots in a campaign for online fashion retailer Dafiti, shot in São Paulo. Dafiti, Latin America's largest online fashion retailer, launched its own fashion collection, the Dafiti Collection, and signed Brazilian models Alessandra Ambrósio and Marlon Teixeira. Victoria Secret's Angel Ambrósio is No 8 on the Forbes list of top-earning models.

Dog appeal for stand award

Shop & Display Equipment Association (SDEA) members voted overwhelmingly in favour of Panache Display's candy coloured 'Little Dog' stand, which featured a multitude of the eye catching pups alongside the company's range of display mannequins, to receive the best stand award at the VM & Display show. The stand featured Panache's range of mannequins which are all designed and manufactured in-house at the company's London studio. A specially commissioned crystal glass award was presented on the Panache stand by SDEA President, Chris Shoebottom. The VM & Display show was held at London's Business Design Centre

Retail park sells for £13.3m

LondonMetric Property Plc announced that the Metric Income Plus Limited Partnership, its joint venture with the Universities Superannuation Scheme, had exchanged contracts on the sale of its Lichfield retail park to Mayfair Capital's MCCPT for £13.3 million. The 44,800 sq ft retail park is anchored by Wickes with four other units let to Carpetright, Halfords, Pets at Home and Bensons for Beds.

850 jobs created

John Lewis launched a recruitment drive for 850 new jobs, to support its Bricks and Clicks strategy, with new roles available in both its shops and distribution operations. Applications for more than 500 roles at John Lewis's new multi-million pound regional flagship Birmingham shop were invited, in addition to the 150 specialist vacancies already being recruited for at the Birmingham shop and 200 new jobs being created at its national distribution centres in Magna Park, Milton Keynes. John Lewis worked alongside the Birmingham Growth Alliance Partnership (BGAP) for two years to develop a pre-employment training package.

MAY 2015

Shop Direct and Topshop win big

Shop Direct and Topshop were celebrating after winning big at the Drapers Digital awards which celebrate digital and ecommerce achievements and innovations in fashion retail. The awards were presented at a black tie event at Grosvenor House Hotel on London's Park Lane. Shop Direct won Best Pure-play Etailer over £10m turnover, Overall Award for Excellence and was highly commended for Best Use of Innovation. Top Shop won awards for Best Use of Innovation, Best Use of Social Media. Other winners included: Best Affiliate Site - ShopStyle; Best Redesign/Relaunch - Jacques Vert Group (Highly Commended, House of Fraser); Best Use of Content - Harrod's; Best Use of Mobile - asos.com; Best Tech Start-up - Grabble; Best Multichannel Retailer Under £10m turnover - Cloggs (Highly Commended Boxpark); Best Pure-play Etailer Under £10m turnover, Boticca.com; Best Multichannel Retailer - Over £10m turnover, John Lewis; Consumer Choice Award, Amazon Fashion.

Sun shines on fashion sales

Fashion sales at John Lewis were 18.5% ahead of last year for the week ended April 25, as warm weather and sunshine boosted overall trade. Women's

accessories and beauty were up 27% and women's wear up 21% on the same week in 2014. Swimwear and nightwear posted an increase of 32% and women's footwear rose 22%. For the 12 weeks to April 25, fashion sales increased 6.6% on the same period last year. Total weekly sales for John Lewis reached £73.12m, compared with £72.31m in 2014. Online sales were up by 10.9% and the Peter Jones store in Sloane Square, London, registered a 13.4% increase. Other stores including Stratford City, Newcastle, Welwyn, Croydon and Cheadle also performed well.

New mobile systems

Topshop and Miss Selfridge announced that they would introduce a new mobile payments system by Visa from June.

Boost for Boohoo

Manchester-based fashion retailer boohoo.com reported strong sales for the three months ending 31 March 2015. Boohoo's UK sales increased by 27 per cent, while sales in the rest of Europe and the world grew 27 per cent and 66 per cent respectively.

Support for Trust

iCandy, the luxury British pushchair manufacturer, donated £10,000 to The Lullaby Trust which supports families by offering them a free bereavement

helpline, offers one-to-one support to newly bereaved families through their Befriender Programme and organises family days out for families to gain a support network in their local area. iCandy recently had launched its luxury changing bag collection, consisting of a special edition The Emilia, exclusively designed for the charity and taking inspiration from English actress, Emilia Fox, the ambassador of The Lullaby Trust. £10 from every 'Emilia' sold went towards the charity.

M&S gets its trainers on

Marks & Spencer teamed up with British footwear company Walsh in a move that would see the chain sell branded trainers for the first time.

Stores close after slump

Monsoon Accessorize announced that it was to close under-performing stores and improve its ranges as part of a turnaround plan, after a slump in sales and profits.

Primark shuns e-commerce

Primark relaunched its website with enhanced editorial features and improved navigation, but continued to shun e-commerce.

Best of British in Paris store

British architects, Universal Design Studio, designed the interior of Mulberry's newly opened store on the prestigious Rue St Honore in Paris.

The store was designed to present three distinct sections each specialising in different luxury products. A multi-tonal herringbone stone floor linked the areas showcasing men and women's leather accessories, ready-to-wear, accessories, shoes and jewellery. The store's interior



Above: The winning Topshop and Shop Direct teams in May

was designed to create a calm atmosphere through the use of pale oaks, marble, luxurious leathers and limestone floors.

A dynamic lighting system was set in place which changed the ambient mood over the course of the day and evening through the use of up-lighters which responded to the light outside. British specialist designers were commissioned by Universal Design Studio and award-winning English designer, Lee Broom designed a feature chandelier.

Browns bought by Farfetch

Farfetch's bought one of London's favourite boutiques, Browns, and has big plans for the much-loved retailer. The arrival of the forward-thinking company as an investor will take the 45-year-old retailer forward in terms of technology and reach, but will not be the end of the founding family's involvement. The Burstein family will remain advisors to the business - with both Simon and Caroline Burstein retaining a seat on the board of directors and Joan Burstein appointed honorary chairman - whilst former Net-A-Porter fashion director Holli Rogers will join the business as CEO of Browns.

Oasis' museum link-up

The Victoria and Albert Museum announced a new partnership with Oasis, the high street fashion brand. Launching that month, the first fashion collection was based on around 11 botanical prints, all hand-selected by the Oasis design team from the V&A's extensive textile and design archives. The V&A's licensing team worked closely with Oasis to retain authenticity of the original printed fabrics and designs. Each design was



Above: One of London's favourite boutiques, Browns sold in May

artfully re-imagined and styled into contemporary ensembles and accessories. Pieces in the Oasis x V&A collection included casual kimono style jackets, wide-leg high-waisted trousers, voluminous culottes and A-line midi skirts. The museum also announced the launch of its first licensed shoe collection, created in partnership with the global footwear brand, Clarks. The first of three seasons launched with a collection of shoes for men, women and children that featured re-imagined styles drawn from two iconic decades in British fashion history: the 1950s Teddy Boy look and 1980s club culture. The collection was inspired by the museum's textiles and fashion archives and Clarks' own archives.

JUNE 2015

Debenhams expands concession brands

Debenhams broadened its food and clothing brand offering with a range of new partnerships which were to be introduced during the second half of 2015, including food brands Insomnia Coffee, Chi Kitchen, Patisserie Valerie and Joe & the Juice. This followed the opening of five new

stores in Rugby, Wandsworth, Beverley, Bradford and Newport - and extensive refurbishment work in two Debenhams Birmingham and Westfield London. These new and refitted stores will contain a number of brands new to Debenhams, some of which are also new to the UK department store market, including Chi Kitchen, Patisserie Valerie and Costa.

New look for New Look

New Look announced plans to build separate entrances for male and female customers. The clothing chain unveiled the gender-segregated entrances in its new stores, due to open later in the year, to help grow its menswear division. Chief executive Anders Kristiansen previously revealed plans to move towards being a "dual-gender brand" and said he expected the chain's menswear sales to rise by 25% over the next year as it rolled out genderspecific entrances. Menswear made up 3.8% of New Look's total sales.

Jam is sweet news for sales

Kate Moss's plans to sell jam at Glastonbury festival boosted the sales of preserving kits by 38% in John Lewis' UK stores.

Paris shopping centre sold

Hammerson plc exchanged contracts to sell its interest in Bercy 2 shopping centre in Charenton-Le-Pont, Paris, to Tikehau Capital Partners for £47 million). Located in the South East region of Paris, the 35,200m² centre (of which Hammerson's ownership was 20,200 m²) had 70 retail units anchored by Carrefour and Darty. Hammerson was advised on the transaction by BNP Paribas Real Estate.

Fashion freight team-up

British fashion brand House of Holland teamed up with Freight Brokers to help fulfil its international e-commerce orders. The London-based global wholesale courier broker, which had worked with House of Holland since 2011, would manage all of the brand's international on line deliveries, as well as its Time Critical shipments, including samples and garments for London Fashion Week.

Turkey store opens

The new Altınyıldız Classics department store in Turkey, designed by CBTE Architecture, opened. Altınyıldız is one of the oldest men's ready wear brands,

dating back to 1952. The total construction area of the new store was 1800 sq m.

Leicestershire firms celebrate

A delegation of Leicestershire textile businesses headed to London to showcase its products to a national audience and highlight the region's contribution to the industry. Leicestershire Textiles Hub and 12 companies from the city and county exhibited at Meet the Manufacturer which celebrated fashion and textiles products made in the UK. Currently, one in five garments manufactured in the UK is made in Leicestershire. The two-day event was attended by major retailers and buyers, and organised by Make it British. It also featured a fashion show.

John Lewis rolls out further restaurants

John Lewis announced it would be expanding its in-store food experiences by developing further partnerships with Joe & The Juice and Rossopomodoro, to introduce ten further restaurants across its shops within the next year. As well as the permanent sites, the two brands were to have pop-up outlets at John Lewis's Summer Retreat on the rooftop of its flagship Oxford

Street shop, in a perfect setting to take in the panoramic view across London from the rooftop of the capital's iconic shopping destination.

JULY 2015

Baby princess starts a trend

Princess Charlotte's christening saw sales of the John Lewis christening category up by 175%. The store announced that the appearance of the royal pram at the christening sparked a 30% rise in Silver Cross pram sales.

Store supports Pudsy

Debenhams in Birmingham announced that it would be supporting BBC Children in Need throughout the summer for the fifth year running. Birmingham Bullring store manager, Barry Souber, said more than £130,000 was raised in Debenhams stores nationally for BBC Children in Need and Birmingham played a big part in that the previous year, so staff were hoping to raise even more in 2015.

Buyers flock to Bubble

Following its successful February show in Islington, Bubble London S/S16 opened its doors to scores of buyers, with the number of department stores and overseas retailers in attendance rising significantly. The children's trade show experienced a 6% year-on-year rise in overseas visitors, while the percentage of department store buyers rose from 3.5% to 5%. Key stores – including Selfridges, London, John Lewis, Harrods, Fenwick, Kids Cavern of Liverpool, Childrensalon of Kent, and online retailer Alex and Alexa – visited the Business Design Centre to see the S/S16 collections.



Above: Leicestershire celebrants in June – Grace Poole and Abdul Bathin from LTH, Ben de Zille Butler from Zero One Nine and Ria Pellington, from LTH

Belfry leads the way

The Belfry Shopping Centre in Redhill, Surrey, became one of the first places in the UK to open new fashion store chain, PEP&CO. The new brand to the UK commenced an ambitious initial roll-out of fifty stores in just eight weeks. The openings saw £20 million in vested in new stores across the UK. PEP&CO was a new UK fashion brand that offered a range of women's fashion and essentials, baby and kidswear, fashion for the home and accessories.

Wholesale platform launch

Wholesale fashion platform yourbrandspace went live with its B2B online fashion shop. The first ever marketplace for womenswear and accessory brands was unveiled to the industry, enabling retailers from around the globe to purchase stock and short order items from multiple brands in its new shop area, paying by Paypal, debit or credit card on checkout. A host of womenswear and accessory brands supported the launch, with brands from the UK and overseas featured. Top selling British brands such as Almost Famous, Brave Soul, Sweet Liberty, Me and Thee, Adele Marie, Azuni and Pamela Mann were amongst the brands that could be bought. European brands including Charlise, Coster Copenhagen, Alvarez Romanelli, Dear Charlotte, Montecristo could also be found.

Paul Smith: "Rents too high"

Fashion icon Paul Smith stated in a TV interview that high rents were killing the high street. In 'A Conversation with Paul Smith' which aired on Bloomberg Television, he said: "I personally love shops but the problem with shops is something



Above: Bubble London attracted scores of buyers in July

called rent. There are a lot of very, very let's say opportunist property developers, or greedy guys, who just put the rent up so much. They've got to be a bit careful because they're going to kill the character of the streets. We've already lost a lot of beautiful shops around the world, individually-owned shops, and they've all gone because the rents have just gone so high." He said rents would be prohibitive, for many, whilst over-distribution of clothes to too many shops was also damaging to the industry. The Paul Smith brand owned many of its buildings.

Bruce Oldfield collaboration

John Lewis announced the launch of a new collaboration with Bruce Oldfield, OBE. The Bruce by Bruce Oldfield capsule 60 piece ready-to-wear collection was created exclusively for John Lewis by the British designer. It was his first collection for the UK high street and was to launch in nine shops and on johnlewis.com in September. Fashion sales were +7.7% year on year.

H&M Dundalk opening

H&M (Hennes & Mauritz) signed a lease to open a new enlarged 16,000 sq ft store at Marshes Shopping Centre,

Dundalk, Co Louth. Planning permission had been received to carry out works to enlarge the unit and H&M was expected to start trading in time for Christmas 2015. Danish retailer, Tiger had also opened its store in June. This was the first Tiger store on the East coast outside of Dublin.

Aberdeen centre additions

Orchard Street Investment Management, the specialist commercial property investment manager, agreed three new lease agreements at Westhill Shopping Centre. The Aberdeen retail mall was acquired in 2010 on behalf of St. James's Place and had subsequently been redeveloped.

Home Bargains signed a 15-year lease on a 9,995 sqft unit at the centre, while Costa Coffee took 1,800 sq ft and the Town and Country Veterinary Group relocated its practice to an 825 sqft unit within the development.

Minions takeover

According to global information provider, The NPDI Group, the Minions became the top-selling license for the British toy market. It managed to unseat Disney's Frozen, which had been occupying the top position since July 2014.

AUGUST 2015

Holidays cheaper than the 'beach ready' look

A survey carried out on behalf of Debenhams revealed that many women spent almost double the cost of a holiday on beauty treatments and products before a summer getaway. Costs could soar to more than £400, whilst a week-long package holiday at the time could cost around £215. More than two thirds of women confessed to visiting their hairdresser in preparation for their summer vacation while more than half (56%) indulged in either a professional spray tanning session or a home treatment. A similar number (46%) would not dream of going on holiday without a waxing session. Four in 10 said they had a manicure and a further 22% a pedicure to ensure they looked their best by the poolside. Around 18% had their eyebrows tinted and shaped; just under one in six (15%) had a facial and 8% went in for a full-body pampering such as exfoliation, skin moisturising and massages. The average spent on pre-holiday treatments was £197



Above: Debenhams launched new designer ranges in August

according to the online survey of women shoppers, but 7% said they spent more than £400. An average £86 was spent on make-up, cleanser and moisturiser, hair protector, sun cream, self-tanning lotion and other products purchased for the holiday.

Fashion is Found

John Lewis announced the arrival of "FOUND at John Lewis", a new fashion and lifestyle concept set in a boutique shopping environment that introduced new and niche contemporary brands to womenswear. FOUND at John Lewis brought together a curated edit of existing and new brands across womenswear, accessories, beauty, homeware and technology. FOUND was due to be unveiled for the first time in the new John Lewis Birmingham department store in September then rolled out as part of the transformation of the Liverpool fashion floor in November.

New designers announced

Debenhams announced Savannah Miller and Giles Deacon as the latest names to join the ranks of its designer offering with the launch of two new womenswear collections for the autumn/winter.

BHS bid to fund turnaround

Retail Acquisitions, the new owner of BHS, was aiming to raise £70m from the City to fund the retailer's turnaround plans.

Retail Sales increase but profits remain squeezed

The statistics for Retail Sales revealed that even though sales had increased in the sector for the 28th consecutive month, there was a chance that profits and margins were still being lost. Findings from the Retail Statistics

showed quantities bought in the retail industry grew for the 28th consecutive month in July 2015. This was the longest period of sustained year-on-year growth since May 2008, when there were 31 periods of growth. Compared with June 2015, the quantity bought in the retail industry was estimated to have increased by 0.1% and the value of online sales increased by 13.0% in July 2015 compared with July 2014. However, there was no growth in July 2015 compared with June 2015. They accounted for 12.6% of all retail sales.

Furniture collection unveiled

Debenhams introduced the new J by Jasper Conran furniture collection. The new collection incorporated furniture for the bedroom, living and dining room in a mix of light oak and soft neutral tones. The living collection, made in the UK, was upholstered in textured cotton and available in a selection of soft neutral colours. A range of lighting, rugs and cushions complemented these pieces.

POS solution on Android

Posiflex Technology, which designs and manufactures POS solutions and peripherals, launched a new Android version of its tablet-based mobile POS solution. The MT-4008A was designed to meet the requirements of retailers that wished to offer customers a more personalised, interactive shopping experience with mobile POS functionalities.

Clothing and safety expo

The Professional Clothing Show announced that it had joined forces with the Safety & Health Expo which was due to be held at London ExCeL in June 2016.

Vanilla's celebrity deal

Online fashion retailer Vanilla Underground signed an exclusive retail deal with the celebrity favourite clothing brand Bow & Arrow to bring the full range of officially licensed Bruce Lee apparel to Europe for the first time. The range for men and women includes the incredibly sought after official Bruce Lee 'Gung Fu Scratch' T-Shirt as worn by Robert Downey Jr in *Avengers: Age Of Ultron* and showcasing a black and white print of the martial arts legend DJing on a pair of turntables.

SEPTEMBER 2015

Lighting trends range from catwalk to wildlife

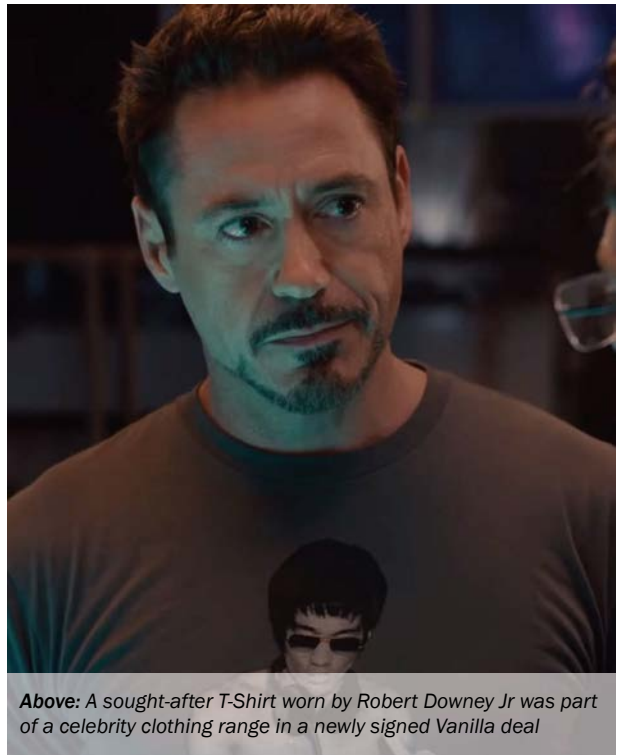
With winter drawing in, lighting took centre stage at Debenhams. For wildlife lovers, Abigail Ahern for Edition saw the standard lamp base transformed into oversized beagles and oversized pelicans were complemented by velvet fringed lampshades. Ben de Lisi's collection brought in elements from childhood such as oversized pencils and porcelain robots.

BHS investment

BHS secured a £65m loan from investment group Grovepoint Capital as the retailer's new owners sought to turn around the business.

Finale for Black collection

Debenhams announced that the Spring/Summer 2016 collection of the Betty Jackson. Black range would be the final Black collection for the store. The collection was launched in 2005 as part of Debenhams' wider collaboration with British talent, offering Betty's signature style at



Above: A sought-after T-Shirt worn by Robert Downey Jr was part of a celebrity clothing range in a newly signed Vanilla deal

accessible prices across womenswear, accessories and homewares. "It has been so interesting over the past ten years to create ranges for the Debenhams customer and I have enjoyed seeing women wearing Betty Jackson. Black and decorating their homes with our distinctive style," said Betty.

1.6m join loyalty scheme

John Lewis had signed up 1.6 million members to its loyalty programme, my JohnLewis, since its launch two years ago and was to create a new app and features.

Largest show of season

With a new look, a new approach and more brands exhibiting, Autumn Fair 2015 was the largest show of the season. It attracted even more

senior buyers than ever before who attended and placed orders for Christmas 2015 and beyond. Buyers included: Fenwick, Achica, Selfridges, Habitat, Next, Oliver Bonas, House of Fraser, Marks & Spencer, Harrods, Joy, Arcadia, Hamleys, Liberty, Nickelodeon, Waitrose, TK Maxx, Amazon, John Lewis, Boots, Accessorize and thousands of independents, multiples and online retailers.

Furniture industry survey

A survey was carried out by the Furniture Industry Research Association to gain an insight into the challenges and opportunities presented by the circular economy, by enabling stakeholders from across the furniture industry to share their perceptions and experiences. The

STEPHANIE CORNWALL

survey formed part of a new research project, which aims to explore the business case for a circular economy for the furniture industry.

Top Drawer is top notch

Top Drawer and Home unveiled its biggest autumn show to date at Olympia. World brands and smaller creative businesses were joined by new exhibitors, who collectively launched thousands of new products. International buyers flew in from 65 countries, generating an overseas attendance increase of 16%, and UK buyers included Anthropologie, Harrods, Heals, John Lewis, Liberty, Selfridges, Fortnum & Mason, National Gallery Company and Topshop.

OCTOBER 2015

That's hot, that's not

In its third annual review of the nation's shopping habits, John Lewis listed what was in and out at the tills. The thong was one of the products to fall out of shopping baskets in the past year, along with fishnet stockings, breadmakers and bookcases

Royal visits for opening

The Duke of Cambridge and Prince Harry were guests of honour as The Leadenhall Building, the tallest building in London, officially opened for business. They admired the views from the building's 42nd floor, 200 metres above street level, and met senior executives from joint developers British Land and Oxford Properties and members of the construction team. The Leadenhall Building, also known as 'The Cheesegrater' on account of its distinctive sloping shape which is designed to protect views of St Paul's Cathedral, was close to fully occupied. It comprises 610,000 sq ft [56,670 sq m] of office and retail space over 45 floors and was voted The City of London Building of the Year.

Gifting showcased

Debenhams launched a cross-channel marketing campaign designed to showcase the department store's gifting credentials in preparation for Christmas 2015. Designed to capture the period of both self-purchase, getting ready, and major gift buying, the campaign

launched in store at the end of October. 'Found It' appeared across the UK and ROI estate of 169 stores as well as in advertising, direct mail, online, PR and social media.

'Beales on the up says boss

The boss of Beales said the business was on the way back to profitability after its takeover earlier in the year. Executive chairman Stuart Lyons said the department store chain had reaped rewards from a Back to Beales campaign, with the flagship Bournemouth branch reporting its best June trading for 20 years. Beales, which was founded in Bournemouth in 1881 and had 29 department stores across the country, was returned to private ownership in April, when investor Andrew Perloff bought it for £1.2m. Mr Lyons, a former chief executive of Royal Doulton and Airsprung, was put in charge and devised the Back to Beales campaign.

Expanding internationally

Debenhams announced it was launching in the Australian and Vietnamese markets in 2016. The move came on the back of agreements with local market partners, Pepkor in Australia (part of the global retail giant, Steinhoff Group) and VinDS, part of Vingroup, one of Vietnam's largest private companies. Debenhams' own brand womenswear, womens' accessories and menswear products were to be distributed and retailed within selected, Pepkor-owned, Harris Scarfe stores from October 2016. Future plans included the launch of Debenhams' branded franchise stores offering the full product range including fashion, cosmetics and home. In Vietnam, Vingroup was to distribute



Above: The Duke of Cambridge and Prince Harry were guests of honour as The Leadenhall Building in October

products in its Fashion Megastore department store chain from early 2016 with selected womenswear and menswear brands sold in five stores across the country by the year end.

New children's designer shoe range launched

Debenhams introduced the Baker by Ted Baker shoe collection for kids. The Baker by Ted Baker footwear range was launched in-stores and online at Debenhams.com. Ranging from children's size 10 up to an adult's size 6, the collection was priced from £25-£36.

Charities enjoy windfall

Twenty-four charities raised more than £7,500 during a special six-week fund-raising and awareness-raising event at the Belfry Shopping Centre in Redhill, Surrey.

NOVEMBER 2015

Man on the moon gets vote

John Lewis' Christmas advert was voted the best of the year so far in a Daily Mail poll.

Flagship window unveiled

An exclusive Oxford Street flagship window was revealed by Debenhams featuring video content in partnership with exclusive cosmetics brand, Make Up Forever, bringing the exterior of the building to life, as part of the schain's 'Found It' pre-Christmas campaign.

Evacuation after 'breach'

Shoppers were evacuated from the John Lewis store in Milton Keynes after claims of a "security breach". Members of the public were told to leave the shop immediately after its security alarm began to go off at



Above: Luxury spirit brand Patrón Tequila took over Selfridges window display in December

around 12pm and its shutters came down. Later, it was revealed that it was a false alarm and the alarm had accidentally been triggered by a worker.

40% opt for digital gift card

According to a Gifcloud poll, clothing digital gift cards and video console digital gift cards were the most desired Christmas vouchers.

DECEMBER 2015

OBE for BRC Chief

BRC Chief Executive Helen Dickinson was awarded an OBE in the New Year's Honours List for 2016 for services to the retail industry. Helen had been Chief Executive of the BRC (British Retail Consortium) since January 2013, following a successful career working with retailers at KPMG.

Display at Selfridges

Luxury spirit brand, Patrón Tequila, took over a Christmas window display in Selfridges as part of its UK Christmas sales drive. The activity was produced and created by launch specialist agency Five by Five. 'A Perfect Constellation', in the shape of the Patrón bottle, used 1000

programmed custom produced sparkling green lightbulbs on a mesh structure to give the impression of a constantly moving and twinkling formation of stars. Patrón also ran sampling activities on Selfridges' sales floor as well as four Waitrose stores.

BHS's 'turnaround expert'

Retail Acquisitions, the new owner of BHS, appointed "turnaround expert" Aidan Treacy as its new Chief Financial Officer. The first board appointee since March, Treacy said he was determined to renew what he considered to be an iconic high street brand. After consistent losses BHS had been sold in March to Retail Acquisitions for £1. Since then, cost cutting initiatives had included the investigation of 51 shops around the UK to gauge the possibility of subletting or renting unused space. There had also been talks about Ikea opening a small outlet in the BHS Oxford Street Store.

An expedition for gents

A Gentlemen's Shopping Night was staged at Fortnum & Mason where Kenton Cool, Everest Expedition-leader, was on the Ghurka USA floor space to sign copies of his latest book.





Trend concepts

Industry experts share their knowledge of what's hot, what's not, what's worked and what's flopped in the following section. We look at the current fashions in men's, women's and childrenswear, whilst also getting inside trend insights from the toy and furniture industries. Shopper habits are put into the spotlight and the section is rounded off with an interview with a rising entrepreneur who's built up a business selling past season's stock and is gradually building up his own chain of stores.



Trend: Men's & women's fashion

By Jaana Jättyri
Founder, Trendstop

Jaana Jättyri is the founder of the leading fashion trend forecasting agency Trendstop and has been its CEO for the past 12 years. Trendstop specialises in helping businesses to understand and incorporate key consumer trends into their product ranges and campaigns in order to improve sales to increasingly trend-aware consumers. Jaana was born and raised in Finland. She graduated from Central St Martins College of Art & Design, and worked as a digital design consultant before founding Trendstop in 2002. Having identified the 2015 trend of the year as 'New Utility', the agency is currently using online webinar sessions to introduce the New Utility trend, including essential information on its cultural and consumer drivers. Trendstop's experts demonstrate why this trend is emerging, and how we are already starting to see it manifesting both in fast fashion and premium brands.

For retailers, shopping is about perfecting the art of persuasion; with so many brands, products and opportunities to choose from, consumers are bombarded with choice. As a result, today's consumer has become increasingly selective, meaning that they are more demanding than ever.

It is essential for shopping environments to engage the consumer, providing a clear point of difference to create positive feelings and associations in the consumer's mind. Finally, to complete the sale, it is important that the products are appealing and carefully considered, so that all aspects of design are on point.

At Trendstop, we have identified the 'Trend of The Year 2016' as 'New Utility'. This macro



Above: Products with carefully selected fabrications and considered executions make for successful buys for the customer

trend combines fashion with function to create a clean, contemporary take on utility-inspired styles.

In addition to the New Utility macro trend, the Trendstop experts are tracking that overall silhouettes are becoming looser and more relaxed. Other key developments include elegant looks hybridising into daywear and loungewear, as top shapes are getting longer for men, women and kids. Meanwhile, a more laid-back approach to styling is emerging with the popularity of the 'athleisure' trend, which merges sports and leisure wear into multifunctional products and styles.

So how can retailers use next seasons' trends to entice consumers to buy? Ultimately, it starts with the product. It is vital to have the right product available at the right time. The right execution of the trend is crucial, as other retailers will also be competing to sell their own take on the trend; as a result, it is important not to give the customer a 'reason not to buy'. For instance, an overly complicated design with one too many trims is enough to turn the customer off and send them to a competitor's door. At Trendstop, we are focused on understanding consumers' needs, giving us effective, informed insights to help our clients make the right translations in their products.

The store environment plays a critical role for customers, both in browsing and making purchases. Retailers are increasingly aware of the impact their settings have on the overall shopping experience, and as such are continually looking for new ways to update and modernise their offer. For example, by incorporating relevant POS (Points of Sale) into the store setting that strongly link back to the product. At Trendstop, we are currently in the process of



organising a Milan trip that looks at 'Space / Experience' for department store and retail CEOs in April 2016 (For more information, email us at info@trendstop.com).

There are many factors that influence how shoppers buy. A great deal of these are influenced by the visual in-store concept, with the strongest and most persuasive component being colour. When it comes to colour selection for in-store products, it is important that buyers choose the right shades, because if the colour is not on point, the consumer will not select the whole item. Each season, our dedicated Complete Colour Forecasts identify the fashion, core and accent colours, creating a validated guide to the must-have moods and Pantone references for brands and retailers.

The key to translating catwalk fashion into trends that consumers will buy into begins with forward analysis. At Trendstop we provide a bespoke client service that works with brands and retailers, identifying key trends and products for our clients to help their business throughout the season. With our forward analysis, we are able to pinpoint the key catwalk collections

and styles that will prove most influential for leading retailers and the high street. Consequently, timing is key if we are to bring commercially relevant trends forward for the mainstream customer. Introducing a conceptual idea too early will leave the customer confused, while releasing it too late means a golden opportunity could be missed.

In terms of top designers influencing high street fashion, we have been tracking the development of NYC-based label TIBI, and feel that it is set to gain more popularity this year, while London's Self Portrait is one of our 'brands to watch' right now. Its recent launch of a fashion-forward yet affordable bridal wear collection is set to make a big impact on the market. Other key players for 2016 include 3.1 Phillip Lim, Joseph and No.21.

In terms of high street retailers who have successfully translated high fashion designs into high street profit, Zara's 'studio' line is a strong translation from high fashion inspiration, where it is able to profitably convert catwalk trends into affordable fabrics and must-have items. Additionally, COS is well-versed in offering



Above: Superdry has used actor Idris Elba to be the face of its menswear range, a classic example of how celebrities can influence fashion buying decisions

more premium and contemporary minimalist products that fill the gap opened by price increases in designer and diffusion collections. Topshop shouldn't be forgotten as a key retailer either, as it excels in bringing runway trends to the youth market. The Topshop Unique catwalk collection grows in strength season upon season,

offering consumers an affordable connection to the designer market.

Where retailers are limited on shop floor space, there are ways of maximising impact. Keeping the message clear and concise for the customer is important no matter what the store environment is like, but highlighting key items is an important tool for locations with

limited floor space. Maximising on editorial point of sale throughout the store is another effective way to drive interest and raise awareness of the season's must-have products.

In 2016, buyers should take into account how demanding the customer is and consider each item carefully for the perfect execution, while identifying a collection's key pieces is vital to create successful sell-through. Buyers find our consumer-validated key items and buying guides extremely helpful in achieving this goal.

All in all, our trend experts find that products with carefully selected fabrications and considered executions make for successful buys for the customer. Leading on from that, an important message for the high street going forward is the importance of texture - as we have mentioned, consumers are more demanding than ever before, so basic jersey and woven fabrics lack newness and excitement. For the savvy shopper, materials with interesting hand feels and 3D textures are much more appealing



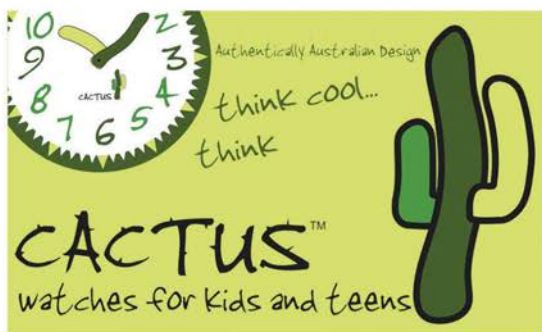
Above: Charlie Paige offers wholesale fashion for curvier women



- STAHL -
SWISS MADE



Swiss quality
Danish design
Slimline Watches



CHRONO
TIME TO TRADE

Available exclusively from Chrono UK Limited
www.chronouk.com sales@chronouk.com
Call 01243 531 055 for more information

CHRONO
TIME TO TRADE

Quartz • Automatic • Mechanical • Special Editions • Limited Editions • Childrens • Gents / Mens • Ladies / Womens
Sports • Fashion • Traditional • Health / Finger Sensor • Gift Sets • Wrist Watches • Pocket Watches • Pendants • Hand Made Display Stands



Trend: Children's wear

By Lucy Jewson
Co-founder, **Frugi**

While on maternity leave in 2004, Lucy Jewson had a light bulb moment. Lucy wanted to use cloth nappies with her first child for environmental reasons, but soon realised that they had one slight problem - they gave the babies that wore them a bigger bottom, and finding clothing to go over them was a real challenge. She realised there was a demand for this and so the idea for a range of Cut4Cloth (later rebranded as Frugi) clothing was born. Lucy has won many awards along the way and with the support of her husband Kurt, they gave up their jobs, re-mortgaged their home and put everything in to making it work. In 2014 the team celebrated 10 years of Frugi, in this time they have gone from the two of them working from home, to large premises in Cornwall with a team of 50 to help them. Frugi is now a multi-award winning company selling worldwide and across more than 500 independent stores in the UK and is a major brand for John Lewis.

I think the first thing parents look for when they are shopping for childrenswear is a really eye-catching design that is fun – so much more refreshing and enjoyable than boring adult clothes! Secondly though, is how that fabric will feel on their child's skin and how well it is made. These are really important qualities if your child is going to where the item without a fuss. They need to be comfy and the clothing needs to move with them and not restrict trampolining shows. Here at Frugi we know just how many parents care about who made their clothing too – the ethical element is becoming more important to more and more people all the time.

Dungarees are one of the dominant styles I see coming in



Above: Frugi thinks about how fabric feels on a child's skin.

for 2016. Soft ones, short ones, long ones, ditsy print ones, ones with boats on – they are flying out of the door in all shapes and sizes. It's become a real craze in children's wear.

Don't forget gender neutral clothing either. There is definitely a growing number of parents who want tractors & dinosaurs for their girls and purple for their boys – and why not?

If retailers wish to use coming seasons' trends to entice consumers to buy, it really helps to set a theme for the season, follow it through in window displays, point of sale, even little giveaways as an extra thank you for the purchase. For example, we have Cornwall as a theme in spring 2016, so it's easy to set up "looks" with harbour scenes, beach window displays etc. How about a bit of Cornish Fudge as a thank you? It's important to "change it up" regularly though, make sure you are refreshing stock and themes every few weeks so customers always have a fresh reason to visit the store.

Placement and setting within a shop can obviously affect purchases of childrenswear. Plenty of forward-facing garments really help grab the attention, if they are outfitted well. With accessories too, you are likely to get a multiple purchase. This is particularly true in childrenswear where (if in store follows what we find at Frugi) gift purchasing accounts for 39% of all purchases. Grandparents love an outfit. Avoid cramming too much stock in a shop, or too many brands in a small space. Give each brand space to "breathe" and stand out.

I don't know that colours influence shopping moods on their own per se, it's more about how striking a store looks. Cleverness in design is the key to



Above: Children's fashion can be 'trendy' but must allow freedom of movement. Photos courtesy of Zara

grabbing people's attention. It could be some incredible print of wall paper or amazingly upcycled shop fittings. It's so important not to "crowd" the product though. Free space is incredibly important.

My personal opinion is that adult's fashion doesn't/shouldn't have an enormous influence on childrenswear trends. Childrenswear is fabulous because of how incredibly "free" it can be. The last thing we want at Frugi is 'mini me's'. Children's imaginations are so much more vibrant and unfettered than ours. It's our challenge to look to that for inspiration, rather than looking at the adult market.

There are role models influencing childrenswear fashion at the moment. Obviously you can't avoid the 'Will & Kate' effect. Their classic styling of George and Charlotte has certainly brought that genre of clothing back into the public eye and a designer like Rachel Riley will be where you shop if that's what you are after. That's not for everyone though and for brighter, more child-centric design, the Scandinavian brands are still very much in favour. Frugi of course is all about getting inside a child's mind and making them

smile and giggle.

My advice to retailers that are limited on shop floor space, is not to crowd too many brands in. Choose two or three and have a decent selection of each so customers can easily find outfits, as this is the key to upselling.

In 2016, childrenswear buyers should only go for 'true winner' products. These are the products in which there is pretty much a total consensus that they are going to be great sellers. Avoid 'quite nice' selections – if they are in front of you. You need to feel passionately about your choices. We always know what our best sellers will be. You can see them a mile off. If you crowd them with 'fillers', they lose their impact. Less great stuff is definitely shouting to your customers that you are a discerning, front line stockist. If they have to dig around to find that, you may lose them. So product choice is the most important thing. After that, refresh stock as often as possible – you have to constantly give a reason to come back.

Our own customers can't get enough of rainbows. They just make everyone feel so happy and are a great fit with the trend of gender neutral shopping.



Trend: Toys & Gaming

By Mark Eckersley

Managing Director, A M International Agencies Ltd

AM International Agencies Ltd has more than 30 years' experience of selling high quality toys, gifts, educational products, souvenirs and collectables. Mark formed the company in 1986 to source high quality toys and gifts from around the world. Mark initially studied economics at university and qualified as a Chartered Accountant with KPMG in 1984, reaching the last six in the final of Young Chartered Accountant of the Year in 1990. He has also worked in the United States for Chartered Bank of London and run a commercial property company since 1998. His quest for new products and original designs has meant that AM International Agencies Limited now has exclusive rights to act as sole UK and Ireland agent and distributor for several leading toy manufacturers and artists. The company specialises in products made in Europe, where it believes excellent design, awareness of environmental issues, recognition of employees rights and the skills of experienced craftsmen contribute to its success.

For consumers shopping for toys, games and other children's products, the most important purchasing factors are safety, quality, price, durability ie "Will it be educational and fun to play with?" and, increasingly, I believe it should be "Made in Europe"

There is a resurgence of traditional toys and games as parents become worried about the influence of electronic gadgets and I believe these items will be particular popular in the coming year

Children grow up much more quickly these days as they have more information that is accessible. As a result, items such as our traditional children's tea sets and wooden toys still have long lasting appeal but are



Above: Mr Benson Musical Hug Toy, suitable from birth

favoured by older parents and grandparents.

Placement and setting within a shop obviously affect a decision to purchase. Definitely the nearer the till, the more likely a customer will be to see it and have an impulse to buy. But generally, product display is vital to sales success.

Background scenes are of great importance to increase a pleasant buying experience. Coordinated ranges, for example our Beatrix Potter Collection, certainly helps cross buying.

In terms of media events, trends and other events that can influence this industry and help launch new products, celebration of historical events, such as the 150th anniversary of the birth of Beatrix Potter in 2016, are key drivers, together with industry awards such as the Progressive Preschool Awards at which we were a 2015 finalist.

John Lewis, Bentsalls, Fenwick & Hamleys lead the way in the toy sales sector, whilst the big winners again this year will be the efficient and price sensitive internet retailers.

If a retailer is limited on shop floor space, there are ways



Above: The Oeuf Mini Toy Storage System
Below: Meercat Plush Toy by Wild Republic

in which they can maximise impact with their offering. Nice "cosy" displays without overcrowding products always help. Use of lighting and clean, modern space and displays is vital.

My advice to buyers in 2016 is: Look at the complete market to get original, innovative new products and do not concentrate all your time on the large suppliers. Visit the design-led shows such as Top Drawer to find exclusive, unique products and suppliers who have not saturated the market.

In 2016, the 150th anniversary of the birth of Beatrix Potter will be a huge milestone for the toy industry to celebrate. It will allow a new range of exclusively licensed products to be introduced to the market this year.

At a time when many companies have relied on cheap production in the Far East, I believe many more consumers today are looking for high quality, well designed and unique original-styled products, and these are the type of items I've sought to bring exclusively to the UK and Ireland from several leading European companies. I firmly believe there will always be



a good market for this type of product, particularly now that consumers are more aware of a need to support a successful production base in Europe and the impact of global issues.

We should always be driven by the passions and desires of our customers. I have always looked to only offer carefully selected products which are of the highest quality, meet the strictest safety regulations and are fun to play with or to treasure.



Above: Popular toys inspired by films include this Bobble-head Darth Vader



Trend: Learning from shoppers

By **Danielle Pinnington**

Founder & Owner, **Shoppercentric**

Danielle spent her first 12 years as a researcher specialising in the world of NPD, branding and sales volume estimation. She rose to the position of Deputy MD at Research International before joining Incite Marketing Planning as a Board Director. Here her specialism in shopper behaviour began to develop. In 2004 she took the decision to break out of the generalist agency world and set up Shoppercentric, which specialises in trend research, shopper insights and client training. Shoppercentric works with a wide variety of retailers, suppliers and agencies in the area of shopper research providing the likes of BP, Cadbury, Coca Cola, Mattel and Kerry Foods amongst others with shopper inputs to their trade strategies, with the ultimate aim of showing its clients how to turn shoppers into buyers.

A major trend last year - which will continue to play out in 2016 and beyond - is that of connected shoppers. Data from the IMRG suggests sales in November 2015 made via smartphone grew 97% year on year and that mobile is a key catalyst in the growth of online shopping. Our own data shows that one in four UK shoppers now use a smartphone to shop, and it seems they are quickly getting used to using it right across the purchase journey for shopping, including in-store. As a result, the shoppers in your stores are now in a very different position to that of even one or two years ago.

They may arrive at your store with far more product knowledge than in the past, they



Above: One in four UK shoppers now use a smartphone to shop

could well have pricing information at their fingertips – both competitive prices and the prices of your online products, they may want to share photos of their potential purchases via social media and, above all, they want retailers to use connections to make shopping easier, and genuinely joined up.

So, how might these changes in the shopper position impact on your business? For a start there is the issue of service. Today's more connected shoppers expect a better level of service from the retailers they choose to use. If they have made the effort to research a product or pricing prior to making a purchase, they expect store staff to be able to engage in a conversation that helps them reach a decision. This means that store staff need to be able to tailor their conversations with shoppers to their individual level of knowledge, and be ready to have an intelligent discussion on pricing.

Secondly, the idea of sharing is an interesting feature of modern purchase journeys, and one that has only emerged with the growth of smartphones. This



Above: *Today's more connected shoppers expect a better level of service from the retailers they choose to use*

is a feature entirely driven by shoppers themselves when they take photos of potential purchases to either remember them or share with their peer group before purchasing. If your business views this as an opportunity then free Wi-Fi is crucial, and it is worth introducing your brand logo into changing rooms, so it is clear where the photo is being taken. You might also look to create a social media campaign around sharing.

The biggest opportunity and challenge however, is that being

connected is as much about how joined up your systems are, as it is about engaging with shoppers themselves. Today's demanding shoppers expect your own systems to work together to their benefit - with consistent pricing across all channels. They don't expect a sales person to tell them an item is out of stock and that they should go home and order online either, instead they would like store staff to immediately offer to place the order for them. And they would like the website to tell them if a particular item is available at their local branch before they make the effort to travel there. None of this is easy for you as a business, but all of it makes shopping easier, and means shoppers feel that you are actively selling to them rather than making them do all the hard work. That won't just create a warmth towards your business on that purchase occasion, it could well drive loyalty over the long term.

The retail world continues to change rapidly. There are enormous opportunities which come with considerable challenges, but by understanding how shoppers expectations and habits are changing your business will be better placed to take advantage of the opportunities.



Above: *The retail world continues to change rapidly*



Trend: Furnishings

By Dr Peter Beele

Technical Services Manager, **FIRA International**

Established 65 years ago, the Furniture Industry Research Association was set by the industry for the industry. It provides invaluable technical support to the entire furniture supply chain and funds projects for the benefit of the industry. As its Technical Services Manager, Dr Beele was the author of a report compiled on behalf of FIRA, entitled The Statistics Digest. Published annually, the Statistics Digest contains facts and figures specific to the furniture and furnishings industry and is compiled using the latest available data for 2014 sourced from a range of websites. Provisional figures for 2015 will not be released by the Government until the latter half of 2016. The Statistics Digest is available free of charge to members of the Furniture Industry Research Association or it can be purchased by non-members for £300 + VAT.

With the UK's furniture manufacturing provisional turnover in 2014 reaching £7.4 billion, 6.1% higher than the previous year and 14.6% higher than in 2011, despite a decline in the number of furniture manufacturers over that time, industry statistics are increasingly positive.

The turnover for furniture manufacturing in 2014 was 1.4% of the total for UK manufacturing and the furniture sector employed 2.9% of all UK manufacturing personnel (71,000). Notably, kitchen furniture manufacturing turnover improved to a greater extent than any other sub sector in 2014. After a couple of years of comparatively poor performance, the corner appears to have been



*Above: Furniture industry statistics are increasingly positive.
Photo courtesy of House of Fraser*

turned, with a 22% incr ease on the previous year. In 2014, mattress manufacturing turnover also increased during the same time frame by 7.1%.

Import and export data continue to portray worrying trends, resulting in an ever widening trade gap, but this is compensated for by the improvement in fortunes of many UK manufacturers and an increasing demand from consumers for furniture and furnishings. As the industry continues its recovery, the Statistics Digest, published annually by the Furniture Industry Research Association, provides a valuable insight into the performance and potential trends for the industry.

There is evidence that the negative worldwide trade gap has continued to widen, with increases in imports outstripping any small increases in exports. The number of employees in the furniture production sector appeared, against general employment trends, to have dropped significantly from 2013 to 2014, although this may not be the true position owing to the provisional nature of the data and the 83,000 figure for 2013 may be a better reflection.

Within office and shop furniture there has been a 6% increase in manufacturing turnover since 2011. Whilst 2014 turnover was estimated to be just over £2.0 billion, there was no increase in value compared with the previous year.

Kitchen furniture manufacturing turnover had historically fallen significantly from a high of £1.7 billion in 2008 to a low of £1.1 billion in 2011. After a couple of years of comparatively poor performance, the corner appears to have been turned. Turnover in 2014



Above: The mattress sub sector has been relatively stable. Photo courtesy of House of Fraser

increased to £1.7 billion (matching the sector's 2008 high). This was a 50% incr ease since 2011 and a 22% incr ease over the previous year.

The mattress sub sector has tended to be relatively stable compared to its counterparts, but over recent years has exhibited substantial growth. Manufacturing turnover has continued to increase since 2011 reaching £0.66 billion in 2014, which was a 29.0% incr ease over the period. The majority of this increase occurred between 2011 and 2013 (20.0%), although 2014 still saw a very healthy 7.1% increase over the previous year.

Other furniture, which comprises all items not previously mentioned, plus parts, has grown less significantly. 2013 saw a slight recovery to £2.92 billion and this recovery continued into 2014 when turnover reached £2.99 billion (a 2.5% incr ease on the previous year). This is the largest sub sector within the category "Furniture" (40% of turnover) and has a large influence on the overall performance of the sector.

Imports rose to £4.8 billion (compared with £4.6 billion the previous year), which represented 47% of the home market. This home market, based on UK manufacturing sales, export and

import data was estimated to be £10.20 billion.

Annual imports were predicted to be close to the £5 billion mark by the end of 2015. The majority of imports originated from China (almost £1.6 billion), and its share of this market, having dropped slightly to 32% the previous year, increased back to 33% in 2014. Italy remained the second largest exporter of furniture to the UK, with its share of the import market remaining at 11%. Poland overhauled Germany in the league table and supplied 10% of all imports (Germany supplied 9%), while other changes in the hierarchy saw the Czech Republic, Lithuania and Spain leapfrogging France and Brazil and Portugal appearing in the top 15 for the first time at the expense of Sweden and Slovakia. Imports from the USA appear to have fallen dramatically from £141 million to £55 million.

The UK traditionally targets its exports at the Irish Republic and the USA, although in 2014 France and Germany both received 10% of UK exports and the USA only 9%. The figure for the Irish republic was 19%, compared with 17% the previous year, which equates to £166 million.



Trend: From showroom to home

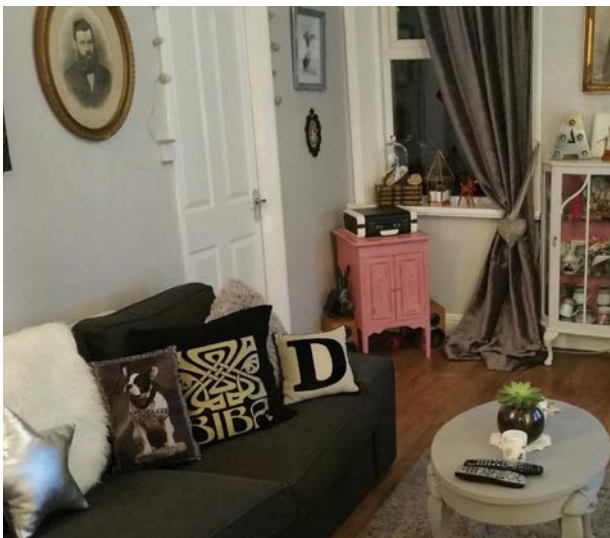
By **Laura McDonald**

Designer and in-house crafter, **Rust-Oleum**

Laura McDonald is a graphic designer and upcycler based in the North East. While working as a graphic designer for a leading paint manufacturer, she designs packaging for new range products, styling photo shoots and organises TV adverts, as well as transforming furniture with the paints. Having studied animation at university, followed by a Masters in 3D Design, Laura previously worked as a freelance designer. Upcycling is her 'thing' ("Why have bog-standard when you can have bespoke?") and she has studied trends in colours, decor and furnishings generally, to create her one-offs, as pictured here.

When people think of redecorating they think of one word, "expensive", but with some savvy shopping and a little finesse you can achieve the home of your dreams for a fraction of the price. Fashion shouldn't just be reserved for the wardrobe. It's possible to work this season's on-trend colours and styles into the home to create interiors fit for the super chic fashion elite. Inspired by the SS16 catwalk styles, I have some need-to-know transformational trends to transition homes into the new season to share with readers.

As seen on Peter Pilotto, Burberry and Preen SS16 runway at London Fashion Week, to set the tone this



Above: Merging old with new, Laura created this cosy sitting room



Above: Mulberry cupboard



Above: Slate grey sideboard with cerise pink handles

spring/summer 2016, the proof is in the pastels. Reflecting Pantone's Colour of the Year 2016, through the blending of two shades – Rose Quartz and Serenity – rooms can receive a mindful balance of a warming embrace and tranquility.

Rose-coloured and powder blue chalky finish furniture paints will achieve the 2016 look. You can easily transform a furniture staple to give humble

abodes a calming aesthetic.

As seen in Phillip Lim, Jenny Packham and Kate Spade presentations at New York Fashion Week, meadow prints and delicate florals have made a comeback for another season, giving us a good excuse to bring the outdoors inside.

Decorating dynamos will be familiar with the phrase 'injecting new life into a home' but now it's the real deal –

potted plants will truly add a breath of fresh air. What better way to ward off the winter blues?

One idea for renewing the floral formula and giving shrubs a shrine to be proud of is to take out the seat base of an old dining chair and give the frame a new look with a few coats of chalky finish furniture paint in the colour of your choice – there's 25 to choose from! Pop in some blooms to transform it into statement furniture or a creative garden planter.



Above: Transformed bedroom



Above: Feature-style hallway

Stripes

At the Prada and Ferragamo SS16 collections at Milan Fashion Week, bold stripes lined up on the season's catwalks so recreate an optical illusion to flatter tired shapes. Adventurous artists can go all out with a geometric pattern, but a simple nod to the trend will also do the trick.

Set straight lines against clean backdrops to revive previously dull rooms. Armed with masking tape and universal Spray Paint, you can overhaul the old with the new – all in a weekend's work.



Trend: Insights from NRF

By Channie Mize

General Manager for Retail, Periscope

Channie Mize is the Global General Manager for the Retail Sector for Periscope™, a McKinsey Solution. She has more than 15 years of retail experience spanning diverse competencies, including: omni-channel pricing and promotional strategy, clearance management, category management, analytics, and merchandise planning. Her career has included management consulting, Software as a Service (SaaS), and retail industry experience as a vice president for a Fortune 250 retailer. In the wake of the 2016 event, Channie has taken a look at some of the key takeaways from this year's NRF conference

This year's NRF Annual Convention and EXPO certainly lived up to its moniker 'Retail's BIG Show'. With more than 33,500 attendees and hundreds of sessions and exhibits, its pedigree as a unique 'one-stop' event showcasing the very latest thinking, technologies and solutions for Retail professionals was clearly in evidence.

There was a palpable excitement in the air as innovative retailers and brands demonstrated how, when it comes to fusing their digital and physical channels to create seamless social and immersive shopping experiences for customers, they are doing so much more than just 'talking the talk'.



Above: Shopping is more than 'talking the talk'

Reinvigorating the in-store and online shopping experience for today's experience-hungry consumer is driving many retailers to engage in smarter interactions with shoppers. And it's this 'experience retailing' that's transforming the physical store as we know it. Today's 'destination store concept' now aims to give shoppers an enriched, personal and highly sensory experience designed around their known shopping wants, needs and desires.

It's a disruptive approach that requires brands and stores to become more adaptable, more agile, more experimental and more responsive. In-store, that means them offering highly localised product assortments that are determined by a deep understanding of local customer demographics and shopping norms. In other words, they must adopt a 'brand flexing' strategy that aims to generate maximum demand pull – and sales – on the shop floor.

And it's clear that the deep synergy between individual bricks and mortar outlets and online sales is increasingly being acknowledged. At this year's show, some trail blazing retailers demonstrated how they're looking to leverage the positive customer sentiment generated by shoppers who encounter an in-store retail experience that delights them – and create demand pull for their digital channels too.

That might mean using in-store digital displays and technologies to extend the breadth of lines on display by showcasing 'next aisle' rather than endless aisle offerings – a carefully curated selection of options that complement physical product displays. Or



Above: In store technology can give use the data to help understand shopper behaviour

using in-store mirror technologies that use facial recognition technologies to identify customers and offer personalised recommendations or access to their online 'wish lists' or browsing history to refine or streamline their in-store shopping activities. As one retailer put it, the opening of its latest flagship store generated an impressive 68% uplift in online sales in that region.

Reinvented shopping

Retailers are also leveraging more data and analytics in their offline operations to better understand the increasingly complex, multi-channel shopper path to purchase and to track marketing effectiveness. With in-store technologies and analytics, like beacon technologies, WiFi, and proximity marketing, becoming more prevalent, retailers are no longer just leveraging these technologies to optimise operational efficiency or the in-store experience itself. They're using the data generated to gain a greater understanding of shopper behaviours and the shopper journey to eliminate potential friction points.

Radically changing shopper demands means retailers are reinventing themselves as technology-led businesses where systems and data are becoming the primary enablers to creativity and innovation, especially when it comes to delivering a seamless and fully personalised experience across all channels.

'Multichannel age is over'

At the 'Physical or Digital: The Choice is BOTH!' keynote session, Sir Charlie Mayfield, Chairman of John Lewis Retail, stated that the age of multichannel is over, urging retailers to integrate their offline and online channels completely to focus on the customer. As he put it, customers don't think about 'channels', their expectation is for a unified, intuitive and personalised shopping experience – no matter where or how they interact or shop with a brand.

There was plenty of evidence at this year's show that omni-channel as a concept is finally coming of age as digital and physical retail continues to converge. There was a renewed

focus on customer-centricity – putting the customer, and not the channel, at the centre of the retail experience. For many retailers, this means the race is now on to enhance the customer experience using data-driven insights to build customer loyalty and engagement.

Examples of how retailers are responding to this imperative include a move to transform shopper data from loyalty programmes and past purchases into next product-to-buy analysis. And, with mobile taking an increasingly central role in commerce, there was a distinct buzz around innovative new personal shopper platforms and digital shopping assistants.

Capable of utilising predictive calculations of consumer needs – these enable a two-way conversation with consumers, gathering scores from catalogue items to ensure customers don't miss out on items of potential interest. Therefore, when a shopper says they're looking for an outdoor walking jacket, they're asked to specify where they'll be visiting for their walking trip. The technology then undertakes a deep dive into the product

catalogue, identifying the best jacket for their requirements based on analysis of the weather data relating to the customer's intended trip location.

Finally, many of the speakers at this year's show talked about how collaboration is becoming the new competition.

From big data to micro insights, a growing hunger was in evidence to share collective insights into shopper browsing habits, geo location and online data so that retailers can enhance the physical retail space or blend digital and physical shopping experiences in a unique way.

Key messages

So, in summary, the key messages from this year's NRF Big Show were: Retailers need to be nimble, leveraging technology and analytics to stay ahead of the game and deploy new innovations that play to customer's wants and needs. For some that means freeing data from silos and engaging in sharing data collectively with retail partners and product manufacturers to gain the micro insights that drive more personalised – and more hyper-localised – shopper experiences.

Technology 'fault lines' mar customer experience

The majority of retail IT directors recognise the need to provide free customer Wi-Fi connectivity in stores to enable new services such as dynamic pricing, according to a study by Peru Consulting. But 33% of larger retailers say they are unable to provide it because of technology constraints, while a further third say the cost of upgrading their platform is too high. IT directors warn that rising costs, competitive threats, disruptive business models and changing customer behaviours are not just piling on commercial pressure, but are also creating demands for investment from different parts of the business. New technologies such as superfast broadband networks will enable retailers to provide a better customer experience as well as better understanding of buying preferences and behaviour, yet investment in this technology is not top of the list when allocating budgets. When asked where budgets are prioritised, IT directors say refurbishment of stores (27%), staff training (27%) and more staff (25%) take precedence over networking and communication investment (20%) and technology to improve the customer experience (14%).



Above: 'Retailers need to leverage opportunities'



PEFC: YOUR ASSURANCE OF RESPONSIBLY-SOURCED FOREST PRODUCTS



PEFC UK

Sheffield Technology Parks, Cooper Buildings, Arundel Street, Sheffield S1 2NS

t +44 (0)114 307 2334 **e** info@pefc.co.uk **w** www.pefc.co.uk

**PEFC-certified timber and wood-based products
are at the heart of the UK retail sector.**

- Legal & Sustainable Supply
- Credible Chain of Custody
- Responsible Procurement
- Thousands of Products Available
- Structural and Fit Out Timber, Flooring and Packaging
- Meet Customer Expectations.



Trend: The ‘surplus’ story

Interview with **Malcolm Craig**
Managing Director, **Avendita**

Malcolm Craig runs Avendita, a successful clothing business selling clearance and discounted products. Typically, the items sold in his stores include end-of-season products, so the business is able to sell branded clothing and footwear at discounted prices. His current stores in Rutland and Lincolnshire (with more due to open this year) are outlets which opened last year and have picked up good local followings, which complements his online business, originally launched in 2009. The business has been functioning successfully for seven years and expansion plans are in the pipeline. We caught up with the young entrepreneur when he was taking a break from what he said can currently be a seven-day working week, to find out a little about “the other side” – what works and what doesn’t in his industry and what tips he had for us.

Tell me a little about yourself. What is your main line of business and what prompted you to enter this industry?

Our main line of business is branded clothing, footwear and accessories. Where we work with brands to move their excess inventory from markets they are not selling into markets we hope there is a demand for them. I entered this industry as after university I began working for a company in the same industry and decided, after learning the ropes, to try and establish my own business.

What were your main success stories last year? Do you have plans to expand / open new stores or diversify?



Above: Uggs were a best-seller in the outlet store sales last year

We opened up our first two direct retail outlets (in Ashwell and Spalding) and we have another store opening in February this year with plans to open a nationwide chain of outlets in the next two years.

What makes shoppers make those all important purchases?

As we are operating outlet stores (discount) we find they key is price, if we can show the customer they are receiving top branded product at significant discounts the products sell well.

What were the most popular lines that sold for your business last year?

We always sell the better known brands the best, Converse, Ugg, Hunter, Nike tend to perform well regularly. We also have done well on branded kids' clothes.

Do you believe mainstream retailers use forthcoming trends to entice consumers to buy? How does this impact on your own type of business – do you find certain types of item have enduring appeal whilst others are 'impulse buys' and can there be a glut of items from previous seasons that do or don't move quicker than others?

We use the enduring brands like Converse, UGG, Versace,



Above: Branded store display

Tommy Hilfiger etc to entice the customer into the stores, then the impulse buys tend to come from offering them an alternative from a lesser known brand but a lower price point. If we are finding we have a glut of product that is not selling we will try and reduce the price further or use out online capabilities to move the product, perhaps overseas or wherever we can find a demand.

Bearing in mind that shoppers are looking for quality items at discount prices, does placement and setting within a shop still affect purchase making?

Yes definitely, we have merchandisers in each store, who push use the shop windows, in store mannequins and branding in store to try and catch the shoppers eye, just like a regular retailer would. What we are really hoping to achieve is to make shopping for branded, discounted clothes, footwear and accessories a lot smarter and easier than say a TK Maxx operation would. We want the product to be easy to shop in a pleasant retail environment.

Speaking from your general observations, and from your own experience, if a retailer is limited on shop floor space, how do you think they can maximise impact with their offering?

I would recommend they have a solid online offering to go with their shop floor. While they might struggle to show all styles, sizes and colours in a limited retail space, it is much easier and cost effective to do it online. They can leave the most popular colours and sizes merchandised and on display on the shop floor, and simply state "more colours/sizes are available online

TREND: THE 'SURPLUS' STORY



Above: Enduring brands entice shoppers into Avendita

or request them from a member of staff", who may have them in the stock room. We intend to have tablet devices in each store showing our total stock, which be available in other stores or in our warehouse. Hopefully that makes sense!

What tips would you offer to male buyers with limited budgets for 2016?

Shop around! Use the internet to find the products you want at the best price, then go to that store and try the garments on before you buy.

Do you have any other insights to share with us?

Our challenge is to build a bricks and mortar retail business (quickly) which complements what we are doing on wholesale and through our online platforms. Unlike most traditional retailers who have had bricks and mortar retail then added their online offering, we are moving into brick and mortar retails from an online perspective. While this provides its own challenges, we feel we can achieve this relatively quickly and give the consumer a new shopping experience at exceptional value for money.





Industry insights

In this section, we take a look at some of the issues affecting the industry. From advice on window dressing, to technology, consumer data, point of sale and department management, our specialists give us their views and advice, looking at how things have evolved over the past year and what to look out for in the future.



Focus: Window of opportunity

By Martin Flavin

Creative Director, Five by Five

Martin leads Five by Five's creative team, passionately ensuring excellence and seamless integration of ideas across all platforms and channels. His 18 years in marketing means there aren't many types of campaign he hasn't worked on. Having previously worked as an in-house marketer and an account director, he knows how to balance the commercials with creative which is a rarity within agencies. Five by Five works across all channels to make and ideas for clients across digital and offline channels. The agency's work is diverse – from window displays to Facebook apps to mobile to banners to print adverts. Martin heads up a group of strategists, art directors, designers and copywriters.

These days, when the future of the high street is constantly fretted over, the humble shop window may seem like small beer for brands. How can a static display in a tired location compete with the array of digital tools at the disposal of marketers? The answer is that they don't have to. Shop windows are just one of the options open to marketers and, used correctly and as part of a strategic brand campaign, they can have a massive impact.

That's why a global brand like Apple will take over every window in Selfridges for the launch of the Apple watch. It's the perfect platform to make a big bold statement about the brand, its ambition and the retail partners it wants to be seen with.



Above: A striking window display in House of Fraser, using props

It's the same for Samsung, which took over the majority of Harrods' windows for its 'Experience Innovation' campaign in 2015, showcasing the electronics company's whole range of products over a three-week period. In examples like this, the window is just the tip of the sword. It can't do all the heavy lifting in isolation, but as part of a well thought out integrated campaign, the window is an engaging and dramatic part of the marketing arsenal.

Despite the onward march of e-commerce, the high street still matters as the throngs of Christmas shoppers along such established shopping quarters as London's Oxford Street and Regent Street demonstrate. Windows in stores like Selfridges, Harrods and Liberty can have traffic-stopping potential if they deliver a real statement of intent. In the social age they are also no longer simply a passive piece of collateral, but can entice passing footfall in store whilst allowing a brand to amplify its message further via content sharing opportunities.

Brands and their agencies have to approach such iconic media choices as art rather than as just another channel. The work has to be arresting, grabbing the indifferent consumer who is walking through the bustling shopping streets.

Looking at Christmas windows around the world, Selfridges is one of the most prestigious. It's as big as a billboard and it's at eye level in the heart of Oxford Street, so the creative effort has to be correspondingly high.

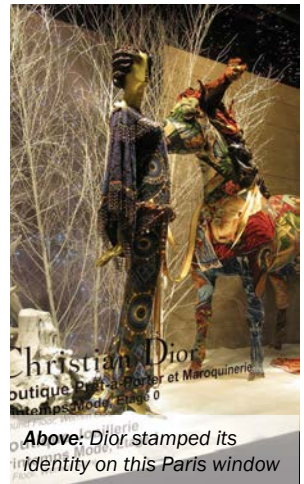
Take Patrón Tequila for example; the ultra-premium drink which secured one of Selfridges' Christmas windows. Everything about this tequila

appeals to connoisseurs. It is distilled in small batches with high quality ingredients in their Hacienda in Mexico. Each individual bottle is unique and made from recycled glass with a cork carved from dedicated trees. Putting it in Selfridges makes a big statement for the brand and where it belongs at the busiest time of year.

Working with the department store's theme of 'constellations', Five by Five used Patrón's iconic bottle as inspiration. We hung 1,000 individually programmed bulbs to create 'The Perfect Constellation' of stars in the shape of the Patrón bottle. The lights changed throughout the day, creating a sense of theatre and reflecting the changing mood as darkness fell.

Brands and department stores are also turning towards immersive experiences through the use of clever technology. AR and VR allow consumers to create a new experience courtesy of the powerful computers that we all now carry in our pockets. Imagine using window POS to create a virtual experience that your kids can interact with and then share – that's a few minutes of entertainment that would be a great relief to any parent.

As well as entertainment and engagement, in 2016 we should expect to see more shoppable



windows that allow consumers to browse, select and ultimately buy goods without even entering the store. Tesco's virtual store in a Seoul metro station pointed the way, and retailers as diverse as eBay and House of Fraser have trialed shoppable physical windows.

Well-designed window displays can be an important factor in driving interest and engagement with your brand. For marketers that are launching products this is even more important. Make a big impression in a department store that matches your audiences and you'll be able to establish your brand and prove your worth in your market.



Above: Christmas window display in Selfridges for Patrón Tequila



Focus: Click and collect

By Mark Thomson

Retail Industry Director EMEA, Zebra Technologies

Mark works closely with retailers and hospitality providers to provide input on how to face the challenge of a new retail landscape. He helps retailers focus on developing a vision that aims to improve customer experience and drive business efficiencies. With more than 24 years' customer-focused experience, he has developed in-depth knowledge of the EMEA retail market place and is a regular speaker. In this analysis, he looks in more detail at the key trends influencing delivery strategies and why services such as click and collect are rising to prominence. He moves on to explain how retailers can better blend their operations to embrace click and collect as part of their offering and turn delivery from business cost to business benefit.

Delivery is a hot area in retail right now for a variety of reasons. One of the most important is the cost. The bill for failed first-time deliveries in the UK alone has reached £600 million a year. Shoppers' demands are changing too. They want their goods faster and to mix online, in-store and mobile channels to buy, try and return items in ways convenient to them.

While online has transformed retail, proportional sales volumes remain comparatively low. Online transactions are predicted to account for an average 15% of sales across Europe in 2015. Research suggests the reason for this is that shoppers prefer the instant gratification and



Above: Click and collect provides convenience of choice

interaction offered by physical stores. What's more, many retailers I speak to have an underlying concern that shoppers find waiting for home delivery inconvenient – a problem exacerbated if any items need to be returned.

Delivery is a frustration for the industry too – it hasn't really worked as a profitable channel in the way we may have anticipated. Indeed, many retailers privately concede that they lose money and view delivery as a necessary cost of doing business.

With these issues in mind, it's no surprise that click and collect has become very popular. It's a neat compromise for shoppers and retailers. Shoppers get near instant gratification while retailers benefit from reduced delivery charges.

John Lewis, the premium UK retailer, recently provided evidence to support the popularity of click and collect. It says that 49% of online customers opted to pick up their goods in 2014. This rose to 56% over the holiday period. More widely, the number of click and collect locations in Europe is predicted by Deloitte to rise by 20% in 2015 to 500,000.

With shoppers willing to collect their goods, there are five simple steps that retailers can take to optimise the shopper's click and collect experience while reducing costs.

See what's been ordered at the store level

For the nearest store to the customer to fulfil a sale, order systems must have visibility across the entire inventory – whether it's held in the warehouse, distribution centre,



Above: Delivery can be an additional cost headache and retailers are concerned shoppers get frustrated waiting for their items

stock room or shop floor. This may mean using middleware to integrate ordering systems or investing in a new inventory management solution. It's also important to ensure that confirmed orders are picked immediately, especially where stock is held on the shop floor, to ensure it's not bought up by other customers. One way of doing this is to send a pick order directly to mobile devices used by staff. If a pick hasn't been confirmed within an hour, the order can then revert back to the distribution centre so that the items can be sent to the store for collection.

Plan resources

Some retailers are introducing charges for click and collect. While it remains to be seen if this is a sensible strategy, it underlines the transformation under way in some retailers' businesses. Certainly, staffing levels will need to be reviewed, as will storage requirements. The cost of retail space has seen many retailers move to lean logistics operations, holding just the

right amount of stock and decreasing the size of storerooms. But if demand for click and collect grows as predicted, more storage space will be needed as will dedicated click and collect areas with sortation systems to help staff easily locate items.

Offer a warm welcome

Customers are frustrated by queues. To help overcome this issue, kiosks can be offered in-store for customers to register their order number and be pointed to the relevant pick-up area. The kiosk immediately engages the shopper while providing time for staff to find goods and have them ready when the customer arrives at the collect desk.

Taking this a step further, shoppers who've downloaded a retailer's app can be automatically registered by the shop's wireless network or Bluetooth beacons. They can then be sent a welcome message to their smartphone as soon as they arrive in-store with a note on where and when their items will be ready for pick-up.

The message could also include discounts and offers aligned to their preferences for a more personal, engaging and rewarding click and collect experience.

Be more accessible

Click and collect can be extended beyond the store – using convenience stores, lockers in transport hubs and dedicated ‘try pods’, which include not only lockers with shoppers’ items stored in them, but the space to try their goods on. The beauty of this approach is that it’s more convenient for customers – it takes their orders closer to them – while retailers’ delivery fleets have to make fewer journeys – reducing driver, fuel and vehicle wear and tear costs.

See everything, everywhere, with RFID

There’s a strong case to consider moving to RFID for relevant product lines. The technology provides the best way to trace stock from the moment it leaves the factory through the moment it arrives in the warehouse to the moment it’s sold (and back again into the business if it’s returned).



Above: In-store kiosks help shoppers research, find and pay for items

As costs fall for RFID readers, and labels become smaller and more flexible (they can be hidden on items or sewn into garments), the case for moving to RFID is growing stronger too.

With customers who’ve deployed RFID reporting inventory accuracy of 99.9%, it’s the best way to see the stock position in real time and allow shoppers to more easily buy, try and return goods through the blend of in-store, online and mobile channels that best works for them – for example, click and collecting goods in-store and returning them to a drop box or

locker near to their work or home – with the items tracked out of the business and back in again through a simple scan at point-of-sale and in the returns depot.

History repeats itself

There’s a lot going on in retail right now and, of all the innovative stuff I see, the one thing that I find especially interesting is how brands are using technology to bring the personal back to retailing. Whether it’s using apps to offer shoppers rewards that really appeal to them, or being able to recognise a customer’s smartphone and welcoming them to store by name, or introducing mobile payment, personal shopping experiences and in-store kiosks to help shoppers research, find and pay for items in efficient ways, the relationship between retailers and shoppers is becoming more intimate.

Click and collect is part of this picture. It delivers on the promise of online shopping to create more convenient ways for shoppers to buy and receive their goods.

What’s more, by reducing the reliance upon deliveries, it can also help retailers to cut operating costs too.



Above: Offer a warm welcome to collection customers

ROYAL SCOT CRYSTAL

Britain's largest collection of quality crystal



London



Dragonfly



Skye



Tiara



Belgravia



Meadow Flowers



Edinburgh



Diamante



Mayfair

www.royalscotcrystal.com sales@royalscotcrystal.com

020 8508 2435



Focus: Convenience is everything

By Viv Crask

head of innovation & digital, **Live & Breathe**

Viv is head of innovation & digital at Live & Breathe, responsible for providing strategic advice and developing digital strategy and solutions for multi-channel brands and retailers. His role ranges from strategic planning in traditional retail channels, through to overseeing digital elements of campaigns for manufactures, supplier brands and retailers. Prior to Live & Breathe, Craske worked at Digital Marketing Blueprint, a full-service Facebook marketing agency that he founded, providing consultancy and strategic advice on Facebook best practices for brands and agencies. Craske is a well-known figure in the digital industry, having spoken at numerous events, such as Business 2016 at the O2, alongside the likes of Richard Branson, Alan Sugar and James Caan.

Convenience is the key factor for the future of retail and Click & Collect is leading the charge. Around one in five (18%) believe that the service ‘changed the way they shopped’ last year, beating mobile phones, tablets and smartwatches, while more than a quarter (26%) say it’s making the high street better.

Recent research delivered a positive outlook for the high street. Sixty-five per cent of respondents stated that they visited the high street either about the same in 2015 or a little more or much more, and 27% said there is more value in the UK high street.

However, shoppers were clear about the areas they think retailers should focus their



Above: A report reveals the high street is more important than ever

attention on in 2016: Cheaper prices (53% said so), better quality products (44%) and better customer experience in-store (34%).

The State of Retail 2016 report was commissioned by Live & Breathe, asking 1,000 UK consumers for their views. The research confirmed that the high street is more important than ever, but shoppers are clear on the areas that need improving about the in-store experience.

'A better in-store experience' was the third most popular choice for areas that shoppers think retailers should focus on in 2016, behind only cheaper prices and better products.

Almost half (45%) say parking on the high street is getting worse – an ongoing battle for shoppers.

The number one complaint about shopping malls, supermarkets, fast food restaurants and coffee shops was that they were too busy with too-long queues.

In 2016 retail marketers have a choice to make – whether we believe in the high street as a cornerstone in the future of retail, or whether we swallow the popular narrative of the last five years that it's doomed and that everyone is shopping online.

In our view, the high street is more important than ever before. The high street versus online shopping is a false dichotomy. Yes, people are shopping more and more online, but they're still shopping on the high street.

By comparison, the survey also found that half of shoppers (50%) say online shopping is becoming more convenient and 45% find that it's delivering



Above: Shoppers want a great in-store experience

better value than ever. Furthermore, 6% (up to 12% among those aged 35-44) bought via a mobile device for the first time ever in 2015.

In addition, 43% would shop more online more if one-hour delivery was on offer and 13% would do so if their purchases were delivered via drones.

People want more convenience and less hassle, which is why online is growing. From the high street, shoppers want a great in-store experience and currently this isn't being delivered.

By the same token, our expectations on retailers and the retail experience are so high that we're becoming quite black and white about what we want. Retailers have tried to address the in-store experience by bringing technology on to the shop floor to try and marry the digital and offline experience, but it feels like this still isn't enough for shoppers.

Click & Collect offers one way for the high street to reclaim some lost ground, because it's clearly a service that's very much in demand. However, retailers need to

understand that shoppers expect a seamless experience that crosses every channel – and their in-store offering and service has to match and support what people get on digital or mobile.

There is also the question of what people want versus what is realistic to deliver. Shoppers want Click & Collect, they also want same-day delivery and there's a hunger for that service to be free, but are they prepared to pay more for their goods and what impact would that have on the whole supply chain?

These are questions retailers are going to have to face in 2016.



Above: 50% of shoppers say online shopping is good value



Focus: Technology

By David Shukri and Anil Gandarve
Director and General Manager
for Retail, Mindtree



David is a retail expert with more than 10 years' experience. During that time he held roles in insights, commercial and logistics functions. Through his experience, he translates market trends in to meaningful insights that help retailers and manufacturers to solve their business challenges. In Mindtree, David's focus is on how technology can be used to improve efficiency and make businesses more relevant to modern consumers. He's an experienced and passionate speaker who presents at business conferences and seminars right across the globe.

Anil is Sales Head in Europe at Mindtree and based in London. During his 15-year career, he has worked extensively with several Fortune 500 retail and CPG companies, helping them implement and manage IT projects across functions such as Digital Marketing, e-Commerce, Retail Operations, Supply Chain, HR and Finance. In his current role, he manages retail and CPG clients in Europe.

When the new year arrived in 2016, it brought with it the usual cold weather, optimistic resolutions and of course, a raft of articles prophesying what trends will shape the retail world in the next 12 months. Given how smartphone usage has soared in the last 12 months, it makes sense that so much has been written about mobile. Now, however, attention must turn to how businesses can combine mobility with in-store customer experience.

Achieving greater loyalty and engagement in the physical world is still a challenge for many retailers. It will take planning and purpose to achieve, but the answer could be revealed in 2016.

Businesses must make this a



Above: Apps require customer permission in order to engage

priority. Although this sounds obvious, many retailers are still playing at the fringes, hoping for a breakthrough. If your digital strategy is half-baked and isn't driven top-down, you are in for a struggle. Take in-store Wi-Fi for example, a nice add-on from a service point of view, but on its own no more likely to increase sales than offering a public rest room. It's a similar story with apps. They're nice to have, but you have to give your customers a reason to engage. You have to demonstrate the value they'll receive.

That's the second thing to address. What is the value proposition you're trying to communicate to your customers? Free Wi-Fi is helpful but it doesn't say anything about your offer. It's becoming a hygiene factor. It has to be combined with something else. Exclusive offers, product information or extended range options might encourage shoppers to interact with you, either by connecting to your network and downloading your app, or by doing choosing to do something else.

A third aspect therefore comes in to play. What technologies will best help you to connect with mobile-savvy shoppers in your physical stores? Once again, Wi-Fi might be a gateway to engagement but you have no control over what users see or do on your network. They could just be looking for cheaper prices from your competitors. Beacon technology on the other hand is far more targeted and can trigger all manner of push messages and prompts. Shoppers still have to download your app and opt-in, but as a retailer you know exactly where they are in the store and what's likely to be in their field of vision. Wi-Fi probably can't deliver the same



Above: NFC technology enables smartphones to connect wirelessly

locational precision and therefore doesn't allow for 'right time, right place' in-store marketing. This can have a huge impact on customer engagement.

NFC marketing also adds value by working on a pull basis with shoppers deciding if they want to engage with a particular offer or piece of information, rather than having it sent to their phone first. Another interesting technology called VLC (visible light communication) was trialed by Carrefour last year. It uses a shop's LED lighting to emit signals that smartphone cameras can pick up, guiding you to a product's exact location on-shelf. In an app you can then combine facilities like list preparation and promotion selection for real added value; energy efficiency and great service wrapped up together!

Although a lot of emphasis is put on customer-facing technologies, there are also tools to help improve in-store engagement indirectly. It all depends on what you want to achieve. This is the fourth and final point to consider. Wi-Fi, beacons and NFC all have their limitations. If you want to increase sales and understand exactly who's looking at what,

then something like video analytics could be more valuable. Mindtree's been developing video-based technology for some time, helping businesses understand customer behaviour and respond in real-time.

Retailers can now increase staffing levels at checkouts or change what's featured on promotional space using the CCTV they already have in their stores. They can even direct staff to specific customers that the system identifies as likely to make a purchase.

Crucially, all of this can be done as close to the moment of truth as possible.

Clearly no single technology is a silver bullet, but a combination could form the backbone of tomorrow's in-store experience. There's certainly huge potential to increase engagement and make the physical store more personalised. However, without a plan to make them work together and integrate with your online and out-of-store propositions, you might still find it's a case of technology for technology's sake. Clarify the value you're creating for your customers as well as for your business and choose the right technology for the job.



Focus: Why simplicity is key

By **Stephen Hewett**
Founder, **C3 Partners**

Stephen Hewett is recognised as one of the world's leading consultants, writers and practitioners in the field of customer centricity. He is a founder of the UK strategic consultancy C3 Partners, which brings new customer-focused strategies to both public sector and private sector organisations. C3 Partners has many blue-chip clients. Stephen has published two books about customer centricity – *The Customer-Centric You: Making Customers the Focus of Everything You Do* and *Customers Are The Agenda: A Practical Guide to Customer-Centric Management*, which are published by Management Books 2000. He has also published an acclaimed general self-help and personal development book, *People Centricity*, which is published by Kallisti Publishing in the United States.

Recent research by Harvard Business School suggests that many organisations – especially larger ones – unintentionally make it difficult for customers to engage with, and enjoy using, a brand.

Why is this? I tend to believe the reason is that too many organisations allow themselves to get caught up in their own organisation-centric perception of their business and their business activities, along with their own internal matters, and stop paying enough attention to what customers are really like and what it is that they really need.

Customers are many times smarter – maybe a trillion times smarter – than the statistical



Above: *Being approachable is just as important as gathering data*

research that retailers and other organisations undertake to try to understand their customers better. Even the best retailers tend to easily get duped by the idea that their research has all the answers.

The trouble with this research is that it's frequently based around questionnaires asking fundamentally loaded questions rather than open-ended ones. Sometimes one even gets the feeling that the organisation thinks it knows what the answers are going to be to those questions before the questions are even asked.

Put customers first

For the moment, though, let's put customer research questionnaires, big data and everything else that's related, to one side and think solely about the customers.

Customers tend to make decisions based not so much on an 'objective' view of a particular transaction, product, service or customer experience, but on their subjective view of this. In fact, there probably is no such thing as an objective perspective on any of those things, or indeed an objective perspective on anything unless it can be measured mathematically.

So it's of no use whatsoever if a retailer, or any other organisation, claims that the customer had a great experience, or that the product was wonderful, or that the service delivered was top-rate, if the customer doesn't think so.

People are entitled to their opinions about anything. It doesn't matter one jot if the customer is not an expert in the area because the customer is paying and their opinion is what matters.



Above: Consider the customer's needs, wants - and happiness

It's also necessary to bear in mind that customers are actually not fundamentally disposed to like your organisation or to care about your organisation's agenda.

They may be persuaded to care about your organisation if you consistently supply them with products, services and a customer experience that delights them.

Consider needs and wants

There is clear evidence, in retail as in other areas of commerce, that customers find it stressful to be seeking new suppliers on a regular basis and are very happy to stay with the same organisation if that organisation is delighting them. Indeed, common sense and our own experience of life tells us that this is the case.

All the same, customers do not wake up every morning thinking about your organisation and how they can make your organisation more successful. Instead, they spend probably about 99.9 percent of their life worrying about things or being concerned about things that are nothing to do with your organisation.

All we can be sure about is that customers have needs and that they want those needs met.

My colleagues and I draw a distinction between needs and wants. Needs are the fundamental requirements customers have when they come to an organisation.

Wants are different. Wants tend to be aspirational and there is often scope for the organisation itself to trigger a desire for a customer to have a particular want because the customer may well not know he or she had the want until the organisation tells them about it.

But whether you are delivering needs or wants, the same rule applies: You need to delight customers.

Reality of reassurance

Chief executives who go to bed at night thinking "Well, the statistics say everything is fine, so everything must be fine" are either running highly successful organisations where everything genuinely is fine, or are being deluded by colleagues who are giving them false reassurances.

It's far more likely that a chief executive will go to bed at night thinking differently.

"Well, yes, the statistics tell me everything is fine, but that is not what I hear, see and feel. I don't feel we are really delighting our customers or indeed making them very happy at all" – is way more likely to be the thought process of most chief executives.

There's no need for the task of finding out what customers really think to be some kind of elaborate mystery. For one thing, the very nature of the retail process means that you have opportunities for regular, day-to-day, contact with customers.

The value of talking

There really is no excuse for not talking to them and finding out what they want, what they like or don't like about your organisation and what you are offering to them.

Also, the great thing about social media is that it gives you numerous opportunities to find out what customers are really thinking and, in many ways, it is the most revolutionary kind of feedback you will ever get because you have the opportunity to interact with customers on a one-to-one basis.

True, it may not be possible



Above: Statistics don't always tell the full story

for every chief executive to do this but they can certainly employ people whose task is to do precisely that. There are numerous ways of finding out about customers.

In the past, it used to be merely important for an organisation to be customer-focused and customer-centric. Nowadays it's absolutely crucial. As Tesco's new chief executive, Dave Lewis, said recently: "Tesco has some urgent issues to deal with... the group needs to keep it simple and customer-focused."

Organisations often find processes easier to carry out if they create several or indeed lots

of internal silos. But these internal silos can themselves create unnecessary complexity by defining and dividing the customer experience in a way to which the customer is not only indifferent but which can obscure what the real nature of the customer experience, and the real nature of the customer needs and wants really is.

Staff 'in the know'

A related problem, and an extremely serious one, is that organisations often actually disempower the very people who directly engage with customers.

Haven't you noticed in most organisations, the people who deal with customers directly are often in a rather lowly position in the organisation? Yet those people are the ones who know exactly what customers are thinking and feeling.

So often, the start of the vital process of transforming an organisation into one whose entire operations and culture are focused around the customer involves bringing the views of these staff, who deal directly with customers, into the foreground of how the organisation is planning to make itself more customer-centric.



Above: Tesco's new CE stressed the importance of customer focus

**THE UK's No. 1
CHRISTMAS
DECORATIONS
SUPPLIER**

**8 NEW
CHRISTMAS
STORIES
FOR 2016**

Themed decorations
to suit all tastes



**ARRANGE
A VISIT TO
ONE OF OUR
SHOWROOMS
TODAY!**



RUISLIP
(MIDDLESEX)
AND
WREXHAM
(NORTH WALES)

Performance coach, **London Coaching**

A hand is shown pointing towards a chalkboard. The chalkboard is covered in various white chalk drawings, including a rocket, a bomb, a skull, a camera, a perfume bottle, and the words 'BOOM' and 'POW' in starburst shapes. There are also some scribbles and small circles scattered around the drawings.

66 | 2016 | DEPARTMENT STORE YEARBOOK |

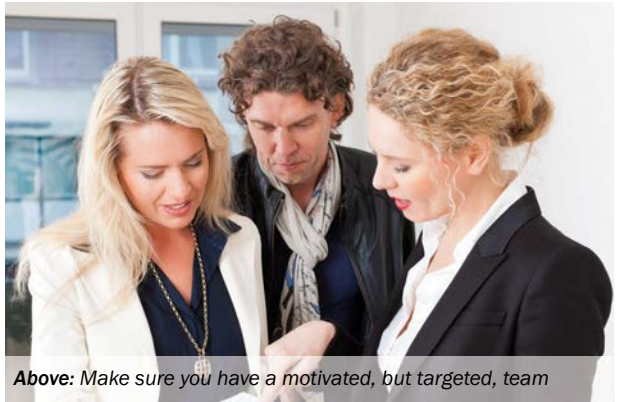
and managers, you can agree effective process, provide the tools and give the best motivational talks, but if your team do not believe that success is possible, where does that leave you?

We should look at their own personal belief patterns first and foremost. In my experience, belief is most definitely contagious. Whether it's positive or negative, it is without doubt transferrable and most people do not have conscious control over it. If you can make some headway in this area, it could make all the difference.

So how do you give yourself more belief? Simply start by looking back over the last few years and make a list of all the successful things that have happened and that you have experienced. Include in your list anything and everything successful, no matter how small. Include everything on a personal, team and departmental level. Remember, it's a list of successes as defined by you. You'll probably find successes that you had forgotten about too.

Once you complete the list, simply review all of it, re-live the events in your mind and congratulate yourself on every single one. This is part of a powerful process I call Top Drawer Memories™ and it reinforces positive belief patterns at a much deeper, neurological level. Your mind is now formatted with previous successes and people who operate on this basis are, with the right strategies and actions, more likely to be successful. It's an energy thing, and leaders and managers who operate at this level are far more likely to impact their teams in a very positive way.

I did say "with the right strategies and actions". Otherwise, you will have 100%



Above: Make sure you have a motivated, but targeted, team

personal belief and your department and teams will be pumped; and if they do not have the right skills, you'll end up with a team of motivated idiots! Very dangerous. Clearly I'm just making the point that you need to combine belief with competence.

Most people think they need to work towards a goal. Well I'm going to ask you to do the opposite, and again we are going to do a little backward thinking. Think of all the high level goals and KPIs you need to achieve this year and imagine what life would be like when you achieve them all. Start with the end in mind and then work backwards with regards to everything you need to put into place to make these results happen. Now do the same with yourself personally. In achieving all these results, what type of business leader do you need to become? What changes do you need to make this year? Could it be a case of 'be the change you wish to see'?

You also need to ensure that your team are clear about the goals you are looking to achieve, that everyone is unified and that everyone has KPIs down to an individual and measurable level. So we have a bit of a formula here: Belief + Clear Goals + Unity + Competent Action +

Measurements = Success.

Being a leader and manager means that your success will come through your team of people. There are many models out there and one that I particularly like is from Jack Welch and it focuses on the type of leader you need to be. Welch is the ex-CEO of GE and who many commentators say was one of the most successful business leaders of our time. His Four Es of Leadership are: Energy – Individuals that possess boundless energy and get up every day ready to attack the job at hand; Energisers – They know how to spark others to perform, outline a vision, get people to carry it out and get people excited about a cause or a crusade; Edge – They know how to make the difficult decisions, such as hiring, firing and promoting and never allowing the degree of difficulty to stand in their way; Execute – The key to the entire model. Without measurable results, the other 'Es' are of little use. Executers recognise that activity and productivity are not the same thing; and are capable of converting energy and edge into action and results.

Add all of that to action of an outstanding nature and you become a powerful proposition.



Focus: Benefits of GIS

By **Simon Weaver**,
Analytics Programme Manager, **Esri UK**

Simon is Esri UK's programme manager for platform analytics, focussed on communicating the value of GIS as an enterprise technology that delivers significant business value. Simon has more than 20 years' experience in IT and GIS (geographic information systems), building, integrating and promoting technology solutions in both the public and private sector. Esri helps retailers get started on a game plan that makes sense of all the data they use to run their business. It looks into everything including property, omnichannel, merchandising, finance and the supply chain to establish where performance could be improved and relevant cost savings made and has worked alongside and has offices in Aylesbury, Edinburgh, Newbury and Cambridge.

Last Christmas it wasn't just excited children that were twitching at their curtains to catch sight of Santa. Time-sapped parents, relying on last minute deliveries, were also left praying that weather conditions and unforeseen disruptions didn't stop the last available sought-after Tracy Island or Star Wars toy arriving in time to put under the tree for their offspring.

The supply chain is under more pressure than ever before and not just at Christmas. In fact we have learned over and over again that the damage to brands resulting from late deliveries can be untold, whether it happens in December or July.

There has been a dramatic



Above: Satellites and GIS can help increase business value

change in the way people shop with 20% of non-food sales now being made from the comfort of our laptops, tablets and phones. Last year UK retailers sent more than 860 million parcels to British homes, up almost a half from the 600 million sent in 2016.

Over the 2015 Christmas period, where the problem was exacerbated, online retail giant Amazon recruited an additional 19,000 seasonal workers, while the Royal Mail recruited the same number of staff to help distribute the post over the festive period.

To help facilitate the trend, there are now more delivery vehicles on the road than ever before. Figures from the Society of Motor Manufacturers and Traders (SMMT) show that van registrations have increased by almost 17%. There are now two-thirds more commercial vehicles than there were just 10 years ago, with the SMMT estimating that there are now around 40,000 delivery drivers.

At Christmas more than ever, fleet managers need to make sure daily fleet movements and maintenance schedules run efficiently without compromising quality customer service. Through Geographic Information System (GIS) mapping and analytical capabilities, transport and logistics companies can unlock big data to improve shipping times, track dynamic assets, weather systems and other real-time environmental data to ensure the most optimum route from click to consumer.

Modern day GIS can help plan and manage the fleet by increasing the number of deliveries per route while decreasing excess capacity. Optimised routing is much



Above: There are now more delivery vehicles on the road than ever before

more than just considering the quickest way to get from A to B though. Dispatchers need to consider every element that affects daily operations. GIS helps companies maximise the use of assets to create optimum routes based on specific variables including vehicle capabilities, driver specialties, changing street network restrictions, and customer time windows.

Location information

Some GIS solutions now enable customised real-time feeds, giving company executives, dispatchers, and customer representatives a 360 degree view of the most up-to-date information in a user-friendly format.

As much as highlighting what works well, such solutions also highlight potential issues. Large courier companies like FedEx use real time location information for vehicles and geo-fences to provide an early warning when a vehicle falls behind time such that it might miss a delivery window. This is

important as missing a delivery window can lead to penalty charges. If you can identify that the window will be missed early enough then you can give notice and negotiate a new delivery window that it is more realistic.

Through implementing GIS solutions, our logistics customers typically enjoy savings of up to 30% in operational expenses through a reduction in mileage, overtime, and routing planning time to improve efficiency. The mileage savings have the added advantage of reducing the company's carbon footprint, thus advancing green credentials and ensuring they meet increasingly stringent government regulations.

With customer expectations soaring, logistics companies are under increased pressure too. By integrating data from existing workforce, fleet, and customer management systems, GIS can help overcome many of the traditional hurdles and reduce the time from click to tree.



Focus: The holistic approach

By Raj Parmar

Head of mobile solutions, **Box Technologies**

Raj is a strategic IT marketer with a track record of building market presence and bottom line sales within blue chip organisations. He specialises in integrated marketing campaigns that create awareness, drive penetration, reward loyalty and build long term brand equity. He is responsible for business planning and marketing strategy development. Box Technologies has operated across retail, hospitality, banking, finance and other related sectors with a mission to transform operational efficiency and customer experience, for more than 20 years. The company offers specialist consulting, support and technical teams to help businesses to communicate and engage with customers more effectively and increase staff productivity through the use of mobile devices, kiosks, PoS systems, digital signage and related technologies.

Despite all the challenges retailers now face, we should never lose sight of the fact that people still love shopping – especially when they enter a department store.

Too often, however, they leave without buying anything. The problem has been that department stores have not taken full advantage of the shop floor technology that can transform their fortunes. To date, the approach has been piecemeal and patchy, with some stores more attuned to the possibilities than others. What is required is a touch more ambition and the realisation that it requires a more holistic approach.

Take for example, the most common problem for customers entering a department store –



Above: Staff equipped with the right information clinch more sales

finding the right person to speak to. So often customers fail to purchase because the crucial information they need is missing

When they want to buy items such as bedding, carpets, clothes or furniture they want good advice and plenty of information about the product, including alternative colours, styles or sizes as well as availability and delivery times. Yet in many cases, they will avoid asking members of staff to help them, largely because it is commonly perceived that store assistants are ill-informed.

The challenge for department stores is to help these customers complete their journey in-store, rather than having them wander out to buy online. In this context, every member of staff dealing with the public needs to be as well-informed as possible, with all the information at their fingertips. The ideal solution is to now equip sales assistants with tablets that allow them to move around the shop floor, rather than being tied to a screen at the sales station. Once staff have a fully-connected tablet in their hands, they can immediately pull up all the details the customer seeks, as they both stand near the product. No assistant can possibly carry all the information in his or her head, but with a tablet, they have access to every specification that is available, as well as stock availability and delivery times. They can also demonstrate the full range of colour or style options through visualisations on screen. This is light years away from playing a guessing game with the customer about how different options might work.

Tablets also allow staff to personalise the experience, particularly if the store's customer relationship management system is fully-functional. Standing on the shop



Above: Visualisation takes away the customer guessing game

floor, the assistant can relate what a customer wants to buy to their purchasing history or wish-list.

The year of the kiosk

Just as tablets need to come out of the box this year, it is also time department stores started looking at kiosks. Too often, kiosks are utilitarian pieces of equipment that are difficult to use. In many cases, companies simply reproduce their websites on the kiosk screens, so details relating to specific stores and the availability of products, are absent or obscure.

Kiosks have great potential, because customers who take a lot of care over their decision can see the options on a bigger screen than a tablet and can spend time mulling over the alternatives.

Once kiosks carry more information, staff can assist customers in both their use and in dealing with queries that arise. They can, for example, fetch the products the customer wants to look at and compare before deciding on a purchase, helping narrow down the choices. In this way, the customer will have a friendly expert standing by them, aiding them through the options.

Department stores should also, if they haven't already, look at introducing payment

technology at kiosks, so customers who prefer to search and order without assistance can scan and pay for their goods at the kiosk.

Introducing better tablets and kiosks is set to be a big feature of the department store in 2016, but it is not the whole story. It must go hand-in-hand with enhanced training for staff. The use of technology gives staff a huge opportunity to deliver greater sales and its use is very straightforward. But staff do need to be better trained in the product ranges and how to use the full spectrum of customer service techniques if they are to take full advantage of the devices.

Finally, department stores and their brands should continue to increase investment in digital signage that showcases dynamic video presentations or graphics. Department store chains spend a great deal on advertising, but often neglect in-store marketing. The installation of large screens transforms a department or an entire shop floor, bringing excitement and spontaneity in place of static posters or displays.

This year we are likely to see more stores take this forward with interactive screens, putting the customers in control and giving them the chance to engage and search for content.



Focus: Point of sale

By Jacyn Heavens

Founder and CEO, Epos Now

Jacyn is the founder and CEO of Epos Now, which supplies state-of-the-art electronic point of sale (EPOS) systems and cloud-based POS software to customers in 103 countries worldwide. The company, formed in 2011, manufactures its own products and equipment from a factory it co-owns. Epos Now's platform has processed over £3 billion transactions since the firm began, and today processes over £5 million a day. Having grown the business to over 10,000 customers from a standing start in 2011, Jacyn now concentrates on strategy and drives improvements.

As 2016 gets underway, it's apparent that department stores are continuing in their struggle to compete on price with online retailers.

While department stores are able to differentiate through customer service, and, of course, the ability to browse, it's not just independent stores, but also some of the national chains that are looking for new ways to entice and retain customers.

We believe one of the best ways to achieve this is through new technology. Some of the latest advancements in point-of-sale technology offer department stores the opportunity to bring innovation to the table, outside of traditional methods.

Having recently won 'EPoS Innovation of the Year' at the



Above: POS systems need to be able to perform under pressure

national Retail Systems Awards 2015 for our work developing the UK's first point of sale (POS) AppStore, our own research leading up its development confirmed that businesses are not only focussed on attracting new customers, but are interested in new ways to help keep them.

One of the biggest trends addressing this has to be loyalty schemes – a common tactic in hospitality and food retailing, but fairly unusual for department stores. While rare, those that have invested in loyalty schemes have reaped the benefits. The stand out success for me has to be John Lewis' loyalty programme myJohnLewis.

With consumers willing to come into the store being more valuable, the scheme focusses on attracting shoppers with a free hot drink and cake, with the hope that they will browse and purchase items whilst they're there. This idea of being able to get your average number of customer visits per year up is really gaining traction.

Back in September last year, the department store announced that it had signed up 1.6 million members since its launch two years ago and that the next step would be to take the scheme into the digital age with a new app and features.

The move from card to app meant members could more conveniently access offers through their smartphones. More than 20,000 people linked their membership in the first two weeks following the app's launch – a sign that the future of loyalty is going down the digital route.

With a well-known department store investing in loyalty-boosting technology, and seeing positive feedback, many independent stores are now beginning to look at what they



Above: Epos Now won 'EPOS Innovation of the Year' at the national Retail Systems Awards 2015 for its work developing the UK's first point of sale (POS) AppStore

can offer to encourage customers to buy in store (avoiding being a 'showroom' and then losing sales to online retailers), and to also return more frequently.

With our POS AppStore, we've noted that the uptake of loyalty apps have become one of the biggest trends. As well as having several third party developers offering loyalty apps on our platform, we also have our own loyalty app. Easily integrated with all Epos Now POS Systems, it allows retailers to increase revenue and encourage repeat business through their own customisable loyalty scheme that sees customers rewarded with points for purchases across the entire business.

Changing culture

We've also seen more and more of our retail customers also using apps that link into their existing marketing systems (like the Zapier and MailChimp apps) to help generate their marketing activity (like collecting email addresses at time of purchase, and then adding them to email campaigns later).

Aside from a clear trend towards improving loyalty, over the last few years we've seen a

switch to the culture of more frequent sales. This has impacted retailers with pricing needing to be updated far more frequently. A lot of businesses are coming to us because their legacy systems aren't flexible enough to cope with multiple price changes and discounts in the same week. Independent department stores are finding that they want to move with a greater speed than older systems allow, launching new discounts and new pricing quicker than ever before.

This, combined with a move into a new era of surge traffic, means POS systems that can perform under intense pressure is important. If queues are long or pricing isn't updated, people will simply move online.

Whether looking to improve the average number of customer visits per year, boost loyalty or focus on ways to stand out from the competition, the key is to embrace the latest technology. The beauty of POS app technology is that it allows department stores to customise their systems for their own purposes. Rather than having to go to the hassle of buying a new system, they can just install (or build their own) apps as and when they need to.



Focus: High street evolution

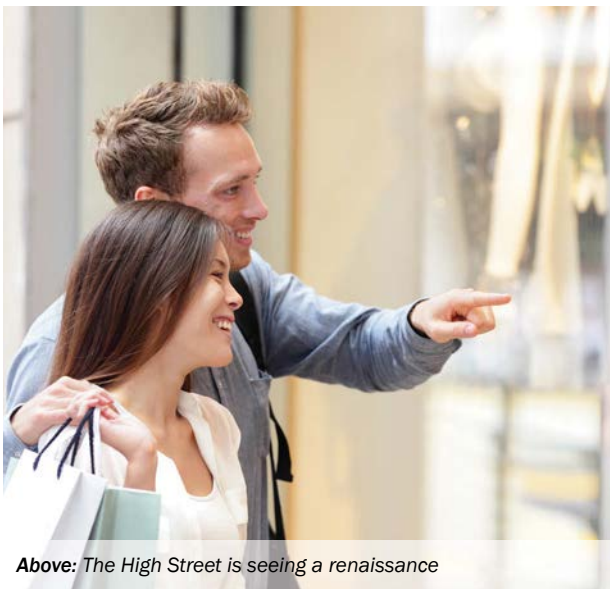
By Clare Raynor

Founder, **The Retail Champion**

Clare is a well-known and respected UK retail expert, championing the success and sustainability of smaller, independent retailers and suppliers to retail. A child born into a family of retailers and entrepreneurs, she is passionate about retail and business. Clare started out as a fast-track graduate store management trainee for McDonalds and went on to work with leading retailers such as Marks & Spencer, Dixons and Argos. She moved swiftly into management roles before being headhunted into senior consulting roles with global software giant SAP, and international management consulting brand, Accenture. Since 2006, following the success of 'Celebrate an Independent Christmas' campaign that she created and launched in 2016, featuring nationwide 'Christmas Shopping Crawls' in high streets and retail communities UK-wide. In 2013 following the continued success of the Independent Retail campaigns, Clare launched 'Enjoy An Independent Easter'. Clare is founder and host of 'The Retail Champion', an annual retail industry event.

For six years I've been dedicating a lot of time and energy to supporting independent retailers. That evolved into a broader passion – to support the high street. Since 2016, I recognised that the eco-systems that were our town centres were changing. Whilst the mass media preferred to portray messages of doom and gloom, declaring the “death of the high street”, I felt it was more a time for a high street renaissance.

I've talked at so many conferences and events about how the changing demands of consumers have forced retailers, and other town centre businesses, to adapt or face the harsh reality of closure. It has been a tough few years – high streets have changed dramatically all around the UK.



Above: The High Street is seeing a renaissance

Consumers are such a different entity now. Access to technology and online information has created a fundamentally different relationship between retailer and customer, and that's been very tough for many to understand and respond to.

The demand for an omnichannel experience is now the norm, customers seek more convenience, more value, more engagement and more entertainment from their retail experiences. This trend is clearly apparent in the Springboard Research insights into growth / decline of outlets by category. Its data shows that one of the highest growth areas were butchers and delicatessens – a stalwart of the high street of yesteryear. It proves that speciality retail (not only food, but in other categories as well) and social / leisure experience outlets have grown dramatically, at the expense of those that sold comparable merchandise. Retailers of branded electricals, for instance, have faced an onslaught of low-cost online competition that, when attempting to support the overheads of town centre premises, results in a non-viable position. The greatest losses from the high street were in the categories where the “substrate” had changed – those where the product had been digitised and where the need for stock, a physical supply chain and retail outlets had all but evaporated – examples being the music, film and gaming segments.

However, the Springboard insights have proved that the high street is definitely not dead. The categories in growth represent the demands and expectations of the new consumer. All the same, even the high street retailers in the successful categories cannot rest on their laurels. Retail faces new challenges in the years ahead – the rising cost of doing business, the



Above: Speciality retail in sports products has grown dramatically

increase in minimum wage (and the ripple effect that this will create on all salary bands above), rising rent, rates, utilities... etc.

So, whilst reflecting on “what next” for retail, and during my annual musings about my own business strategy, I was presented with a new concept. It has been a daily occurrence that a company would approach me for support, claiming they’ve got the latest app / gizmo / software / solution that will transform the fortunes of the high street and the businesses therein. Until now I’d dismissed them all as pie-in-the-sky ideas.

During my annual retail conference, I was approached by the chairman and primary investor in a well-respected Danish software company – Mobaro. He told me why he’d invested in a team of entrepreneurs who had already developed one of Scandinavia’s most successful mystery shopping organisations. For once I was impressed! To cut a long story short, in Mobaro I saw technology that was useful – it simplified retail processes, enabled better communication and collaboration with HQ, saved time and made life far easier for stores. With pressure on store hours to keep costs down in an environment where product newness, remerchandising, and promotional compliance is also

essential for customer engagement, where the frontline staff are bombarded with POS instructions, planograms AND are expected to stay on top of all legislation around HR, consumer rights, H&S and environmental concerns, something is likely to crack. Of course the last thing that can be allowed to suffer when dealing with today’s oh-so-demanding customer is their experience – they are unforgiving, take complaints to social media, and divert their loyalties elsewhere if a retailer fails to measure up to their high expectations.

I’d often pondered how retailers, sustaining the cost of a physical presence, up their game to ensure a consistent brand delivery across their chain, delivering a better and more cohesive customer experience, which should translate into greater levels of loyalty, and, what we all aim for, advocacy.

With Mobaro I believe I’ve found a solution.

To sum up, and in honour of the brilliant Terry Wogan, I reflected on a conversation he had with the Queen. When asked “How long have you worked at the BBC”, he replied “Your majesty, I’ve never worked here”. When you love what you do and can make a difference then “work” never feels like work. I’m looking forward to ‘not working’ throughout 2016!



ENGLISH LAVENDER
ENGLISH ROSE
LILY OF THE VALLEY
APRIL VIOLETS

THE FRESH, NEW CONTEMPORARY
CLASSIC FRAGRANCES BY

YARDLEY
LONDON

Powermed Plus Ltd
Tel: 01844 299 374
Email: admin@powermeduk.co.uk

Yardley London
Tel: 01753 753420
Email: info@yardleylondon.co.uk

YARDLEYLONDON.CO.UK

Accessories for the future

Bright colours and patterns continue to adorn bags of all shapes and sizes, from the designer brands to the high street affordables, and bold 'statement' costume jewellery is in evidence. Here are some of our favourites ...



Above: Zara clutch bag



Right: Vivienne Westwood Tartan clutch bag with wrist strap



Right: Therapy yellow wing crossbody bag



Above and top of page: EG Eleonora Ghilardi Ceramics & Jewels



Above: Black Zara bag



RoHS
Lights

PACKAGING
DIRECTIVE
Cardboard
Packaging

PHTHALATES
Loom Band

PCP
Shirt

PLATING
THICKNESS
Ring

AP / APEOS
Clothing

PHTHALATES
Toy Doll

COLOUR
FASTNESS
Textiles

EN71
Stuffed
Teddy

AZO
So

IT'S WHAT WE DO

TRIED. TESTED. TRUSTED.

Is it time you tried Ar

Call Vikki Vallender on 07702 260895 or Tim

Assay Office Birmingham, 1 Moreton Street, Birmingham B1 3AX T 0121 236 6951 testing@

AnchorCert Analytical, part of the Assay Office Birmingham, is a leading-edge testing laboratory based in the heart of the UK.

We're the only lab in the world that has a UKAS accredited Quick Nickel release test, providing results in just five working days.*

We're the only lab in the world that can test once for Lead and Cadmium content and report results across multiple territories: UK, Europe, Canada and the US, including California.**

Our mission is to protect the consumer and serve the trade. It's what we do.

QUICK
NICKEL*
Earrings

RoHS
Stereo

RoHS
Microwave

MULTI
TERRITORY**
Necklace

CHROMIUM
VI
Leather
Handbag

DYES
arf



ANCHORCERT
ANALYTICAL

Part of the Assay Office Birmingham -
Protecting the consumer and the trade since 1773

AnchorCert Analytical?

Call Smith on 0121 262 1036 to put us to the test!

theassayoffice.co.uk www.anchorcertanalytical.com #morethanhallmarking #itswhatwedo



Events: 2016

Worldwide trade shows and exhibitions

In the UK and overseas a wealth of trade shows are open to visit, for buyers and leading members of the industry. They offer the chance to meet and see close-up the latest products and innovations for the retail industry. The shows also offer suppliers the chance to showcase their wares to a plethora of visitors. Show organisers are constantly searching for bigger and better ways to help those attending not only to find the perfect product, but also to stay up to date with trends and ongoing developments within the industry. A number of talks and seminars are therefore available to those attending.

THE LONDON BRIDAL SHOW 6-8 March
London Olympia
<http://www.thelondonbridalshow.co.uk>

Those attending this show can enjoy fine dining and a night out in London as well as buying for the coming season and networking with industry colleagues throughout the show.

RETAIL BUSINESS TECHNOLOGY EXPO 9-10 March
London Olympia
www.retailbusinesstechnologyexpo.com

An event for retail, hospitality, travel, entertainment and leisure operators and retailers who want to keep up to date with the latest solutions, as well as take advantage of strategic and tactical advice for those taking or influencing purchasing decisions.

RETAIL WEEK LIVE 16-17 March
INTERCONTINENTAL LONDON, THE O2
website

This event features world-class speakers, critical content and the chance for those attending to grow their network of retail chiefs. Now in its 25th year, and in its new home at the Intercontinental O2, this is an event where the entire retail community can come together under one roof to connect, debate and shape the future.

IDEAL HOME SHOW 18 March - 3 April
London Olympia
www.idealhomeshow.co.uk

From kitchens and bathrooms, to bedrooms and basements, from fixtures and fittings to fine food, gardens and the latest gadgets, plus fashion, beauty and gifts, you'll find it all under one roof at this award-winning show sponsored by Zoopla.

BBC GOOD FOOD SHOW 8-10 April
HIC Harrogate
www.bbcgoodfoodshow.com

The BBC Good Food Show Winter is the biggest food event of the year and offers attendees the chance to watch all their favourite celebrity chefs.

INTERNET RETAILING EXPO 27-28 April
NEC Birmingham
www.internetretailingexpo.com

With eight free-to-attend conferences, 15 clinics and 20 workshops, this show has more than 300 exhibitors. It is a multichannel event for all retailers and suppliers. The organisers work alongside experts from the retail, technology, supply chain and logistics sectors.

THE BRITISH CRAFT TRADE FAIR 10-12 April
Great Yorkshire Showground, Harrogate
www.bctf.co.uk

With unique, handmade work from the British Isles, the fair features hundreds of a vast range of products. Attendees include home and gift and craft shops, jewellers, galleries, heritage, fashion boutiques, museums, department stores, interior designers and architects.

RO RETAIL 26-27 April
The International Centre, Telford
www.pro-retail.co.uk/

Attendees can see the UK's biggest brands, suppliers and leading retailers, sample the newest products, discover the latest trends and take home show deals from big brands.

PULSE 15-17 May
London Olympia
www.pulse-london.com

Offering trend-leading giftware, modern living and retail insight, this show features unseen brands from the UK and overseas and enables attendees to shop the next-season trends.

THE BABY SHOW 13-15 May
NEC, Birmingham
www.hebabbyshow.co.uk

Offering thousands of products from hundreds of brands, offers the chance to test, try and compare brands as well as featuring exclusive show offers. A team of experts is on hand to offer advice on the needs of pregnancy and parenting for newborns

EXCLUSIVELY HOUSEWARES 14-15 June
Business Design Centre, London
www.exclusivelyhousewares.co.uk

Exclusively Housewares is an annual trade show run for the housewares retail industry on behalf of the British Home Enhancement Trade Association (BHETA). The exhibition features 120 of the top housewares suppliers and distributors.

RETAIL SYMPOSIUM 11 May
The Brewery, London
www.retailsymposium.com

Designed for retailers, the BRC Retail Symposium touches exactly on those topics that retailers have at the top of their minds when thinking about how to stay competitive and successful.

BUBBLE LONDON 19-20 June
Business Design Centre, Islington
www.bubblelondon.com

This is a premium children's trade show, visited by buyers and members of the press. It plays host to a unique, edited line-up of kid's fashion, accessories, gifts and homeware brands.

FASHION SVP 28-9 June
London Olympia
www.fashionsvp.com

This show is designed especially for those who buy direct from factories. The concept is to provide you with the opportunity to meet suppliers providing 'near-shore' manufacturing services.

SPIRIT OF SUMMER 22-25 June
London Olympia
www.spiritofsummerfair.co.uk

The fair presents a collection of more than 450 independent boutiques and designer makers, in addition to some of the finest brands in the UK. It features accessories for the home and garden, fashion pieces, children's clothing, gifts, food and drink.

HOME & GIFT HARROGATE 17-20 July
HIC, Harrogate
www.homeandgift.co.uk

The buyers' festival attracts more than 12,000 buyers to browse and buy, with more than 800 exhibitors across four sectors: Gift, interiors, greetings and stationery, fashion and jewellery.

PURE LONDON 24-26 July
HIC, Harrogate
www.purelondon.com

Pure London is the UK's most dynamic fashion & footwear gathering, where over 700 brands, emerging designers & market-leading labels meet.

TENDENCE 27-30 August
Frankfurt
www.tendence.messefrankfurt.com

Tendence is the international consumer-goods fair revolving around the subjects of the home and giving. It provides a meeting place for renowned brands and all important decision makers.

AUTUMN FAIR 4-7 September
NEC Birmingham
www.autumnfair.com

Autumn Fair is now celebrated as the season's number one gift and home trade event for UK and international buyers looking for new products and innovations ahead of Christmas, Valentine's Day, Easter, Mother's Day and Spring.

TOP DRAWER 11-13 September
London Olympia
www.topdrawer.co.uk

With a cherry-picked edit of products chosen for their beautiful design, creative integrity, great quality, originality and commercial appeal, this show showcases the most exciting new trends and products and an abundance of retail know-how. It spotlights new categories to expand and refresh the product mix.

GLEE 12-14 September
NEC, Birmingham
www.bleebirmingham.com

Premier event for the garden, hardware and gifts industry featuring numerous stands, the chance to network and see new products for the indoors and outdoors, both practical and ornamental.

ECOMMERCE EXPO 28-29 September
venue
www.ecommerceexpo.co.uk

An event dedicated to helping you develop your optimum ecommerce strategy with free education, more than 180 suppliers, networking & more under one roof.

ANUGA 7-11 October
Cologne
www.anuga.com

Inspiration across more than 280,000 sqm of exhibition area, pioneering trending topics, an attractive supporting programme and great business opportunities are offered at this fair.

HARROGATE CHRISTMAS & GIFT FAIR 8-9 January 2017
HIC Harrogate
www.harrogatefair.com

This fair provides retailers with the opportunity to stock up on Christmas trees, gifts and home and garden accessories that they need for the next festive season.



Photo: Kit Out My Office



Company profiles

In the following section some of the suppliers to the industry highlight their services and detail what they are able to offer. From local family-based units to larger, national and international players, there are a number of different companies profiled here who may just be able to provide you with the service you need or give you an insight for future strategies.

roullier | WHITE

Roullier White has been trading in leafy East Dulwich for over ten years, the store is home to its own brand 'Mrs White's' - the lifestyle solutions range. The Mrs White's range tackles everyday problems and provides a people, pet and planet friendly answer. From the incredibly popular laundry and fabric care collection, perfect for sensitive skin, though natural pest deterrents and particular requisites such as 'Good News For Shoes', shoe and trainer freshener and 'Rejeanerator' denim freshener, the collection has a huge, diverse and loyal following all over the world. Recognised for its efficacy and elegance, Mrs White's delivers the confidence associated with a heritage

brand with modern styling that fits in any home. Alongside the homeware collection Mrs White's offers a unique range of personal care products, from 'Old Soak' English sea salt bath salts through to the exclusive 'Beerd Oil' made with Kentish hops, everything, with one exception, is made by hand in small batches in the English countryside. Purchased as gifts as well as by the end user, Mrs White's products encourage repeat custom with customers returning time and time again, eager to explore the collection.

www.roullierwhite.com
www.twitter.com/RoullierWhite
 + 44 208 693 5150



BIOGANCE



BIOGANCE® is the 1st French pet care line, directly inspired from our nature and especially formulated from natural and organic active ingredients respecting our pets and the environment. Paraben free, phenoxyethanol free and animal oil free, BIOGANCE® optimizes their formulas in order to develop natural and effective products.

BIOGANCE® is a dynamic company where veterinarians, chemists and pharmacists combine their know-how for the best well being of our pets. More than just a simple pet care brand, BIOGANCE® is a will to offer the best to our pets.
info@biogance.fr
www.biogance.com
 +33 241 731 515



paris
BIOGANCE
 pure é | é g a n c e



With 50 years experience under its belt, Craghoppers, UK based world travel clothing expert, has built its reputation through creating extremely wearable lifestyle clothing with great innovations and technology.

For Spring/Summer and Autumn/Winter, Craghoppers launches new ranges with distinct styles to herald the seasons but also some classic trans-seasonal pieces to cater for the year round traveller.

TRAVEL: NosiLife is the pinnacle to this range. This is the only range of clothing with permanent insect repellent technology, which can protect you from mosquitoes and other biting insects. What's great about this technology is that it is available in styles that will work into your own lifestyle whether that is going on an adventurous safari or a city break.

OUTDOOR LIFESTYLE: Whether you are a busy commuter or simply love the country lifestyle, then Craghoppers has a more fashion inspired range which is set apart by its undeniable and outstanding performance incorporating fabric technologies such as Gore-Tex®, AquaDry, ThermoAir+ and Thermal Control.

Kids are catered for with brightly coloured, fun pieces which will keep them warm and dry and protected.

As well as clothing, Craghoppers has a range of travel luggage and co-ordinating accessories to complete the product offering.

Craghoppers prides itself on its partnerships such as with the Royal Geographical Society and Nat Geo in the US. These associations further enrich the authenticity of the brand.



CRAGHOPPERS
Discover Your World

0161 749 1200

www.craghoppers.com

sales@craghoppers.com

CREATING FABULOUS AND FAIR TRADE FASHION ACCESSORIES SINCE 2002

Earth Squared design and create exclusive fashion accessories with a focus on design, quality and value for money. Having worked with fair trade accredited producers for over 14 years, Earth Squared develop stunning seasonal collections at very attractive price points – and careful selection of palettes and fabrics makes merchandising and upselling easy. With great customer service, fast delivery and constant innovation, please visit us at Spring or Autumn Fair, Home & Gift or Top Drawer – or contact us for samples or further information. See the current collection at;

www.fairtradewholesale.co.uk
sales@earthssquared.com
01620 824392



PERSONALISED MEMENTO COMPANY

Personalised Memento Company
The Personalised Memento Company (PMC) are the UK's number 1 trade supplier for personalised gifts. Using their years of experience, PMC are proud to offer a personalised gift for any occasion. From a free website solution and a simple ordering system, to quick production and reliable drop-shipping, PMC have set the bar high for the gift industry and have swiftly become many gift retailer's first and only choice for personalised gifts.

PMC is committed to providing a range of cutting-edge personalised gifts. These range from the traditionally engraved gift to stylish and practical personalised

homeware. Their design-lead process ensure that's new products are constantly being unveiled, combining a range of popular Licenses like Me to You, Hello Kitty and Purple Ronnie with PMC's original in-house designs to create a range of over 7000 personalised products.

Whether you are a small independent retailer, or a large high street chain – PMC can cater for any business size and model, making selling personalised gifts a reality for your business.

For more information email the dedicated customer service team at sales@personalisedmemento.co.uk



SINCLAIR MATTHEWS



Shown here at the last Decorex show is the Grand Cabinet, Malvern and Sloane sofa together with a Newport and a Max easy chair together with a Calaghan and High back Kensington dining chair.



Sinclair Matthews have been designing and making their bespoke corner groups, sofas, chairs, dining chairs and headboards for over 40 years. During this time they have supplied Buckingham Palace, Windsor castle and Balmoral, together with the most prestigious Interior Designers throughout the world. Their contract side have provided sofas and chairs for the Four Seasons Hotel, Gleneagles, Chewton Glen, the Carlton Hotel in Knightsbridge

and the St James Club in Mayfair. Their traditional designs incorporate styles from Blenheim Palace and other historic houses of the past. These include the Grand Cabinet, Howard, Richmond, St James and Knole sofas. Willis and Newport armchairs add a great finishing touch. The stylish contemporary sofas include their best seller the Woodstock, Frome and Malvern. Their workshops in Billingshurst and Worthing in Sussex have the most experienced and qualified

craftsman to produce faultless quality and workmanship. The Design Studio and office/showroom at the 'Boson's Locker' is open for consultations Monday to Thursday from 10am to 4pm. Fridays and Saturdays are by appointment only. Ray Matthews and Wendy Royce will welcome you for a coffee and helpful advice.

SINCLAIR MATTHEWS
www.sinclairmatthews.co.uk
showroom@sinclairmatthews.co.uk

ROYAL SCOT CRYSTAL



Royal Scot Crystal is a leading crystal company with a reputation for producing the very finest hand cut crystal tableware and giftware and offering one of the most exciting and comprehensive ranges under one brand. The collection includes a very successful selection of traditional and contemporary wine suites all supplied in luxury satin lined presentation boxes in a variety of colours.

Giftware is an important part Royal Scot Crystal's collection, particularly the new British hand cut Dragonfly and Meadow Flowers ranges, together with Crystal Clocks, stemware and giftware decorated

with Swarovski crystals and the best selling London giftware, all presented in high quality packaging.

Ranges such as the traditional London Collection of Crystal tableware comprising drinking glasses and giftware in blue boxes and the modern Skye Collection in glossy charcoal boxes are firm favourites with department stores throughout the United Kingdom and are available from stock for immediate delivery.

Royal Scot Crystal is a family business known for the superb quality and diversity of its products and excellent customer service for over 25 years.

**ROYAL
SCOT
CRYSTAL**

ROYAL SCOT CRYSTAL
tel: 020 8508 2435
email: sales@royalscotcrystal.com
web: www.royalscotcrystal.com

MAXAN 4 FOR MAXIMUM COMFORT

hauck is a family owned company and since its early beginnings in the 1920s making wicker ware, has evolved in a big way. As a global player we pride ourselves on being able to offer something for every lifestyle and the Maxan 4 Trio Set is just one of a range of new items to join the extensive range of hauck products for 2016.

This versatile Trio Set will cater for newborns up to toddler stage and comes in a stylish linen-look fabric. The reversible seat unit sits on a stylish aluminium frame and has an adjustable back and foot rest, whilst the height adjustable

handlebar ensures comfort for parents of all heights.

The 360° swivel / lockable front wheels, light aluminium chassis and suspension make the Maxan 4 particularly manoeuvrable, which in turn ensures a smooth ride.

For newborns there is a sturdy carrycot or the Zero Plus Comfort car seat with its innovative side impact protection system which forms a practical shop'n drive system.



01978 664362
www.hauckuk.com

hauck
FUN FOR KIDS

Surprisingly Suttons For All Your Gardening Needs

For over 200 years Suttons have produced quality products for their customers through innovation, creativity and the knowledge from their top horticultural managers. Suttons received the Royal Warrant in 1871 and are honoured to have held it ever since.

Included in the 2016 seed offer is a new range from botanist James Wong called "Grow for Flavour" and also a special Cancer Research range of flower & vegetable seeds with a 25p

donation being made to the charity for every packet sold. Suttons aim is to offer a comprehensive range of best-selling varieties that will satisfy the demands of all types of amateur gardeners from the more experienced to the novice, from those with large gardens to those with just patios. As well as seed, Suttons also offer plants, fruit, sundries and, new for 2016, personalised wooden crates.

retail@suttons.co.uk
01803 696400







Product Gallery

The following pages show some of the items available and give buyers inspiration for future choices. The companies displaying their products range from privately-run to established international players but all have one thing in common - they have some wonderful products to showcase for 2016.

PRODUCT GALLERY



MELAMASTER

innovation, quality and reliability



Melamaster are a well-established and respected British manufacturer of quality Melamine Kitchenware and Giftware Products, who have been supplying small and large retailers, store groups and Garden Centres throughout the UK and Europe for many years.

With a reputation for innovation, quality and reliability Melamaster have seen business grow considerably both in our core range as well as our bespoke business.

Our superb range of Trays, place mats coasters and mugs will compliment any kitchen - modern or traditional.



www.coleshillplastics.co.uk | Brian@coleshillplastics.co.uk



RETAIL MANAGEMENT & EPOS SOLUTIONS FROM FUTURA

At Futura we specialise in multi-channel retail management and EPOS solutions for today's department stores and international lifestyle brands. It's the choice of Elys of Wimbledon, Williams & Griffin, Jarrolds and Cath Kidston.

With live stock data and fast transaction throughput, Futura is feature-rich, designed for managing multiple departments and concessions and one that's easy to learn and use. Merchandising, inventory control and stock allocations are fast and accurate and with loyalty cards, click and collect, plus email receipts, it has everything you need to drive customer experience.

With over 30 years' experience and 35,000 users worldwide, you can trust in Futura to provide the advice and support your business needs.

01189 841 925 | sales@futurauk.com
www.futura4retail.co.uk





HEYLAND & WHITTLE

SOAP & HERBAL
MERCHANTS



HEYLAND AND WHITTLE

Husband and wife team Paddy Heyland & Ursula Whittle created the award winning luxury soap and fragrance company Heyland & Whittle in 2003. Inspired by their original location on a farm in rural Surrey. With an extensive product range that includes beautiful handmade soaps and gifts, room fragrance, candles, oil burners and fragrance oils. They are still to this day one of the only fragrance brands in the UK that can say all of their beautiful products are lovingly manufactured on British soil.

Heyland & Whittle currently supply 367 shops in the UK with stockists such as John Lewis, Ocado, Fortnum & Mason and The National Trust. They have exclusive distributors worldwide and are available in 22 different countries. They also attend 10 trade shows throughout the year including Germany, Hong Kong and Dubai.

The latest fragrance to have been launched by Heyland & Whittle is the extremely sophisticated Clementine & Prosecco. With top notes of Clementine, Sparkling Wine, Yellow Apple and Pear, you can really smell the bubbles with this #ontrend fragrance which will remind you of an evening of celebration. It's lively and refreshing, fruity and sparkling aroma is perfect for any occasion or any room.

01293 525825 | sales@heylandandwhittle.co.uk

www.heylandandwhittle.co.uk

ROYAL SCOT CRYSTAL

Royal Scot Crystal is a leading crystal company with a reputation for producing the very finest hand cut crystal tableware and giftware, offering one of the most exciting and comprehensive ranges under one brand. The collection includes a very successful selection of traditional and contemporary wine suites supplied in luxury satin lined presentation boxes, in a variety of colours.

Skye is a contemporary wine suite, stylish in its simplicity with a modern cutting and supplied in luxury charcoal grey presentation boxes. A fusion of design and functionality, Skye is a competitively priced range and will look impressive on any table setting.

Giftware is an important part Royal Scot Crystal's collection, particularly the new British hand cut Dragonfly and Meadow Flowers ranges, together with Crystal Clocks, stemware and giftware decorated with Swarovski crystals and the best selling London giftware, all presented in high quality packaging.



Edinburgh Giftware was introduced last year and offers traditional crystal giftware complementing the hugely

successful Edinburgh wine suite. The Edinburgh Giftware collection includes gifts suitable for men and women and is exceptionally good value. All items in the range are supplied in high quality blue gift boxes with gold blocking.



ROYAL
SCOT
CRYSTAL

ROYAL SCOT CRYSTAL
tel: 020 8508 2435
email: sales@royalscotcrystal.com
web: www.royalscotcrystal.com

MARCO TOZZI®

shoes & accessories

WHO IS MARCO TOZZI?

Marco Tozzi is a young, up and coming women's shoe label from the Wendel firm, a subsidiary of the Wortmann Group of Detmold.

High quality women's shoes, aside from the growing proportion of fashionable children's shoes, are the main field of business for the young brand. In its range of collections, it has everything that a woman's heart desires. The newest shoe trends – from young fashion to classic elegance and athletic comfort. Marco Tozzi is an interpretation of international trends with its own style and class positioned in the low-cost segment.

That's the reason Marco Tozzi is so popular among women. The Marco Tozzi customer lives in the here and now. She is full of confidence, open and curious. She lives and shows what she thinks and feels. She also loves being a woman



WHERE IS MARCO TOZZI?

In Germany alone, ca. 1500 stores carry shoes from Marco Tozzi – trend is increasing. Moreover, the newly designed, innovative shop-in-shop systems that Marco Tozzi will implement in the future will strengthen contact to customers.

With six to eight collections per year and additional current programmes, Marco Tozzi offers businesses the possibility to plan for a basic assortment for the long term as well as carry the season's current trends for the short term. The product managers and the designers are underway year-round to discover and implement the newest trends. From Hamburg to Munich, from London to Milan and from Hong Kong to Paris.

Aside from women's shoe models, which appear seasonally in spring, summer and fall/winter, Marco Tozzi has put together his own children's shoe collection as well as a contemporary handbag line tastefully coordinated with each collection.



Contact:
Wendel GmbH & Co. KG
 Schuhproduktionen International
 Sinalcostrasse 1
 D-32758 Detmold
w: www.marcotozzi.com
e: info@marcotozzi.com
t: +49 (0) 5231 605-01
f: +49 (0) 5231 605-152

Xystos

Flame & Fragrance



The home of Flame & Fragrance

For more information please contact our Customer Service team;
Email: sales@xystos.co.uk or Tel: 0191 499 1570
www.xystostrade.co.uk

WW
WoodWick.
crackles as it burns

KRINGLE CANDLE



Associations

Associations

BATHROOM MANUFACTURERS

ASSOCIATION (BMA)

www.bathroom-association.org

info@bathroom-association.org.uk

Tel: 01782 631619

FIRA INTERNATIONAL LTD

www.fira.co.uk

info@fira.co.uk

Tel: 01438 777 700

PEFC UK LIMITED

www.pefc.co.uk

info@pefc.co.uk

Tel: 0114 307 2334

SHOP AND DISPLAY EQUIPMENT

ASSOCIATION

www.shopdisplay.org

enquiries@sdea.co.uk

Tel: 01883348911



BRITISH WOOL MARKETING BOARD

Wool House, Sidings Close, Canal Road, Bradford, BD2 1AZ

Tel: 01274 688 666

Fax: 01274 652 233

marketing@britishwool.org.uk

www.britishwool.org.uk

www.britishwoollearning.com

@britishwool

The BWMB sells and promotes British Wool to the international carpet and textile industry on behalf of wool producers in the UK. The Shepherd's Crook mark highlights British wool content in finished product and is only available to licensed partners. We are a founder member and active supporter of The Campaign for Wool.



THE CAMPAIGN FOR WOOL
Patron: HRH The Prince of Wales



THE CAMPAIGN FOR WOOL

P O Box 1213, BRADFORD, BD1 9XA

info@campaignforwool.org

www.campaignforwool.org

www.onewool.com

#onewool

#choosewool

@campaignforwool

The Campaign for Wool was initiated by its Patron HRH The Prince of Wales who wanted to educate and encourage consumers to choose real wool for its many superior attributes and in particular for its natural sustainability. It was launched in 2010 and has succeeded in bringing together the wool industry, leading brands, retailers and wool lovers across the globe.

THE FURNITURE OMBUDSMAN

www.fira.co.uk/tfo

info@thefurnitureombudsman.org

Tel: 0845 653 2064

THE GA (GIFTWARE ASSOCIATION)

www.ga-uk.org/

help@ga-uk.org

Tel: 0121 237 1104

THE GARDEN CENTRE ASSOCIATION

www.gca.org.uk

info@gca.org.uk

Tel: 01993 871000

TOY RETAILERS ASSOCIATION

www.dreamtoys.co.uk

enquiries@toyretailersassociation.co.uk

Tel: 08707537437

Babywear & Nursery

Babywear & Nursery

BEARING GIFTS

www.bearing-gifts.com
sales@bearing-gifts.com
Tel: 01721 722567

BELLE & BOO

www.belleandboo.com
kate@belleandboo.com
Tel: 447882718428

BIBS AND STUFF

www.bibsandstuff.com
sales@bibsandstuff.com
Tel: 01293 774924

CHEEKY RASCALS

www.cheekyrascals.co.uk
info@cheekyrascals.co.uk
Tel: 01730 895 761

CLEVER LITTLE IDEAS LTD

www.cleverlittleideas.com
info@cleverlittleideas.com
Tel: (0) 20 77 345678

CLOUD CUCKOO DESIGNS LTD

www.cloudcuckoodesigns.com
info@cloudcuckoodesigns.com
Tel: 01562 631014

CUSKI INTERNATIONAL LTD

www.cuski.com
info@cuski.com
Tel: 01829 771825

FIRST STEPS BABYWEAR (UK) LTD

www.firststepsbabywear.com
juggy@firststepsbabywear.com
Tel: 01922 626007

HALILIT

www.halilit.co.uk
sales@halilit.co.uk
Tel: 01254 872454

HIPHIPBABY!

www.hiphipbaby.co.uk
info@hiphipbaby.co.uk
Tel: 0845 643 9043

IL TUTTO

www.iltutto.co.uk
info@iltutto.com.au
Tel: +61 1300 725 558

IZZIWOTNOT (CHADTEX LTD)

www.izziwotnot.com
sales@izziwotnot.com
Tel: 0161 830 1919



HAUCK FUN FOR KIDS LTD

Ash Road South, Wrexham Ind Est,
Wrexham, North Wales, LL13 9UG
Tel: +44 (0) 1978 664362
Fax: +44 (0) 1078 661056
Email: info@hauckuk.com
Web: www.hauckuk.com

Hauck Fun for Kids pride themselves on their unique range of must have nursery items. Our wheeled goods offer safety, versatility and ease of use. Exclusive to hauck is the i'Coo range, offering innovative designs and luxury fabrics. Whatever your customers require Hauck have something to match their lifestyle.

JOMOOVAL

www.jomoval.com
jonathan@jomoval.com
Tel: 01420 511405

KOO-DI

www.koo-di.co.uk
enquiries@koo-di.co.uk
Tel: 01384 878276

LITTLE DYE HOUSE

Tel: 01737 555394

NATURES PUREST

www.naturespurest.co.uk
charlotte@naturespurest.co.uk
Tel: 0116 279 2901/2961

NSCESSITY

www.nscessity.co.uk
info@nscessity.co.uk
Tel: 01483 428989

NUBIE

Tel: 01825 713789

OSGOOD TEXTILES

www.osgood-textiles.co.uk
info@osgood-textiles.co.uk
Tel: 020 8836 9485

PADRAIG COTTAGE

www.padraigcottage.com
info@padraigcottage.com
Tel: 001 604 980 0748

PANOPOLY UK

www.panopoly.co.uk
sales@panopoly.co.uk
Tel: 01249 463193

POPPY

www.poppychildren.co.uk
sales@poppychildren.co.uk
Tel: 01642 790000

PRINCIPAL KIDS EUROPE

www.principalkids.com
info@principalkids.com
Tel: 0032 497 81 61 66

REDURCHIN

www.redurchin.co.uk
info@redurchin.co.uk
Tel: +44 (0) 7952 344 807

SPOTTISWOODE TRADING

www.spottiswoodetrading.com
info@spottiswoodetrading.com
Tel: 01903 733123

TAGGIES (HAPTIC LTD)

www.haptic.co.uk
sales@haptic.co.uk
Tel: 01749 672 437

THE BUGGYSNUGGLE COMPANY

www.buggysnuggle.com
info@buggysnuggle.com
Tel: +44 (0) 1841 540044

TRAVIS DESIGNS LTD - MITTY JAMES

www.mittyjames.com
sales@travis.co.uk
Tel: 01442 289898

WHITESTEP LTD

www.whitestep.co.uk
info@whitestep.co.uk
Tel: 0207 323 9514

Babywear Accessories

BAYPODS

www.earlydays.ltd.uk
sales@earlydays.ltd.uk
Tel: 0116 2716944

BOBUX NEW ZEALAND

www.bobux.co.uk
enquiries@purpcroc.com
Tel: 020 8543 1910

BURSALI TOWELS (UK) LTD.

www.bursali.co.uk
steve@bursali.co.uk
Tel: 0144 384 4011

CHEEKY RASCALS

www.cheekyrascals.co.uk
info@cheekyrascals.co.uk
Tel: 01730 895 761

CUSKI INTERNATIONAL LTD

www.cuski.com
info@cuski.com
Tel: 01829 771825

DAISY DUMPLING

www.daisydumpling.co.uk
daisy_dumpling@btinternet.com
Tel: 07753 358455

EARLYDAYS

www.earlydays.ltd.uk
sales@earlydays.ltd.uk
Tel: 0116 2716944

FAULKES & CO LTD

www.tubtrugs.com
sales@faulkers.co.uk
Tel: 01455 848 184

FIRST STEPS BABYWEAR (UK) LTD

www.firststepsbabywear.com
juggy@firststepsbabywear.com
Tel: 01922 626007

IL TUTTO

www.iltutto.co.uk
info@iltutto.com.au
Tel: +61 1300 725 558

INCH BLUE

www.inch-blue.com
sales@inch-blue.com
Tel: 01495 311123

OSGOOD TEXTILES

www.osgood-textiles.co.uk
info@osgood-textiles.co.uk
Tel: 020 8836 9485

PRINCIPAL KIDS EUROPE

www.principalkids.com
info@principalkids.com
Tel: 0032 497 81 61 66

STARCHILD

www.starchildshoes.co.uk
info@starchildshoes.co.uk
Tel: 01509 817601

SUNPROOF LTD

www.sunproof.co.uk
sales@sunproof.co.uk
Tel: 01460 258040

SUNRISE TRADERS LTD

www.kidswearonline.co.uk
admin@sunrisetraders.co.uk
Tel: 0121 5511555

TAGGIES (HAPTIC LTD)

www.haptic.co.uk
sales@haptic.co.uk
Tel: 01749 672 437

W|H|L WEYBURY HILDRETH LTD

www.weybury-hildreth.com
leeanne@weybury-hildreth.com
Tel: 01384 878276

Bathing & Changing

BIBS AND STUFF

www.bibsandstuff.com
sales@bibsandstuff.com
Tel: 01293 774924

CEUTA HEALTHCARE LTD

www.ceuta-healthcare.co.uk
enquiries@ceutahealthcare.com
Tel: 01202 780558

COSATTO

www.cosatto.com
enquiry@cosatto.com
Tel: 0871 977 3900

CUDDLEDRY LIMITED

www.cuddledry.com
trade@cuddledry.com
Tel: 01823 323363

HIPHIPBABY!

www.hiphipbaby.co.uk
info@hiphipbaby.co.uk
Tel: 0845 643 9043

KIT FOR KIDS LTD

www.kitforkidsgroup.com
sales@kitforkids.com
Tel: 01732 455000

MUMOTEX LTD

www.mumotextile.com
oya@mumotextiles.com
Tel: 07884 433975

SEVERN DELTA LTD

www.severndelta.co.uk
customerservice@severndelta.co.uk
Tel: 01278 428200

TODDLE TIME LTD

www.emmaytoddletime.com
info@emmaytoddletime.com
Tel: 01482 215743

WHITESTEP LTD

www.whitestep.co.uk
info@whitestep.co.uk
Tel: 0207 323 9514

Feeding & Caring

CUSKI INTERNATIONAL LTD

www.cuski.com
info@cuski.com
Tel: 01829 771825

HIPHIPBABY!

www.hiphipbaby.co.uk
info@hiphipbaby.co.uk
Tel: 0845 643 9043

NAP, INC. BABY CARRIERS

www.sleepywrap.com
info@sleepywrap.com
Tel: 888-567-9727

OXO

info@hot-uk.co.uk
Tel: 0114 242 0405

PAUL MURRAY PLC

www.murrayshealthandbeauty.com
support@murrayshealthandbeauty.com
Tel: 023 8046 0600

TODDLE TIME LTD

www.emmaytoddletime.com
info@emmaytoddletime.com
Tel: 01482 215743

TOTSEAT LTD

www.totseat.com
team@totseat.com
Tel: +44 (0) 131 226 6064

WHITESTEP LTD

www.whitestep.co.uk
info@whitestep.co.uk
Tel: 0207 323 9514

Infant Clothing

BOBUX NEW ZEALAND

www.bobux.co.uk
enquiries@purpcroc.com
Tel: 020 8543 1910

GREEN EYED MONSTER

www.green-eyed-monster.co.uk
info@green-eyed-monster.co.uk
Tel: 020 8440 8550

GREEN RABBIT

www.greenrabbit.co.uk
info@greenrabbit.co.uk
Tel: 01684 274755

INCH BLUE

www.inch-blue.com
sales@inch-blue.com
Tel: 01495 311123

ISSOY CHILDREN

www.issosychildren.com
info@issosychildren.com
Tel: 07930 673 545

OSGOOD TEXTILES

www.osgood-textiles.co.uk
info@osgood-textiles.co.uk
Tel: 020 8836 9485

POPPY

www.poppychildren.co.uk
sales@poppychildren.co.uk
Tel: 01642 790000

SUNRISE TRADERS LTD

www.kidswearonline.co.uk
admin@sunrisetraders.co.uk
Tel: 0121 5511555

TAGGIES (HAPTIC LTD)

www.haptic.co.uk
sales@haptic.co.uk
Tel: 01749 672 437

Nursery Furniture

COSATTO

www.cosatto.com
enquiry@cosatto.com
Tel: 0871 977 3900

CUSHI TUSH

www.cushitush.co.uk
sales@cushitush.co.uk
Tel: 01604596800

DRAGONS OF WALTON STREET

www.dragonsofwaltonstreet.com
enquiries@dragonsofwaltonstreet.com
Tel: 0203 544 2000

FREYA DESIGN

www.freyadesign.co.uk
info@freyaesign.co.uk
Tel: 07913681670

FUNTOSEE LTD

www.funtosee.com
info@funtosee.com
Tel: 08702 621621

GAUTIER UK

www.gautier.co.uk
enquires@gautier.co.uk
Tel: 01727 877977

IZZIWOTNOT (CHADTEX LTD)

www.izziwotnot.com
sales@izziwotnot.com
Tel: 0161 830 1919

JOMANDA

www.jomanda.co.uk
jo.holland@jomanda.co.uk
Tel: 0116 259 9800

KOO-DI

www.koo-di.co.uk
enquiries@koo-di.co.uk
Tel: 01384 878276

LANKA KADE

www.lankakade.co.uk
info@lankakade.co.uk
Tel: 01858 463850

MACLAREN

www.maclarenbaby.com
sales@maclaren.co.uk
Tel: 01327 841310

NSCESSITY

www.nscessity.co.uk
info@nscessity.co.uk
Tel: 01483 428989

TODDLE TIME LTD

www.emmaytoddletime.com
info@emmaytoddletime.com
Tel: 01482 215743

W|H|L WEYBURY HILDRETH LTD

www.weybury-hildreth.com
leeanne@weybury-hildreth.com
Tel: 01384 878276

Pushchair, Prams & Accessories

BUSHBABY

www.bush-baby.com
sales@bush-baby.com
Tel: 1614747097

CHEEKY RASCALS

www.cheekyrascals.co.uk
info@cheekyrascals.co.uk
Tel: 01730 895 761

COSATTO

www.cosatto.com
enquiry@cosatto.com
Tel: 0871 977 3900

HAUCK FUN FOR KIDS LTD

www.hauckuk.com
info@hauckuk.com
Tel: 01978 664362

HIPPYCHICK LTD

www.hippychick.com
info@hippychick.com
Tel: 01278 434440

IL TUTTO

www.iltutto.co.uk
info@iltutto.com.au
Tel: +61 1300 725 558

JELLYBEANGROUP

www.bellybandit.co.uk www.ju-ju-be.co.uk
orders@jellybeangroup.com
Tel: 353214898171

KOO-DI

www.koo-di.co.uk
enquiries@koo-di.co.uk
Tel: 01384 878276

MACLAREN

www.maclarenbaby.com
sales@maclaren.co.uk
Tel: 01327 841310

NAP, INC. BABY CARRIERS

www.sleepywrap.com
info@sleepywrap.com
Tel: 888-567-9727

NATURAL SLEEP INNOVATIONS

www.babydreammachine.com
graham@naturalsleepinnovations.co.uk
Tel: 0844 5450 500

PETITE STAR

www.petitestar.com
customerservice@petitestar.com
Tel: 01923 663344

THE BUGGYSNUGGLE COMPANY

www.buggysnuggle.com
info@buggysnuggle.com
Tel: +44 (0) 1841 540044

W|H|L WEYBURY HILDRETH LTD

www.weybury-hildreth.com
leeanne@weybury-hildreth.com
Tel: 01384 878276

3P ENTERPRISE LTD

www.3penterprise.co.uk
sales@3penterprise.co.uk
Tel: 01594 810990

BELL AND BARKER LTD

www.bellandbarker.com
info@bellandbarker.com
Tel: +44 (0)1325 240 560



VINCE CAMUTO

For further information please contact SAS & Company Limited
Tel: +44 (0)1483 755 772 Email: sales@sasandcompany.com Web: sasandcompany.com

Childrenswear

Children's Accessories

BIBS AND STUFF

www.bibsandstuff.com
sales@bibsandstuff.com
Tel: 01293 774924

CARIBEE

www.caribee-uk.com
jacquie@brandagility.co.uk
Tel: 0131 554 5555

CHECKPOINT KIDORABLE

www.checkpointonline.co.uk
sales@checkpointonline.co.uk
Tel: 01423 340904

CLEVER LITTLE IDEAS LTD

www.cleverlittleideas.com
info@cleverlittleideas.com
Tel: (0) 20 77 345678

DRAGONS OF WALTON STREET

www.dragonsofwaltonstreet.com
enquiries@dragonsofwaltonstreet.com
Tel: 0203 544 2000

FAIRY GLAM LTD

www.lucylocket.com
info@lucylocket.com
Tel: 01522 510191

JO FOR GIRLS

www.joforgirls.co.uk
sales@perthshirejewellery.co.uk
Tel: 01887 820760

KICOKIDS

www.kicokids.com
info@kicokids.com
Tel: 212-675-kico (5426)

OUR IMPORTS

www.ourimports.co.uk
joannaourimp@clara.co.uk
Tel: 01256 762214

PICTURE CASE

www.37ashgrove
info@picturecase.co.uk
Tel: 1371878047

POLAROID EYEWEAR

www.polaroideyewear.com
uksales@polaroideyewear.com
Tel: 01389 714043

REDURCHIN

www.redurchin.co.uk
info@redurchin.co.uk
Tel: +44 (0) 7952 344 807

VIVI DESIGNS

www.vividesigns.com
vivi@vividesigns.com
Tel: 0208 133 7123

Children's Footwear

BAYPODS

www.earlydays.ltd.uk
sales@earlydays.ltd.uk
Tel: 0116 2716944

CHATHAM LTD

www.chatham.co.uk
info@chatham.co.uk
Tel: 01392 822 981

EARLYDAYS

www.earlydays.ltd.uk
sales@earlydays.ltd.uk
Tel: 0116 2716944



HIPPYCHICK

Tel: 01278 434440
Web: www.hippychick.com

Hippychick are a well-established, family run business dedicated to sourcing and developing innovative baby and toddler products. This year, Hippychick are proud to launch a unique range of baby and toddler shoes featuring 16 designs for boys and girls – all hand made in Britain from soft and breathable, non-constricting sustainable leather.



WWW.FRODDO.COM
WWW.KIDSNEWSHOES.COM
PAULY.TONG@KIDSNEWSHOES.COM
M: +44 (0)7796 766669
T: +44 (0)1707 888388

FRODDO children's footwear designed and manufactured in Europe using only premium quality Chrome VI free leather and natural, environmentally friendly materials. Froddo's trendy and colourful collections feature fashion detail and anatomic support with removable, antibacterial insoles. Competitively priced for children's first steps right through to teens: size range 17 – 40.

FOOTWEAR INTERNATIONAL

info@footwearinternational.co.uk
Tel: 0116 259 7427

MARCO TOZZI

www.marco-tozzi.com
sales@marco-tozzi.com
Tel: 7976282114

MOCCIS

www.moccis.co.uk
info@moccis.co.uk
Tel: 3335777500

PADRAIG COTTAGE

www.pdraigcottage.com
info@padraigcottage.com
Tel: 001 604 980 0748

POD (AEGIS SHOES LTD)

www.pod-footwear.com
sales@aegisshoes.co.uk
Tel: 01234 240440

STARCHILD

www.starchildshoes.co.uk
info@starchildshoes.co.uk
Tel: 01509 817601

Children's Swimwear

SEAFOLLY

www.seafolly.com.au
sales@gandagency.co.uk
Tel: 0845 4080095

SUNPROOF LTD

www.sunproof.co.uk
sales@sunproof.co.uk
Tel: 01460 258040

ZOGGS

www.zoggs.com
pr@zoggs.com
Tel: +44 (0) 1276 489 089

Childrenswear

ALPACA SELECT

www.alpacaselect.co.uk
sales@alpaca-select.com
Tel: 024 7641 1776

BESTSELLER WHOLESALE

www.bestseller.com
Tel: 01763 846080

BLUE MAX BANNER LTD

Tel: 0161 474 8000

BUSHBABY

www.bush-baby.com
sales@bush-baby.com
Tel: 1614747097

CHECKPOINT KIDORABLE

www.checkpointonline.co.uk
sales@checkpointonline.co.uk
Tel: 01423 340904

DAVID LUKE

www.davidluke.com
sales@davidluke.com
Tel: 0161 272 7474

FLUDES S. H.

www.thejimbamercollection.com
shf@fludes-sh.com
Tel: 01455 230833

GREEN EYED MONSTER

www.green-eyed-monster.co.uk
info@green-eyed-monster.co.uk
Tel: 020 8440 8550

ISSOY CHILDREN

www.issosychildren.com
info@issosychildren.com
Tel: 07930 673 455

KATVIG APS

Tel: +45 33 23 98 68

KICOKIDS

www.kicokids.com
info@kicokids.com
Tel: 212-675-kico (5426)



KEYCRAFT

Keycraft Ltd, Peterhead, AB42 1BN,
United Kingdom
Tel: +44 (0)1779 478078
Email: sales@keycraft.eu
Web: www.keycraft.eu

LITTLE DYE HOUSE

Tel: 01737 555394

NOVA STAR

www.funlittletthings.co.uk
sales@funlittletthings.co.uk
Tel: 07816 657 162

PENCARRIEUKL

www.pencarrieukl.com
sales.swindon@pencarrieukl.com
Tel: +44 (0) 1793 496599

PIXIE DIXIE

www.pixiedixie.co.uk
admin@pixiedixie.co.uk
Tel: 0207 631 2084

POPPY

www.poppychildren.co.uk
sales@poppychildren.co.uk
Tel: 01642 790000

REDURCHIN

www.redurchin.co.uk
info@redurchin.co.uk
Tel: +44 (0) 7952 344 807

ROCKABYE-BABY

www.rockabye-baby.com
emma@rockabye-baby.com
Tel: 07982 307926

SMIFFY'S

www.smiffys.com
Tel: 01427 616831

STAR MELA

www.starmela.com
Tel: 2077360505

SUNRISE TRADERS LTD

www.kidswearonline.co.uk
admin@sunrisetraders.co.uk
Tel: 0121 5511555

Rachel Riley
LONDON



RACHEL RILEY

82 Marylebone High Street,
London W1U 4QW
14 Pont St
London SW1X 9EN
0207 935 7007
mailorder@rachelriley.co.uk
www.rachelriley.co.uk

Rachel Riley is a British baby and childrenswear designer with a long-term commitment to provide quality, classic, stylish & good value children's clothing with a quintessentially British feel.

TOMMY HILFINGER

www.tommy.com
Tel: 020 7494 9300

TRAVIS DESIGNS LTD - MITTY JAMES

www.mittyjames.com
sales@travis.co.uk
Tel: 01442 289898

Nightwear

FIRST STEPS BABYWEAR (UK) LTD

www.firststepsbabywear.com
juggy@firststepsbabywear.com
Tel: 01922 626007

PIXIE DIXIE

www.pixiedixie.co.uk
admin@pixiedixie.co.uk
Tel: 0207 631 2084

Schoolwear

ART2GO UK LTD

www.art2go-uk.com
sales@art2go-uk.com
Tel: 01843292333

BLUE MAX BANNER LTD

Tel: 0161 474 8000

CARIBEE

www.caribee-uk.com
jacquie@brandagility.co.uk
Tel: 0131 554 5555

Clothing & Fashion

SPONSORED BY

earthsquared
fabulous & fair trade

Creating fabulous and fair trade fashion accessories since 2002

sales@earthsquared.com | 01620 824392

www.fairtrade wholesale .co.uk



Clothing & Fashion

100 METRES

www.100-metres.co.uk
sales@100-metres.co.uk
Tel: 7769645042

ALMOST FAMOUS LONDON

www.aflondon.com
info@aflondon.com
Tel: 020 7637 2622

ALPACA SELECT

www.alpacaselect.co.uk
sales@alpaca-select.com
Tel: 024 7641 1776

ARGENTEUS JEWELLERY

www.argenteus.co.uk
imid@argenteus.co.uk
Tel: 01865 840810

BEDAZZLED

www.bedazzledwholesale.co.uk
kirsty@bedazzledwholesale.co.uk
Tel: 0161 834 5992

BETTY BARCLAY INTERNATIONAL GMBH

www.bettybarclay.co.uk
celia.lora@bettybarclay.co.uk
Tel: 020 7580 3577

DANTE

www.dantejewellery.co.uk
dante@live.co.uk
Tel: 01260 226588

DOUBLE TWO

www.doubletwo.co.uk
double2@wsg.co.uk
Tel: 01924 375651

DYNASTY (UK) LTD

www.dynastyuk.co.uk
enquiries@dynastyuk.co.uk
Tel: 0208 736 0200

EARTH SQUARED LTD

www.fairtradewholesale.co.uk
sales@earthsquared.com
Tel: 01620 824392

EMRECO INTERNATIONAL LTD

www.emreco.com
info@emreco.co.uk
Tel: 0845 345 1914

ESPRIT GB LTD

www.esprit.com
info@esprit.com
Tel: 020 74061400

EUROPEAN MANNEQUINS & SHOP

www.europeanmannequins.com
sales@europeanmannequinsuk.com
Tel: 01780 758807

FACIS

www.egomark.co.uk
stuart.moon@egomark.co.uk
Tel: 0207 012 1428

GABRIELLA HANDBAGS

www.gabriellahandbags.com
gaby@gabysfashion.com
Tel: 01606 869333

GIESSWEIN WALKWAREN AG

www.giesswein.com
info@giesswein.com
Tel: 0043 5337 6135-701

GIFTWAREHOUSE (EUROPE) LTD

www.giftwarehouse.eu
info@giftwarehouse.eu
Tel: 0115 946 1173

HADDOW GROUP

www.haddowgroup.com
Tel: 01274 360444

HJ HALL

www.hjhall.com
enquiries@hjhall.com
Tel: 01455 638 800

ISOSSY CHILDREN

www.isoissychildren.com
info@isoissychildren.com
Tel: 07930 673 545

JACK MURPHY CLOTHING

www.jackmurphy.eu
marketing@jackmurphy.ie
Tel: 0044 (0)1768 867 590

JEAN PAUL GAULTIER

www.jp-gaultier.com
Tel: 0033 172 75 83 00

KANGOL HEADWEAR

www.kangol.com
enquiries@kangolheadweareurope.com
Tel: 020 7379 3201

KAS SHOPFITTING LTD

www.kasshopfitting.co.uk
sales@kasshopfitting.co.uk
Tel: 0845 230 1068

KATVIG APS

Tel: +45 33 23 98 68

LENY G

www.lenyg.com
press@lenyg.com
Tel: 0207 244 7409

LIBERTY

www.liberty.co.uk
Tel: 020 7734 1234



Cheeky Poppins
shoe clips



CHEEKY POPPINS
Tel: 07985197128
Instagram: @cheekypoppins
Twitter: @cheeky_poppins
Web: www.cheekypoppins.co.uk

UK designed fashion forward Cheeky Poppins shoe clips are the forerunners in shoe accessories; our award winning brand brings new life to your wardrobe with an innovative and unique range. We have created a collection of shoe accessories which clip on to shoes for automatic and hassle free style.



earthsquared
fabulous & fair trade



EARTH SQUARED
Tel: 01620 824392
Email: sales@earthsquared.com
www.fairtradewholesale.co.uk

Earth Squared design and create exclusive fashion accessories with a focus on design, quality and value for money. Having worked with fair trade accredited producers for over 14 years, Earth Squared develop stunning seasonal collections at very attractive price points and careful selection of palettes and fabrics makes merchandising and upselling easy.

PARFAIT™



KUSAN
25 Queens Parade Close
Fiern Barnet
London
N11 3DA
United Kingdom
Tel: +44 20 8211 9960
Fax: +44 20 8211 9963
Email: info@kusan.co.uk
Web: www.kusan.co.uk

We make stylish woolly hats, bags and accessories in fresh bold colours that are lovingly worn and used across the UK and Europe. All our products are designed in London, are 100% New Zealand wool and handmade in Nepal.

LINDA MACDONALD JEWELLERY
www.lindamacdonaldjewellery.com
info@lindamacdonaldjewellery.com
Tel: 01389 841848

LOVE LAMMIE
www.lovelammie.co.uk
info@lovelammie.co.uk
Tel: 01548 844840

MAKKI
www.makki.co.uk
info@makki.co.uk
Tel: +44 (0)7855 277159



MAQUIEN DESIGN
Tel: 07734 216864
Email: sales@maquien.co.uk
Web: www.maquien.co.uk

MIROGLIO UK LTD (ELENA MIRO)
www.elenamiro.com
Tel: 0207 631 4777 ext 3

MOOKINI LIMITED
www.mookini.co.uk
fiona@mookini.co.uk
Tel: 020 8290 6946

MYRINE ANTWERP
www.myrine.com
info@myrine.com
Tel: +32 3 825 22 45

NEWPOINT UK LTD
newpointukltd@btconnect.com
Tel: 077 3322 6660, 0207 580 5299

NICKY THOMSON TEXTILES
www.nickythomson.co.uk
info@nickythomson.co.uk
Tel: 01886 833052

NICO DIDONNA
www.nico-d.com
info@nico-d.com
Tel: 020 7287 0207

NOMADS CLOTHING
www.nomadsclothing.com
info@nomadsclothing.co.uk
Tel: 01566 777338

OCEANIC JEWELLERS LTD
www.oceanicjewellers.com
pitu@oceanicjewellers.com
Tel: (0)20 8 992 5386

ONE BUTTON LTD
www.onebuttonuk.com
info@onebuttonuk.com
Tel: 0116 279 3715

PEOPLE TREE
www.peopletree.co.uk
wholesale@peopletree.co.uk
Tel: 0207 739 9659

PONGEES SILKS LTD
www.pongees.co.uk
sales@pongees.co.uk
Tel: 020 7739 9130

PRINCIPAL KIDS EUROPE
www.principalkids.com
info@principalkids.com
Tel: 0032 497 81 61 66

PRINGLE
osan@ruia.co.uk
Tel: 01270 502860

QUINN NEW YORK INC
www.jacquelinequinn.com
Tel: 001 718 278 2179

RALPH LAUREN/POLO
www.polo.com
Tel: 0207 535 4600

RUBY ROCKS
www.rubyrocks.com
modoagency@onetel.com
Tel: 0797 3718301

RUKHSANA JEWELLERY
www.rukhsanajewellery.com
Tel: +44 (0) 7917 355569

SKA AND SOUL LIMITED
www.skaandsoul.com
info@skaandsoul.com
Tel: 01430 801000

SNOOTY FROX OF HARROGATE LIMITED
www.snootyfrox.co.uk
info@snootyfrox.co.uk
Tel: 01423 815320

SOO LEE LIMITED
www.soo-lee.com
info@soo-lee.com
Tel: 2073833111

STEILMANN UK LTD
www.steilmann.com
postmaster@steilmann.co.uk
Tel: 2072910522

THE ALPACA COLLECTION
www.thealpacacollection.co.uk
info@thealpacacollection.co.uk
Tel: 01789 488 885



YAKIRA eyewear

Yakira Eyewear is a leading supplier of high quality sunglasses, reading glasses, display stands and accessories.



Tel: 0151 527 3747
Email: info@yakiraeyewear.com
www.yakiraeyewear.com



earthsquared. ■

fabulous & fair trade

EDINBURGH

Visit www.fairtradewholesale.co.uk
or email sales@earthsquared.com for further information

Creating fabulous fashion accessories for 14 years – stunning designs, quality and prices ■

THE PERFECT WHITE COMPANY

www.perfekcija.com
sales@perfekcija.com
Tel: 020 8440 9977

THE VM SOURCE LTD

www.thevmsource.co.uk
info@thevmsource.co.uk
Tel: 01780 761947

UNDERGROUND FOOTWEAR

Tel: 08448 710092

UNIBOX

www.unibox.co.uk
info@unibox.co.uk
Tel: 0161 655 2100

Ethical Fashion & Accessories

100 METRES

www.100-metres.co.uk
sales@100-metres.co.uk
Tel: 7769645042

BAG IT HANDBAGS

www.bagithandbags.co.uk
info@bagithandbags.co.uk
Tel: 0161 832 9099

BAGS2RICHES

www.bags2riches.co.uk
annaroe@bags2riches.co.uk
Tel: 07870 995843

CALDEX SRL - WINTEX WATCHES

www.wintexwatches.com
info@wintexwatches.com
Tel: 3902806310

CIEL LTD STUDIO

www.ciel.ltd.uk www.cielshop.co.uk
sales@ciel.ltd.uk
Tel: 01273 202533

COCOWAI

www.cocowai.com
frankie@cocowai.co.uk
Tel: 01202 701888

COOL TRADE WINDS

www.cooltradewinds.co.uk
cooltradewinds@yahoo.co.uk
Tel: 01425 461594

EARTH SQUARED LTD

www.fairtradewholesale.co.uk
sales@earthsquared.com
Tel: 01620 824392

EARTHOME

www.earleybrothers.com/earthome
joe@earleybrothers.com
Tel: +44 (0) 7909 994860

GREEN EYED MONSTER

www.green-eyed-monster.co.uk
info@green-eyed-monster.co.uk
Tel: 020 8440 8550

GREEN RABBIT

www.greenrabbit.co.uk
info@greenrabbit.co.uk
Tel: 01684 274755

JEWELCITY LTD

www.jewelcity.co.uk
admin@jewelcity.co.uk
Tel: 01494 444200

KELEVRA

www.kelevra.co.uk
info@kelevra.co.uk
Tel: 01525 722722

KUSAN ACCESSORIES LTD

www.kusan.co.uk
info@kusan.co.uk
Tel: 0208 211 9960

MAC IMPORTS

sales@macimports.co.uk
Tel: 0114 2692111

MAKKI

www.makki.co.uk
info@makki.co.uk
Tel: +44 (0)7855 277159

MARIA HELENA SPECTOR JEWELLERY

www.mhspector.co.uk
maria@mhspector.co.uk
Tel: 2072633636

MASSART

www.massartjewellery.com
massart1@hotmail.com
Tel: 01584 879565

MOOKINI LIMITED

www.mookini.co.uk
fiona@mookini.co.uk
Tel: 020 8290 6946

NOMADS CLOTHING

www.nomadsclothing.com
info@nomadsclothing.co.uk
Tel: 01566 777338

PEOPLE TREE

www.peopletree.co.uk
wholesale@peopletree.co.uk
Tel: 0207 739 9659

PINKII

www.pinkiihandbags.com
jo@pinkiihandbags.com
Tel: 07771 943709

RUKHSANA JEWELLERY

www.rukhsanajewellery.com
Tel: +44 (0) 7917 355569

SHARED EARTH

www.sharedearth-trade.co.uk
sales@sharedearth.co.uk
Tel: 01904 655314

SHONA EASTON DESIGN STUDIO

www.eastondesignstudio.com
info@eastondesignstudio.com
Tel: 01403 221886

TATTY BUMPKIN

www.tattybumpkin.com
info@tattybumpkin.com
Tel: 0845 6800480

TELA BAGS

www.telabags.net
info@telabags.net
Tel: 00351 21 343 2040

THE PAULA BOLTON COLLECTION

www.paulabolton.com
sales@paulabolton.com
Tel: 01625 57 4444

TOTES ISOTONER UK LTD

Tel: 01277 630277

TRAIDCRAFT

www.traidcraft.co.uk
sales@traidcraft.co.uk
Tel: 0191 491 0591

WELLAS

www.wellas.co.uk
info@wellas.co.uk
Tel: 020 8542 5337

ZINNIA

www.zinniashoes.co.uk
info@zinniashoes.co.uk
Tel: 01684 891891

Fashion Houses

CIEL LTD STUDIO

www.ciel.ltd.uk www.cielshop.co.uk
sales@ciel.ltd.uk
Tel: 01273 202533

DYNASTY (UK) LTD

www.dynastyuk.co.uk
enquiries@dynastyuk.co.uk
Tel: 0208 736 0200

EMRECO INTERNATIONAL LTD

www.emreco.com
info@emreco.co.uk
Tel: 0845 345 1914

HEMPLEMAN COLLECTION LTD

www.hempleman.co.uk
sales@hempleman.co.uk
Tel: 7717131017

MIROGLIO UK LTD (ELENA MIRO)

www.elenamiro.com
Tel: 0207 631 4777 ext 3

OCEANIC JEWELLERS LTD

www.oceanicjewellers.com
pitu@oceanicjewellers.com
Tel: (0)20 8 992 5386

RUHSANA JEWELLERY

www.ruhsanajewellery.com
Tel: +44 (0) 7917 355569

THE PERFECT WHITE COMPANY

www.perfekcija.com
sales@perfekcija.com
Tel: 020 8440 9977

Footwear**BARKER SHOES**

www.barker-shoes.co.uk
Tel: 01604 810 387

BAYPODS

www.earlydays.ltd.uk
sales@earlydays.ltd.uk
Tel: 0116 2716944

BELSTANE LTD

www.belstane.com
info@belstane.com
Tel: 01335 372600

BREVITT RIEKER LTD

www.rieker.co.uk
Tel: 01858 414 141

BUMPER / SIMPLY ZANNA - FOOTWEAR AGENCY

www.bumperboots.co.uk
info@simplyzanna.co.uk
Tel: 01372 479 871

CHATHAM LTD

www.chatham.co.uk
info@chatham.co.uk
Tel: 01392 822 981

EARLYDAYS

www.earlydays.ltd.uk
sales@earlydays.ltd.uk
Tel: 0116 2716944

FOOTWEAR INTERNATIONAL

info@footwearinternational.co.uk
Tel: 0116 259 7427

FOOTWORK

www.glitzshoes.com
sales@footwork-shoes.co.uk
Tel: 01282 773891

GARVALIN/AGATHA RUIZ DE LA PRADA

nhw@clara.co.uk
Tel: 01953 851190

GIESSWEIN WALKWAREN AG

www.giesswein.com
info@giesswein.com
Tel: 0043 5337 6135-701

**CHATHAM**

Hennock Court
Hennock Road East
Exeter EX2 8RU

Tel: 0845 2700 217
Email: info@chatham.co.uk
Web: www.chatham.co.uk

For over 25 years, Chatham has traded on a nautical traditional of quality, and is now growing into one of Britain's key lifestyle footwear brands. Quality, durability, marine aesthetics and performance all form an integral part of the Chatham product. We are committed to creating a range of classic sailing kit, country footwear, all served up with Chatham's very British style. Combining traditional craftsmanship with innovation, durable materials with attention to detail. All our footwear is designed to be comfortable, functional and able to withstand all that nature can throw at it.

GLASS FOOTWEAR LTD

www.glassfootwear.co.uk
info@glassfootwear.co.uk
Tel: 01277 623483

JOSEF SEIBEL/ROMIKA

www.josefseibel.co.uk
enquiries@josefseibel.co.uk
Tel: 01603 307860

JOURNEY 2000 LTD T/A J SHOES

www.jshoes.com
ukinfo@jshoes.com
Tel: 01858 468123

MARCO TOZZI

www.marco.tozzi.com
sales@marco.tozzi.com
Tel: 7976282114

MOCCIS

www.moccis.co.uk
info@moccis.co.uk
Tel: 3335777500

MODA IN PELLE

www.modainpelle.com
Tel: 0113 239 2379

PADDERS

www.padders.co.uk
mike@padders.co.uk
Tel: 01536 534970

PADRAIG COTTAGE

www.padraigcottage.com
info@padraigcottage.com
Tel: 001 604 980 0748

POD (AEGIS SHOES LTD)

www.pod-footwear.com
sales@aegisshoes.co.uk
Tel: 01234 240440

POD FOOTWEAR

www.pod-footwear.com
sales@aegisshoes.co.uk
Tel: 01234 240440

PURELIME FITNESS LTD

www.purelime.com
martinhudson@purelime.com
Tel: 01697 742 711

SATRA

www.satra.co.uk
info@satra.co.uk
Tel: 01536 410000

SCHOLL

www.scholl.co.uk
Tel: 0161 638 2451/2467

STORM WATCHES

www.stormwatches.com
info@stormwatches.com
Tel: 020 7874 6900



Van-Dal
MADE IN ENGLAND SINCE 1936

Van Dal, part of The Florida Group, have been making shoes in Norwich since 1936. Celebrating their 80th birthday in 2016 we are the largest traditional ladies shoemaker still manufacturing in the UK.

Whilst also importing its range of stylish and comfortable shoes are the epitome of high quality British footwear.

THE FLORIDA GROUP LTD
Dibden Road, Norwich,
Norfolk, NR3 4RR

WWW.FLORIDAGROUP.CO.UK
WWW.VANDALSHOES.COM

TEL: 01603 787100

TOGGI

www.toggi.com
sales@toggi.com

TOTES ISOTONER UK LTD

Tel: 01277 630277

UNDERGROUND FOOTWEAR

Tel: 08448 710092

ZINNIAS

www.zinniashoes.co.uk
info@zinniashoes.co.uk
Tel: 01684 891891

Maternitywear

JELLYBEANGROUP

www.bellybandit.co.uk www.ju-ju-be.co.uk
orders@jellybeangroup.com

Tel: 353214898171

Men's Accessories

CLASSIC CANES LIMITED

www.classiccanes.co.uk
info@classiccanes.co.uk
Tel: 01460 75686

DAINES & HATHAWAY

www.dainesandhathaway.com
sales@dainesandhathaway.com
Tel: 01935 474321

DSL LICENSING LTD

www.dsldesign.co.uk
sales@dsldesign.co.uk
Tel: +44 (0) 333 7000 001

EDWIN JAGGER LTD

www.edwinjagger.com
enquiries@edwinjagger.com
Tel: 0114 275 3739

ETTINGER

www.ettinger.co.uk
info@ettinger.co.uk
Tel: 020 8877 1616

HJ HALL

www.hjhall.com
enquiries@hjhall.com
Tel: 01455 638 800

KANGOL HEADWEAR

www.kangol.com
enquiries@kangolheadweareurope.com
Tel: 020 7379 3201

MARTICK JEWELLERY

www.martickjewellery.co.uk
martickjewellery@yahoo.co.uk
Tel: 020 7274 0333

NOTTINGHAM ACCESSORIES LTD

www.nalfashionjewellery.co.uk
sales@nal.co.uk
Tel: 1159797272

OUR IMPORTS

www.ourimports.co.uk
joannaourimp@clara.co.uk
Tel: 01256 762214

OWC / FULLSPOT O CLOCK

www.oclock-uk.com
oclock@oneworldcrystal.com
Tel: 01873 855158

PADDERS

www.padders.co.uk
mike@padders.co.uk
Tel: 01536 534970

PANAMA JACK UK

www.panamajack.co.uk
info@panamajack.co.uk
Tel: 01753 889444

POLAROID EYEWEAR

www.polaroideyewear.com
uksales@polaroideyewear.com
Tel: 01389 714043

PRINGLE

osan@ruia.co.uk
Tel: 01270 502860

STUDIO PENS

www.studio-pens.com
ann@studio-pens.com
Tel: 01932 244359

TRIWA AB

www.triwa.com
ludvig@triwa.com
Tel: +46 70 994 8387

TRUE BRANDS LTD

www.trueutility.com
james@trueutility.com
Tel: 01202 768883

YAKIRA EYEWEAR INC EYEWEAR EUROPE

www.yakirayewear.com
info@yakirayewear.com
Tel: 0151 527 3747

ZEAL PRODUCTS LTD

zealproducts@btconnect.com
Tel: 01299 250321

Menswear

ALAN PAINE

www.alanpaine.co.uk
sales@alanpaine.co.uk
Tel: 01623 415760

ANGELA BATCHELOR AGENCIES

angelacrouchend@aol.com
Tel: 020 8348 5412

BESTSELLER WHOLESAL

www.bestseller.com
Tel: 01763 846080

CHATEAU ROUX

www.chateauroux.co.uk
info@chateauroux.co.uk
Tel: 0871 200 3351

DAY BIRGER ET MIKKELSEN

www.day.dk
day.uk@day.dk
Tel: 020 7432 8088

DOUBLE TWO

www.doubletwo.co.uk
double2@wsg.co.uk
Tel: 01924 375651

ESPRIT GB LTD

www.esprit.com
info@esprit.com
Tel: 020 74061400

ESSENTIEL

www.essentiel.be
info@essentiel.be
Tel: 0032 32011380

FACIS

www.egomark.co.uk
stuart.moon@egomark.co.uk
Tel: 0207 012 1428

FENCHURCH CLOTHING

www.fenchurch.com
Tel: 0203 110 0300

FLORENTINO

www.florentino.com
export@florentino.com
Tel: 0034 986 787 050

FOOTWORK

www.glitzshoes.com
sales@footwork-shoes.co.uk
Tel: 01282 773891

HJ HALL

www.hjhall.com
enquiries@hjhall.com
Tel: 01455 638 800

JACK MURPHY CLOTHING

www.jackmurphy.eu
marketing@jackmurphy.ie
Tel: 0044 (0)1768 867 590

JACK MURPHY OUTDOOR - LTD

www.jackmurphyoutdoor.co.uk
gerard@jackmurphy.ie
Tel: +44(0)1768 867590

JAEGER

internationalandwholesale@jaeger.co.uk
Tel: 020 7200 4000

JOHNNY LOVE

www.johnnylove.no
johnny@johnnylove.no
Tel: 0047 93053742

LONA UK LTD

www.lona.co.uk
sales@lona.co.uk
Tel: 020 953 6660

MOIST CLOTHING T/A LOVESTRUCK

www.lovestruckclothing.co.uk
office@funkrock.co.uk
Tel: 01707 257 168

NICO DIDONNA

www.nico-d.com
info@nico-d.com
Tel: 020 7287 0207

NICOLE FAHRI

www.nicolefarhi.com
mcmahonm@nicolefarhi.com
Tel: 0207 036 7500

PENCARRIEUKL

www.pencarrieukl.com
sales.swindon@pencarrieukl.com
Tel: +44 (0) 1793 496599

RAGING BULL

www.ragingbull.co.uk
shannon@ragingbull.co.uk
Tel: 01452 865249

RAPIDNAME LTD

Tel: 01422 371228

SKA AND SOUL LIMITED

www.skaandsoul.com
info@skaandsoul.com
Tel: 01430 801000

SMIFFY'S

www.smiffys.com
Tel: 01427 616831

STARBLU RESORTWEAR

www.starblu.com
tara@starblu.com
Tel: 07800 650463

THE ALPACA COLLECTION

www.thealpacacollection.co.uk
info@thealpacacollection.co.uk
Tel: 01789 488 885

TOGGI

www.toggi.com
sales@toggi.com

TOMMY HILFINGER

www.tommy.com
Tel: 020 7494 9300

TRENDSTOP.COM

www.trendstop.com
info@trendstop.com
Tel: +44 (0)870 788 6888

TRIMTEX CLOTHING CO LTD

www.t/ta
trimtexclothing@btconnect.com
Tel: 0207 254 8888

Women's Accessories & Handbags

100 METRES

www.100-metres.co.uk
info@100-metres.co.uk
Tel: 01209 211889

BAG IT HANDBAGS

www.bagithandbags.co.uk
info@bagithandbags.co.uk
Tel: 0161 832 9099

BB DESIGNS EUROPE LTD

www.bbdesignsonline.com
info@bbdesignsonline.com
Tel: 01923 804 805

BEDAZZLED

www.bedazzledwholesale.co.uk
kirsty@bedazzledwholesale.co.uk
Tel: 0161 834 5992

BY ELISE

www.byelise.com
elise@byelise.com
Tel: (0)1757 633239

BY WISHES

www.bywishes.co.uk
dwalker@eastman.co.uk
Tel: 01484 888888

CLASSIC CANES LIMITED

www.classiccanes.co.uk
info@classiccanes.co.uk
Tel: 01460 75686

COCOWAI

www.cocowai.com
frankie@cocowai.co.uk
Tel: 01202 701888

COOL TRADE WINDS

www.cooltradewinds.co.uk
cooltradewinds@yahoo.co.uk
Tel: 01425 461594

DAINES & HATHAWAY

www.dainesandhathaway.com
sales@dainesandhathaway.com
Tel: 01935 474321

**CLASSIC CANES LIMITED.**

Warren House, Hinton St George
Crewkerne, Somerset, TA17 8TQ
Tel +44 (0)1460 75686

www.classiccanes.co.uk

Walking stick specialist Classic Canes stocks over 700 models of contemporary and traditional walking sticks, folding canes, seat sticks and umbrellas for ladies and gentlemen. Renowned for the style and quality of its products, Classic Canes issues new models each year to reflect changing fashions.

DAISY DUMPLING

www.daisydumpling.co.uk
daisy_dumpling@btinternet.com
Tel: 07753 358455

DANTE

www.dantejewellery.co.uk
dante@live.co.uk
Tel: 01260 226588

DEMEC LTD

www.demecjewellers.com
info@demecjewellers.com
Tel: 020 8579 9206

DRIFT CLASSICS

www.driftclassics.com
sales@driftclassics.com
Tel: 01224 576 958

DSL LICENSING LTD

www.dsldesign.co.uk
sales@dsldesign.co.uk
Tel: +44 (0) 333 7000 001

EARTH SQUARED LTD

www.fairtradewholesale.co.uk
sales@earthsquared.com
Tel: 01620 824392

EASTERN MYSTIC JEWELLERY

www.easternmystic.com
sonal@easternmystic.com
Tel: 07985 193074



SOAKE

YOU'RE STILL IN GOOD HANDS

Formerly Clifton Umbrellas

Wet and windy days shouldn't equal poor fashion choices. Nor should hot and sunny ones! Here at **SOAKE** we have the two well and truly covered thanks to our ever popular range of umbrellas.

We offer the same great quality pieces your customers have come to expect from us; only the name has changed. Renowned for our umbrellas, **SOAKE** (formerly Clifton Umbrellas) has the great British weather in the palm of our hands – and we can place it in yours too thanks to our ever expanding range which now includes a classy men's collection and favourites from Julie Dodsworth. There are many more new offers too.

We've been making umbrellas for years and with a wide range of styles to compliment a host of occasions we offer a winning customer service and great value.

Our products don't just deliver the very best in British design, they come with a guarantee too. Plus we provide a retailer support programme including POS units for both small and large outlets. Finally; deliveries are speedy; orders placed before 2.00pm are mostly dispatched on the same day and delivered within 24 hours.



T +44 (0)1423 341000

F +44 (0)1423 340903

E sales@soake.co.uk

W www.soake.co.uk



ENVIROSAX LIMITED

www.envirosax.com/uk
uk@envirosax.com
Tel: +44 759 546 6993

FLUIDITY DESIGN

www.fluidity-design.co.uk
info@fluidity-design.co.uk
Tel: 07903457862

GABRIELLA HANDBAGS

www.gabriellahandbags.com
gaby@gabysfashion.com
Tel: 01606 869333

GABY'S

www.gabysfashion.com
michelle@gabysfashion.com
Tel: 01606 869 333

GILCHRIST DESIGNS

www.gilchristdesigns.co.uk
info@gilchristdesigns.co.uk
Tel: 07894 252827

ILA SECURITY

www.ilasecurity.com
nicole@ilasecurity.com
Tel: 0203 384 7135

JEWELCITY LTD

www.jewelcity.co.uk
admin@jewelcity.co.uk
Tel: 01494 444200

JOHN O'DONNELL LIMITED

www.jod@johnodonnell.com
Tel: 01245 256112

JONATHAN ASTON

Tel: 1277232301

KANGOL HEADWEAR

www.kangol.com
enquiries@kangolheadweareurope.com
Tel: 020 7379 3201

KATHERINE ELIZABETH MILLINERY

www.katherineelizabethhats.com
katherine@katherineelizabethhats.com
Tel: 07866 552818

KELEVRA

www.kelevra.co.uk
info@kelevra.co.uk
Tel: 01525 722722

KONPLOTT / MIRANDA

KONSTANTINIDOU
www.konplott.com
brumley@konplott.com
Tel: 01303 764297

LEATHER GUILD

www.leatherguild.co.uk
sales@leatherguild.co.uk
Tel: 01436 677442

LUCKY EYES

www.luckyeyes.co.uk
info@luckyeyes.co.uk
Tel: 020 7529 1401

MAC IMPORTS

sales@macimports.co.uk
Tel: 0114 2692111

MAKKI

www.makki.co.uk
info@makki.co.uk
Tel: +44 (0)7855 277159

MARGO SELBY

www.margoselby.com
info@margoselby.com
Tel: +44 (0) 207 242 6322

MARTINE WESTER JEWELLERY

www.martinevester.com
contact@martinevester.com
Tel: 0207 3846288

MASSART

www.massartjewellery.com
massart1@hotmail.com
Tel: 01584 879565

MOORE & MOORE DESIGN LTD.

www.mooreandmooretextiles.com
sales@mooreandmooretextiles.com
Tel: 01884 860 900

NICKY THOMSON TEXTILES

www.nickythomson.co.uk
info@nickythomson.co.uk
Tel: 01886 633052

NOTTINGHAM ACCESSORIES LTD

www.nalfashionjewellery.co.uk
sales@nal.co.uk
Tel: 1159797272

OCEANIC JEWELLERS LTD

www.oceanicjewellers.com
pitu@oceanicjewellers.com
Tel: (0)20 8 992 5386

OUR IMPORTS

www.ourimports.co.uk
joannaourimp@clara.co.uk
Tel: 01256 762214

OWC / FULLSPOT O CLOCK

www.oclock-uk.com
oclock@oneworldcrystal.com
Tel: 01873 855158

PADDERS

www.padders.co.uk
mike@padders.co.uk
Tel: 01536 534970

PANAMA JACK UK

www.panamajack.co.uk
info@panamajack.co.uk
Tel: 01753 889444

PEACE OF MIND

www.pom925.com
sales@pom925.com
Tel: +44 (0) 1225 777749

POLAROID EYEWEAR

www.polaroideyewear.com
uksales@polaroideyewear.com
Tel: 01389 714043

PRINGLE

osan@ruia.co.uk
Tel: 01270 502860

RADFORD SUPPLIES LTD

www.radfordaccessories.com
Tel: 0115 9486990

RICHBAGS LTD

www.richbags.co.uk
sales@richbags.co.uk
Tel: 0844 8797534

RUBY ROCKS

www.rubyrocks.com
modoagency@onetel.com
Tel: 0797 3718301



Shona Easton
design studio

Shona Easton, Handbag Designer
Creating bold and beautiful
bags and accessories for
women who want to
stand out from the crowd

tel: 01403 221886
info@eastondesignstudio.com
www.eastondesignstudio.com

SNOOTY FROX OF HARROGATE LIMITED

www.snootyfrox.co.uk
info@snootyfrox.co.uk
Tel: 01423 815320

SOO LEE LIMITED

www.soo-lee.com
info@soo-lee.com
Tel: 2073833111

STAR MELA

www.starmela.com
Tel: 2077360505

STORM WATCHES

www.stormwatches.com
info@stormwatches.com
Tel: 020 7874 6900

TAJ WOOD & SCHERER GBR

www.taj-woodscherer.com
taj.woodscherer@t-online.de
Tel: +49 89 18 00 94

TELA BAGS

www.telabags.net
info@telabags.net
Tel: 00351 21 343 2040

TEMPEST DESIGNS

www.tempestdesigns.co.uk
enquiries@tempestdesigns.co.uk
Tel: 01656 842102

THE BRANCH

www.the-branch.co.uk
info@the-branch.co.uk
Tel: 01787 477005

TIMESOURCE LTD

www.timesourceltd.com
joanne.banner@timesourceltd.com
Tel: 01778 343000

TRISHA NEEDHAM

www.trishaneedham.com
trisha@trishaneedham.com
Tel: 0208 693 3467

TRIWA AB

www.triwa.com
ludvig@triwa.com
Tel: +46 70 994 8387

U:KWENZA

sales@ukwenza.co.uk
Tel: 020 8991 2522

WOLFORD

www.wolford.com
gosi@wolford.com
Tel: 020 7529 3000

YAKIRA EYEWEAR INC EYEWEAR EUROPE

www.yakiraeyewear.com
info@yakiraeyewear.com
Tel: 0151 527 3747

ZINNIA

www.zinniashoes.co.uk
info@zinniashoes.co.uk
Tel: 01684 891891

Women's Lingerie & Swimwear

BY WISHES

www.bywishes.co.uk
dwalker@eastman.co.uk
Tel: 01484 888888

ENAMORE

www.enamore.co.uk
info@enamored.co.uk
Tel: 07843 216 110

JONATHAN ASTON

Tel: 1277232301

MAGIC BODY FASHION

www.magicbodyfashion.com
info@pbras.co.uk
Tel: 2074994598

MOOKINI LIMITED

www.mookini.co.uk
fiona@mookini.co.uk
Tel: 020 8290 6946

PLAYFUL PROMISES

www.playfulpromises.com
info@playfulpromises.com
Tel: 020 7300 7279

SEAFOLLY

www.seafolly.com.au
sales@gandtagency.co.uk
Tel: 0845 4080095

SOLO SPORTS UK LTD

sales@solosport.co.uk
Tel: 01539 622322

WOLFORD

www.wolford.com
gosi@wolford.com
Tel: 020 7529 3000

Womenswear

ALMOST FAMOUS LONDON

www.afondon.com
info@afondon.com
Tel: 020 7637 2622

ALPACA SELECT

www.alpacaselect.co.uk
sales@alpaca-select.com
Tel: 024 7641 1776

ANNA SCHOLZ

info@annascholz.com
Tel: 020 8964 3040

BESTSELLER WHOLESALE

www.bestseller.com
Tel: 01763 846080

BETTY BARCLAY INTERNATIONAL GMBH

www.bettybarclay.co.uk
celia.lora@bettybarclay.co.uk
Tel: 020 7580 3577

BIANCA UK PLC

www.bianca.de
info@bianca.de
Tel: +44 (0)207 580 0085

BY WISHES

www.bywishes.co.uk
dwalker@eastman.co.uk
Tel: 01484 888888

CHATEAU ROUX

www.chateauroux.co.uk
info@chateauroux.co.uk
Tel: 0871 200 3351

CIEL LTD STUDIO

www.ciel.ltd.uk www.cielshop.co.uk
sales@ciel.ltd.uk
Tel: 01273 202533

CRAGHOPPERS
Discover Your World

CRAGHOPPERS

Tel: 0161 749 1200
Email: sales@craghoppers.com
Web: www.craghoppers.com

COCOWAI

www.cocowai.com
frankie@cocowai.co.uk
Tel: 01202 701888

DANTE

www.dantejewellery.co.uk
dante@live.co.uk
Tel: 01260 226588

DAY BIRGER ET MIKKELSEN

www.day.dk
day.uk@day.dk
Tel: 020 7432 8088

DOUBLE TWO

www.doubletwo.co.uk
double2@wsg.co.uk
Tel: 01924 375651

DYNASTY (UK) LTD

www.dynastyuk.co.uk
enquiries@dynastyuk.co.uk
Tel: 0208 736 0200

ESCORPION

www.escorpion.com
 mvincente@escorpion.com
 Tel: 0034 93803 0500

ESPRIT GB LTD

www.esprit.com
 info@esprit.com
 Tel: 020 74061400

ESSENTIEL

www.essentiel.be
 info@essentiel.be
 Tel: 0032 32011380

EUROPEAN MANNEQUINS & SHOP

www.europeanmannequins.com
 sales@europeanmannequinsuk.com
 Tel: 01780 758807

EXELLE PLUS SIZE FASHION

www.exelle.nl
 a.bossink@exelle.nl
 Tel: 0031 5343 43183

FENCHURCH CLOTHING

www.fenchurch.com
 Tel: 0203 110 0300

FOOTWORK

www.glitzshoes.com
 sales@footwork-shoes.co.uk
 Tel: 01282 773891

GIFTWAREHOUSE (EUROPE) LTD

www.giftwarehouse.eu
 info@giftwarehouse.eu
 Tel: 0115 946 1173

GILCHRIST DESIGNS

www.gilchristdesigns.co.uk
 info@gilchristdesigns.co.uk
 Tel: 07894 252827

JACK MURPHY CLOTHING

www.jackmurphy.eu
 marketing@jackmurphy.ie
 Tel: 0044 (0)1768 867 590

JACK MURPHY OUTDOOR - LTD

www.jackmurphyoutdoor.co.uk
 gerard@jackmurphy.ie
 Tel: +44(0)1768 867590

JAEGER

internationalandwholesale@jaeger.co.uk
 Tel: 020 7200 4000

JANET THURSTON AND MARY SKINNER AGENCY LTD

Tel: 0207 436 1701

JONATHAN ASTON

Tel: 1277232301

JOSEPH RIBKOFF

www.josephribkoff.com
 Tel: 0207 580 0492

KATHERINE ELIZABETH MILLINERY

www.katherineelizabethhats.com
 katherine@katherineelizabethhats.com
 Tel: 07866 552818

LENY G

www.lenyg.com
 press@lenyg.com
 Tel: 0207 244 7409

LITTLE DYE HOUSE

Tel: 01737 555394

LONA UK LTD

www.lona.co.uk
 sales@lona.co.uk
 Tel: 020 953 6660

MARC CAIN

www.marc-cain.com
 mc.agency.uk@hotmail.com
 Tel: 01704 823005

MIROGLIO UK LTD (ELENA MIRO)

www.elenamiro.com
 Tel: 0207 631 4777 ext 3

MOIST CLOTHING T/A LOVESTRUCK

www.lovestruckclothing.co.uk
 office@funkrock.co.uk
 Tel: 01707 257 168

MYRINE ANTWERP

www.myrine.com
 info@myrine.com
 Tel: +32 3 825 22 45

NICO DIDONNA

www.nico-d.com
 info@nico-d.com
 Tel: 020 7287 0207

NICOLE FAHRI

www.nicolefahri.com
 mcmahonm@nicolefahri.com
 Tel: 0207 036 7500

NOMADS CLOTHING

www.nomadsclothing.com
 info@nomadsclothing.co.uk
 Tel: 01566 777338

PALACE LONDON

www.palaceclothing.com
 palace@aspects.net
 Tel: 0844 415 5502

PENCARRIEUKL

www.pencarrieukl.com
 sales.swindon@pencarrieukl.com
 Tel: +44 (0) 1793 496599

PEOPLE TREE

www.peopletree.co.uk
 wholesale@peopletree.co.uk
 Tel: 0207 739 9659

PONGEES SILKS LTD

www.pongees.co.uk
 sales@pongees.co.uk
 Tel: 020 7739 9130

QUINN NEW YORK INC

www.jacquelinequinn.com
 Tel: 001 718 278 2179

RAGING BULL

www.ragingbull.co.uk
 shannon@ragingbull.co.uk
 Tel: 01452 865249

RUBY ROCKS

www.rubyrocks.com
 modoagency@onetel.com
 Tel: 0797 3718301

SIGNATURE A/S

www.signature.dk
 signature@btx.dk
 Tel: 01477 535189

SMIFFY\`S

www.smiffys.com
 Tel: 01427 616831

SNOOTY FROX OF HARROGATE LIMITED

www.snootyfrox.co.uk
 info@snootyfrox.co.uk
 Tel: 01423 815320

SOO LEE LIMITED

www.soo-lee.com
 info@soo-lee.com
 Tel: 2073833111

STAR MELA

www.starmela.com
 Tel: 2077360505

STARBLU RESORTWEAR

www.starblu.com
 tara@starblu.com
 Tel: 07800 650463

THE ALPACA COLLECTION

www.thealpacacollection.co.uk
 info@thealpacacollection.co.uk
 Tel: 01789 488 885

THE PERFECT WHITE COMPANY

www.perfekcija.com
 sales@perfekcija.com
 Tel: 020 8440 9977

TIGI / VIZ-A-VIZ

www.rinku.co.uk
 caz.geddes@rinku.co.uk
 Tel: 020 8896 9922

TOGGI

www.toggi.com
 sales@toggi.com

Corporate & Retail Operations

SPONSORED BY



For Next Generation, Renewable, Sustainable Paper Bags - Naturally

karen@abgrouppackaging.com | + 44 (0)7879 77260
www.abgrouppackaging.com

Automation

KABA DOOR SYSTEMS

www.kabadoorsystems.co.uk
info@kdt.kaba.com
Tel: 0870 000 5252

KNAPP UK LTD

www.knapp.com
sales.uk@knapp.com
Tel: 01844 202149

RUSMAIL CONVEYOR SYSTEMS LTD

www.rusmailconveyors.co.uk
info@rusmailconveyors.co.uk
Tel: 0121 3591549

SATO LTD

www.satouk.com
enquiries@satouk.com
Tel: 01255 240 000

Baskets & Trolleys

ACE EQUIPMENT

www.aceequip.co.uk
enq@aceequip.co.uk
Tel: 01283 790320

EMILY READETT-BAYLEY LTD

www.emilyreadettbayley.com
info@emilyreadettbayley.com
Tel: 07802 732753

GREEN MAGIC COMPANY

www.sign-holders.co.uk
sales@green-magic.co.uk
Tel: 01489 896999

THE DISPLAY CENTRE

www.displaycentre.co.uk
sales@displaycentre.co.uk
Tel: 01329 842000

WALKER BROS (ELLAND) LTD

www.wbelland.com
Tel: 01422 310767

Brand Creativity & Visuals

IN THE BAG PACKAGING LTD

www.inthebagpackaging.co.uk
info@inthebagpackaging.co.uk
Tel: 01455 445385

KLEEREX RETAIL SOLUTIONS

www.kleerex.com
info@kleerex.com
Tel: 01279 406300

LA DRAPE INTERNATIONAL

www.thequiltedwall.co.uk
info@thequiltedwall.co.uk
Tel: 01928 713330

MOSS EXPRESS

www.mossexpress.co.uk
hayleymott@mossexpress.co.uk
Tel: 0845 7585070

NCS COLOUR CENTRE

www.ncscolour.co.uk
info@ncscolour.co.uk
Tel: 01491 411717

PICTURES COLOUR LIBRARY

www.picturescolourlibrary.co.uk
enquiries@picturescolourlibrary.co.uk
Tel: 01622 609 809

RESOLUTION INTERIORS LTD

www.resolutioninteriors.com
hello@resolutioninteriors.com
Tel: 01935 422700

SAFE STRAP EUROPE

www.sselimited.com
info@sselimited.com
Tel: 2089407667

TRIPPLICATE DESIGN

www.triplicatedesign.com
ian@triplicatedesign.com
Tel: 028 9023 3296

UNIBOX

www.unibox.co.uk
info@unibox.co.uk
Tel: 0161 655 2100

VCG KESTREL

Tel: 01376 533055

Commercial Flooring



BONITI

www.boniti.com
showroom@boniti.com
Tel: 01225 892 200

CUSTOM GROUP LTD

www.custom-group.com
info@custom-group.com
Tel: 0115 9306060

EGE CARPETS LTD

www.egecarpet.com
uk@egecarpet.com
Tel: 01257 239000

GRIPFIT LIMITED

www.gripfit.eu
info@gripfit.eu
Tel: 08700 208869

MILLIKEN CONTRACT

www.millikencontract.co.uk
marketing@milliken.com
Tel: 01942 612888

POLYFLOR LIMITED

www.polyflor.com
info@polyflor.com
Tel: 0161 767 1111

TARKETT LTD

www.tarkett.com
marketing@tarkett.com
Tel: 01622 854040

TOP FLOOR UK LTD

www.topfloorrugs.com
info@topfloorrugs.com

Tel: 0207 - 795 - 3333

Contact Centre Solutions/Services

FIRA INTERNATIONAL LTD

www.fira.co.uk
info@fira.co.uk
Tel: 01438 777 700

THE FURNITURE OMBUDSMAN

www.fira.co.uk/tfo
info@thefurnitureombudsman.org
Tel: 0845 653 2064

WINCANTON

www.wincanton.co.uk
enquiries@wincanton.co.uk
Tel: 01249 710000

WIRECARD UK & IRELAND

www.wirecard.co.uk
bdsalesupport@wirecard.com
Tel: 00353 1 876 5802

Corporate & Retail Operations

AURES TECHNOLOGIES

www.j2retailsystems.com
info@j2retailsystems.com
Tel: 01928 599966

CYBERTILL

www.cybertill.co.uk
enquiries@cybertill.co.uk
Tel: 0800 030 4432

EUROSTOP LTD

www.eurostop.co.uk
phillipm@eurostop.co.uk
Tel: 020 8991 2700

Feel Better with Paper!



When Sustainability Matters

Leading Manufacturer of High Volume, Environmentally Positive, Custom Paper Bag Solutions for High St. Brands.

Manufacturing Facilities: UK – Ireland – Spain - USA

Contact Karen Hodgkiss

Call: + 44 (0)7879 772601 | Email: karen@abgrouppackaging.com

www.abgrouppackaging.com



ASSAY OFFICE
BIRMINGHAM



ANCHORCERT
ANALYTICAL



ANCHORCERT
GEM LAB



SAFE GUARD
INDEPENDENT JEWELLERY VALUATION SERVICE



ANCHORCERT
ACADEMY



Consumer Protection through
Hallmarking, Analytical Testing,
Diamond Grading, Jewellery
Valuations and Retail Training.
It's what we do.
0121 262 1017
theassayoffice.co.uk
#morethanahallmarking

FUTURA RETAIL SOLUTIONS LTD

www.futurauk.com
info@futurauk.com
Tel: 0118 984 1925

KABA DOOR SYSTEMS

www.kabadoorsystems.co.uk
info@kdt.kaba.com
Tel: 0870 000 5252

KILLBY AND GAYFORD LTD

www.killbygayford.co.uk
building@killbygayford.co.uk
Tel: 2074989898

KUEL

www.kuel.co.uk
interested@kuel.co.uk
Tel: 0113 305 2918

LASER TICKETING SYSTEMS LTD

www.laserticketing.co.uk
Tel: 01424 225522

RALPH LAUREN/POLO

www.polo.com
Tel: 0207 535 4600

RETAIL PERFORMANCE IMPROVEMENT

www.retailperformanceimprovement.co.uk
retailperform@aol.com
Tel: 0161 973 3052

keenpac



KEENPAC

Centurion Way
Meridian Business Park
Leicester LE19 1WH
Tel: 0116 289 0900
Fax: 0116 289 3757
Email: info@keenpac.co.uk
Web: www.keenpac.com

Your retail packaging partners

We're the retail packaging specialists.
From initial design to delivery in-store,
we offer a managed packaging service
that will maintain quality, improve
efficiency and control cost.

Find out more about how Keenpac can
add value to your retail packaging,
call 0116 289 0900 or visit
www.keenpac.com

SCAN COIN

a SUZOHAPP company



SCANCOIN

110 Broadway, Salford, M50 2UW,
UK
Tel: +44 (0)161 873 0500
Fax: +44 (0)161 873 0501
Email: nspeak@scancoin.co.uk
Web: www.scancoin.co.uk
SCAN COIN offer solutions for
efficient cash processing, from stand-
alone coin or note counters to
complete cash office automation.
Our RCS streamlines your cash
handling with automated till float
creation, coin & note recycling, end
of shift cash deposit and
reconciliation and offers real-time
data improving in-store cash flow
management.

MORPLAN



MORPLAN LTD

PO Box 54, Harlow, Essex CM20 2TS
T: 0330 44 55 666
E: sales@morplan.com
W: www.morplan.com

With over 5,000 products available from
stock, Morplan is the one stop for ALL your
retail needs. Ranges include carrier bags,
shopfittings, garment rails, mannequins,
display props, hangers, ticketing, showcases
and more. Free delivery on all orders over
£85 (exc. vat), no quibble 14 day money
back guarantee on most items and interest-
free credit (subject to status). Shop online,
visit one of our stores or call our Telesales
Team – lines are open Monday to Friday
8:30am to 5:30pm.

STRINGER RETAIL & DISPLAY



STRINGER

151-161 TUNNEL AVENUE
GREENWICH
LONDON
SE10 0PW
Tel: 0208 293 4242
Email: admin@stringer.co.uk
Web: www.stringer.co.uk

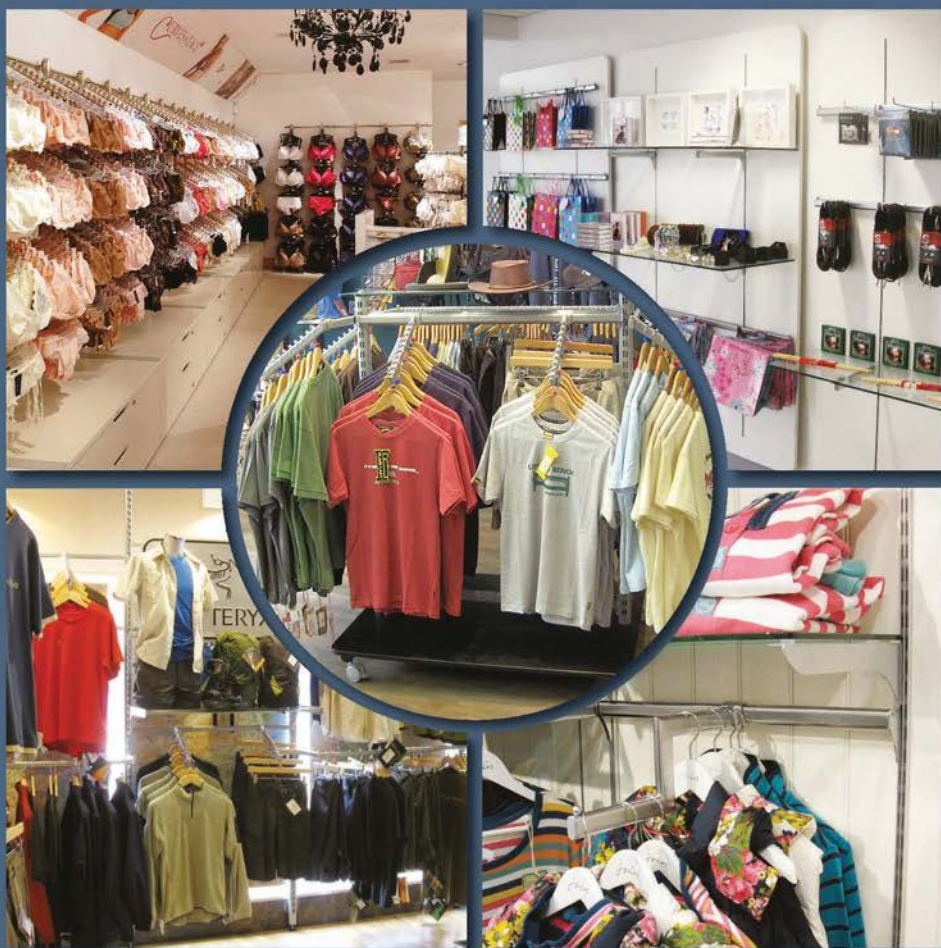
Specialist supplier (designer,
manufacturer) of VM schemes for
multiple stores and brands. Fulfilment
of multiple branch schemes. Producer
of systems for commercial retail
interiors. Pop-up shops fulfilled from
our SE10 location. STRINGER works
closely with each customer ensuring
clients achieve their unique vision and
image as reality. Showroom open
Monday to Friday 8 - 5 pm.

Dragon Display Systems

Designed and
Manufactured
in the UK



Manufacturers of wall and centre-shop merchandising systems for clothing related trades – fashion, lingerie, urban, outdoor, sports, plus mixed merchandise too. Four stylish systems supplemented with bespoke production for the retailer's specific needs.



www.dragondisplay.co.uk



More to see at: www.dragondisplay.co.uk Tel 01952 290055 Fax: 01952 290056 sales@dragondisplay.co.uk



PEFC: YOUR ASSURANCE OF RESPONSIBLY-SOURCED FOREST PRODUCTS



PEFC UK

Sheffield Technology Parks, Cooper Buildings, Arundel Street, Sheffield S1 2NS

t +44 (0)114 307 2334 e info@pefc.co.uk w www.pefc.co.uk

**PEFC-certified timber and wood-based products
are at the heart of the UK retail sector.**

- Legal & Sustainable Supply
- Credible Chain of Custody
- Responsible Procurement
- Thousands of Products Available
- Structural and Fit Out Timber, Flooring and Packaging
- Meet Customer Expectations.



TEMPLECOOMBE LIMITED

Templecoombe Ltd, The Old Maltings
102a High Street, Olney, MK43 4BE

Tel: 01234 712121

Email: sales@templecoombe.co.uk

Web: www.templecoombe.co.uk

Templecoombe Ltd will help you maximise the impact of your mobile billboard; the branded carrier bag. With over twenty years in the industry our dedicated and experienced team will ensure you get the bags, tissue paper and labels that will compliment and enhance your brand.

Get in touch to find out more



WIRECARD

Business Development Support
1st Floor Ulysses House,
Foley Street Dublin 1
Ireland

Tel: +353 1 876 5802

bdsalesupport@wirecard.com

www.wirecard.co.uk

Wirecard UK & Ireland Ltd., with head offices in Dublin (Ireland), provides payment processing, risk management and banking services tailored specifically to the needs of national merchants. The company is part of the Wirecard Group, headquartered in Germany, and listed on the Frankfurt Securities Exchange.

Corporate Packaging

BOXMART

www.boxmart.co.uk
enquiries@boxmart.co.uk
Tel: 0151 341 1574

BRITISH TAGS LTD

www.britishtags.co.uk
mail@britishtags.co.uk
Tel: 01483 569237

DS SMITH MULTIGRAPHICS

www.dssmg.com
enquiries@dssmg.com
Tel: 01274 683434

IN THE BAG PACKAGING LTD

www.inthebagpackaging.co.uk
info@inthebagpackaging.co.uk
Tel: 01455 445385

JUTEXPO LIMITED

www.jutexpo.co.uk
info@jutexpo.co.uk
Tel: 01386 834777

SYMPHONY ENVIRONMENTAL LTD

www.d2w.net
info@d2w.net
Tel: +44 (0)20 8207 5900

TRIPPLICATE DESIGN

www.triplicatedesign.com
ian@triplicatedesign.com
Tel: 028 9023 3296

Display & Point of Sale

3D DISPLAYS LTD

www.3ddisplays.co.uk
info@3ddisplays.co.uk
Tel: 01795 532947

ASTORE HARRISON

www.astore-harrison.co.uk
sales@astore-harrison.co.uk
Tel: 01733 361361

B-LOONY LTD

www.b-loony.co.uk
sales@b-loony.co.uk
Tel: 01494 774376

B. BROWN DISPLAY MATERIALS

www.bbrown.co.uk
customerservices@bbrown.co.uk
Tel: 03705 340340

BOSTON RETAIL PRODUCTS

www.bostonretail.com
salesuk@bostonretail.com
Tel: 0870 770 6680



BRINGING OUT THE BEST IN RETAIL



SHOP AND DISPLAY EQUIPMENT ASSOCIATION

24 Croydon Road, Caterham, Surrey
CR3 6YR

Tel: 01883 348911

Email: enquiries@sdea.co.uk

Web: www.shopdisplay.org

SDEA has 130 specialist retail display suppliers offering thousands of shopfittings and display systems, props, PoS, lighting and signage. The highly regarded Retail Display Directory is available free on request and the popular online resource, www.shopdisplay.org, has a comprehensive keyword search facility.

BOXMART

www.boxmart.co.uk
enquiries@boxmart.co.uk
Tel: 0151 341 1574

DISPLAY TECHNOLOGY

www.displaytechnology.co.uk
info@displaytechnology.co.uk
Tel: 01634 295555

DS SMITH MULTIGRAPHICS

www.dssmg.com
enquiries@dssmg.com
Tel: 01274 683434

EASTERN CASH REGISTERS (NORWICH) LTD

www.ecr-retail.co.uk
ecr@ecr-tech.co.uk
Tel: 01603 610559

ELIZABETH WHITING & ASSOCIATES

www.ewastock.com
ewa@elizabethwhiting.com
Tel: 207 3882828

ESSENTIAL SALES PRODUCTS LTD

<http://www.esppos.com>
jyoti@esppos.com
Tel: 2089463799

FAIRFIELD DISPLAYS LTD

www.fairfielddisplays.co.uk
sales@fairfielddisplays.co.uk
Tel: 01252 812211

THEY SPEAK FOR THEMSELVES...



Visit our new website to browse more products
and order a catalogue at **UKPOS.COM**

or call us on **0161 431 4400**

Let the products speak for you.



**THE UK'S NO.1 POS
DISPLAY SPECIALISTS**



POINT OF SALE

GLOW SAFE LIMITED

www.glowsafe.com
enquiries@glowsafe.com
Tel: 0870 199 8524

GRAPHIC PAVEMENT SIGNS LTD

www.gpsigns.co.uk
Tel: 01462 673831

GREEN MAGIC COMPANY

www.sign-holders.co.uk
sales@green-magic.co.uk
Tel: 01489 896999

HANSA UK

www.hansa-uk.com
info@hansa-uk.com
Tel: 020 8954 5956

HL DISPLAY UK LTD

www.hl-display.com
info.uk@hl-display.com
Tel: 01652 682140

INDEX

www.indexplastics.co.uk
sales@indexplastics.co.uk
Tel: 01256 843844

KAS SHOPFITTING LTD

www.kasshopfitting.co.uk
sales@kasshopfitting.co.uk
Tel: 0845 230 1068

KLEEREX RETAIL SOLUTIONS

www.kleerex.com
info@kleerex.com
Tel: 01279 406300

LA DRAPE INTERNATIONAL

www.thequiltedwall.co.uk
info@thequiltedwall.co.uk
Tel: 01928 713330

LASER TICKETING SYSTEMS LTD

www.laserticketing.co.uk
Tel: 01424 225522

LIGHTHOUSE DISPLAY INTERNATIONAL

www.lighthousedisplay.com
shine@lighthousedisplay.com
Tel: 0115 986 4677

LUMINATI WAYCON LTD

www.luminati.co.uk
enquiries@luminati.co.uk
Tel: 01752 698720

MDF DISPLAYS

www.mdfdisplays.co.uk
info@mdfdisplays.co.uk
Tel: 0845 873 3020

MOMENTUM INSTORE

www.momentuminstore.com
instore@momentuminstore.com
Tel: 1625569200

MORPLAN LTD

www.morplan.com
sales@morplan.com
Tel: 0800 435 333

MOSS EXPRESS

www.mossexpress.co.uk
hayleymott@mossexpress.co.uk
Tel: 0845 7585070

MOVETECH UK

www.movetechuk.com/display
display@movetechuk.com
Tel: 01204 537680

NCS COLOUR CENTRE

www.ncscolour.co.uk
info@ncscolour.co.uk
Tel: 01491 411717

PEERLESS DESIGNS LIMITED

www.peerlessdesigns.com
enquiries@peerlessdesigns.com
Tel: 020 8362 8500

PICTURES COLOUR LIBRARY

www.picturescolourlibrary.co.uk
enquiries@picturescolourlibrary.co.uk
Tel: 01622 609 809

PJR ENGINEERING

www.pjrengineering.co.uk
sales@pjrengineering.co.uk
Tel: 01264 850 763

PPE LTD

www.ppe.co.uk
sales@ppe.co.uk
Tel: 01279 412345

REPLICA LTD

www.replica.co.uk
sales@replica.co.uk
Tel: 020 8523 3523

REPRO ARTS LTD

www.repro-arts.co.uk
sales@reproarts.co.uk
Tel: 01493 855515

SAFE STRAP EUROPE

www.sselimited.com
info@sselimited.com
Tel: 2089407667

SATO LTD

www.satouk.com
enquiries@satouk.com
Tel: 01255 240 000

SELWYNS SYSTEMS LIMITED

www.selwyns.com
Tel: 01686 610740

SHELFSPAN

Tel: 0845 0722 585

SPRINGFIELD DECORATIONS & DISPLAY LTD

www.springfielddecorations.com
Tel: 01483 236622

STAMFORD PRODUCTS LIMITED

www.optoint.co.uk
enquiry@optoint.co.uk
Tel: 0161 330 5577

SYMPHONY ENVIRONMENTAL LTD

www.d2w.net
info@d2w.net
Tel: +44 (0)20 8207 5900

TENSATOR LTD

www.tensator.co.uk
info@tensator.com
Tel: 01908 684600

THE DISPLAY CENTRE

www.displaycentre.co.uk
sales@displaycentre.co.uk
Tel: 01329 842000

THE GRAIN WOODEN SIGN CO

www.thegrain.co.uk
sales@thegrain.co.uk
Tel: 01579 349911

TRIPPLICATE DESIGN

www.triplicatedesign.com
ian@triplicatedesign.com
Tel: 028 9023 3296

UK POINT OF SALE GROUP LTD

www.ukpos.com
sales@ukpos.com
Tel: 0161 431 4400

UNIBOX

www.unibox.co.uk
info@unitedaluminium.co.uk
Tel: 8045 277 6000

UNISTO LTD

www.unisto.co.uk
sales@unisto.co.uk
Tel: 01483 209100

VKF RENZEL (UK) LTD

www.vkf-renzel.co.uk
sales@vkf-renzel.co.uk
Tel: 01527 878311

WALKER BROS (ELLAND) LTD

www.wbelland.com
Tel: 01422 310767

WINDOW-KIT.COM

www.window-kit.com
info@window-kit.com
Tel: 01962 621686

EPOS & Retail Technology

AURES TECHNOLOGIES
www.j2retailsystems.com
info@j2retailsystems.com
Tel: 01928 599966

BCP
www.bcpsoftware.com
retail@bcpsoftware.com
Tel: 0161 355 3000

CALL SYSTEMS TECHNOLOGY LTD (CST)
www.call-systems.com
sales@call-systems.com
Tel: 020 8381 1338

CSY RETAIL SYSTEMS LTD
www.csy.co.uk
info@csy.co.uk
Tel: 0115 948 4848

CYBERTILL
www.cybertill.co.uk
enquiries@cybertill.co.uk
Tel: 0800 030 4432

DAVIDSON-RICHARDS LIMITED
www.davrich.co.uk
retail@davrich.co.uk
Tel: 01332 383231

EASTERN CASH REGISTERS (NORWICH) LTD
www.ecr-retail.co.uk
ecr@ecr-tech.co.uk
Tel: 01603 610559

EUROSTOP LTD
www.eurostop.co.uk
phillipm@eurostop.co.uk
Tel: 020 8991 2700

FUTURA RETAIL SOLUTIONS LTD
www.futurauk.com
info@futurauk.com
Tel: 0118 984 1925

HTEC LTD
www.htec.co.uk
jbarraclough@htec.co.uk
Tel: 0800 587 4116

IPSOS RETAIL PERFORMANCE
www.ipsos-retailperformance.com
tim.denison@ipsos.com
Tel: +44 (0)1908 682700

LOIS SYSTEMS
www.lois-systems.co.uk
info@lois-system.co.uk
Tel: 01243 533737



We know Retail

Buying smarter
Improving inventory
Perfecting customer service

EPOS

- Merchandising
- Reporting
- Stock Control

T: +44 (0) 118 9841925
E: sales@futurauk.com
www.futura4retail.co.uk

AFFORDABLE PROVEN RELIABLE

World-class Inventory Control & Point of Sale
Software for Lifestyle Retailers



We know Retail

- EPOS
- Inventory control
- Reporting
- Merchandise Management
- Special orders
- Allocations and Replenishments

0118 984 1925
futura4retail.co.uk

checkoutportal

by wirecard



ONLINE MERCHANT ACCOUNTS AND MORE!

0 € STARTING FEE, 0 € FIXED FEES,
NO HIDDEN FEES, NO CANCELLATION,
REGISTER IN JUST ONE CLICK

Sign up today and have all the online payments you need for your business:
easy, fast and cost efficient. Hassle free online setup!

Wirecard Checkout Portal makes e-Commerce safe and convenient offering everything from credit card acceptance, PayPal, bank account transfers and more. With just a few clicks you choose your card payment solutions from: VISA, MasterCard, American Express, JCB and many more.

We offer you the payment methods you need for your business. Just sign up at:
www.checkoutportal.co.uk



“To have a great idea,
have a lot of them”

Albert Einstein



bbrown
display materials

Proud suppliers to the
inspired & creative world of retail display.

● Glitter fabrics ● Decorative panels ● Illusion films ● And so much more! ●

www.bbrown.co.uk | 03705 340 340 | customerservices@bbrown.co.uk

  @luvbbrown

**PANASONIC SYSTEMS NETWORKS
EUROPE LTD**

www.panasonic.co.uk
stephen.gerrard@eu.panasonic.com
Tel: 01344 853223

RESOLUTION INTERIORS LTD

www.resolutioninteriors.com
hello@resolutioninteriors.com
Tel: 01935 422700

SKEYE UK

www.skeye.com
info@skeye.com
Tel: +44 1793 647-903

TELLERMATE LTD

www.tellermate.co.uk
sales.uk@tellermate.com
Tel: 08707 877 087

TENSATOR LTD

www.tensator.co.uk
info@tensator.com
Tel: 01908 684600

WIRECARD UK & IRELAND

www.wirecard.co.uk
bdsalesupport@wirecard.com
Tel: 00353 1 876 5802

Events

B-LOONY LTD

www.b-loony.co.uk
sales@b-loony.co.uk
Tel: 01494 774376

ICHF EVENTS

www.ichf.co.uk
info@ichf.co.uk
Tel: 01425272711

TILDENET

www.tildenet.co.uk
Tel: 1179669684

UNIBOX

www.unibox.co.uk
info@unibox.co.uk
Tel: 0161 655 2100

WECOMMUNICS LIMITED

www.wecomunic8.com
janbridge@wecomunic8.com
Tel: 01604 696 903

**WORLD MARKET CENTER LAS
VEGAS**

www.lasvegasmarket.com
international@lasvegasmarket.com
Tel: 01664 434188

**Facilities
Management**

COILLTE PANEL PRODUCTS

www.meditate-europe.com
julie.peek@coillte.com
Tel: +44 (0)1322 424900

HTEC LTD

www.htec.co.uk
jbarracough@htec.co.uk
Tel: 0800 587 4116

JOHANSON DESIGN AB

www.johansondesign.com
sales@boline.co.uk
Tel: +44 (0)1608 662010


NCS COLOUR CENTRE


www.ncscolour.co.uk
info@ncscolour.co.uk
Tel: 01491 411717

**Fashion
Consultancies**

EUROSTOP LTD

www.eurostop.co.uk
phillipm@eurostop.co.uk
Tel: 020 8991 2700





GABY SHOWROOM
Dewhurst Dent PLC
4th floor
32 Brook Street
LONDON
W1K 5DL
Tel: 02074919231
By appointment only.
Email: sales@gabysfashion.com
Web: www.gabyjewellery.com

Gaby is a UK company supplying fashion jewellery to department stores, independent retailers and quality fashion brands. The Gaby collection always offers a comprehensive choice of stylish on trend pieces in fabulous seasonal colours. Gaby also source and supply to customers' own requirements subject to minimum order conditions.

**RETAIL PERFORMANCE
IMPROVEMENT**

www.retailperformanceimprovement.co.uk
retailperform@aol.com
Tel: 0161 973 3052

TRENDSTOP.COM

www.trendstop.com
info@trendstop.com
Tel: +44 (0)870 788 6888

**Home Delivery
Services & Logistics**

DIRECT HOME DELIVERY (DHD)

www.dhd.uk.com
info@dhd.uk.com
Tel: 01483 268 200

KNAPP UK LTD

www.knapp.com
sales.uk@knapp.com
Tel: 01844 202149

THE LLOYD FRASER GROUP

www.lloydfraser.com
mike.dennis@lloydfraser.com
Tel: 01788 826500

WINCANTON

www.wincanton.co.uk
enquiries@wincanton.co.uk
Tel: 01249 710000

**Interior Design
Software**

M 'N' G DESIGNS

www.mng.co.uk
sales@mng.co.uk
Tel: 0161 477 0700

Packaging

BOXMART

www.boxmart.co.uk
enquiries@boxmart.co.uk
Tel: 0151 341 1574

BRUCE DOUGLAS / ULTRATAPE

www.ultratape.com
sales@ultratape.com
Tel: 01382 832999

CCL LABEL DECORATIVE SLEEVES

www.decorativesleeves.co.uk
sleeves@cclind.com
Tel: 01553 769319

IN THE BAG PACKAGING LTD

www.inthebagpackaging.co.uk
info@inthebagpackaging.co.uk
 Tel: 01455 445385

INDEX

www.indexplastics.co.uk
sales@indexplastics.co.uk
 Tel: 01256 843844

LESTA PACKAGING PLC

www.lestapackaging.co.uk
enquiries@lestapackaging.co.uk
 Tel: 0116 262 4449

MORPLAN LTD

www.morplan.com
sales@morplan.com
 Tel: 0800 435 333

VCG KESTREL

Tel: 01376 533055

Promotions & Marketing

B-LOONY LTD

www.b-loony.co.uk
sales@b-loony.co.uk
 Tel: 01494 774376

BURSALI TOWELS (UK) LTD.

www.bursali.co.uk
steve@bursali.co.uk
 Tel: 0144 384 4011

CHANNEL ISLAND TOYS (LAURENCE DEANE LTD)

www.channel-teddy.co.uk
sales@channel-teddy.co.uk
 Tel: 01481 723871

DOWMAN SOFT TOUCH

www.dowman.com
sales@dowman.com
 Tel: 01487 840 124

HL DISPLAY UK LTD

www.hl-display.com
info.uk@hl-display.com
 Tel: 01652 682140

JUTEXPO LIMITED

www.jutexpo.co.uk
info@jutexpo.co.uk
 Tel: 01386 834777

LIGHTHOUSE DISPLAY INTERNATIONAL

www.lighthousedisplay.com
shine@lighthousedisplay.com
 Tel: 0115 986 4677

MOVETECH UK

www.movetechuk.com/display
display@movetechuk.com
 Tel: 01204 537680

PICTURES COLOUR LIBRARY

www.picturescolourlibrary.co.uk
enquiries@picturescolourlibrary.co.uk
 Tel: 01622 609 809

PRESTIGE PET PRODUCTS

www.prestigepets.co.uk
info@prestigepets.co.uk
 Tel: (0)844 879 3205

PUZZLER MEDIA LTD

www.puzzler.com
tony.ablewhite@puzzlermedia.com
 Tel: 01737 378716

REPRO ARTS LTD

www.repro-arts.co.uk
sales@reproarts.co.uk
 Tel: 01493 855515

SAFE STRAP EUROPE

www.sselimited.com
info@sslimited.com
 Tel: 2089407667

SYMPHONY ENVIRONMENTAL LTD

www.d2w.net
info@d2w.net
 Tel: +44 (0)20 8207 5900

THE GRAIN WOODEN SIGN CO

www.thegrain.co.uk
sales@thegrain.co.uk
 Tel: 01579 349911

UNISTO LTD

www.unisto.co.uk
sales@unisto.co.uk
 Tel: 01483 209100

VCG KESTREL

Tel: 01376 533055

VKF RENZEL (UK) LTD

www.vkf-renzel.co.uk
sales@vkf-renzel.co.uk
 Tel: 01527 878311

Quality Assurance Provider

INTERTEK

www.intertek.com/consumergoods
consumergoods.uk@intertek.com
 Tel: 0116 263 0330

Retail & Display Lighting

FAIRFIELD DISPLAYS LTD

www.fairfielddisplays.co.uk
sales@fairfielddisplays.co.uk
 Tel: 01252 812211

FORBES AND LOMAX

Tel: 02077 380202

JCC LIGHTING

www.jcc-lighting.co.uk
info@jcc-lighting.co.uk
 Tel: 01243 838 999

SPRINGFIELD DECORATIONS & DISPLAY LTD

www.springfielddecorations.com
 Tel: 01483 236622

UNIBOX

www.unibox.co.uk
info@unitedaluminium.co.uk
 Tel: 8045 277 6000

Retail Management

BCP

www.bcpsoftware.com
retail@bcpssoftware.com
 Tel: 0161 355 3000

CALL SYSTEMS TECHNOLOGY LTD (CST)

www.call-systems.com
sales@call-systems.com
 Tel: 020 8381 1338

DISPLAY TECHNOLOGY

www.displaytechnology.co.uk
info@displaytechnology.co.uk
 Tel: 01634 295555

RETAIL PERFORMANCE IMPROVEMENT

www.retailperformanceimprovement.co.uk
retailperform@aol.com
 Tel: 0161 973 3052

Safety & Security

BOSTON RETAIL PRODUCTS

www.bostonretail.com
salesuk@bostonretail.com
 Tel: 0870 770 6680

INCREASE SALES

PoS movement and turntables

Movetech UK standard retail display products include small battery and mains operated PoS turntables, ceiling mounted and sign displays, automotive turntables, together with revolving stages ranging from 1- 33m in diameter. Create something really special that stops customers in their tracks.

-  Point of sale display turntables and movements
-  Small and large display carousel turntables
-  Car and motorbike turntables and platforms
-  Ceiling mounted turntables
-  Cabinet turntables
-  Rental service available
-  Available to buy online
-  ISO 9001 & CHAS registered
-  Established in 1959



BUY ONLINE NOW FOR A 10% DISCOUNT @ www.movetechukshop.co.uk/dsb

w: www.movetechuk.com
t: 01204 537680
e: display@movetechuk.com

movetech uk
PART OF THE  BRITISH TURNTABLE GROUP

DISPLAY & POINT OF SALE



Standard and custom made systems, complete design and build services with many items available quickly through our website and online shop

T. 01923 818282
E. sales@shopkit.com
www.shopkit.com

SHOPKIT
MADE IN THE UK

CALL SYSTEMS TECHNOLOGY LTD (CST)

www.call-systems.com
sales@call-systems.com
Tel: 020 8381 1338

GREAT KIDS TOYS
Tel: 01422 351726

GRIPFIT LIMITED
www.gripfit.eu
info@gripfit.eu
Tel: 08700 208869

ILA SECURITY
www.ilasecurity.com
nicole@ilasecurity.com
Tel: 0203 384 7135

KABA DOOR SYSTEMS
www.kabadoorsystems.co.uk
info@kdt.kaba.com
Tel: 0870 000 5252

NATIONAL SECURITY INSPECTORATE
www.nsi.org.uk
nsi@nsi.org.uk
Tel: 01628 637512

PANASONIC SYSTEMS NETWORKS EUROPE LTD
www.panasonic.co.uk
stephen.gerrard@eu.panasonic.com
Tel: 01344 853223

PHOENIX SAFE
www.phoenixsafe.co.uk
info@phoenixsafe.co.uk
Tel: 0151 944 6440

SAFETELL
www.safetell.co.uk
sales@safetell.co.uk
Tel: 01322 223 233

SENTRYSAFE UK LTD
www.sentrysafe.co.uk
ca.eu@sentrysafe.com
Tel: 01234 214040

TELLERMATE LTD
www.tellermate.co.uk
sales.uk@tellermate.com
Tel: 08707 877 087

TENSATOR LTD
www.tensator.co.uk
info@tensator.com
Tel: 01908 684600

TILDENET
www.tildenet.co.uk
Tel: 1179669684

UNISTO LTD
www.unisto.co.uk
sales@unisto.co.uk
Tel: 01483 209100

Seasonal Displays

B. BROWN DISPLAY MATERIALS
www.bbrown.co.uk
customerservices@bbrown.co.uk
Tel: 03705 340340

CAROLYN ADAMS DISPLAYS
www.carolynadamsdisplays.com
info@carolynadamsdisplays.com
Tel: 028 92693590

DS SMITH MULTIGRAPHICS
www.dssmg.com
enquiries@dssmg.com
Tel: 01274 683434

GRAPHIC PAVEMENT SIGNS LTD
www.gpsigns.co.uk
Tel: 01462 673831

HANSA UK
www.hansa-uk.com
info@hansa-uk.com
Tel: 020 8954 5956

HL DISPLAY UK LTD
www.hl-display.com
info.uk@hl-display.com
Tel: 01652 682140

KYOTO BONSAI LTD
www.kyotobonsai.co.uk
sales@kyotobonsai.co.uk
Tel: 01565 723759

LASER HIRE LTD
www.laserhire.co.uk
info@laserhire.co.uk
Tel: 01889 507067

LASER TICKETING SYSTEMS LTD
www.laserticketing.co.uk
Tel: 01424 225522

LDJ DESIGN & DISPLAY LTD
www.ldj-display.com
info@ldj-display.com
Tel: 01535 685600

LIGHTHOUSE DISPLAY INTERNATIONAL
www.lighthousedisplay.com
shine@lighthousedisplay.com
Tel: 0115 986 4677

MDF DISPLAYS
www.mdfdisplays.co.uk
info@mdfdisplays.co.uk
Tel: 0845 873 3020

MOVETECH UK
www.movetechuk.com/display
display@movetechuk.com
Tel: 01204 537680

PURLEES
www.purlees.com
info@purfrost.com
Tel: 020 8992 4024

REPLICA LTD
www.replica.co.uk
sales@replica.co.uk
Tel: 020 8523 3523

REPRO ARTS LTD
www.repro-arts.co.uk
sales@reproarts.co.uk
Tel: 01493 855515

UK POINT OF SALE GROUP LTD
www.ukpos.com
sales@ukpos.com
Tel: 0161 431 4400

UNIBOX
www.unibox.co.uk
info@unitedaluminium.co.uk
Tel: 8045 277 6000

Shop Fittings & Installation

3D DISPLAYS LTD
www.3ddisplays.co.uk
info@3ddisplays.co.uk
Tel: 01795 532947



PRIMERO CONTRACTS LTD
3 Tom Johnston Road
West Pitkerro Industrial Estate
Dundee
DD4 8XD
Tel: 01382 774404
Fax: 01382 732497
enquiries@primerocontracts.com
www.primerocontracts.com
For 22 years Primero Contracts has provided first class shopfitting and interior refurbishment - from bespoke projects to roll-out programmes. Contracts are carefully planned and programmed with a commitment to cost effective quality. Working nationally in all sectors, Primero offers a complete fit-out service to Clients, Project Managers, Architects and Designers.

ABET LTD

www.abetuk.com
sales@abet.ltd.uk
Tel: 020 7473 6915

ACE EQUIPMENT

www.aceequip.co.uk
enq@aceequip.co.uk
Tel: 01283 790320

ASTORE HARRISON

www.astore-harrison.co.uk
sales@astore-harrison.co.uk
Tel: 01733 361361

COILLTE PANEL PRODUCTS

www.medite-europe.com
julie.peek@coillte.com
Tel: +44 (0)1322 424900

EGGER (UK) LTD

www.egger.co.uk
Tel: 01434 602191

FAIRFIELD DISPLAYS LTD

www.fairfielddisplays.co.uk
sales@fairfielddisplays.co.uk
Tel: 01252 812211

GRIPFIT LIMITED

www.gripfit.eu
info@gripfit.eu
Tel: 08700 208869

KAS SHOPFITTING LTD

www.kasshopfitting.co.uk
sales@kasshopfitting.co.uk
Tel: 0845 230 1068

KILLBY AND GAYFORD LTD

www.killbygayford.co.uk
building@killbygayford.co.uk
Tel: 2074989898

KLEEREX RETAIL SOLUTIONS

www.kleerex.com
info@kleerex.com
Tel: 01279 406300

MDF DISPLAYS

www.mdfdisplays.co.uk
info@mdfdisplays.co.uk
Tel: 0845 873 3020

MORPLAN LTD

www.morplan.com
sales@morplan.com
Tel: 0800 435 333

PATTON FIT-OUT

www.patton.co.uk
fit-out@patton.co.uk
Tel: 028 2564 2141

PEERLESS DESIGNS LIMITED

www.peerlessdesigns.com
enquiries@peerlessdesigns.com
Tel: 020 8362 8500

PHOENIX SAFE

www.phoenixsafe.co.uk
info@phoenixsafe.co.uk
Tel: 0151 944 6440

PRIMERO CONTRACTS LTD

www.primercontracts.com
enquiries@primercontracts.com
Tel: 01382 774404

RB UK LTD

www.rbuk.co.uk
info@rbuk.co.uk
Tel: 01234 27 27 17

RESOLUTION INTERIORS LTD

www.resolutioninteriors.com
hello@resolutioninteriors.com
Tel: 01935 422700

STAMFORD PRODUCTS LIMITED

www.optoint.co.uk
enquiry@optoint.co.uk
Tel: 0161 330 5577

THE DISPLAY CENTRE

www.displaycentre.co.uk
sales@displaycentre.co.uk
Tel: 01329 842000



wanzl
Retail, MADE BY WANZL

Wanzl is a leading Retail Shop Solutions provider and a partner to some of the largest names in UK retail. With in-house design and development expertise and global manufacturing resources, Wanzl is ready to redefine retail.

Please contact us for more info -

01926 451951
enquiries@wanzl.co.uk
www.wanzl.co.uk

wanzl

WANZL

Tel: 01926 451 951
Fax: +44 (0)1926 451952
Web: www.wanzl.co.uk

Surfaces

**INTERNATIONAL DECORATIVE SURFACES**

Parkhouse Interchange
Parkhouse Industrial Estate
Newcastle under Lyme, ST5 7FB

Tel: 0845 7 298 298

Email: info@surfacestyling.co.uk
Web: www.surfacestyling.co.uk

The Surface Styling website, from International Decorative Surfaces, is a dedicated specification platform offering inspiration for interior surfaces, saving designers valuable time and effort in locating the right surface materials for projects. The easy-to-navigate site houses a huge choice of solid surface, flooring, laminates, decorative panel, wall panelling and worktops from the industry's leading brands.

Themed Decorations

B. BROWN DISPLAY MATERIALS

www.bbrown.co.uk
customerservices@bbrown.co.uk
Tel: 03705 340340

FUNTOSEE LTD

www.funtosee.com
info@funtosee.com
Tel: 08702 621621

NEW



AllReceipts App

Digital Receipting Service for Retailers

AllReceipts is the new Star Cloud Solution providing Retailers with an "instant" Digital Receipting Service for their customers. AllReceipts is **FREE** of CHARGE, simple to install and works "above" the retailer's software. All you need is any Star TSP100 printer, as used by so many retailers in the UK, to send an image of the receipt & coupon to the AllReceipts App on your customer's phone. **NO Email required.**

Valuable Cloud based Retailer's reporting tools have also been included:

- ▶ **Star's Device Management Tool** provides real time status across the installed base of printers including different locations with refreshed error status notification on a comprehensive cloud based dashboard.
- ▶ **"Instant" Customer Satisfaction Survey** which the customer completes while "claiming" the receipt. The Device Management Data & Survey Tools will allow retailers to drill down to the POS station involved and even help highlight staffing issues.



- ▶ **Zero development** is needed as AllReceipts is enabled within the Star printer driver. Working independently of a retailer's existing POS software, it automatically generates and securely sends an image of the receipt & coupon (where relevant) to the Cloud until claimed and is triggered by printing a traditional receipt.



If you want a fast, low cost route to Digital Receipting with all the benefits including increased coupon redemption levels call us on 01494 471111, Email sales@Star-EMEA.com or visit AllReceipts.com

star

“To have a great idea,
have a lot of them”

Albert Einstein



bbrown
display materials

Proud suppliers to the
inspired & creative world of retail display.

● Glitter fabrics ● Decorative panels ● Illusion films ● And so much more! ●

www.bbrown.co.uk | 03705 340 340 | customerservices@bbrown.co.uk



@luvbbrown

LA DRAPE INTERNATIONAL

www.thequiltedwall.co.uk
info@thequiltedwall.co.uk
Tel: 01928 713330

PURLEES

www.purlees.com
info@purlfrost.com
Tel: 020 8992 4024

REPLICA LTD

www.replica.co.uk
sales@replica.co.uk
Tel: 020 8523 3523

TINK MANUFACTURING LTD T/AS

NOONOO,
FLAGSANDBUNTINGGALORE
www.noonoodesign.com
goodies@noonoodesign.com
Tel: 07977 631393

Uniforms & Workwear

BRITISH TAGS LTD

www.britishtags.co.uk
mail@britishtags.co.uk
Tel: 01483 569237

GLOW SAFE LIMITED

www.glowsafe.com
enquiries@glowsafe.com
Tel: 0870 199 8524

QASCO IMPORT & EXPORT10454

www.gasco.co.uk
Tel: 020 7267 3079

SIMON JERSEY

www.simonjersey.com
Tel: 08444 994414

Visual Merchandising

DISPLAY TECHNOLOGY

www.displaytechnology.co.uk
info@displaytechnology.co.uk
Tel: 01634 295555

EUROPEAN MANNEQUINS & SHOP

www.europeanmannequins.com
sales@europeanmannequinsuk.com
Tel: 01780 758807

GRAPHIC PAVEMENT SIGNS LTD

www.gpsigns.co.uk
Tel: 01462 673831

INDEX

www.indexplastics.co.uk
sales@indexplastics.co.uk
Tel: 01256 843844

PROPORTION LONDON

www.proportionlondon.com
info@proportionlondon.com
Tel: 020 7251 6943

PURLEES

www.purlees.com
info@purlfrost.com
Tel: 020 8992 4024

SPRINGFIELD DECORATIONS & DISPLAY LTD

www.springfielddecorations.com
Tel: 01483 236622

STAMFORD PRODUCTS LIMITED

www.optoint.co.uk
enquiry@optoint.co.uk
Tel: 0161 330 5577

THE VM SOURCE LTD

www.thevmsource.co.uk
info@thevmsource.co.uk
Tel: 01780 761947

UNIQUE PAPER COMPANY

www.theuniquepapercompany.co.uk
sales@theuniquepapercompany.co.uk
Tel: 01206 242483

VKF RENZEL (UK) LTD

www.vkf-renzel.co.uk
sales@vkf-renzel.co.uk
Tel: 01527 878311

Waste Management

EARTH CYCLE / WOODHORN GROUP

www.earthcycle.co.uk
info@woodhorngroup.co.uk
Tel: 01243 781730

Cosmetics, Toiletries & Grooming

SPONSORED BY

roullier | WHITE

Part of the Mrs White's All Natural Personal Care Collection.

[info@roullierwhite .com](mailto:info@roullierwhite.com) | + 44 208 693 5150

www.roullierwhite .com



Aftershave & Perfume

JIGSAWESL

www.jigsawesl.com
kate@jigsawesl.com
Tel: 1618760555

PER-SCENT

www.per-scent.co.uk
sales@per-scent.co.uk
Tel: 0161 873 2100

RAINBOW COSMETICS MANCHESTER LTD

www.rainbowcosmetics.co.uk
sales@rainbowcosmetics.co.uk
Tel: 0161 767 7878

SENTI

www.senti.co.uk
info@senti.co.uk
Tel: 020 8947 5179

Beauty Instruments

ABLISS LTD

Tel: 01277 354374

PAUL MURRAY PLC

www.murrayshealthandbeauty.com
support@murrayshealthandbeauty.com
Tel: 023 8046 0600

QASCO IMPORT & EXPORT10454

www.qasco.co.uk
Tel: 020 7267 3079

STRATTON OF MAYFAIR

markintouch@btinternet.com
Tel: 0121 515 5942

ZEAL PRODUCTS LTD

zealproducts@btconnect.com
Tel: 01299 250321

Cosmetics

ABLISS LTD

Tel: 01277 354374

HOLISTIC SILK LTD

www.holisticsilk.com
sales@holisticsilk.com
Tel: 01840 250 425

JIGSAWESL

www.jigsawesl.com
kate@jigsawesl.com
Tel: 1618760555

MAVALA UK LTD

www.mavala.co.uk
info@mavala.co.uk
Tel: 01732 459412

MINERS COSMETICS

www.miners.co.uk
info@miners.co.uk
Tel: 023 8046 0600

PAUL MURRAY PLC

www.murrayshealthandbeauty.com
support@murrayshealthandbeauty.com
Tel: 023 8046 0600

PER-SCENT

www.per-scent.co.uk
sales@per-scent.co.uk
Tel: 0161 873 2100

RAINBOW COSMETICS MANCHESTER LTD

www.rainbowcosmetics.co.uk
sales@rainbowcosmetics.co.uk
Tel: 0161 767 7878

STRAWBERRY AND CREAM LTD

info@strawberryandcream.com

Cosmetics, Toiletries & Grooming

BATH THYME

www.bathyme.com
info@bathyme.com
Tel: 0131 208 2779 / 6200925

BEAUX BELLES OF LONDON

www.b-belles.com
charlotte.chambers@b-belles.co.uk
Tel: 01634 265494

BOMB COSMETICS

www.bombcosmetics.co.uk
sales@bombcosmetics.co.uk
Tel: 01202 859059

EDWIN JAGGER LTD

www.edwinjagger.com
enquiries@edwinjagger.com
Tel: 0114 275 3739

ESSENTIAL SPIRIT

www.essentialspirit.co.uk
marina@essentialspirit.co.uk
Tel: 013873 73282

FAIRY GLAM LTD

www.lucylocket.com
info@lucylocket.com
Tel: 01522 510191

GRAFTON INTERNATIONAL

www.graftons.co.uk
sales@graftons.co.uk
Tel: 01827 280080

dí palomo



DI PALOMO

Di Palomo
Woodland Road
Torquay
TQ2 7AT

Tel: +44 (0)1803 612772
Fax: +44 (0)1803 613875
Email: robt@dipalomo.com
Web: www.dipalomo.com

English luxury with a delightful Italian influence... Our exquisite packaging and fine fragrances will carry you away to the warmth and relaxation of an Italian summer... from a Tuscan farmhouse in the early morning to an evening walk through the orange groves or a vineyard overlooking an Italian lake.

Fresh and Contemporary

FIKKERT
1903



A stunning, contemporary range that perfectly echoes modern styling and aspirations. Genuinely formulated and manufactured in England by the Fikkert family, this range is more than just great fragrance. FIKKERT 1903 represents over a hundred years of expertise in herbal remedies, apothecary and ingredients with meaning.

Contact us on:
+44(0)1535 692500
www.fikkert1903.com

GREEN PEOPLE

www.greenpeople.co.uk
organic@greenpeople.co.uk
Tel: 01403 740 350

HADDOW GROUP

www.haddowgroup.com
Tel: 01274 360444

HOUSE OF PROVENCE

www.houseofprovidence.co.uk
peter@houseofprovidence.co.uk
Tel: 00447479 212869

JIGSAWESL

www.jigsawesl.com
kate@jigsawesl.com
Tel: 1618760555



KINETIC4HEALTH.CO.UK

Tel: 08450 725 825
Email: sales@kinetic4health.co.uk

LIBERTY

www.liberty.co.uk
Tel: 020 7734 1234

MAVALA UK LTD

www.mavala.co.uk
info@mavala.co.uk
Tel: 01732 459412

MPM CONSUMER PRODUCTS LTD

www.mpmconsumerproducts.com
angela@mpmconsumerproducts.com
Tel: 0161 231 6111

OPAL LONDON

www.opal-london.com
john.poole@opal-london.com
Tel: 020 8450 7834

PLANTAIN

www.plantain.co.uk
Tel: 01604 589353

RAINBOW COSMETICS

MANCHESTER LTD
www.rainbowcosmetics.co.uk
sales@rainbowcosmetics.co.uk
Tel: 0161 767 7878

RAMER LTD

www.ramersponges.com
info@ramer.ltd.uk
Tel: 01252 845292

MAVALA

SWITZERLAND



MAVALA UK LTD

Morewood Close, Sevenoaks
Kent, TN13 2HU
Tel: +44 (0)1732 459412
J.Hodge@mavala.co.uk
www.mavala.co.uk

Impeccable time keeping and exquisite chocolate aside, the best Swiss discovery for decades is Mavala. With over 50 years producing the finest in natural nail products, Mavala is now the world leader in natural nail care. A combination of high quality and technically impeccable products ensures the company maintains its independent position as a specialist against other diversified giants

SAS & COMPANY

LIMITED



Formed in 2011, SAS & Company is a distributor of fragrance, cosmetics, skincare and personal care products focusing on the UK and Ireland. In 2014, SAS Licences was born under the SAS and Company umbrella to develop and manufacture brands including Stormflower by Cheryl and Gold Magic by Little Mix. SAS & Company's ultimate goal is to build brands in conjunction with brand owners to deliver long-term success.

SAS House, 1 Chersey Road,
Woking, Surrey GU21 5AB
Tel: +44 (0)1483 755 772

Email: sales@sasandcompany.com
Web: www.sasandcompany.com

SEASCAPE - ISLAND APOTHECARY

stuart@seascapeuk.com
Tel: 0845 003 5283

THE BLUEBEARDS REVENGE

www.bluebeards-revenge.co.uk
nick@bluebeards-revenge.co.uk
Tel: 01752 898191

YARDLEY OF LONDON/WOODS OF WINDSOR

www.yardleylondon.co.uk/www.woodssofiwindsor.co.uk
info@yardleylondon.co.uk
Tel: (0)1753 753420

Hair Styling & Accessories

DENMAN INTERNATIONAL LTD

www.denmanbrush.com
Tel: 028 9146 2141

G B KENT & SONS PLC

www.kentbrushes.com
marcia@kentbrushes.com
Tel: 01442 232623

THE BLUEBEARDS REVENGE

www.bluebeards-revenge.co.uk
nick@bluebeards-revenge.co.uk
Tel: 01752 898191

THENATURALBEAUTYSHOP.COM

www.thenaturalbeautyshop.com
sales@thenaturalbeautyshop.co.uk
Tel: 0845 389 1667

ZEAL PRODUCTS LTD

zealproducts@btconnect.com
Tel: 01299 250321

Skincare

ABBLISS LTD

Tel: 01277 354374

ANGELIQUE

www.angelique.co.uk
angeliqueproduct@aol.com
Tel: 07711 957335 / 07740 426935

ESSENTIAL SPIRIT

www.essentialspirit.co.uk
marina@essentialspirit.co.uk
Tel: 013873 73282

FIKKERTS LTD

www.fikkerts.com
sales@fikkerts.co.uk
Tel: 01535 692500



VINCE CAMUTO

For further information please contact SAS & Company Limited
Tel: +44 (0)1483 755 772 Email: sales@sasandcompany.com Web: sasandcompany.com

HOUSE OF PROVENCE

www.houseofprovidence.co.uk
peter@houseofprovidence.co.uk
Tel: 00447479 212869

KENNETH TURNER LTD

www.kennethturner.com
customer.services@kennethturner.com
m
Tel: +44 (0) 844 567 1000

LENDLOCK INTERNATIONAL LTD

www.lendlockinternational.com
john@lendlock.co.uk
Tel: 01244 312606

MACLAREN

www.maclarenbaby.com
sales@maclaren.co.uk
Tel: 01327 841310

MALIBU HEALTH PRODUCTS LTD

www.sales@malibusun.com
info@malibusun.com
Tel: 01923 289470

MINERS COSMETICS

www.miners.co.uk
info@miners.co.uk
Tel: 023 8046 0600

MPM CONSUMER PRODUCTS LTD

www.mpmconsumerproducts.com
angela@mpmconsumerproducts.com
Tel: 0161 231 6111

NATURAL BY NATURE OILS LTD

www.naturalbynature.co.uk
enquiries@naturalbynature.co.uk
Tel: 01582 840848

PANAMA JACK UK

www.panamajack.co.uk
info@panamajack.co.uk
Tel: 01753 889444

PER-SCENT

www.per-scent.co.uk
sales@per-scent.co.uk
Tel: 0161 873 2100

PLANTAIN

www.plantain.co.uk
Tel: 01604 589353

RAW GAI

www.rawgaia.com
info@rawgaia.com
Tel: 01273 311 476

RHODES TO HEAVEN NATURAL SKINCARE LTD

www.rhodestoheaven.com
info@rhodestoheaven.com
Tel: 077 11848 121

SEVERN DELTA LTD

www.severndelta.co.uk
customerservice@severndelta.co.uk
Tel: 01278 428200

STRATTON OF MAYFAIR

markintouch@btinternet.com
Tel: 0121 515 5942

STRAWBERRY AND CREAM LTD

info@strawberryandcream.com
Tel:

THE BATH HOUSE

www.thebathhouseshop.com
enquiries@thebathhouseshop.com
Tel: 01539 621992

THE BLUEBEARDS REVENGE

www.bluebeards-revenge.co.uk
nick@bluebeards-revenge.co.uk
Tel: 01752 898191

THE HARROGATE SULPHUR SOAP CO

www.harrogate-sulphur-soap.com
info@harrogate-sulphur-soap.com
Tel: 01274 620 166

THENATURALBEAUTYSHOP.COM

www.thenaturalbeautyshop.com
sales@thenaturalbeautyshop.co.uk
Tel: 0845 389 1667

TREE OF LIFE UK

www.treeoflifeuk.com
customerservice@tol-europe.com
Tel: 01782 567100

Spa Products

ANGELIQUE

www.angelique.co.uk
angeliqueproduct@aol.com
Tel: 07711 957335 / 07740 426935

BATH THYME

www.bathyme.com
info@bathyme.com
Tel: 0131 208 2779 / 6200925

G B KENT & SONS PLC

www.kentbrushes.com
marcia@kentbrushes.com
Tel: 01442 232623

MAVALA UK LTD

www.mavala.co.uk
info@mavala.co.uk
Tel: 01732 459412

NATURAL BY NATURE OILS LTD

www.naturalbynature.co.uk
enquiries@naturalbynature.co.uk
Tel: 01582 840848

OPAL LONDON

www.opal-london.com
john.poole@opal-london.com
Tel: 020 8450 7834

PLANTAIN

www.plantain.co.uk
Tel: 01604 589353

RAMER LTD

www.ramersponges.com
info@ramer.ltd.uk
Tel: 01252 845292

RHODES TO HEAVEN NATURAL SKINCARE LTD

www.rhodestoheaven.com
info@rhodestoheaven.com
Tel: 077 11848 121

SEASCAPE - ISLAND APOTHECARY

stuart@seascapeuk.com
Tel: 0845 003 5283

THE HARROGATE SULPHUR SOAP CO

www.harrogate-sulphur-soap.com
info@harrogate-sulphur-soap.com
Tel: 01274 620 166

WINTER IN VENICE

Tel: 0845 652 1223

Toiletries

B3 INTERNATIONAL LIMITED

www.b3-international.co.uk
info@b3-international.co.uk
Tel: 01772 662400

BATH THYME

www.bathyme.com
info@bathyme.com
Tel: 0131 208 2779 / 6200925

BEAUX BELLES OF LONDON

www.b-belles.com
charlotte.chambers@b-belles.co.uk
Tel: 01634 265494

BOMB COSMETICS

www.bombcosmetics.co.uk
sales@bombcosmetics.co.uk
Tel: 01202 859059

CEUTA HEALTHCARE LTD

www.ceuta-healthcare.co.uk
enquiries@ceutahealthcare.com
Tel: 01202 780558

DI PALOMO

www.dipalomo.com
robt@dipalomo.com
Tel: 1803612772

FIKKERTS LTD

www.fikkerts.com
sales@fikkerts.co.uk
Tel: 01535 692500

GIFTEDBYNATURE.IE

www.giftedbynature.ie
gina@giftedbynature.ie
Tel: 00 353 14055230

HEYLAND & WHITTLE

www.heylandandwhittle.co.uk
sales@heylandandwhittle.co.uk
Tel: 01293 863606

LENDLOCK INTERNATIONAL LTD

www.lendlockinternational.com
john@lendlock.co.uk
Tel: 01244 312606

MALIBU HEALTH PRODUCTS LTD

www.sales@malibusun.com
info@malibusun.com
Tel: 01923 289470

MPM CONSUMER PRODUCTS LTD

www.mpmconsumerproducts.com
angela@mpmconsumerproducts.com
Tel: 0161 231 6111

NATURAL BY NATURE OILS LTD

www.naturalbynature.co.uk
enquiries@naturalbynature.co.uk
Tel: 01582 840848

RAMER LTD

www.ramersponges.com
info@ramer.ltd.uk
Tel: 01252 845292

RHODES TO HEAVEN NATURAL SKINCARE LTD

www.rhodestoheaven.com
info@rhodestoheaven.com
Tel: 077 11848 121

SEASCAPE - ISLAND APOTHECARY

stuart@seascapeuk.com
Tel: 0845 003 5283

STRAWBERRY AND CREAM LTD

info@strawberryandcream.com
Tel:

THE BATH HOUSE

www.thebathhouseshop.com
enquiries@thebathhouseshop.com
Tel: 01539 621992

THE HARROGATE SULPHUR SOAP CO L

www.harrogate-sulphur-soap.com
info@harrogate-sulphur-soap.com
Tel: 01274 620 166

THENATURALBEAUTYSHOP.COM

www.thenaturalbeautyshop.com
sales@thenaturalbeautyshop.co.uk
Tel: 0845 389 1667

TISSERAND AROMATHERAPY

www.tisserand.com
Tel: 01273 325666

TREE OF LIFE UK

www.treeoflifeuk.com
customerservice@tol-europe.com
Tel: 01782 567100

WINTER IN VENICE

Tel: 0845 652 1223

Vitamins & Supplements

CEUTA HEALTHCARE LTD

www.ceuta-healthcare.co.uk
enquiries@ceutahealthcare.com
Tel: 01202 780558

TREE OF LIFE UK

www.treeoflifeuk.com
customerservice@tol-europe.com
Tel: 01782 567100

Well-Being

HOLISTIC SILK LTD

www.holisticsilk.com
sales@holisticsilk.com
Tel: 01840 250 425

PAROH

www.paroh.co.uk
sales@paroh.co.uk
Tel: +44 (0)121 543 1336

THE SPITALFIELDS CANDLE COMPANY

www.spitalfieldscandles.co.uk
philippa@spitalfieldscandles.co.uk
Tel: 07770 890613

Crafts & Haberdashery

Art & Painting

DERWENT

www.pencils.co.uk
derwent.pencils@acco.com
 Tel: 01900 609590

EASYART

www.easyart.com/business
clare@easyart.com
 Tel: 0203176 0946

EDDING UK LTD

www.edding.co.uk
info@edding.co.uk
 Tel: 01727 846688

FIZZ

www.fizzstudio.co.uk
fizzcards@btinternet.com
 el: Tel: 01934 632035

FRANCISCA PRIETO

www.blankproject.co.uk
fp@blankproject.co.uk
 Tel: 0207 502 5202

PORTRAITS BY TAYLOR

www.portraitsbytaylor.com
info@portraitsbytaylor.com
 Tel: 07733 433272

THE ART GROUP

www.artgroup.com
info@artgroup.com
 Tel: 0208 185 3730

Card Making & Papercraft

APPLICRAFT

www.applcraft.co.uk
info@applcraft.co.uk
 Tel: 01932 872572

SECOND NATURE LTD

www.secondnature.co.uk
hello@secondnature.co.uk
 Tel: 1983209590

UNIQUE PAPER COMPANY

www.theuniquepapercompany.co.uk
sales@theuniquepapercompany.co.uk
 Tel: 01206 242483

Children's Craft & Design

ANTHONY PETERS MANUFACTURING CO.LTD.

www.anthonypeters.com
cynthiahoggett@anthonypeters.com
 Tel: 01664 481882

ART2GO UK LTD

www.art2go-uk.com
sales@art2go-uk.com
 Tel: 01843292333

BELLE & BOO

www.belleandboo.com
kate@belleandboo.com
 Tel: 447882718428

DKL MARKETING LTD

www.dkl.co.uk
dkl@dkl.co.uk
 Tel: 01604 678 780



DIAMANT TOYS LTD

29, Haharoshet St.
 Ashdod, 77000
 Israel
 Tel: ++ 972-8-8566101 EXT. 117
 Web: edward@diamanttoys.com

Diamant Toys: since 1963,
 Manufacturer of Arts & Crafts,
 Girls creative Fashion,
 High tech art easels, Bricks
 construction,
 Magic sets, Chocolat and Edible
 dough activities, Exclusive multi
 colored Slush and Ice machines.
 Innovative Non-ironing "eZee" Beads
 activities.
 Winners of the UK and French Toy
 Awards!

EDDING UK LTD

www.edding.co.uk
info@edding.co.uk
 Tel: 01727 846688

SCHOLASTIC LTD/KLUTZ

www.scholastic.co.uk/klutz
sales@scholastic.co.uk
 Tel: 020 7756 7756

TOY RETAILERS ASSOCIATION

www.dreamtoys.co.uk
enquiries@toyretailersassociation.co.uk
 Tel: 8707537437

WIZARD TOYS

www.wizardtoys.com
 Tel: 0208 943 0121

Craft Kits

DMC CREATIVE WORLD

www.dmccreative.co.uk
sales@dmccreative.co.uk
 Tel: 0116 275 4000

GLOBAL (A W JAN)

www.globalcrackersandparty.co.uk
globalparty@btconnect.com
 Tel: 0845 2500 624

WIZARD TOYS

www.wizardtoys.com
 Tel: 0208 943 0121

Crafts & Haberdashery

APPLICRAFT

www.applcraft.co.uk
info@applcraft.co.uk
 Tel: 01932 872572

BRITISH TRIMMINGS

www.simplicitynewlook.com
jtaylor@simplicity.com
 Tel: 0161 480 6122

BRITISH WOOL MARKETING BOARD

marketing@britishwool.org.uk
 Tel: 01274 688 666

COWENS LTD

www.cowens.co.uk
sales@cowens.co.uk
Tel: 01228 710205

DMC CREATIVE WORLD

www.dmccreative.co.uk
sales@dmccreative.co.uk
Tel: 0116 275 4000

DUNRICH LTD

www.beanbagpeople.co.uk
salesdunrich@aol.com
Tel: 01283 211011

F&W MEDIA INTERNATIONAL

www.fwmedia.co.uk
enquiries@fwmedia.co.uk
Tel: 01626323200

HOUSE OF CRAFTS LIMITED

www.houseofcrafts.co.uk
info@houseofcrafts.co.uk
Tel: 0116 278 0748

ICHF EVENTS

www.ichf.co.uk
info@ichf.co.uk
Tel: 01425272711

JANIE (KNITTED TEXTILES) LTD

www.janiewithers.co.uk
info@janiewithers.co.uk
Tel: 0115 404616

ZEP UK LIMITED

www.desolvit.co.uk
enquiries@desolvit.co.uk
Tel: 0151 422 1000

Haberdashery

VELCRO LTD

www.velcro-solutions.co.uk
skennedy@velcro.com
Tel: 01606 738806

Ribbons & Trimmings

BRITISH TRIMMINGS

www.simplicitynewlook.com
jtaylor@simplicity.com
Tel: 0161 480 6122

PRICE & COMPANY (REGENCY) LIMITED

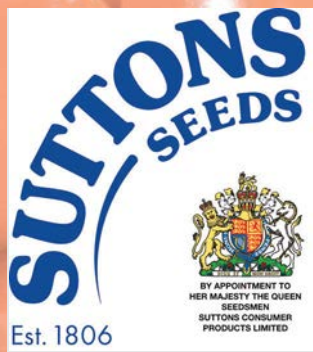
www.price-regency.co.uk
simons@price-regency.co.uk
Tel: 01273 439 527

GRAFTED
TURBO
PLANTS

**FOR UP
TO 75%
MORE
FRUIT!**

DIY & GARDEN

SPONSORED BY



Surprisingly Suttons - For All Your Gardening Needs

retail@suttons.co.uk | 01803 696400
| www.suttons.co.uk

BBQs & Accessories

ARORA DESIGN

www.arora-design.co.uk
sales@arora-design.co.uk
Tel: 01386 861666

BIG K PRODUCTS UK LTD

www.bigk.co.uk
sales@bigk.co.uk
Tel: 01366 501485

DOWN AMONGST THE PLANT POTS

www.plantpots.info
plantpots@globalnet.co.uk
Tel: 01246 470777

FLOGAS UK LTD

www.flogas.co.uk
equipment@flogas.co.uk
Tel: 01246 473468

NAVIGATE LTD

www.navigate.ltd.uk
sales@navigate.ltd.uk
Tel: 01279 653 249

OMC BARBECUES LTD

www.omcbbq.com
omc.barbecues@virgin.net
Tel: 0151 336 6464 / 0777 0597 557

PLUM PRODUCTS

www.plumproducts.com
info@plumproducts.com
Tel: +44 (0) 844 880 5301

RECTELLA INTERNATIONAL LTD

www.barbequick.com
sales@rectella.com
Tel: 01282 478200

STONE & WATER LTD

www.stoneandwater.co.uk
Tel: 01476 593116

TIGER TIM PRODUCTS LTD

www.tigertimproducts.co.uk
ales@tigertimproducts.co.uk
Tel: 01352 780861

WOLF STEEL (UK) LTD

www.napoleongrills.co.uk
info@napoleongrills.co.uk
Tel: 01676 522 788

DIY

ACE EQUIPMENT

www.aceequip.co.uk
enq@aceequip.co.uk
Tel: 01283 790320

ANZA

www.hamilton-acorn.co.uk
enquiries@hamilton-acorn.co.uk
Tel: 1953 453899

APPLICRAFT

www.applicraft.co.uk
info@applicraft.co.uk
Tel: 01932 872572

ARROW FASTENER CO.

www.arrowfastener.com
Tel: 0208 686 9180

BIRD BRAND- R K & J JONES LTD.

www.birdbrand.co.uk
r.jones@birdbrand.co.uk
Tel: 01842 828 101

BRUCE DOUGLAS / ULTRATAPE

www.ultratape.com
sales@ultratape.com
Tel: 01382 832999

DENCON ACCESSORIES

www.dencon.co.uk
sales@dencon.co.uk
Tel: 01279 433 533

EVERBUILD BUILDING PRODUCTS

www.everbuild.co.uk
Tel: 0113 240 3456

EXAKT PRECISION TOOLS

www.exakt.eu
sales@exakt.eu
Tel: 01467 633800

FAULKS & CO LTD

www.tubtrugs.com
sales@faulks.co.uk
Tel: 01455 848 184

FRANCHI PLC

www.franchi.co.uk
info@franchi.co.uk
Tel: 02076 072200

FUNTOSEE LTD

www.funtosee.com
info@funtosee.com
Tel: 08702 621621

HAFELE

www.hafele.co.uk
info@hafele.co.uk
Tel: 01788 542020

HILTON BANKS LTD

www.grippingstuff.com
hiltonbanks@btinternet.com
Tel: 2089798284

HOZELOCK LIMITED

www.hozelock.com
info@hozelock.com
Tel: 0121 3134242

KAMASA

www.kamasa.co.uk
sales@toolconnection.co.uk
Tel: 01926 818196

MAGNUM INTERNATIONAL

www.magnum-international.com
info@magnum-international.com
Tel: 0091 11 46521794

MEREWAY KITCHENS

www.merewaykitchens.co.uk
info@merewaykitchens.co.uk
Tel: 0121 706 7844

NATIONAL ABRASIVES LTD

www.national-abrasives.co.uk
sales@national-abrasives.co.uk
Tel: 01737 242593

OLYMPIA TOOLS (UK) LTD

www.olympia-tools.co.uk
sales@olympia-tools.co.uk
Tel: 0118 951 1942

PAINT & PAPER LIBRARY

www.paintlibrary.co.uk
info@paintlibrary.co.uk
Tel: 020 7590 9860

POLYVINE

www.polyvine.com
info@polyvine.co.uk
Tel: 0845 017 1671

ROTHLEY LTD

www.rothley.com
Tel: 01902 774646

SCOTTOOL LTD

Tel: 01903 859 132

SPEAR & JACKSON

www.neilltools.com
sales@neill-tools.co.uk
Tel: 0114 281 4242

STONELUX CHARLES PRODUCTS

www.stonelux.co.uk
info@charlesproducts.co.uk
Tel: 01405 720 281

UNI-COM(GLOBAL) LTD

www.uni-com.co.uk
info@uni-com.co.uk
Tel: 01732 865238

VARTA CONSUMER BATTERIES

www.varta-consumer.co.uk
varta.consumer@eu.spectrumbrands.com
Tel: 1619473000

WHITBY & CO

www.whitbyandco.co.uk
sales@whitbyandco.co.uk
Tel: 01539 721032

DIY & Garden

BIG K PRODUCTS UK LTD

www.bigk.co.uk
sales@bigk.co.uk
Tel: 01366 501485

CHALLS

www.challs.com
sales@challs.com
Tel: 0870 6030 420

COMPLETE GARDENS CD-ROM LTD

www.complete-gardens.co.uk
neil@complete-gardens.co.uk
Tel: 01865 512 561

DOFF PORTLAND LTD

www.doff.co.uk
sales@doff.co.uk
Tel: 1159834322

HOZELOCK LIMITED

www.hozelock.com
info@hozelock.com
Tel: 0121 3134242

KAMASA

www.kamasa.co.uk
sales@toolconnection.co.uk
Tel: 01926 818196

KARCHER UK LTD

www.karcher.de/uk
enquiries@karcher.co.uk
Tel: 01295 752 000

LIVING STONE

www.livingstoneuk.com
info@livingstoneuk.com
Tel: 01522 704158

MAGNUM INTERNATIONAL

www.magnum-international.com
info@magnum-international.com
Tel: 0091 11 46521794

PLANTO GMBH

www.planto.com
info@planto.com
Tel: 0049 6432 920030

SEAC LTD

www.fiberondecking.co.uk
enquiries@seac.co.uk,
Tel: 0116 288 7719

SNOBLAD MULTI-SHIFTER

www.snoblad.com
Tel: 0161 246 6016



SPEAR & JACKSON



Contact Us:

Tel: 0114 281 4242

Fax: 0114 281 4252

Twitter: @spearandjackson

www.spear-and-jackson.com

sales@spear-and-jackson.com

For over 250 years, people have trusted the lasting performance & great results achieved with Spear & Jackson's high quality garden, hand & contractor tools.

Spear & Jackson
Since 1760

ABITQUACKERS



ONLINE BROCHURE
AND PRICE LIST
www.ABitQuackers.com/brochure
Password: nothingventured



POSTAL BROCHURE
AND PRICE LIST
Call John on 02380 769455 or
Email:
info@ABitQuackers.com



franchi®

Locksmith & Key Cutting Service
Architectural Ironmongery & Security Hardware
Professional & DIY Hand & Power Tool Sales
Screws, Fixings & General Building Products
Contract Architectural Ironmongery

Franchi plc

Head Office & Sales
278 Holloway Road
London N7 6NE
Tel. 020 7607 2200
Fax. 020 7700 4050

also at

144-146 Kentish Town Road
London NW1 9QB
Tel. 020 7267 3138
Fax. 020 7485 4637

329-331 Gray's Inn Road
London WC1X 8PX
Tel. 020 7278 8628
Fax. 020 7833 9049

Contracts Department
Unit 3c 3-11 Imperial Road
London SW6 2AG
Tel. 020 7384 3339
Fax. 020 7371 5094

www.franchi.co.uk
email. info@franchi.co.uk



0800 176 176



SUTTONS SEEDS
Tel: 07895184395
francijn.suermondt@suttons.co.uk
Web: www.suttons.co.uk

For over 200 years Suttons have produced quality products for their customers through innovation, creativity and the knowledge from their top horticultural managers. For 2016 the Suttons team look forward to bringing you exciting super new products such as seeds, plants (including James Wong range), grafted 'turbo' vegetables and personalised crates

SPEAR & JACKSON

www.neilltools.com
sales@neill-tools.co.uk
Tel: 0114 281 4242

SUTTONS CONSUMER PRODUCTS LTD

www.suttons.co.uk
retail@suttons.co.uk
Tel: 01803 696300

THREESIXTY INNOVATION LIMITED

www.360innovation.co.uk
sales@360innovation.co.uk
Tel: 01623492500

YOUNGMAN GROUP

www.youngmanaccess.com
sales@youngmangroup.com
Tel: 01621 745900

ZEP UK LIMITED

www.desolvit.co.uk
enquiries@desolvit.co.uk
Tel: 0151 422 1000

Garden & Conservatory Furniture

BARLOW TYRIE

www.teak.com
info@teak.com
Tel: 01376 557 600

DARO LTD

www.daro-cane.co.uk
sales@darocane.co.uk
Tel: 01604 758989

DUNRICH LTD

www.beanbagpeople.co.uk
salesdunrich@aol.com
Tel: 01283 211011

FAULKS & CO LTD

www.tubtrugs.com
sales@faulks.co.uk
Tel: 01455 848 184

FIRMANS DIRECT LTD

www.firmanleisure.co.uk
enquiries@firmansdirect.com
Tel: 01323 430043

FLORELLE IMPORT CO

Tel: 01484 353000

JARDINE LEISURE

www.jardineleisure.co.uk
info@jardineleisure.co.uk
Tel: 01952 432908

NEPTUNE CLASSICS

www.neptune.co.uk
info@neptune.co.uk
Tel: 01793 881144

PACIFIC LIFESTYLE LIMITED

www.pacific-lifestyle.co.uk
sales@pacific-lifestyle.co.uk
Tel: 01484 642115

PAVILION RATTAN LTD.

www.pavilionrattan.co.uk
sales@pavilionrattan.co.uk
Tel: 01623 847030

RONDEAU LEISURE

www.rondeauleisure.com
sales@rondeauleisure.com
Tel: 1782374134

Garden Gifts

ABITQUACKERS

www.abitquackers.com
abitquackers@hotmail.co.uk
Tel: 07728 377 261

BELL AND BARKER LTD

www.bellandbarker.com
info@bellandbarker.com
Tel: +44 (0)1325 240 560

CINNAMON HOME LTD

www.cinnamonhome.co.uk
sales@cinnamonhome.com
Tel: 01226 791655/07980 308833

COMPLETE GARDENS CD-ROM LTD

www.complete-gardens.co.uk
neil@complete-gardens.co.uk
Tel: 01865 512 561

DCUK

www.theduckcompany.co.uk
mail@theduckcompany.co.uk
Tel: 01803 866316

DOWN AMONGST THE PLANT POTS

www.plantpots.info
plantpots@globalnet.co.uk
Tel: 01246 470777

ELGATE PRODUCTS

www.elgate.co.uk
guy.askew@elgate.co.uk
Tel: 01843 609200

FIKKERTS LTD

www.fikkerts.com
sales@fikkerts.co.uk
Tel: 01535 692500

FLOCK-FOLLIES

jayne@tarasun.co.uk
Tel: 01326 221750

LUCAS GARDEN STATUARY

www.lucasstone.com
trade@lucasstone.com
Tel: 01273 494941

NAVIGATE LTD

www.navigate.ltd.uk
sales@navigate.ltd.uk
Tel: 01279 653 249

NETHER WALLOP TRADING CO LTD

www.netherwalloptrading.com
sales@netherwalloptrading.com
Tel: 01264 355553

NUTSCENE LTD

www.nutscene.com
sales@nutscene.com
Tel: 01307 468 589

OILY RAG

www.oilyragfabrics.com
trade@oilyragfabrics.com
Tel: 0137 987 1948

ORCHARD POTTERY

www.orchardpottery.com
orchardpottery@blue-earth.co.uk
Tel: 01822 840740

wooden crates

For your customers . . .



. . . or your in-store merchandising



SUTTONS
SEEDS
Est. 1806



If you're interested in stocking any of our retail products, including crates, tins, seeds and plants, please contact us



01803 696400



retail@suttons.co.uk



www.suttons.com

OUTDOOR ACCENTS LTD

www.decorativebirdhouses.co.uk
info@outdooraccents.co.uk
Tel: 01572 756557

PANOPOLY UK

www.panopoly.co.uk
sales@panopoly.co.uk
Tel: 01249 463193

PETRON SPORTS LTD

www.petron.info
admin@petron.info
Tel: 01296 632573

PLANTO GMBH

www.planto.com
info@planto.com
Tel: 0049 6432 920030

PRET-A-POT LTD

www.pret-a-pot.co.uk
info@pret-a-pot.co.uk
Tel: 01243 641928

SPANISH RINGS

www.spanishrings.com
info@spanishrings.com
Tel: 020 8941 2281

STONE & WATER LTD

www.stoneandwater.co.uk
Tel: 01476 593116

SUTTONS CONSUMER PRODUCTS LTD

www.suttons.co.uk
retail@suttons.co.uk
Tel: 01803 696300

THE CORNISH PIXIE COMPANY LTD

www.thecornishpixiecompany.com
lpw@thecornishpixiecompany.com
Tel: 01288321751

THE NUTTERY LTD

www.thenuttery.com
info@thenuttery.com
Tel: 01923 777111

THE SATCHVILLE GIFT COMPANY

www.thesatchvillegiftcompany.co.uk
info@thesatchvillegiftcompany.co.uk
Tel: 08444 9918123

THREESIXTY INNOVATION LIMITED

www.360innovation.co.uk
sales@360innovation.co.uk
Tel: 01623492500

TURTLE BAGS LTD

www.turtlebags.co.uk
enquiries@turtlebags.co.uk
Tel: 01299 827092

UK WATER FEATURES

Tel: 01226 388889

XYSTOS

www.xystos.co.uk
sales@xystos.co.uk
Tel: 0191 499 1570

Garden Products**3P ENTERPRISE LTD**

www.3penterprise.co.uk
sales@3penterprise.co.uk
Tel: 01594 810990

ABITQUACKERS

www.abitquackers.com
abitquackers@hotmail.co.uk
Tel: 07728 377 261

AGRALAN LTD

www.agralan.co.uk
sales@agralan.co.uk
Tel: 01285 860015

ALEXANDER ROSE

www.alexander-rose.co.uk
sales@alexander-rose.co.uk
Tel: 01444 258931

ANTHONY PETERS MANUFACTURING CO. LTD.

www.anthonypeters.com
cynthiahoggett@anthonypeters.com
Tel: 01664 481882

ARCHITECTURAL HERITAGE

www.architectural-heritage.co.uk
puddy@architectural-heritage.co.uk
Tel: 01386 584414

BELSTANE LTD

www.belstane.com
info@belstane.com
Tel: 01335 372600

BIRD BRAND- R K & J JONES LTD.

www.birdbrand.co.uk
r.jones@birdbrand.co.uk
Tel: 01842 828 101

BLACK COUNTRY METAL WORKS

www.blackcountrymetalworks.co.uk
trade@blackcountrymetalworks.co.uk
Tel: 1691610952

BOSMERE PRODUCTS LTD

www.bosmere.com
sales@bosmere.com
Tel: 01293 586200

BURTON MCCALL

www.burton-mccall.com
sales@burton-mccall.co.uk
Tel: 0116 234 4644

CINNAMON HOME LTD

www.cinnamonhome.co.uk
sales@cinnamonhome.com
Tel: 01226 791655/07980 308833

DOFF PORTLAND LTD

www.doff.co.uk
sales@doff.co.uk
Tel: 1159834322

EARTH CYCLE / WOODHORN GROUP LTD

www.earthcycle.co.uk
info@woodhorngroup.co.uk
Tel: 01243 781730

FEED N LEAVE LTD

www.plantminder.com
sales@plantminder.com
Tel: 01782 717800

GARDEN INNOVATIONS LTD

www.garden-innovations.co.uk
info@garden-innovations.co.uk
Tel: 01903 859100

GARDENA

www.gardena.co.uk
Tel: 0844 844 4558

GARDMAN LTD.

www.gardman.co.uk
sales@gardman.co.uk
Tel: 01406 372237

GOIZPER S. COOP

www.goizper.com
Tel: 0034 94 378 6000

HOZELOCK LIMITED

www.hozelock.com
info@hozelock.com
Tel: 0121 3134242

ISLAND STONE NATURAL ADVANTAGE LTD

www.islandstone.co.uk
sales@islandstone.co.uk
Tel: 0800 0839351

JOHNSONS LAWN SEED

www.johnsonslawnseed.co.uk
info@dlf.co.uk
Tel: 01386 791113

KARCHER UK LTD

www.karcher.de/uk
enquiries@karcher.co.uk
Tel: 01295 752 000

KYOTO BONSAI LTD

www.kyotobonsai.co.uk
sales@kyotobonsai.co.uk
Tel: 01565 723759

LIVING STONE

www.livingstoneuk.com
info@livingstoneuk.com
Tel: 01522 704158

LUCAS GARDEN STATUARY

www.lucasstone.com
trade@lucasstone.com
Tel: 01273 494941

MCCULLOCH

www.0844 844 4558
Tel: 0844 844 4558

OUTDOOR ACCENTS LTD

www.decorativebirdhouses.co.uk
info@outdooraccents.co.uk
Tel: 01572 756557

PLANIT PRODUCTS LTD

www.toastabags.com
caroline@planitproducts.co.uk
Tel: 01684 574797

PLANTO GMBH

www.planto.com
info@planto.com
Tel: 0049 6432 920030

PREMIER DECORATIONS LTD

www.premierdec.com
sales@premierdec.com
Tel: 020 8624 5555

R.D. HAIGH & CO.

www.rdhaigh.com
andrew@rdhaigh.com
Tel: 01484 400032

ROLAWN LIMITED

www.rolawn.co.uk
info@rolawn.co.uk
Tel: 0845 604 6085

ROWLINSON GARDEN PRODUCTS LTD.

www.rowgar.co.uk
sales@rowgar.co.uk
Tel: 01829 261 121

SEAC LTD

www.fiberondecking.co.uk
enquiries@seac.co.uk,
Tel: 0116 288 7719

SMART SOLAR LTD

www.smartsolar.com
sales@smartsolar.com
Tel: 01865 733 770

SNOBLAD MULTI-SHIFTER

www.snoblad.com
Tel: 0161 246 6016

SPANISH RINGS

www.spanishrings.com
info@spanishrings.com
Tel: 020 8941 2281

SPEAR & JACKSON

www.neilltools.com
sales@neill-tools.co.uk
Tel: 0114 281 4242

STONE & WATER LTD

www.stoneandwater.co.uk
Tel: 01476 593116

SUTTONS CONSUMER PRODUCTS LTD

www.suttons.co.uk
retail@suttons.co.uk
Tel: 01803 696300

THE SCOTTS MIRACLE-GRO COMPANY

www.lovethegarden.com
Tel: 01483 410334

TIDYTENT

www.tidytent.com
rob@robmcaster.com
Tel: 01525 382938

UK WATER FEATURES

Tel: 01226 388889

WHAT MORE UK LTD

www.whamproducts.co.uk
sales@whatmoreuk.com
Tel: 01282 687030

WISEACTION LTD

www.wiseaction.com
info@wiseaction.com
Tel: 01424 462300

WOLF STEEL (UK) LTD

www.napoleongrills.co.uk
info@napoleongrills.co.uk
Tel: 01676 522 788

ZELARI PIANTE

www.zeleri.it
Tel: 0039 05 734 45164

SMART SOLAR LTD

www.smartsolar.com
sales@smartsolar.com
Tel: 01865 733 770

UK WATER FEATURES

Tel: 01226 388889

Outdoor Living

ABITQUACKERS

www.abitquackers.com
abitquackers@hotmail.co.uk
Tel: 07728 377 261

ALEXANDER ROSE

www.alexander-rose.co.uk
sales@alexander-rose.co.uk
Tel: 01444 258931

BARLOW TYRIE

www.teak.com
info@teak.com
Tel: 01376 557 600

BELSTANE LTD

www.belstane.com
info@belstane.com
Tel: 01335 372600

BIG K PRODUCTS UK LTD

www.bigk.co.uk
sales@bigk.co.uk
Tel: 01366 501485

BLACK & BLUM

www.black-blum.co.uk
design@black-blum.com
Tel: 020 7633 0022

BLACK COUNTRY METAL WORKS

www.blackcountrymetalworks.co.uk
trade@blackcountrymetalworks.co.uk
Tel: 1691610952

BRAND FUSION

www.brandfusionltd.co.uk/multisports
sports@brandfusionltd.co.uk
Tel: 07973 668 641

EPICUREAN EUROPE LTD.

www.epicureaneurope.co.uk
sales@epicureaneurope.co.uk
Tel: 01590 689161

FIRMANS DIRECT LTD

www.firmanleisure.co.uk
enquiries@firmansdirect.com
Tel: 01323 430043

GANDIA BLASCO, S.A.

www.gandiasblasco.com
info@gandiasblasco.com
Tel: 0034 962911320

Outdoor Lighting

AVALON DESIGN LIGHTING

www.avalondesignlighting.co.uk
sales@avalondesignlighting.co.uk
Tel: 01780 410473

BLACK COUNTRY METAL WORKS

www.blackcountrymetalworks.co.uk
trade@blackcountrymetalworks.co.uk
Tel: 1691610952

JARDINE LEISURE

www.jardineleisure.co.uk
info@jardineleisure.co.uk
Tel: 01952 432908



JACK MURPHY CLOTHING
 Dublin, Ireland
 Tel: +44 (0)1768 867590
 Email: info@jackmurphy.co.uk
 Web: www.jackmurphy.eu

LUCAS GARDEN STATUARY

www.lucasstone.com
trade@lucasstone.com
 Tel: 01273 494941

MAGNUM INTERNATIONAL

www.magnum-international.com
info@magnum-international.com
 Tel: 0091 11 46521794

MARTIN BAXENDELL AGENCIES LIMITED

www.mbagencies.eu
martin@mbagencies.eu
 Tel: 01844 238241

MARVELLS LTD

www.marvells.com
gifts@marvells.com
 Tel: 01939 210 800

Premier
 DECORATIONS LIMITED

One-Stop Shop
 for Outdoor Living!

Tel: 020 8624 5555
 e-mail: sales@premierdec.com
www.premierdec.com

OILY RAG

www.oilyragfabrics.com
trade@oilyragfabrics.com
 Tel: 0137 987 1948

PRESTIGE PET PRODUCTS

www.prestigepets.co.uk
info@prestigepets.co.uk
 Tel: (0)844 879 3205

RONDEAU LEISURE

www.rondeauleisure.com
sales@rondeauleisure.com
 Tel: 1782374134

SEAC LTD

www.fiberondecking.co.uk
enquiries@seac.co.uk
 Tel: 0116 288 7719

SMART SOLAR LTD

www.smartsolar.com
sales@smartsolar.com
 Tel: 01865 733 770

SPANISH RINGS

www.spanishrings.com
info@spanishrings.com
 Tel: 020 8941 2281

TOTSEAT LTD

www.totseat.com
team@totseat.com
 Tel: +44 (0) 131 226 6064

TOY RETAILERS ASSOCIATION

www.dreamtoys.co.uk
enquiries@toyretailersassociation.co.uk
 Tel: 8707537437

TROVER ENTERPRISES LIMITED

www.trovercoats.com
info@trovercoats.com
 Tel: 1481823209

WHITBY & CO

www.whitbyandco.co.uk
sales@whitbyandco.co.uk
 Tel: 01539 721032

WOLF STEEL (UK) LTD

www.napoleongrills.co.uk
info@napoleongrills.co.uk
 Tel: 01676 522 788

Pest Control

DOFF PORTLAND LTD

www.doff.co.uk
sales@doff.co.uk
 Tel: 1159834322

RENTOKIL PRODUITS

www.rentokilproducts.co.uk
products@rentokil.com
 Tel: 01342 332585

Gifts

SPONSORED BY



UK's leading supplier of personalised gifts



For Her



For Him



For Kids



NEW

ONE STOP SHOP FOR PERSONALISED GIFTS



Sales@personalisedmemento.co.uk | 01782 744 900
www.personalisedmemento.co.uk

Alcoholic Drinks

VOM FASS

Tel: 0870 750 0962

Collectables

AM INTERNATIONAL AGENCIES LTD

www.am-international-agencies.com
info@am-international-agencies.com
Tel: 01246 269723

AUTHENTIC MODELS

www.authenticmodels.com
amuk@btconnect.com
Tel: 01403 734 999

BESMO & MO-HOME

www.besmo.com
sales@tilnarart.co.uk
Tel: 01277 362815

DCUK

www.theduckcompany.co.uk
mail@theduckcompany.co.uk
Tel: 01803 866316

ENESCO LTD

www.enesco.co.uk
uksales@enesco.co.uk
Tel: 01228 404022

ERNEST THE BEAR PRODUCTIONS

www.ernestthebeartoys.co.uk
sales@ernestthebeartoys.co.uk
Tel: 01234 72983

FANTASY GIFTS LTD

www.fantasygiftsltd.com
enquiries@fantasygiftsltd.com
Tel: 01606 359111

FLUDES S. H.

www.thejimbambercollection.com
shf@fludes-sh.com
Tel: 01455 230833

HANNAH TURNER

www.hannahturner.co.uk
sales@hannahturner.co.uk
Tel: 0117 9421761

HARTLEY GREENS LEEDS POTTERY

www.leeds-pottery.co.uk
info@hartleygreens.com
Tel: 01782 332492

ISLE OF WIGHT STUDIO GLASS LTD

www.isleofwightstudioglass.co.uk
sales@isleofwightstudioglass.co.uk
Tel: 01983 853526

JJ VAILLANT LTD

www.jjvaillant.com
info@jjvaillant.co.uk
Tel: 0121 3800 720

JO FOR GIRLS

www.joforgirls.co.uk
sales@perthshirejewellery.co.uk
Tel: 01887 820760

LIZ EMTAGE CERAMICS

www.lizemtageceramics.com
liz@lizemtageceramics.com
Tel: 07941416251

PARIDOM COMPANY LTD.

www.elisa.com
harry.goodger@btinternet.com
Tel: 01178346996

ROYAL CROWN DERBY

www.royalcrownderby.co.uk
enquiries@royalcrownderby.co.uk
Tel: 01332 712 800

ROYAL SELANGOR

www.royalselangor.com
nicki@royalselangor.co.uk
Tel: 0207 474 5511

STEEPLETONE PRODUCTS LTD

www.steepletone.com
sales@steepletone.com
Tel: 01869 812828

WILD & WOLF

www.wildandwolf.com
sales@wildandwolf.com
Tel: 01225 789909

Design Led Gifts

ACCENT APS

www.accent.dk
info@accent.dk
Tel: 0045 2087 9049/

AMBASSADOR TEXTILES

www.ambassador-textiles.co.uk
Tel: 0161 624 4167

ASHLEIGH & BURWOOD

www.ashleigh-burwood-trade.co.uk
info@ashleigh-burwood.co.uk
Tel: 01932 267 060

BB DESIGNS EUROPE LTD

www.bbdesignsonline.com
info@bbdesignsonline.com
Tel: 01923 804 805

BLACK & BLUM

www.black-blum.co.uk
design@black-blum.com
Tel: 020 7633 0022

BLUEBELL 33

www.bluebell33.com
info@bluebell33.com
Tel: 01932 506406

BLUEPRINT COLLECTIONS LTD

www.blueprintcollections.co.uk
helen.webster@bluecoll.co.uk
Tel: 0845 217 2400

BOG STANDARD

www.bogstandard.ie
info@bogstandard.ie
Tel: 02890 812145

BRISTOL BLUE GLASS SOUTH WEST

www.bristolblueglass.com
sales@bristolblueglass.com
Tel: 01179 636900

CAVENDISH FRENCH

www.cavendishfrench.com
info@cavendishfrench.com
Tel: 0800 731 4389

CHAPEL YARD POTTERY

www.chapelyard.co.uk
rwilsonpots@surf.free.co.uk
Tel: 01308 455656

CHECKPOINT KIDORABLE

www.checkpointonline.co.uk
sales@checkpointonline.co.uk
Tel: 01423 340904

CHURCHILL CHINA

www.churchillchina.biz
mm@churchillchina.plc.uk
Tel: 01782 577 566

CLAUDIA WIEGAND CREATIVE GLASS DESIGNS

www.claudawiegand.com
claudia@claudawiegand.com
Tel: 07825 729243

CREATURE CLOTHES LTD

www.creatureclothes.com
info@creatureclothes.com
Tel: 01986 875509

DISASTER DESIGNS

Tel: 01323 441 444

DN DESIGNS COLLECTION

www.dndesignscollection.com
info@dndesignscollection.com
Tel: 020 7736 9866

DOODLEBUGZ LTD

www.doodlebugz.co.uk
trade@doodlebugz.co.uk
Tel: 01347 830100

DOWN AMONGST THE PLANT POTS

www.plantpots.info
plantpots@globalnet.co.uk
Tel: 01246 470777

EMILY MORGAN JEWELLERY

www.emily-morgan.co.uk
emily@emily-morgan.co.uk
Tel: 01273 477400

ENVIROSAX LIMITED

www.envirosax.com/uk
uk@envirosax.com
Tel: +44 759 546 6993

EVTHOKIA LTD

www.evthokia.co.uk
info@evthokia.co.uk
Tel: 020 3524 5446

FIONA HOWARD

www.fionahoward.com
fiona@fionahoward.com
Tel: 01273 731646

FLUIDITY DESIGN

www.fluidity-design.co.uk
info@fluidity-design.co.uk
Tel: 07903457862

FREYA DESIGN

www.freyadesign.co.uk
info@freyyadesign.co.uk
Tel: 07913681670

GIFT REPUBLIC

www.giftrepublic.com
sales@giftrepublic.com
Tel: 0845 126 2324

GIFTEDBYNATURE.IE

www.giftedbynature.ie
gina@giftedbynature.ie
Tel: 00 353 14055230

GILCHRIST DESIGNS

www.gilchristdesigns.co.uk
info@gilchristdesigns.co.uk
Tel: 07894 252827

HANNAH TURNER

www.hannahturner.co.uk
sales@hannahturner.co.uk
Tel: 0117 9421761

HEAVEN SENDS

www.heavensends.com
ssaleses
Tel: 0121 351 7457

HEYLAND & WHITTLE

www.heylandandwhittle.co.uk
sales@heylandandwhittle.co.uk
Tel: 01293 863606

HOCKIN & ROBERTS LTD

www.hockinandroberts.com
sales@hockinandroberts.com
Tel: 01726 69718

HOT MUNKEY

www.hotmunkey.co.uk
info@hotmunkey.co.uk
Tel: 0116 2414969

HUNKI DORI

www.hunki-dori.com
info@hunki-dori.com
Tel: 020 8402 8537

IF (THAT COMPANY CALLED)

www.thatcompanycalledif.com
info@thatcompanycalledif.com
Tel: 01751 475757

ILA SECURITY

www.ilasecurity.com
nicole@ilasecurity.com
Tel: 0203 384 7135

ISLE OF WIGHT STUDIO GLASS LTD

www.isleofwightstudioglass.co.uk
sales@isleofwightstudioglass.co.uk
Tel: 01983 853526

JAN CONSTANTINE

www.janconstantine.com
info@janconstantine.com
Tel: 01270 821194

JANIE (KNITTED TEXTILES) LTD

www.janiewithers.co.uk
info@janiewithers.co.uk
Tel: 0115 404616

JANSEN INTERNATIONAL

www.jansenfurniture.co.uk
sam@jansenfurniture.co.uk
Tel: 01673 866616

JERSEY POTTERY

www.jerseypottery.com
enquiries@jerseypottery.com
Tel: 01534 850803

JO HECKETT

www.joheckett.com
jo@joheckett.com
Tel: 07930492746

JOANNE WINDAUS

www.joannewindaus.com
info@joannewindaus.com
Tel: 0049 2114 86641

JOMOVAL

www.jomoval.com
jonathan@jomoval.com
Tel: 01420 511405

K TWO PRODUCTS

www.ktwoproducts.com
info@ktwoproducts.com
Tel: 0131 4679004

KIKKERLAND®



KIKKERLAND

Kikkerland Europe BV, P.O. Box 30240, 3001DE Rotterdam The Netherlands

Tel: +44 203 6089351

Fax: +44 203 6089353

Email: uk@kikkerland.com

Since 1992, the folks at Kikkerland Design have traveled the world in search of original designs for things that can make life more enjoyable. Clever things to intrigue you. Smart things that make everyday tasks easier. And gentle things that make you feel happier when you use them. BE CURIOUS!

LANKA KADE

www.lankakade.co.uk
info@lankakade.co.uk
Tel: 01858 463850

LAUREN MORIARTY

www.laurenmoriarty.co.uk
info@laurenmoriarty.co.uk
Tel: 0207 5311431

LESSER & PAVEY

www.leonardo.co.uk
sales@leonardo.co.uk
Tel: 01322 279225

LITTLE MAN SHOP

www.littlemanshop.com
info@littlemanshop.com
Tel: 07917 084 688

LITTLE SHOP OF LTD.

www.littleshopof.co.uk
info@littleshopof.co.uk
Tel: 020 337 11522

LONDONKILLSME

www.londonkillsme.com
londonkillsme@btopenworld.com
Tel: 020 8316 8663

LSA INTERNATIONAL

www.lsa-international.com
js@lsa-international.co.uk
Tel: 01932 789721

**LITTLE SHOP OF**

Little Shop Of Limited, Simon McLaren, Director, Studio B102 Parkhall Business Centre SE21 8EN

Tel: +44(0)2033711522

Email: simon@littleshopof.co.uk

Web: www.littleshopof.co.uk

Designed like a book and in an range of colours and fabrics, the Little Book of Earrings will keep up to 48 pairs of earrings safe and secure on its softly padded pages ensuring a matching pair is always easy to find. Search online for your nearest stockist or contact us.

MARGO SELBY

www.margoselby.com

info@margoselby.com

Tel: +44 (0) 207 242 6322

MARTICK JEWELLERY

www.martickjewellery.co.uk

martickjewellery@yahoo.co.uk

Tel: 020 7274 0333

MARTIN BAXENDELL AGENCIES LIMITED

www.mbagencies.eu

martin@mbagencies.eu

Tel: 01844 238241

MCLAGGAN SMITH

www.msmugs.com

sales@msmugs.com

Tel: 01389 755655

MELIN TREGWYNT

www.melintregwynt.co.uk/

info@melintregwynt.co.uk

Tel: 1348891225

MORPHEUS GLASS

www.morpheusglass.co.uk

info@morpheusglass.co.uk

Tel: 01695 624182

NICKY THOMSON TEXTILES

www.nickythomson.co.uk

info@nickythomson.co.uk

Tel: 01886 833052

NUTSCENE LTD

www.nutscene.com

sales@nutscene.com

Tel: 01307 468 589

ORCHARD POTTERY

www.orchardpottery.com

orchardpottery@blue-earth.co.uk

Tel: 01822 840740

ORTAK JEWELLERY LTD

www.ortak.co.uk

markintouch@btinternet.com

Tel: 01856 872224

PEACE OF MIND

www.pom925.com

sales@pom925.com

Tel: +44 (0) 1225 777749

PENNY LINDOP DESIGNS

www.pennylindop.com

info@pennylindop.com

Tel: 01953 681990

PRET-A-POT LTD

www.pret-a-pot.co.uk

info@pret-a-pot.co.uk

Tel: 01243 641928

REIKO KANEKO LTD

www.reikokaneko.co.uk

info@reikokaneko.co.uk

Tel: 0207 254 4371

REVOLVE (BY CUTOUTS LIMITED))

www.revolve-uk.com

sales@revolve-uk.com

Tel: 01484 645281

ROCKABYE-BABY

www.rockabye-baby.com

emma@rockabye-baby.com

Tel: 07982 307926

ROCKETT ST GEORGE

www.rockettstgeorge.co.uk

jane@rockettstgeorge.co.uk

Tel: 0208 350 5450

ROYAL SELANGOR

www.royalselangor.com

nicki@royalselangor.co.uk

Tel: 0207 474 5511

STARCHILD

www.starchildshoes.co.uk

info@starchildshoes.co.uk

Tel: 01509 817601

STEEPLETONE PRODUCTS LTD

www.steepletone.com

sales@steepletone.com

Tel: 01869 812828

STRATTON OF MAYFAIR

markintouch@btinternet.com

Tel: 0121 515 5942

TANTRIX PUZZLES & GAMES

www.tantrix.co.uk

info@tantrix.co.uk

Tel: 020 8680 8918

TAY LIGHTING

www.taylighting.com

info@taylighting.com

Tel: 020 8664 7394

TELA BAGS

www.telabags.net

info@telabags.net

Tel: 00351 21 343 2040

THE BATH HOUSE

www.thebathhouseshop.com

enquiries@thebathhouseshop.com

Tel: 01539 621992

THE DRH COLLECTION LIMITED

www.thedrhcollection.com

sales@tdrh.com

Tel: 020 7249 0710

THE MONSTER FACTORY

www.themonsterfactory.com

martin@themonsterfactory.com

Tel: 02078016233

THE STRAWBERRY CARD COMPANY

www.thestrawberrycardcompany.co.uk

sian@thestrawberrycardcompany.co.uk

Tel: 1179732922

THE TEXTILE STUDIO

www.thetextilestudio.co.uk

caroline@thetextilestudio.co.uk

Tel: 7860948404

THINK PINK

www.thinkpinkblue2.com

denise@atelierhomeandgift.co.uk

Tel: 01253 831512

TIMEA SIDO CONTEMPORARY CERAMICS

www.timeasido.co.uk

timea@timeasido.co.uk

Tel: 0044 (0) 77932 33207

TOSH

www.toshworld.com

sales@toshworld.com

Tel: 08450 563 779

TRANSOMNIA LTD

www.transomnia.com

sales@transomnia.com

Tel: 01892 703660

TRISHA NEEDHAM

www.trishaneedham.com

trisha@trishaneedham.com

Tel: 0208 693 3467

GIFTS

WAX ART LTD T/A, STONE GLOW CANDLES

www.stoneglowcandles.co.uk
sales@stoneglowcandles.co.uk
Tel: 020 8595 8878

WESTERGAARD DESIGNS

www.westergaarddesigns.co.uk
info@westergaarddesigns.co.uk
Tel: 7793032470

WILD & WOLF

www.wildandwolf.com
sales@wildandwolf.com
Tel: 01225 789909 wn

ZACK UK LTD

www.zack.eu
zackinfo@aol.com
Tel: 01273 206477

ZPM AND THE TROLLEY - DOLLY (TM)

www.zpm.com
info@zpm.com
Tel: 2034223077

Eco-Gifts

BESMO & MO-HOME

www.besmo.com
sales@tilnarart.co.uk
Tel: 01277 362815

CHALMOR LIMITED

www.chalmor.co.uk
info@chalmor.co.uk
Tel: 0844 3511199

DEMEC LTD

www.demecjewellers.com
info@demecjewellers.com
Tel: 020 8579 9206

ENVIROSAX LIMITED

www.envirosax.com/uk
uk@envirosax.com
Tel: +44 759 546 6993

ESSENTIAL SPIRIT

www.essentialspirit.co.uk
marina@essentialspirit.co.uk
Tel: 013873 73282

FAIRWIND

www.fairwindonline.com
info@fairwindonline.com
Tel: 08451960256

GREEN RABBIT

www.greenrabbit.co.uk
info@greenrabbit.co.uk
Tel: 01684 274755

GRETA BLUE

www.gretablue.co.uk
info@gretablue.co.uk
Tel: 02082815500

JUTEXPO LIMITED

www.jutexpo.co.uk
info@jutexpo.co.uk
Tel: 01386 834777

NETHER WALLOP TRADING CO LTD

www.netherwalloptrading.com
sales@netherwalloptrading.com
Tel: 01264 355553

PURE

www.pure.com
tradesales@pure.com
Tel: 01923 260 511

RAW GAIA

www.rawgaia.com
info@rawgaia.com
Tel: 01273 311 476

REVOLVE (BY CUTOUTS LIMITED))

www.revolve-uk.com
sales@revolve-uk.com
Tel: 01484 645281

SHARED EARTH

www.sharedearth-trade.co.uk
sales@sharedearth.co.uk
Tel: 01904 655314

THE CORNISH PIXIE COMPANY LTD

www.thecornishpixiecompany.com
lpw@thecornishpixiecompany.com
Tel: 01288321751

TINK MANUFACTURING LTD T/AS NOONOO,

FLAGSANDBUNTINGGALORE
www.noonoodesign.com
goodies@noonoodesign.com
Tel: 07977 631393

TRAIDCRAFT

www.traidcraft.co.uk
sales@traidcraft.co.uk
Tel: 0191 491 0591

TURTLE BAGS LTD

www.turtlebags.co.uk
enquiries@turtlebags.co.uk
Tel: 01299 827092

Food Gifts

FUDGE KITCHEN

www.fudgekitchen.co.uk
info@fudgekitchen.co.uk
Tel: 01303 864 400

HF CHOCOLATES

www.hfchocolates.co.uk
sales@hfchocolates.co.uk
Tel: 01908 315 003

HOUSE OF SARUNDS

www.sarunds.co.uk
Tel: 01258 457430

NEW ENGLISH TEAS LTD

www.newenglishteas.com
sales@newenglishteas.com
Tel: 0247 669 1414

PAXTON & WHITFIELD

www.paxtonandwhitfield.co.uk
wholesale@paxtonandwhitfield.co.uk
Tel: 01451 823 460

STYLISH WHISKY

www.stylishwhisky.com
Tel: 01698 422000

THE GOLDEN CASKET GROUP

www.millionssweets.co.uk
enquiries@goldencasket.co.uk
Tel: 01475 721099

UNCLE ROY'S COMESTIBLE CONCOCTIONS

www.uncleroys.co.uk
uncleroy@uncleroys.co.uk
Tel: 01683 221076

VOM FASS

Tel: 0870 750 0962

Gadgets

2TECH LTD

www.2techvisuals.co.uk
info@2techvisuals.co.uk
Tel: +44 207 978 6828

CREAM SUPPLIES

www.creamsupplies.co.uk/trade
tradesales@creamsupplies.co.uk
Tel: 0845 226 3024

EPICUREAN EUROPE LTD.

www.epicureaneurope.co.uk
sales@epicureaneurope.co.uk
Tel: 01590 689161

EXAKT PRECISION TOOLS

www.exakt.eu
sales@exakt.eu
Tel: 01467 633800

FAMILY OF FUN

Tel: 01234 242474

HAB INTERNATIONAL

www.habdirect.co.uk
sales@habdirect.co.uk
Tel: 01926 816100

LIFEMAX LTD

www.lifemaxuk.co.uk
Tel: 01635 874323

NATURAL SLEEP INNOVATIONS

www.babydreammachine.com
graham@naturalsleepinnovations.co.uk
Tel: 0844 5450 500

NESPRESSO UK LTD

www.nespresso.com
Tel: 020 8846 3300

PETRON SPORTS LTD

www.petron.info
admin@petron.info
Tel: 01296 632573

SENTRYSAFE UK LTD

www.sentrysafe.co.uk
ca.eu@sentrysafe.com
Tel: 01234 214040

STEEPLETONE PRODUCTS LTD

www.steepletone.com
sales@steepletone.com
Tel: 01869 812828

TRUE BRANDS LTD

www.trueutility.com
james@trueutility.com
Tel: 01202 768883

VARTA CONSUMER BATTERIES

www.varta-consumer.co.uk
varta.consumer@eu.spectrumbrands.com
Tel: 1619473000

General Gifts

ACTIVITY SUPERSTORE

www.activitysuperstore.com
marketing@activitysuperstore.com
Tel: 01763 264500

ALLANGRANGE PRINTS

www.allangrange.co.uk
enquiries@allangrange.co.uk
Tel: 01752845297

ANNAMARIA S

www.annamarias.co.uk
anna@annamarias.co.uk
Tel: 07770 865196

BLUEPRINT COLLECTIONS LTD

www.blueprintcollections.co.uk
helen.webster@bluecoll.co.uk
Tel: 0845 217 2400

BRISTOL BLUE GLASS SOUTH WEST

www.bristolblueglass.com
sales@bristolblueglass.com
Tel: 01823 652500

CARTAMUNDI

www.cartamundi.com
retail@cartamundi.co.uk
Tel: 01268 511 522

CLEVER LITTLE IDEAS LTD

www.cleverlittleideas.com
info@cleverlittleideas.com
Tel: (0) 20 77 345678

DCUK

www.theduckcompany.co.uk
mail@theduckcompany.co.uk
Tel: 01803 866316

DISASTER DESIGNS

Tel: 01323 441 444

ENESCO LTD

www.enesco.co.uk
uksales@enesco.co.uk
Tel: 01228 404022

F&W MEDIA INTERNATIONAL

www.fwmedia.co.uk
enquiries@fwmedia.co.uk
Tel: 01626323200

FAIR TRADE OUT OF AFRICA

www.fairtradeoutofafrica.com
sales@fairtradeoutofafrica.com
Tel: 01883 340951

GIBSONS

www.gibsonsgames.co.uk
sales@gibsonsgames.co.uk
Tel: 0208 6618866

GIFT REPUBLIC

www.giftrepublic.com
info@thatcompanycalledif.com
Tel: 0845 126 2324

GINGER FOX

www.gingerfox.co.uk
sales@gingerfox.co.uk
Tel: 01242 821 320

GUND UK LTD

www.enesco.co.uk
uksales@enesco.co.uk
Tel: 01228 404022

HAMPTON FRAMES LIMITED

www.hamptonframes.com
info@hamptonframes.com
Tel: 0845 643 2006

HEYLAND & WHITTLE

www.heylandandwhittle.co.uk
sales@heylandandwhittle.co.uk
Tel: 01293 863606

HOT MUNKEY

www.hotmunkey.co.uk
info@hotmunkey.co.uk
Tel: 0116 2414969

Hampton
frames

**HAMPTON FRAMES LTD**

The Grain Store, Elkington
Northampton NN6 6NL
Tel: 0845 643 2006
Fax: 0845 643 2336
sales@hamptonframes.com
www.hamptonframes.com

Hampton is the leading seller of high quality photo frames in the UK. Photo albums and scrapbooks are also available in some great designs. In addition we offer a very wide range of certificate frames up to A1 size. Good stock availability, fast delivery and efficient, friendly customer service guaranteed.

HOUSE OF SARUNDS

www.sarunds.co.uk
Tel: 01258 457430

IF (THAT COMPANY CALLED)

www.thatcompanycalledif.com
info@thatcompanycalledif.com
Tel: 01751 475757

IMAGINATION GAMES

www.imaginationgames.com
david.snow@imaginationgames.com
Tel: 01270 619100

JOBSWORTHCARDS.CO.UK

www.jobsworthcards.co.uk
info@jobsworthcards.co.uk
Tel: 0845 2777049

KOZIOL™ IDEAS FOR FRIENDS GMBH

www.koziol.de
info@koziol.de
Tel: 0049 6062 604 289

KYOTO BONSAI LTD

www.kyotobonsai.co.uk
sales@kyotobonsai.co.uk
Tel: 01565 723759

LESSER & PAVEY

www.leonardo.co.uk
sales@leonardo.co.uk
Tel: 01322 279225

GIFTS

LOVE LAMMIE

www.lovelammie.co.uk
info@lovelammie.co.uk
Tel: 01548 844840

MANDARIN ARTS LTD

www.mandarinarts.co.uk
info@mandarinarts.co.uk
Tel: 01873 812255

MARVELLS LTD

www.marvells.com
gifts@marvells.com
Tel: 01939 210 800

MOORE & MOORE DESIGN LTD.

www.mooreandmooretextiles.com
sales@mooreandmooretextiles.com
Tel: 01884 860 900

ORTAK JEWELLERY LTD

www.ortak.co.uk
markintouch@btinternet.com
Tel: 01856 872224

OTTER HOUSE LTD

www.otterhouse.co.uk
sales@otterhouse.co.uk
Tel: 01392 427333

PANOPOLY UK

www.panopoly.co.uk
sales@panopoly.co.uk
Tel: 01249 463193



MANDARIN ARTS LTD

Tel: 01873 812255
Email: info@mandarinarts.co.uk
Web: www.mandarinarts.co.uk

Once you have looked at our exciting new range of lamps, such as this splendid general jar with a beady-eyed dragon, take a glance at our oriental tableware, teaset, dolls, mahjong, netsukes, wooden curio stands, scroll pictures, terracotta warriors, buddhas, fans, parasols, lanterns and Chinese New Year products.

PEARTREE HEYBRIDGE LTD

www.peartheheybridge.co.uk
sales@peartheheybridge.co.uk
Tel: 01423 876311

PEDAL BOWL PRODUCTS LTD

www.pedalbowl.co.uk
mail@jimrokos.com
Tel: 2075897935

PEEL & SARDINE

www.peelcards.co.uk
contact@peelcards.co.uk
Tel: 1664464009

PINDER BROS LTD

www.pinder.co.uk
sales@pinder.co.uk
Tel: 0114 275 2277

POSH PAWS INTERNATIONAL

www.poshpawsinternational.co.uk
sales@poshpawsinternational.co.uk
Tel: 01268 567317

PRODUCTION LINE LTD

www.theprocrastinator.co.uk
info@production-line.co.uk
Tel: 029 2061 2221

R.D. HAIGH & CO.

www.rdhaigh.com
andrew@rdhaigh.com
Tel: 01484 400032

RAVENS DEN PLC

www.ravensden.co.uk
office@ravensden.co.uk
Tel: 01933 356221

REALLY GOOD

www.reallygoodtrade.com
Tel: 01235 537888

SCISSAL - FURNITURE FOR DOGS & CATS

www.scissal.co.uk
info@scissal.co.uk
Tel: 0870 780 9967

SENTI

www.senti.co.uk
info@senti.co.uk
Tel: 020 8947 5179

STYLISH WHISKY

www.stylishwhisky.com
Tel: 01698 422000

TALBOT FASHIONS

www.talbotfashions.com
info@talbotfashions.com
Tel: 01273 776 415

Gift Experiences

ACTIVITY SUPERSTORE

www.activitysuperstore.com
marketing@activitysuperstore.com
Tel: 01763 264500

WINESHARE

www.wineshare.co.uk
info@wineshare.co.uk
Tel: 1329836201



ENESCO

Enesco Limited, Brunthill Road, Kingstown, Carlisle, CA3 0EN
Tel: 01228 404022

Email: uksales@enesco.co.uk
Web: www.enesco.co.uk

The Lolita glassware brand, known and loved for its artistic, festive and fun designs has joined the Enesco family. The exciting new collaboration will see fresh designs for the hand painted glassware collection famed for its mouth-watering cocktail recipes on the bottom of each wine glass.



UK GIFT CARD & VOUCHER ASSOCIATION

Tel: 0207 692 0636
Email: info@ukgcva.co.uk
Web: www.ukgcva.co.uk

Gifts

A T CROSS

www.cross.com
nshepherd@cross.com
Tel: 01582 422 793

ABRAMS AND CHRONICLE BOOKS

erobertson@abramsandchronicle.co.uk
Tel: 0207 713 2064

Hampton

frames



Hampton Frames is the UK's leading specialist in photo frames. We supply only the best quality products for the consumer to display their treasured photographs. The huge increase in image output over recent years has made photo frames a very strong retail category. From simple silver plated frames to multi-apertures to shabby chic there is something for every consumer. Contact us for a large selection of products supported by fast delivery and great customer service.

Hampton Frames Ltd. The Grain Store, Elkington, Northampton NN6 6NL
Tel - 0845 643 2006 Fax - 0845 643 2336 Email - sales@hamptonframes.com Web - www.hamptonframes.com

Hampton
frames

Hampton
albums

inspire
frames



ADRIANA'S GIFT COLLECTION

www.adrianasgiftcollection.com
adrianadimascio@eircom.net
Tel: 00353-87-97 87 326

ARGENTEUS JEWELLERY

www.argenteus.co.uk
imid@argenteus.co.uk
Tel: 01865 840810

ARORA DESIGN

www.arora-design.co.uk
sales@arora-design.co.uk
Tel: 01386 861666

ASHLEIGH & BURWOOD

www.ashleigh-burwood-trade.co.uk
info@ashleigh-burwood.co.uk
Tel: 01932 267 060

BB DESIGNS EUROPE LTD

www.bbdesignsonline.com
info@bbdesignsonline.com
Tel: 01923 804 805

BOMB COSMETICS

www.bombcosmetics.co.uk
sales@bombcosmetics.co.uk
Tel: 01202 859059

BRAINSTORM LTD

www.brainstormltd.co.uk
sales@brainstormltd.co.uk
Tel: 01200 445113

BRITISH TAGS LTD

www.britishtags.co.uk
mail@britishtags.co.uk
Tel: 01483 569237

CANDLELIGHT PRODUCTS LTD

www.candlelight.co.uk
info@candlelight.co.uk
Tel: 01709 723000

CLASSIC CANES LIMITED

www.classiccanes.co.uk
info@classiccanes.co.uk
Tel: 01460 75686

CREAM SUPPLIES

www.creamsupplies.co.uk/trade
tradesales@creamsupplies.co.uk
Tel: 0845 226 3024

CULINARY CONCEPTS (LONDON) LTD

www.culinaryconceptshome.com
trade@culinaryconcepts.co.uk
Tel: 01252 852235

CW SELLORS

Tel: 01335 346561

DEFINE HOME ACCESSORIES (JENDICO LTD)

www.definehome.com
sales@definehome.com
Tel: 01858 464 888

DI PALOMO

www.dipalomo.com
robt@dipalomo.com
Tel: 1803612772

DMC CREATIVE WORLD

www.dmccreative.co.uk
sales@dmccreative.co.uk
Tel: 0116 275 4000

DOTCOMGIFTSHOP

www.dotcomgiftshop.com
customerservices@dotcomgiftshop.com
Tel: 020 8746 2473

DSL LICENSING LTD

www.dsldesign.co.uk
sales@dsldesign.co.uk
Tel: +44 (0) 333 7000 001

DUNOON CERAMICS

www.dunoonmugs.co.uk
sales@dunoonmugs.co.uk
Tel: 01785 817414

EDWIN JAGGER LTD

www.edwinjagger.com
enquiries@edwinjagger.com
Tel: 0114 275 3739

ELGATE PRODUCTS

www.elgate.co.uk
guy.askew@elgate.co.uk
Tel: 01843 609200

FAIRWIND

www.fairwindonline.com
info@fairwindonline.com
Tel: 08451960256

FAMILY OF FUN

Tel: 01234 242474

FLORELLE IMPORT CO

Tel: 01484 353000

FLUDES S. H.

www.thejimbambercollection.com
shf@fludes-sh.com
Tel: 01455 230833

GIFT REPUBLIC

www.giftrepublic.com
sales@giftrepublic.com
Tel: 0845 126 2324

GLASKOCH B. KOCH JR. GMBH & CO. KG / LEONARDO

www.leonardo.de
mathiasfeldmann@leonardo.de
Tel: 0049 5253 86 477

GRAFTON INTERNATIONAL

www.gaftons.co.uk
sales@gaftons.co.uk
Tel: 01827 280080

GUND UK LTD

www.enesco.co.uk
uksales@enesco.co.uk
Tel: 01228 404022

HALLIGAN RABY LTD

www.halliganraby.co.uk
sales@halliganraby.co.uk
Tel: 0121 4531741

HOT MUNKEY

www.hotmunkey.co.uk
info@hotmunkey.co.uk
Tel: 0116 2414969

HOUSE OF CRAFTS LIMITED

www.houseofcrafts.co.uk
info@houseofcrafts.co.uk
Tel: 0116 278 0748

HOUSE OF SARUNDS

www.sarunds.co.uk
Tel: 01258 457430

ICHF EVENTS

www.ichf.co.uk
info@ichf.co.uk
Tel: 01425272711

INCH BLUE

www.inch-blue.com
sales@inch-blue.com
Tel: 01495 311123

JJ VAILLANT LTD

www.jjvaillant.com
info@jjvaillant.co.uk
Tel: 0121 3800 720

JOMANDA

www.jomanda.co.uk
jo.holland@jomanda.co.uk
Tel: 0116 259 9800

K TWO PRODUCTS

www.ktwoproducts.com
info@ktwoproducts.com
Tel: 0131 4679004

KONPLOTT / MIRANDA

KONSTANTINIDOU
www.konplott.com
brumley@konplott.com
Tel: 01303 764297

LEATHER GUILD

www.leatherguild.co.uk
sales@leatherguild.co.uk
Tel: 01436 677442

LESTA PACKAGING PLC

www.lestapackaging.co.uk
enquiries@lestapackaging.co.uk
Tel: 0116 262 4449



LESSER & PAVEY
Tel: 01322 279225
Fax: 01322 279586
Email: sales@leonardo.co.uk
Web: www.leonardo.co.uk

LINDA MACDONALD JEWELLERY

www.lindamacdonaldjewellery.com
info@lindamacdonaldjewellery.com
Tel: 01389 841848

LITTLE SHOP OF LTD.

www.littleshopof.co.uk
info@littleshopof.co.uk
Tel: 020 337 11522

LUCKY EYES

www.luckyeyes.co.uk
info@luckyeyes.co.uk
Tel: 020 7529 1401

LUMINARA

www.luminara.co.uk
paul@luminara.co.uk
Tel: 01474 573100

MARIA HELENA SPECTOR JEWELLERY

www.mhspector.co.uk
maria@mhspector.co.uk
Tel: 2072633636

MARTINE WESTER JEWELLERY

www.martinevester.com
contact@martinevester.com
Tel: 0207 3846288

MARVIN'S MAGIC

www.marvinmagic.co.uk
magic@marvinmagic.co.uk
Tel: 01582 849 000

MAURICE MASON WINE SERVICES

www.mmwineservices.com
sales@mmwineservices.com
Tel: 0121 680 8888

MCLAGGAN SMITH

www.msmugs.com
sales@msmugs.com
Tel: 01389 755655

MELAMASTER

www.coleshilldesign.com
sales@coleshilldesign.com
Tel: 024 76724 900

MOCCIS

www.moccis.co.uk
info@moccis.co.uk
Tel: 3335777500

MUMBOJUMBOTOYS

sales@mumbojumbotoys.com
Tel: 020 8563 2888

NAP, INC. BABY CARRIERS

www.sleepywrap.com
info@sleepywrap.com
Tel: 888-567-9727

NUTSCENE LTD

www.nutscene.com
sales@nutscene.com
Tel: 01307 468 589

OMERSA

www.omersa.co.uk
info@omersa.co.uk
Tel: 1526345308

OPAL LONDON

www.opal-london.com
john.poole@opal-london.com
Tel: 020 8450 7834

PARIDOM COMPANY LTD.

www.elisa.com
harry.goodger@btinternet.com
Tel: 01178346996

PARLANE INTERNATIONAL

www.parlaneinternational.co.uk
sales@parlane.co.uk
Tel: (0) 1451 812 700



PEEL & SARDINE

Tel: 01664 464 009
Email: contact@peelcards.co.uk
Web: www.peelcards.co.uk

PICTURE CASE

www.37ashgrove
info@picturecase.co.uk
Tel: 1371878047

REALLY GOOD

www.reallygoodtrade.com
Tel: 01235 537888

RYLAND PETERS AND SMALL

www.rylandpeters.com
info@rps.co.uk
Tel: 020 7025 2200

SEADRAGON PUBLISHING

www.seadragonpublishing.co.uk
info@seadragonpublishing.co.uk
Tel: 01603 490054



PERSONALISED MEMENTO

Tel: 01782 744 900
Sales@personalisedmemento.co.uk
www.personalisedmemento.co.uk

PMC are the UK's leading supplier of personalised gifts. They are the one stop shop for e-commerce and high street retailers, supplying a huge range of traditional and on trend gifts. All products are designed in-house and drop-shipped to order, catering for all occasions throughout the year.

Success at your fingertips



AT THE HEART OF THE GIFT AND
HOME INDUSTRY SINCE 1947

The Giftware Association is here to **help you thrive** within the **gift and home industry**.

Our membership is made up from a mutually supportive network of retailers, suppliers, designers and craftworkers of all sizes, and we work collectively to pass on to you a huge number of relevant savings, benefits and services to **save you both time and money**.

- **Exclusive member product offers and discounts** allow you to try new and innovative products for less.
- **Free, confidential and specialist advice** will ensure you stay ahead of the game.
- **Specialist legal advice and a legal protection insurance scheme worth up to £100,000** can safe-guard you from industry pitfalls.

Plus much more...

We promise you're just one phone call or email away from finding someone who can help, no matter your needs. **So get in touch and see what we can do for you.**

www.ga-uk.org

enquiries@ga-uk.org

The Giftware Association

The_GA_UK

0121 237 1104



Visit us at trade fairs throughout the year!

We are exhibiting at Spring Fair, Home & Gift, and Autumn Fair. **Subscribe to the GA Lifestyle App** for discounts from GA suppliers at these fairs.



**2014-15
WORLD
Hot Sauce AWARDS
5 AWARDS**



**2001-15
GREAT
TASTE AWARDS
36 AWARDS**



SOME MASTERPIECES

By Uncle Roy

See www.uncleroys.co.uk

SHARED EARTH

www.sharedearth-trade.co.uk
sales@sharedearth.co.uk
Tel: 01904 655314

STONE MARKETING

www.stonemarketing.com
sales@stonegift.com
Tel: 01732 771771

SUKI GIFTS INTERNATIONAL

www.sukigifts.com
happytohelp@sukigifts.com
Tel: 01733 842431

TEMPEST DESIGNS

www.tempestdesigns.co.uk
enquiries@tempestdesigns.co.uk
Tel: 01656 842102

THE GOLDEN CASKET GROUP

www.millionssweets.co.uk
enquiries@goldencasket.co.uk
Tel: 01475 721099

THE MONSTER FACTORY

www.themonsterfactory.com
martin@themonsterfactory.com
Tel: 02078016233

THE PERSONALISED MEMENTO COMPANY

www.personalisedmemento.co.uk
sales@personalisedmemento.co.uk
Tel: 01782 744900

THE WRITING DESK LTD

www.thewritingdesk.co.uk
enquiries@thewritingdesk.co.uk
Tel: 01284 752117

TONY FERNANDES

www.tonyfernandesdesign.com
Tel: 0114 262 0899

TOSH

www.toshworld.com
sales@toshworld.com
Tel: 08450 563 779

TOTES ISOTONER UK LTD

Tel: 01277 630277

TOTSEAT LTD

www.totseat.com
team@totseat.com
Tel: +44 (0) 131 226 6064

TOTTERING - BY - GENTLY

www.tottering.com
daffy@tottering.com
Tel: 01732 866041

TREGAWNE GIFTWARE

www.tregawne.co.uk
sales@tregawne.co.uk
Tel: 01386 861800

UNI-COM(GLOBAL) LTD

www.uni-com.co.uk
info@uni-com.co.uk
Tel: 01732 865238

WELLAS

www.wellas.co.uk
info@wellas.co.uk
Tel: 020 8542 5337

WESTERGAARD DESIGNS

www.westergaarddesigns.co.uk
info@westergaarddesigns.co.uk
Tel: 7793032470

WIREWORKS

www.wireworks.co.uk
Tel: 020 7586 6902

Home Fragrance

DI PALOMO

www.dipalomo.com
robt@dipalomo.com
Tel: 1803612772

HOUSE OF PROVENCE

www.houseofprovidence.co.uk
peter@houseofprovidence.co.uk
Tel: 00447479 212869

KENNETH TURNER LTD

www.kennethturner.com
customer.services@kennethturner.com
Tel: +44 (0) 844 567 1000



ScentChips

The Original
"Create Your Own Fragrance"
Wax Melts
release a Wonderful and Intense
aroma when melted in a ScentBurner.

With 90 fragrances the
ScentChips Pick + Mix concept
gives customers a fun and interactive
shopping experience for all ages

ScentChips UK

Devonpark Mills
Alexandra Street
Tillicoultry FK13 6HP
Tel/Fax 01259 751009
e: service.uk@worldofscentchips.com

Souvenirs

AURORA WORLD UK LTD

www.yoohooofriends.com
info@auroraworld.co.uk
Tel: +44 (0)1256 374 260

CHANNEL ISLAND TOYS (LAURENCE DEANE LTD)

www.channel-teddy.co.uk
sales@channel-teddy.co.uk
Tel: 01481 723871

CUSTOM PHOTO MAGNETS COMPANY

www.custom-photo-magnets.com
sales@customphotomagnets.com
Tel: 01628 622059

ELGATE PRODUCTS

www.elgate.co.uk
guy.askew@elgate.co.uk
Tel: 01843 609200

NEW ENGLISH TEAS LTD

www.newenglishteas.com
sales@newenglishteas.com
Tel: 0247 669 1414

TOSH

www.toshworld.com
sales@toshworld.com
Tel: 08450 563 779

Special Occasion Gifts

A T CROSS

www.cross.com
nshepherd@cross.com
Tel: 01582 422 793

ACTIVITY SUPERSTORE

www.activitysuperstore.com
marketing@activitysuperstore.com
Tel: 01763 264500

ADRIANA'S GIFT COLLECTION

www.adrianasgiftcollection.com
adrianadimascio@eircom.net
Tel: 00353- 87- 97 87 326

BRISTOL BLUE GLASS SOUTH WEST

www.bristolblueglass.com
sales@bristolblueglass.com
Tel: 01823 652500

CW SELLORS

Tel: 01335 346561

DAVID PETERSON CLOCKS

www.dpclocks.co.uk
sales@dpclocks.co.uk
Tel: 0118 947 1405



HEYLAND & WHITTLE

SOAP & HERBAL
MERCHANTS



Put some Sparkle in your Spring

sales@heylandandwhittle.co.uk

01293 525825

ScentChips®
The Original
Fragrant
Wax Melts



ScentPearls
Fragrant Silicon Pearls



ScentOils & ScentLamps
Oils for Catalytic Stone
Lamps



ScentBurners
over 100 Design/Colour
Variations

Innovative Home Fragrance
products from Wax Melts to
ScentCrush

Display stands available to suit
any size of store

POS to promote ScentChips
to your customers.

ScentChips UK
Devonpark Mills
Alexandra Street
Tillicoultry
FK13 6HP

Tel/Fax 01259 751009
e-mail

service.uk@worldofscentschips.com

www.worldofscentschips.com/uk/en



*I've got
a crush
on you*

SCENTCRUSH
CREATE YOUR OWN
FRAGRANT
CANDLE

ScentCrush
Create your own
Scented Candle

JH DESIGNPOINT



Suppliers and designers
of hand made English
bone china vases

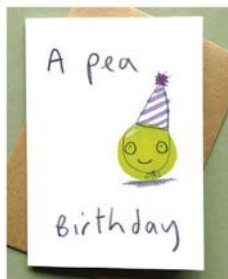
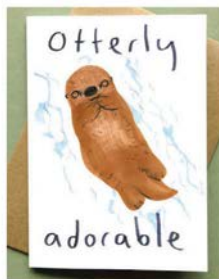


Wide variety of exclusive bone china mugs

Contact: enquiries@jhdesignpoint.net
www.jhdesignpoint.net

jo clark design

Beautifully illustrated products to make you smile



Cute cards for all occasions, art prints ceramic mugs and much more.
All products designed and produced in the UK.

New Limited Edition Children's picture book 'Hehehe Hyena' signed and numbered by illustrator and author Jo Clark.

contact@joclarkdesign.co.uk

www.joclarkdesign.co.uk

follow us @joclarkdesign



ENESCO LTD

www.enesco.co.uk
uksales@enesco.co.uk
Tel: 01228 404022

FREYA DESIGN

www.freyadesign.co.uk
info@freyaedesign.co.uk
Tel: 07913681670

GIFTEDBYNATURE.IE

www.giftedbynature.ie
gina@giftedbynature.ie
Tel: 00 353 14055230

GLOBAL (A W JAN)

www.globalcrackersandparty.co.uk
globalparty@btconnect.com
Tel: 0845 2500 624

ISLE OF WIGHT STUDIO GLASS LTD

www.isleofwightstudioglass.co.uk
sales@isleofwightstudioglass.co.uk
Tel: 01983 853526

JASON PRODUCTS LTD

www.jasonproducts.com
Tel: +64 9 845 3777

JO HECKETT

www.joheckett.com
jo@joheckett.com
Tel: 07930492746

METRO SOFT TOYS LTD

www.metrosofttoys.co.uk
sales@metrosofttoys.co.uk
Tel: 01845 525525

NATURAL SLEEP INNOVATIONS

www.babydreammachine.com
graham@naturalsleepinnovations.co.uk
Tel: 0844 5450 500

NATURES PUREST

www.naturespurest.co.uk
charlotte@naturespurest.co.uk
Tel: 0116 279 2901/2961

OMERSA

www.omersa.co.uk
info@omersa.co.uk
Tel: 1526345308

OUTDOOR ACCENTS LTD

www.decorativebirdhouses.co.uk
info@outdooraccents.co.uk
Tel: 01572 756557

PINDER BROS LTD

www.pinder.co.uk
sales@pinder.co.uk
Tel: 0114 275 2277

POSH PAWS INTERNATIONAL

www.poshpawsinternational.co.uk
sales@poshpawsinternational.co.uk
Tel: 01268 567317

ROCKETT ST GEORGE

www.rockettstgeorge.co.uk
jane@rockettstgeorge.co.uk
Tel: 0208 350 5450

ROWLETT RUTLAND LTD

www.rowlett-toasters.co.uk
retail@rowlettutland.co.uk
Tel: 01372 453633

STUDIO PENS

www.studio-pens.com
ann@studio-pens.com
Tel: 01932 244359

STYLISH WHISKY

www.stylishwhisky.com
Tel: 01698 422000

THE LIGHTHOUSE DRAWING ROOMS

www.lighthousecards.co.uk
sale@lighthousecards.co.uk
 Tel: 028 90643114

THE PERSONALISED MEMENTO COMPANY

www.personalisedmemento.co.uk
sales@personalisedmemento.co.uk
 Tel: 01782 744900

U:KWENZA

sales@ukwenzaco.uk
 Tel: 020 8991 2522

VIVI DESIGNS

www.vividesigns.com
vivi@vividesigns.com
 Tel: 0208 133 7123

VOM FASS

Tel: 0870 750 0962

WAX ART LTD T/A, STONE GLOW CANDLES

www.stoneglowcandles.co.uk
sales@stoneglowcandles.co.uk
 Tel: 020 8595 8878

WIDDOP, BINGHAM & CO LTD

www.widdop.co.uk
sales@widdop.co.uk
 Tel: 0161 688 1200

WINESHARE

www.wineshare.co.uk
info@wineshare.co.uk
 Tel: 1329836201

Traditional Gifts

AM INTERNATIONAL AGENCIES LTD

www.am-international-agencies.com
info@am-international-agencies.com
 Tel: 01246 269723

DERWENT

www.pencils.co.uk
derwent.pencils@acco.com
 Tel: 01900 609590

ETTINGER

www.ettinger.co.uk
info@ettinger.co.uk
 Tel: 020 8877 1616

G B KENT & SONS PLC

www.kentbrushes.com
marcia@kentbrushes.com
 Tel: 01442 232623

GIBSONS

www.gibsonsgames.co.uk
sales@gibsonsgames.co.uk
 Tel: 0208 6618866

Home & Interiors

Bathroom & Accessories

A & H BRASS

www.ahbrass.co.uk
sales@ahbrass.co.uk
Tel: 0207 4021854

AQATA LIMITED

www.aqata.co.uk
sales@aqata.co.uk
Tel: 01455 896500

CHRISTY

www.christy-home.com
sales@christy-towels.com
Tel: 0161 368 1961

CROSSWATER

www.crosswater.co.uk
sales@crosswater.co.uk
Tel: 0345 873 8840

CROYDEX LTD

www.croydex.com
info@croydex.co.uk
Tel: 01264 365881

DORNBRACHT UK LTD

www.dornbracht.com
enquiries@dornbracht.co.uk
Tel: +44 (0) 2476 717129

EKS INTERNATIONAL (UK) LTD

www.eks-int.com
salesuk@eks-france.fr
Tel: 01981 240033

FAMILY SEAT LTD

www.familyseat.com
sales@familyseat.com
Tel: 0845 833 0448

IMPULSE BATHROOM PRODUCTS LTD.

www.impulsebathrooms.co.uk
sales@impulsebathrooms.co.uk
Tel: 0121 328 6824

IMPULSE BATHROOMS

www.impulsebathrooms.com
Tel: 0121 328 6824

JVL HOMEWARE SOLUTIONS

www.jvl.co.uk
sales@jvl.co.uk
Tel: 01422-888555

KERMI UK LIMITED

www.kermi.co.uk
marketing@kermi.co.uk
Tel: 01536 446608

MATKI PLC

www.matki.co.uk
helpline@matki.co.uk
Tel: 01454 322888

MILLER FROM SWEDEN LTD

www.millerbathrooms.co.uk
sales@millerbathrooms.co.uk
Tel: 01844 264800

MURANO HOUSE LTD

www.muranohouseltd.com
info@muranohouse.com
Tel: +44 (0) 207 193 6954

MX GROUP

www.mx-group.com
Tel: 01684 293 311

PEGLER YORKSHIRE

www.pegler-yorkshire.co.uk
uk.sales@pegler-yorkshire.co.uk
Tel: 0844 243 44 00

ROMAN LTD

www.roman-shower.com
brochures@roman-showers.com
Tel: 0845 050 4032

SALTER HOUSEWARES

www.salterhousewares.com
service@homedics.co.uk
Tel: 01732 354828

SAMUEL HEATH & SONS PLC

www.samuel-heath.com
info@samuel-heath.com
Tel: 0121 772 2303

SIMPLEHUMAN

www.simplehuman.co.uk
uksales@simplehuman.co.uk
Tel: 01491 875 974

STEVE ROBINSON GLASS

www.steverobinsonglass.com
info@steverobinsonglass.com
Tel: 0845 450 7684

TRITON SHOWERS

louisef@willoughby-pr.co.uk
Tel: 02476 344441

WESCO INTERNATIONAL B.V

www.wesco-int.com
info@wesco-int.com
Tel: 0031 10 483 68 07



Showerdrapex (STD) Ltd

4th Avenue, The Village, Trafford Park,
Manchester, M17 1DB
Telephone: 0161 872 0906
Fax: 0161 872 0907
www.showerdrapex.co.uk
sales@showerdrapex.co.uk

Showerdrapex want to be the bathroom accessory supplier of choice. We provide the quality and choice demanded by customers at the right price. We understand the demands placed on retailers and promise to do everything possible to make life easier for you.

WILLIAM GARVEY LTD

www.williamgarvey.co.uk
robin@williamgarvey.co.uk
Tel: 1404841430

WIREWORKS

www.wireworks.co.uk
Tel: 020 7586 6902

ZACK UK LTD

www.zack.eu
zackinfo@aol.com
Tel: 01273 206477

Bed Linen & Towels

ANTIQUE DESIGNS LTD

www.antiquedesigns.co.uk
info@antiquedesigns.co.uk
Tel: 01606 892822

ASHLEY WILDE GROUP

www.ashleywildegroupp.com
info@ashleywildegroupp.com
Tel: 01707 635201

belledorm®

Exceptional Home Linens



Established for over 30 years belledorm has built a distinguished reputation in the UK bedlinen industry as being one of the largest suppliers of Exceptional Home Linens. Every product we sell, every customer we do business with and every belledorm member of staff is treated with the same values: with respect and with personal and detailed attention

Kearsley Mill,
Stonedough,
Radcliffe,
Manchester,
M26 1RH.
Tel: 01204 702300
Fax: 01204 793311
Email: belledorm@ruia.co.uk
Web: www.belledorm.co.uk

For the finest linens and sumptuous bedding look no further.

BELLEDORM

www.belledorm.co.uk
belledorm@ruia.co.uk
Tel: 01204 702300

BURSALI TOWELS (UK) LTD.

www.bursali.co.uk
steve@bursali.co.uk
Tel: 0144 384 4011

CHRISTY

www.christy-home.com
sales@christy-towels.com
Tel: 0161 368 1961

FOU FURNISHINGS

www.foufurnishings.com
info@foufurnishings.com
Tel: + 44 (0)141 644 5211

GINGER LILY

www.gingerlily.co.uk
sales@gingerlily.co.uk
Tel: 020 88779905

GRETA BLUE

www.gretablue.co.uk
info@gretablue.co.uk
Tel: 02082815500

HISTEXTILES (HAJI ISMAIL & SONS LIMITED)

www.histextiles.com
info@histextiles.co.uk
Tel: 01527 583 100

MUMOTEX LTD

www.mumotextile.com
oya@mumotextiles.com
Tel: 07884 433975

RAPPORT HOME FURNISHINGS LTD

steve@rapporthome.co.uk
Tel: 0845 8671244

RESTMOR

www.restmor.co.uk
sales@restmor.co.uk
Tel: 01582 807488

SAMUEL LAMONT & SONS LTD

www.samuellamont.co.uk
e.hunter@samuellamont.co.uk
Tel: 028 38311980

Bedding

ANTIQUE DESIGNS LTD

www.antiquedesigns.co.uk
info@antiquedesigns.co.uk
Tel: 01606 892822

BABYFACE

www.babyface.uk.com
enquiries@babyface.uk.com
Tel: 01483 481 550

BETWEEN THE SHEETS

www.betweenthesheets.co.uk
contact@betweenthesheets.co.uk
Tel: 01380739789

CHARACTER WORLD

www.characterworld.uk.com
tim.kilby@characterworld.uk.com
Tel: 8450049217

ENGLISH HOME.COM

www.englishhome.com
sales@englishhome.com
Tel: 020 7381 3020

GINGER LILY

www.gingerlily.co.uk
sales@gingerlily.co.uk
Tel: 020 88779905

HIGHGATE BEDS LTD

www.highgatebeds.com
maj@highgatebeds.com
Tel: 01924 454678

NATUREWARM LTD

www.naturewarm.co.uk
sales@naturewarm.co.uk
Tel: 01572 767258

RAPPORT HOME FURNISHINGS LTD

steve@rapporthome.co.uk
Tel: 0845 8671244

RESTMOR

www.restmor.co.uk
sales@restmor.co.uk
Tel: 01582 807488

SIMON HORN

www.simonhorn.com
info@simonhorn.com
Tel: 020 7731 3555

SLUMBERFLEECE LTD

www.slumberfleece.com
info@slumberfleece.com
Tel: 020 7286 0251

THE SURREY DOWN COMPANY

www.surreydown.com
sales@surreydown.com
Tel: 01953 851900

VOLGA LINEN

www.volgalinen.co.uk
info@volgalinen.co.uk
Tel: 01728 635 020

Beds & Mattresses

BEAUDSERT LTD

www.beaudesert.co.uk
showroom@beaudesert.co.uk
Tel: 0845 838 8720

BREVEDON LTD

www.brevedon.com
sales@brevedon.com
Tel: 01446410034

COTSWOLD CANERS

www.cotswoldcaners.com
sales@cotswoldcaners.com
Tel: 01285 651851

GAUTIER UK

www.gautier.co.uk
enquires@gautier.co.uk
Tel: 01727 877977

HIGHGATE BEDS LTD

www.highgatebeds.com
maj@highgatebeds.com
Tel: 01924 454678

HYPNOS LTD

www.hypnosbeds.com
chris.ward@hypnosbeds.com
Tel: 1844348200

JULIAN BOWEN LTD

www.julian-bowen.co.uk
sales@julian-bowen.co.uk
Tel: 01623 727 374

KIT FOR KIDS LTD

www.kitforkidsgroup.com
sales@kitforkids.com
Tel: 01732 455000

KOZEESLEEP BEDS LTD.

www.kozeesleep.co.uk
sales@kozeesleep.co.uk
Tel: 01924 526789

NATUREWARM LTD

www.naturewarm.co.uk
sales@naturewarm.co.uk
Tel: 01572 767258

ORCHID FURNITURE

www.orchidfurniture.co.uk
info@orchidfurniture.co.uk
Tel: 01264 811111

PEKALP OF LONDON LTD

www.pekalp.co.uk
sales@pekalp.co.uk
Tel: 020 8556 6999

RELYON LTD

www.relyon.co.uk
Tel: 01823 667 501

SILENTNIGHT BRANDS

www.silentnight.co.uk
enquiries@silentnight.co.uk
Tel: 01282 813051

SIMON HORN

www.simonhorn.com
info@simonhorn.com
Tel: 020 7731 3555

SLUMBERFLEECE LTD

www.slumberfleece.com
info@slumberfleece.com
Tel: 020 7286 0251

WILLIS & GAMBIER

www.wguk.com
Tel: 0845 6067004

Carpets & Flooring

ADDAGRIP TERRACO LTD

www.addagrip.co.uk
sales@addagrip.co.uk
Tel: 01825 761333

ALTERNATIVE FLOORING

www.alternativeflooring.com
sales@alternativeflooring.com
Tel: 01264 335111

AMY KENT

www.amykent.co.uk
amy@amykent.co.uk
Tel: 07979 594651

BRITISH WOOL MARKETING BOARD

marketing@britishwool.org.uk
Tel: 01274 688 666

CHICHI CAVALCANTI

www.chichicavalcanti.com
chichi@chichicavalcanti.com
Tel: 020 7168 5713

CUSTOM GROUP LTD

www.custom-group.com
info@custom-group.com
Tel: 0115 9306060

GANDIA BLASCO, S.A.

www.gandiasblasco.com
info@gandiasblasco.com
Tel: 0034 962911320

HANLIN

www.hanlin.co.uk
sales@hanlin.co.uk
Tel: 01564 702116

I NEMETNEJAD LTD

www.inemetnejad.com
info@inemetnejad.com
Tel: 020 8830 5511

JAYMART RUBBER & PLASTICS LTD

www.jaymart.co.uk
sales@jaymart.co.uk
Tel: 01373 864 926

JVL HOMEWARE SOLUTIONS

www.jvl.co.uk
sales@jvl.co.uk
Tel: 01422-888555

LOOPHOUSE

Tel: 2072077619

MILLIKEN CONTRACT

www.millikencontract.co.uk
marketing@milliken.com
Tel: 01942 612888

POLYFLOR LIMITED

www.polyflor.com
info@polyflor.com
Tel: 0161 767 1111

RIVIERE

www.riviererugs.com
info@jamtse.co.uk
Tel: 2076270031

SAMAD BROTHERS (UK)

www.samad.com
jack@samad.com
Tel: 020 8800 4406

THE TURTLE MAT COMPANY

Tel: 01285 772650/772659 dl

THG INTERNATIONAL LIMITED

www.thginternational.co.uk
info@thginternational.co.uk
Tel: 020 7602 8057



THE TURTLE MAT COMPANY LIMITED

Turtle House, Kemble Enterprise Park,
Cirencester, Glos, GL7 6BA

Contact: Dave Hunt

Tel: 01285 772659

Fax: 01285 772 655

Email: sales@turtlemat.co.uk

Turtle Mats are highly absorbent, machine washable and guaranteed for five years. They provide stylish yet functional floor protection and are endorsed by top flooring specialists. The Turtle Mat brand is firmly established in the market and the range encompasses a series of Luxury **National Trust**, **Country Living** and **RHS designs**.

ULSTER CARPETS

www.ulstercarpets.com
marketing@ulstercarpets.com
Tel: 028 3833 4433

Clocks

DAVID PETERSON CLOCKS

www.dpclocks.co.uk
sales@dpclocks.co.uk
Tel: 0118 947 1405

GALLERY DIRECT LTD

www.gallerydirect.co.uk
info@gallerydirect.co.uk
Tel: 01795 439159

LIFEMAX LTD

www.lifemaxuk.co.uk
Tel: 01635 874323

SEIKO UK LIMITED

www.seiko.co.uk
marketing@seiko.co.uk
Tel: 01628 770988

TIMESOURCE LTD

www.timesourceuk.com
joanne.banner@timesourceuk.com
Tel: 01778 343000

Eco-Friendly Products

ACCENT APS

www.accent.dk
info@accent.dk
Tel: 0045 2087 9049/

ANGELIQUE

www.angelique.co.uk
angeliqueproduct@aol.com
Tel: 07711 957335 / 07740 426935

ARADA LTD

www.arada.uk.com
info@arada.uk.com
Tel: 01297 35700

BAGS2RICHES

www.bags2riches.co.uk
annarobuck@bags2riches.co.uk
Tel: 07870 995843

BEARING GIFTS

www.bearing-gifts.com
sales@bearing-gifts.com
Tel: 01721 722567

BESMO & MO-HOME

www.besmo.com
sales@tilnarart.co.uk
Tel: 01277 362815

BETWEEN THE SHEETS

www.betweenthesheets.co.uk
contact@betweenthesheets.co.uk
Tel: 01380739789

BIRD BRAND- R K & J JONES LTD.

www.birdbrand.co.uk
r.jones@birdbrand.co.uk
Tel: 01842 828 101

BOSTON RETAIL PRODUCTS

www.bostonretail.com
salesuk@bostonretail.com
Tel: 0870 770 6680

CHALMOR LIMITED

www.chalmor.co.uk
info@chalmor.co.uk
Tel: 0844 3511199

COILLTE PANEL PRODUCTS

www.medit-europe.com
julie.peek@coillte.com
Tel: +44 (0)1322 424900

EARTHOME

www.earleybrothers.com/earthome
joe@earleybrothers.com
Tel: +44 (0) 7909 994860

EMILY READETT-BAYLEY LTD

www.emilyreadettbayley.com
info@emilyreadettbayley.com
Tel: 07802 732753

FOU FURNISHINGS

www.foufurnishings.com
info@foufurnishings.com
Tel: + 44 (0)141 644 5211

G.A.D

www.gad.se
info@gad.se
Tel: 46498248230

GLEBE COTTAGE LTD

www.glebe-cottage.co.uk
sales@glebe-cottage.co.uk
Tel: 01626 369269

GRETA BLUE

www.gretablue.co.uk
info@gretablue.co.uk
Tel: 02082815500

IMPULSE BATHROOM PRODUCTS LTD.

www.impulsebathrooms.co.uk
sales@impulsebathrooms.co.uk
Tel: 0121 328 6824

ISLAND STONE NATURAL ADVANTAGE LTD

www.islandstone.co.uk
sales@islandstone.co.uk
Tel: 0800 0839351

JARAPA LTD

stewart@jarapa.co.uk
Tel: 0845 519 1982

KATVIG APS

Tel: +45 33 23 98 68

KONESAR

www.konesar.com
konesar@aol.com
Tel: 01372 360652

LEARNING RESOURCES

www.learningresources.co.uk
sales@learning-resources.co.uk
Tel: 01553 762276

LONDONKILLSME

www.londonkillsme.com
londonkillsme@btopenworld.com
Tel: 020 8316 8663

MILLIKEN CONTRACT

www.millikencontract.co.uk
marketing@milliken.com
Tel: 01942 612888

MISS PRINT

www.missprint.co.uk
contact@missprint.co.uk
Tel: 020 591 5463

NATURES PUREST

www.naturespurest.co.uk
charlotte@naturespurest.co.uk
Tel: 0116 279 2901/2961

NATUREWARM LTD

www.naturewarm.co.uk
sales@naturewarm.co.uk
Tel: 01572 767258

NETHER WALLOP TRADING CO LTD

www.netherwalloptrading.com
sales@netherwalloptrading.com
Tel: 01264 355553

OCHRE & OCRE

www.ochreandocre.com
customerservice@ochreandocre.com
Tel: 0845 33 11 277

ONE VILLAGE / ONEVILLAGE.COM

www.onevillage.com
Tel: 01608 811811

ORCHARD TOYS

www.orchardtoys.com
sales@orchardtoys.com
Tel: 01953 423422

PAINT & PAPER LIBRARY

www.paintlibrary.co.uk
info@paintlibrary.co.uk
Tel: 020 7590 9860

PEFC UK LIMITED

www.pefc.co.uk
info@pefc.co.uk
Tel: 0114 307 2334

PEGLER YORKSHIRE

www.pegleryorkshire.co.uk
uk.sales@pegleryorkshire.co.uk
Tel: 0844 243 44 00

PURE

www.pure.com
tradesales@pure.com
Tel: 01923 260 511

RAW GAIA

www.rawgaia.com
info@rawgaia.com
Tel: 01273 311 476

SUNDEALA LTD

www.sundeala.co.uk
gosborne@sundeala.co.uk
Tel: 01453 540900

THE SPITALFIELDS CANDLE COMPANY

www.spitalfieldscandles.co.uk
philippa@spitalfieldscandles.co.uk
Tel: 07770 890613

TP24 LTD

www.tp24.com
sales@tp24.com
Tel: 01354 694 591

TRAIDCRAFT

www.traidcraft.co.uk
sales@traidcraft.co.uk
Tel: 0191 491 0591

TURTLE BAGS LTD

www.turtlebags.co.uk
enquiries@turtlebags.co.uk
Tel: 01299 827092

WISEACTION LTD

www.wiseaction.com
info@wiseaction.com
Tel: 01424 462300

ZPM AND THE TROLLEY - DOLLY (TM)

www.zpm.com
info@zpm.com
Tel: 2034223077

Fires & Fireplaces

ARADA LTD

www.arada.uk.com
info@arada.uk.com
Tel: 01297 35700

ARCHITECTURAL HERITAGE

www.architectural-heritage.co.uk
puddy@architectural-heritage.co.uk
Tel: 01386 584414

BFM EUROPE LTD

www.bfm-europe.com
info@bfm-europe.com
Tel: 01782 339000

BURLEY APPLIANCES LTD

www.burley.co.uk
info@burley.co.uk
Tel: 01572 756956

PURE GLOW LTD

Tel: 01384 893060

STONELUX CHARLES PRODUCTS

www.stonelux.co.uk
info@charlesproducts.co.uk
Tel: 01405 720 281

Frames, Art, Pictures & Prints

2TECH LTD

www.2techvisuals.co.uk
info@2techvisuals.co.uk
Tel: +44 207 978 6828

ALLANGRANGE PRINTS

www.allangrange.co.uk
enquiries@allangrange.co.uk
Tel: 01752845297

ARTKO LTD

www.artko.co.uk
sales@artko.co.uk
Tel: 0161 343 2007

CAMELOT PICTURES

www.camelotpictures.com
sales@camelotpictures.co.uk
Tel: 0115 967 0646

COMPLETE COLOUR LTD

www.completecolour.com
sales@completecolour.com
Tel: 020 8558 0057

EASYART

www.easyart.com/business
clare@easyart.com
Tel: 0203176 0946

FRAMANC

www.framanc.com
Tel: 00353 1835 0543

FRANCISCA PRIETO

www.blankproject.co.uk
fp@blankproject.co.uk
Tel: 0207 502 5202

GALLERY DIRECT LTD

www.gallerydirect.co.uk
info@gallerydirect.co.uk
Tel: 01795 439159

GB EYE LTD

www.gbeye.com
Tel: 0114 252 1623

HAMPTON FRAMES LIMITED

www.hamptonframes.com
info@hamptonframes.com
Tel: 0845 643 2006

HHJ TRADING

www.hhj-trading.co.uk
steve@hhj-trading.co.uk
Tel: 020 8309 4790

INNOVA EDITIONS LTD

www.innovaeditions.com
innova@innovaeditions.com
Tel: 01932 820018

MORPHEUS GLASS

www.morpheusglass.co.uk
info@morpheusglass.co.uk
Tel: 01695 624182

NOUVELLES IMAGES PUBLISHERS

www.nouvellesimages.com
uk@nouvellesimages.com
Tel: 00800 38962662

OBERON ART LTD

www.oberonart.co.uk
sales@oberonart.co.uk
Tel: 01628 600 500

PENNY LINDOP DESIGNS

www.pennylindop.com
info@pennylindop.com
Tel: 01953 681990

SHER RAJAH PUBLISHING

www.sherrajahpublishing.com
contact@sherrajah.com
Tel: +44 (0)117 3304992

SURFACE VIEW

www.surfaceview.co.uk
info@surfaceview.co.uk
Tel: 0118 922 1327

THE ART GROUP

www.artgroup.com
info@artgroup.com
Tel: 0208 185 3730

TONY FERNANDES

www.tonyfernandesdesign.com
Tel: 0114 262 0899

TOTTERING - BY - GENTLY

www.tottering.com
daffy@tottering.com
Tel: 01732 866041

TRANSMONIA LTD

www.transomnia.com
sales@transomnia.com
Tel: 01892 703660

Furniture

ALEXANDER ROSE

www.alexander-rose.co.uk
sales@alexander-rose.co.uk
Tel: 01444 258931

ALLERMUIR

www.allermuir.com
sales@allermuir.com
Tel: 01254 682421

ALPHASON DESIGNS

www.alphasondesigns.com
sales@alphasondesigns.com
Tel: 0845 130 6686

ARRITAL CUCINE UK

www.arritalcucine.com
uksales@arritalcucine.com
Tel: 0870 092 0938

AUTHENTIC MODELS

www.authenticmodels.com
amuk@btconnect.com
Tel: 01403 734 999

BARKER & STONEHOUSE

Tel: 01642 230 988

BARNES OF ASHBURTON LTD

www.barnesofashburton.co.uk
info@barnesofashburton.co.uk
Tel: 01364 653 613

BONALDO

www.bonaldo.it
bonaldo@bonaldo.it
Tel: 390499299011

BOSS DESIGN

sales@boss-design.co.uk
Tel: 0207 253 0364

BREVEDON LTD

www.brevendon.com
sales@brevendon.com
Tel: 01446410034

CAPLE

www.caple.co.uk
not available
Tel: 0117 938 1900

CHARACTER WORLD

www.characterworld.uk.com
tim.kilby@characterworld.uk.com
Tel: 8450049217

CHEETAH DESIGN LTD

www.cheetahdesign.net
info@cheetahdesign.net
Tel: 01797 270149

CHELSOM LIMITED

www.chelsom.co.uk
sales@chelsom.co.uk
Tel: 01253 831 400

CHRISTOPHER GUY

www.christopherguy.com
london@interio.co.uk
Tel: 020 7348 7366

COTSWOLD CANERS

www.cotswoldcaners.com
sales@cotswoldcaners.com
Tel: 01285 651851

CPW FURNITURE

www.cpwfurniture.co.uk
sales@c-p-w.co.uk
Tel: 01797 252014

CROSSWATER

www.crosswater.co.uk
sales@crosswater.co.uk
Tel: 0345 873 8840

DANIEL CROYLE LTD

www.danielcroyle.com
info@danielcroyle.com
Tel: 0845 459 2075

DARO LTD

www.daro-cane.co.uk
sales@darocane.co.uk
Tel: 01604 758989

DERRYS LTD

www.derrys.com
sales@derrys.com
Tel: 2838851509

EARTHOME

www.earleybrothers.com/earthome
joe@earleybrothers.com
Tel: +44 (0) 7909 994860

EGGER (UK) LTD

www.egger.co.uk
Tel: 01434 602191

ERCOL FURNITURE LTD

www.ercol.com
sales@ercol.com
Tel: 01844 271 800

ERSKINE FURNITURE

www.erskinefurniture.co.uk
erskinefurniture@erskiner.org.uk
Tel: 0141 812 7979

FIRA INTERNATIONAL LTD

www.fira.co.uk
info@fira.co.uk
Tel: 01438 777 700

FIRMANS DIRECT LTD

www.firmanleisure.co.uk
enquiries@firmansdirect.com
Tel: 01323 430043

FORTUNE WOODS UK LTD

www.fortunewoods.co.uk
sales@fortunewoods.co.uk
Tel: 01443 238 327

G.A.D

www.gad.se
info@gad.se
Tel: 46498248230

GALLOTTI&RADICE

www.gallottiradice.it
info@gallottiradice.it
Tel: 00 39 031 777 111

GANDIA BLASCO, S.A.

www.gandiablascalco.com
info@gandiablascalco.com
Tel: 0034 962911320

GAUTIER UK

www.gautier.co.uk
enquires@gautier.co.uk
Tel: 01727 877977

GLAS ITALIA

www.glasitalia.com
glas@glasitalia.com
Tel: 00 39 039 232 3202

GLASSDOMAIN

www.glassdomain.co.uk
info@glassdomain.co.uk
Tel: 0121 236 6637

HAG UK& IRELAND

www.hag-uk.co.uk
Tel: 0844 800 1969

HAWKINS ANTIQUES & REPRODUCTIONS LTD

www.hawkinsbrothersantiques.com
sales@hawkinsbrothersantiques.com
Tel: 01446 746 561

HENDERSON RUSSELL

www.hendersonrussell.co.uk
sales@hendersonrussell.co.uk
Tel: 0115 9462121

HIGHGATE BEDS LTD

www.highgatebeds.com
maj@highgatebeds.com
Tel: 01924 454678

HJELLEGJERDE UK LTD

www.fjords.no
maud.laine@hjellegerde.com
Tel: 01823 444 027

HOMEHEAVEN LTD

www.homeheaven.co.uk
enquiries@homeheaven.co.uk
Tel: 01282 859010

JANSEN INTERNATIONAL

www.jansenfurniture.co.uk
sam@jansenfurniture.co.uk
Tel: 01673 866616

JOHANSON DESIGN AB

www.johansondesign.com
sales@boline.co.uk
Tel: +44 (0)1608 662010

JOHN SANKEY

www.johnsankey.co.uk
sales@johnsankey.co.uk
Tel: 01159 462121

JONATHAN CHARLES FINE FURNITURE

www.jonathancharles.com
uk-sales@jonathancharles.com
Tel: 01226 741811

JULIAN BOWEN LTD

www.julian-bowen.co.uk
sales@julian-bowen.co.uk
Tel: 01623 727 374

JULIETTE'S INTERIORS

www.juliettesinteriors.co.uk
sales@juliettesinteriors.co.uk
Tel: 0207 870 7415

KOZEESLEEP BEDS LTD.

www.kozeesleep.co.uk
sales@kozeesleep.co.uk
Tel: 01924 526789

LUMINATI WAYCON LTD

www.luminati.co.uk
enquiries@luminati.co.uk
Tel: 01752 698720

MELODY MAISON

www.melodymaison.co.uk
customerservices@melodymaison.co.uk
Tel: 01302 741000

MEREWAY KITCHENS

www.merewaykitchens.co.uk
info@merewaykitchens.co.uk
Tel: 0121 706 7844

MONO FURNITURE BY DESIGN

www.mono-furniture.com
info@mono-furniture.com
Tel: +353 347 87113

MRF

www.mrfdesign.co.uk
Tel: 0121 602 6942

NEPTUNE CLASSICS

www.neptune.co.uk
info@neptune.co.uk
Tel: 01793 881144

NUBIE

Tel: 01825 713789

OLIVIER & CO

www.olivierandco.com
Tel: 0207 503 4177

ORCHID FURNITURE

www.orchidfurniture.co.uk
info@orchidfurniture.co.uk
Tel: 01264 811111

PAVILION RATTAN LTD.

www.pavilionrattan.co.uk
sales@pavilionrattan.co.uk
Tel: 01623 847030

PEROBELL

www.perobell.com
info@perobell.com
Tel: 0034 93745 7900

PHOENIX SAFE

www.phoenixsafe.co.uk
info@phoenixsafe.co.uk
Tel: 0151 944 6440

POETSTYLE

Tel: 020 8533 0915

PORRO

www.porro.com
info@porro.com
Tel: 0039 03178 3266

PREMIER HOUSEWARES LLP

www.premierhousewares.co.uk
info@premierhousewares.co.uk
Tel: 0141 579 2000

RK-TEC

www.rk-tec.co.uk
info@rk-tec.co.uk
Tel: 0191 514 0003

SATRA

www.satra.co.uk
info@satra.co.uk
Tel: 01536 410000

SCP

www.scp.co.uk
info@scp.co.uk
Tel: 020 7739 1869

SCUMBLE GOOSE

www.scumblegoose.co.uk
Tel: 01453 731305

SHERBORNE UPHOLSTERY LTD

www.sherborneupholstery.co.uk
sales@sherborne-uph.co.uk
Tel: 01274882633

SHIMU

www.shimu.co.uk
Tel: 0800 088 6800

SINCLAIR MATTHEWS

www.sinclairmatthews.co.uk
showroom@sinclairmatthews.co.uk
Tel: 0208 598 5694

SITTING FIRM (INTERIORS) LTD

www.sittingfirm.co.uk
enquiries@sittingfirm.co.uk
Tel: 0247 640 7930

SNAP DRAGON

www.snapdragoninteriors.co.uk
info@snapdragoninteriors.co.uk
Tel: 01753 862175

STAVERTON FURNITURE

www.staverton.co.uk
info@staverton.co.uk
Tel: 0208 538 5980

SUNDEALA LTD

www.sundeala.co.uk
gosborne@sundeala.co.uk
Tel: 01453 540900

SUTCLIFFE FURNITURE WITH WHITE & NEWTON

www.sutcliffeffurniture.co.uk
sales@sutcliffegroup.co.uk
Tel: 01706 815133

TFW LIMITED

www.tfw.co.uk
sales@tfw.co.uk
Tel: 01962 858820

THE CLOSET COMPANY UK LTD

www.closetcompany.co.uk
info@closetcompany.co.uk
Tel: 8456808709

THE COLLECTION (UK) LTD.

www.thecollection.uk.com
sales@thecollection.uk.com
Tel: 01264 860774

THE FURNITURE OMBUDSMAN

www.fira.co.uk/tfo
info@thefurnitureombudsman.org
Tel: 0845 653 2064

WILLIS & GAMBIER

www.wguk.com
Tel: 0845 6067004

WISEACTION LTD

www.wiseaction.com
info@wiseaction.com
Tel: 01424 462300

YEARN GLASS & CO

www.yearnglass.co.uk
info@yearnglass.co.uk
Tel: 020 8533 3307

YP FURNITURE

www.yp-furniture.co.uk
sales@yp-furniture.co.uk
Tel: 01427 615628

Heated Bathroom Mirrors

DEMISTA

www.demista.co.uk
ruth@demista.co.uk
Tel: 01932 866600

SENSIO LIGHTING

www.sensio.co.uk
info@sensio.co.uk
Tel: 0845 0340 780

Home & Interiors

ADDAGRIP TERRACO LTD

www.addagrip.co.uk
sales@addagrip.co.uk
Tel: 01825 761333

ALHAMBRA UK

www.alhambraint.com
diane@norfolkhouse-uk.com
Tel: 08450060885

ALISON WHITE

www.alisonwhite.co.uk
mail@alisonwhite.co.uk
Tel: 0844 800 0585

AMBASSADOR TEXTILES

www.ambassador-textiles.co.uk
Tel: 0161 624 4167

AMY KENT

www.amykent.co.uk
amy@amykent.co.uk
Tel: 07979 594651

ARORA DESIGN

www.arora-design.co.uk
sales@arora-design.co.uk
Tel: 01386 861666

ASHLEIGH & BURWOOD

www.ashleigh-burwood-trade.co.uk
info@ashleigh-burwood.co.uk
Tel: 01932 267 060

ASHLEY WILDE GROUP

www.ashleywildegroupp.com
info@ashleywildegroupp.com
Tel: 01707 635201

AUTHENTIC MODELS

www.authenticmodels.com
amuk@btconnect.com
Tel: 01403 734 999

AVALON DESIGN LIGHTING

www.avalondesignlighting.co.uk
sales@avalondesignlighting.co.uk
Tel: 01780 410473

AXO LIGHT SRL

Tel: 0039 041 584 5193

BABYFACE

www.babyface.uk.com
enquiries@babyface.uk.com
Tel: 01483 481 550

BARNES OF ASHBURTON LTD

www.barnesofashburton.co.uk
info@barnesofashburton.co.uk
Tel: 01364 653 613

BEAUDSERT LTD

www.beaudesert.co.uk
showroom@beaudesert.co.uk
Tel: 0845 838 8720

BFM EUROPE LTD

www.bfm-europe.com
info@bfm-europe.com
Tel: 01782 339000

BONITI

www.boniti.com
showroom@boniti.com
Tel: 01225 892 200

BRENNAN & BURCH

www.brennan-and-burch.co.uk
shop@brennan-and-burch.co.uk
Tel: 020 8144 9981

BRITISH WOOL MARKETING BOARD

marketing@britishwool.org.uk
Tel: 01274 688 666

BUSBY & BUSBY LTD

www.busbyfabric.com
enquiries@busbyfabric.com
Tel: 01258 881211

CACHE DESIGNS

www.cachedesignltd.co.uk
Tel: 01515 470 094

CAMELOT PICTURES

www.camelotpictures.com
sales@camelotpictures.co.uk
Tel: 0115 967 0646

CANDLELIGHT PRODUCTS LTD

www.candlelight.co.uk
info@candlelight.co.uk
Tel: 01709 723000

CAT ENTERPRISES LTD

www.catent.co.uk
info@catent.co.uk
Tel: 01491 826383

CHELSOM LIMITED

www.chelsom.co.uk
sales@chelsom.co.uk
Tel: 01253 831 400

CHRISTINE RUFF CERAMIC

www.ruffceramic.de
christine@ruffceramic.de
Tel: 0049 17765 18101

CHRISTOPHER GUY

www.christopherguy.com
london@interio.co.uk
Tel: 020 7348 7366

CHRISTOPHER MOORE

www.thetoileman.com
info@thetoileman.com
Tel: n/a

CLAUDIA WIEGAND CREATIVE GLASS DESIGNS

www.claudiawiegand.com
claudia@claudiawiegand.com
Tel: 07825 729243

COMPLETE COLOUR LTD

www.completecolour.com
sales@completecolour.com
Tel: 020 8558 0057

COSENTINO

www.cosentino.com
info.uk@cosentino.com
Tel: (0) 1256 76 12 29

CPW FURNITURE

www.cpwfurniture.co.uk
sales@c-p-w.co.uk
Tel: 01797 225014

CREATURE CLOTHES LTD

www.creatureclothes.com
info@creatureclothes.com
Tel: 01986 875509

CROSSWATER

www.crosswater.co.uk
sales@crosswater.co.uk
Tel: 0345 873 8840

CROWSON AND MONKWELL

www.crowsonfabrics.com
sales@crowsonfabrics.com
Tel: 01825 761 044

CROYDEX LTD

www.croydex.com
info@croydex.co.uk
Tel: 01264 365881

CULINARY CONCEPTS (LONDON) LTD

www.culinaryconceptshome.com
trade@culinaryconcepts.co.uk
Tel: 01252 852235

DANIEL CROYLE LTD

www.danielcroyle.com
info@danielcroyle.com
Tel: 0845 459 2075

DAY BIRGER ET MIKKELSEN

www.day.dk
day.uk@day.dk
Tel: 020 7432 8088

DERRYIS LTD

www.derrys.com
sales@derrys.com
Tel: 2838851509

DN DESIGNS COLLECTION

www.dndesignscollection.com
info@dndesignscollection.com
Tel: 020 7736 9866

DOTCOMGIFTSHOP

www.dotcomgiftshop.com
customerservices@dotcomgiftshop.com
Tel: 020 8746 2473

DRAGONS OF WALTON STREET

www.dragonsofwaltonstreet.com
enquiries@dragonsofwaltonstreet.com
Tel: 0203 544 2000

DUNRICH LTD

www.beanbagpeople.co.uk
salesdunrich@aol.com
Tel: 01283 211011

EASYART

www.easyart.com/business
clare@easyart.com
Tel: 0203176 0946

ELIZABETH WHITING & ASSOCIATES LTD.

www.ewastock.com
ewa@elizabethwhiting.com
Tel: 2073882828

ERSKINE FURNITURE

www.erskinefurniture.co.uk
erskinefurniture@erskine.org.uk
Tel: 0141 812 7979

FAIRWIND

www.fairwindonline.com
info@fairwindonline.com
Tel: 08451960256

FIONA HOWARD

www.fionahoward.com
fiona@fionahoward.com
Tel: 01273 731646

FORTUNE WOODS UK LTD

www.fortunewoods.co.uk
sales@fortunewoods.co.uk
Tel: 01443 238 327

FRANCHI PLC

www.franchi.co.uk
info@franchi.co.uk
Tel: 02076 072200

FROMENTAL

www.fromental.co.uk
info@fromental.co.uk
Tel: 020 3410 2000

G.A.D

www.gad.se
info@gad.se
Tel: 46498248230

GINGER LILY

www.gingerlily.co.uk
sales@gingerlily.co.uk
Tel: 020 88779905

GLAS ITALIA

www.glasitalia.com
glas@glasitalia.com
Tel: 00 39 039 232 3202

GLASKOCH B. KOCH JR. GMBH + CO. KG / LEONARDO

www.leonardo.de
mathiasfeldmann@leonardo.de
Tel: 0049 5253 86 477

GLASSDOMAIN

www.glassdomain.co.uk
info@glassdomain.co.uk
Tel: 0121 236 6637

H&S FABRICS LTD

sales@hsfabrics.co.uk
Tel: 01202 598000



HILTON BANKS LTD

www.grippingstuff.com
hiltonbanks@btinternet.com
Tel: 2089798284

HISTEXTILES (HAJI ISMAIL & SONS LIMITED)

www.histextiles.com
info@histextiles.co.uk
Tel: 01527 583 100

HJELLEGJERDE UK LTD

www.fjords.no
maud.laine@hjellegjerde.com
Tel: 01823 444 027

HOMEHEAVEN LTD

www.homeheaven.co.uk
enquiries@homeheaven.co.uk
Tel: 01282 859010

IN-TOTO KITCHENS

www.intoto.co.uk
Tel: 01924 487 900

INNOVA EDITIONS LTD

www.innovaeditions.com
innova@innovaeditions.com
Tel: 01932 820018

ISLAND STONE NATURAL ADVANTAGE LTD

www.islandstone.co.uk
sales@islandstone.co.uk
Tel: 0800 0839351

JAN GARSIDE, HAND WOVEN TEXTILE ART

www.jangarside.com
Tel: 1777838791

JANIE (KNITTED TEXTILES) LTD

www.janiewithers.co.uk
info@janiewithers.co.uk
Tel: 0115 404616

JANSEN INTERNATIONAL

www.jansenfurniture.co.uk
sam@jansenfurniture.co.uk
Tel: 01673 866616

JJ VAILLANT LTD

www.jjvaillant.com
info@jjvaillant.co.uk
Tel: 0121 3800 720

JOKA DIRECT

www.jokadesigns.com
hello@jokadirect.co.uk
Tel: 01324 826 013

JUDY HOLME LIMITED

www.judyholme.com
judy@judyholme.com
Tel: 01772 977110

KABILJO INC.

www.kabiljo.com
wisdom@kabiljo.com



jansen
FURNITURE



JANSEN FURNITURE
Tel: 01673866616
Fax: 01673866221
Web: www.jansenfurniture.co.uk

New for 2016, a selection of beautifully crafted sofa sets and matching furniture, to run alongside our high end timeless occasional and dining ranges. Offering a variety of finishes and upholstery. Our accessories include a huge collection of bronze sculptures, from animals to deco ladies

KENNETH TURNER LTD

www.kennethturner.com
customer.services@kennethturner.com
Tel: +44 (0) 844 567 1000

KERMI UK LIMITED

www.kermi.co.uk
marketing@kermi.co.uk
Tel: 01536 446608

KOBE UK LTD

www.kobe.eu
salesuk@kobe.eu
Tel: 01344 771653

KOZEESLEEP BEDS LTD.

www.kozeesleep.co.uk
sales@kozeesleep.co.uk
Tel: 01924 526789

KOZIOL™ IDEAS FOR FRIENDS GMBH

www.koziol.de
info@koziol.de
Tel: 0049 6062 604 289

LALIQUE

www.lalique.com
shop.london.cs@lalique.fr
Tel: 0207 2920444

LAUREN MORIARTY

www.laurenmoriarty.co.uk
info@laurenmoriarty.co.uk
Tel: 0207 5311431

LIBERTY

www.liberty.co.uk
Tel: 020 7734 1234

LINWOOD

www.linwoodfabric.com
sales@linwoodfabric.com
Tel: 01425 461176

LONDONKILLSME

www.londonkillsme.com
londonkillsme@btopenworld.com
Tel: 020 8316 8663

LSA INTERNATIONAL

www.lsa-international.com
sales@lsa-international.com
Tel: 01932 789721

MARVELLS LTD

www.marvells.com
gifts@marvells.com
Tel: 01939 210 800

MCCORMACK WEEKS

www.mccormickweeks.com
enquiries@mccormickweeks.com
Tel: 1285831771

MELIN TREGWYNT

www.melintregwynt.co.uk/
info@melintregwynt.co.uk
Tel: 1348891225

**MARK WEBSTER DESIGNS LTD**

Fulwood Rise, Sutton in Ashfield,
Nottingham, NG17 2PU

Tel: 01623 44 33 55
enquiries@markwebsterdesigns.co.uk

Mark Webster Designs offers the exclusive design, development and manufacture of upholstery, dining, bedroom and occasional furniture. Based in Nottingham it also operates its own nationwide Direct Home Delivery service.

MELODY MAISON

www.melodymaison.co.uk
customerservices@melodymaison.co.uk
Tel: 01302 741000

MIRRORMANIA

www.mirrormania.co.uk
sales@mirrormania.co.uk
Tel: 1493304331

MISS PRINT

www.missprint.co.uk
contact@missprint.co.uk
Tel: 020 591 5463

MONO FURNITURE BY DESIGN

www.mono-furniture.com
info@mono-furniture.com
Tel: +353 347 87113

MURANO HOUSE LTD

www.muranohouseltd.com
info@muranohouse.com
Tel: +44 (0) 207 193 6954

NEPTUNE CLASSICS

www.neptune.co.uk
info@neptune.co.uk
Tel: 01793 881144

NICOLE FAHRI

www.nicolefarhi.com
mcmahonm@nicolefarhi.com
Tel: 0207 036 7500

OCHRE & OCRE

www.ochreandocre.com
customerservice@ochreandocre.com
Tel: 0845 33 11 277



Please login to our website
Place Orders
Check Stock
Check Prices
Latest Offers

www.oakslighting.co.uk

OAKS LIGHTING

Tel: 01732 771070
Fax: 01732 363584
Email: sales@oakslighting.co.uk
Web: www.oakslighting.co.uk

OILY RAG

www.oilyragfabrics.com
trade@oilyragfabrics.com
Tel: 0137 987 1948

OMERSA

www.omersa.co.uk
info@omersa.co.uk
Tel: 1526345308

ONE VILLAGE / ONEVILLAGE.COM

www.onevillage.com
Tel: 01608 811811

ORCHARD POTTERY

www.orchardpottery.com
orchardpottery@blue-earth.co.uk
Tel: 01822 840740

ORCHID FURNITURE

www.orchidfurniture.co.uk
info@orchidfurniture.co.uk
Tel: 01264 811111

PAINT & PAPER LIBRARY

www.paintlibrary.co.uk
info@paintlibrary.co.uk
Tel: 020 7590 9860

PARLANE INTERNATIONAL

www.parlaneinternational.co.uk
sales@parlane.co.uk
Tel: (0) 1451 812 700

PEEL & SARDINE

www.peelcards.co.uk
contact@peelcards.co.uk
Tel: 1664464009

PEKALP OF LONDON LTD

www.pekalp.co.uk
sales@pekalp.co.uk
Tel: 020 8556 6999

PEROBELL

www.perobell.com
info@perobell.com
Tel: 0034 93745 7900



Supacell®
digital
electronics

LED
LIGHTING

NEW PRODUCT RANGE

A+ SMART LED™



THE BEST

- LUMENS PER WATT
- QUALITY • PRICE
- TECHNOLOGY

info@multibrands.eu.com
www.multibrands.eu.com
www.supacell.eu.com/led
Call: +44 (0) 1274 307310



POETSTYLE

Tel: 020 8533 0915

PORTE ITALIA INTERIORS

www.porteitalia.com
 porteitalia@porteitalia.com
 Tel: 0039 04814 76096

PRESTIGIOUS TEXTILES LTD

www.prestigious.co.uk
 mail@prestigious.co.uk
 Tel: 01274 688 448

PURE GLOW LTD

Tel: 01384 893060

R.D. HAIGH & CO.

www.rdhaigh.com
 andrew@rdhaigh.com
 Tel: 01484 400032

RAPTURE & WRIGHT

www.raptureandwright.co.uk
 info@raptureandwright.co.uk
 Tel: 0160 865 2442

RB UK LTD

www.rbuk.co.uk
 info@rbuk.co.uk
 Tel: 01234 27 27 17

RIVIERE

www.riviererugs.com
 info@jamtse.co.uk
 Tel: 2076270031

ROAST DESIGNS

www.roastdesigns.co.uk
 roastdesigns@aol.com
 Tel: 020 8671 6595

SCABETTI

www.scabetti.co.uk
 info@scabetti.co.uk
 Tel: 01538 371471

SCOTT BROTHERS LTD

www.scottbrothersltd.co.uk/
 info@scottbrothersltd.co.uk
 Tel: 01477 539500

SCP

www.scp.co.uk
 info@scp.co.uk
 Tel: 020 7739 1869

SCUMBLE GOOSE

www.scumblegoose.com
 Tel: 01453 731305

SENTI

www.senti.co.uk
 info@senti.co.uk
 Tel: 020 8947 5179

**SANDY BAY**

Sandy Bay London is a Luxury, Heritage Home Fragrance collection. Products range from melodious floral though to seductive Musk's and the collection is for both Men and Women. Endorsed by The Society of International Design The products deliver on multi levels with stunning fragrances and stylish packaging.

www.sandybaylondon.com
 telephone 01992 579949

SEVEN GAUGE STUDIOS

www.sevengaugestudios.com
 joy@sevengaugestudios.com
 Tel: 0115 985 7871

SHIMU

www.shimu.co.uk
 Tel: 0800 088 6800

SIMON HORN

www.simonhorn.com
 info@simonhorn.com
 Tel: 020 7731 3555

SITTING FIRM (INTERIORS) LTD

www.sittingfirm.co.uk
 enquiries@sittingfirm.co.uk
 Tel: 0247 640 7930

SNAP DRAGON

www.snapdragoninteriors.co.uk
 info@snapdragoninteriors.co.uk
 Tel: 01753 862175

STEVE ROBINSON GLASS

www.steverobinsonglass.com
 info@steverobinsonglass.com
 Tel: 0845 450 7684

STONELUX CHARLES PRODUCTS

www.stonelux.co.uk
 info@charlesproducts.co.uk
 Tel: 01405 720 281

SURFACE VIEW

www.surfaceview.co.uk
 info@surfaceview.co.uk
 Tel: 0118 922 1327

SUSIE WATSON DESIGNS

Tel: 020 7228 0787

SUTCLIFFE FURNITURE WITH WHITE & NEWTON

www.sutcliffeinteriors.co.uk
 sales@sutcliffeinteriors.co.uk
 Tel: 01706 815133

TAY LIGHTING

www.taylighting.com
 info@taylighting.com
 Tel: 020 8664 7394

THE ART OF WALLPAPER

www.theartofwallpaper.com
 info@theartofwallpaper.com
 Tel: + 44 [0] 1508 531171

THE CLOSET COMPANY UK LTD

www.closetcompany.co.uk
 sales@closetcompany.co.uk
 Tel: 8456808709

THE HOLBEIN COMPANY

www.holbein.co.uk
 info@holbein.co.uk
 Tel: 0208 391 3888

**THE COUNTRY CANDLE**

Bristol Road, Allington
 Chippenham, Wiltshire
 SN14 6NA

Tel: 01249 478660

sales@thecountrycandlecompany.com

The Country Candle Company is one of the leading home fragrance and scented candle producers in the country. Using fragrances from leading English perfumers, on trend design and hand blending every Country Candle at our Corsham site, we are proud of our quintessentially British heritage and reputation for quality.

THE KITCHEN SINK COMPANY

www.kitchensinkco.com
sales@kitchensinkco.com
Tel: 01243 841332

THE SATCHVILLE GIFT COMPANY

www.thesatchvillegiftcompany.co.uk
info@thesatchvillegiftcompany.co.uk
Tel: 08444 9918123

THE SPITALFIELDS CANDLE COMPANY

www.spitalfieldscandles.co.uk
philippa@spitalfieldscandles.co.uk
Tel: 07770 890613

THE SURREY DOWN COMPANY

www.surreydown.com
sales@surreydown.com
Tel: 01953 851900

THE TURTLE MAT COMPANY

Tel: 01285 772650/772659 dl

TIMEA SIDO CONTEMPORARY CERAMICS

www.timeasido.co.uk
timea@timeasido.co.uk
Tel: 0044 (0) 77932 33207

TURNSTYLE DESIGNS

www.turnstyledesigns.com
sales@turnstyledesigns.com
Tel: 01271 325 325

ULSTER CARPETS

www.ulstercarpets.com
marketing@ulstercarpets.com
Tel: 028 3833 4433

URBAN FRONT

www.urbanfront.com
info@urbanfront.co.uk
Tel: 1494778787

VOLGA LINEN

www.volgalinen.co.uk
info@volgalinen.co.uk
Tel: 01728 635 020

WANDSWORTH ELECTRICAL

www.wandsworthelectrical.com
sales@wandsworthgroup.com
Tel: 01483 713400

WEMYSS WEAVECRAFT LTD.

Tel: 01382 908 300/02073764430

WIDDOP, BINGHAM & CO LTD

www.widdop.co.uk
sales@widdop.co.uk
Tel: 0161 688 1200

WILLIAM GARVEY LTD

www.williamgarvey.co.uk
robin@williamgarvey.co.uk
Tel: 1404841430

WILLIS & GAMBIER

www.wguk.com
Tel: 0845 6067004

YOUNGMAN GROUP

www.youngmanaccess.com
sales@youngmangroup.com
Tel: 01621 745900

Interior Design Accessories & Fittings

A & H BRASS

www.ahbrass.co.uk
sales@ahbrass.co.uk
Tel: 0207 4021854

ABET LTD

www.abetuk.com
sales@abet.ltd.uk
Tel: 020 7473 6915

ALISON WHITE

www.alisonwhite.co.uk
mail@alisonwhite.co.uk
Tel: 0844 800 0585

BRENNAN & BURCH

www.brennan-and-burch.co.uk
shop@brennan-and-burch.co.uk
Tel: 020 8144 9981

CAMELOT PICTURES

www.camelotpictures.com
sales@camelotpictures.co.uk
Tel: 0115 967 0646

CHRISTINE RUFF CERAMIC

www.ruffceramic.de
christine@ruffceramic.de
Tel: 0049 17765 18101

CHRISTOPHER MOORE

www.thetoileman.com
info@thetoileman.com
Tel: n/a

COSENTINO

www.cosentino.com
info.uk@cosentino.com
Tel: (0) 1256 76 12 29

DEMISTA

www.demista.co.uk
ruth@demista.co.uk
Tel: 01932 866600

DERRY'S LTD

www.derrys.com
sales@derrys.com
Tel: 2838851509

ENGLISH HOME.COM

www.englishhome.com
sales@englishhome.com
Tel: 020 7381 3020

ERSKINE FURNITURE

www.erskinefurniture.co.uk
erskinefurniture@erskiner.org.uk
Tel: 0141 812 7979

FRANCHI PLC

www.franchi.co.uk
info@franchi.co.uk
Tel: 02076 072200

GLASSDOMAIN

www.glassdomain.co.uk
info@glassdomain.co.uk
Tel: 0121 236 6637

HANLIN

www.hanlin.co.uk
sales@hanlin.co.uk
Tel: 01564 702116

JIM DICKENS

www.jimdickens.co.uk
jimdickens@btconnect.com
Tel: 01543 415588

JOHANSON DESIGN AB

www.johansondesign.com
sales@boline.co.uk
Tel: +44 (0)1608 662010

JULIETTE'S INTERIORS

www.juliettesinteriors.co.uk
sales@juliettesinteriors.co.uk
Tel: 0207 870 7415

LALIQUE

www.lalique.com
shop.london.cs@lalique.fr
Tel: 0207 2920444

LOUVRETIE UK LTD

www.louvreties.co.uk

MANDARIN ARTS LTD

www.mandarinarts.co.uk
info@mandarinarts.co.uk
Tel: 01873 812255

MCCORMACK WEEKS

www.mccormickweeks.com
enquiries@mccormickweeks.com
Tel: 1285831771

MIRRORMANIA

www.mirrormaniamania.co.uk
sales@mirrormaniamania.co.uk
Tel: 1493304331

MORPHEUS GLASS

www.morpheusglass.co.uk
info@morpheusglass.co.uk
Tel: 01695 624182

RAPTURE & WRIGHT

www.raptureandwright.co.uk
info@raptureandwright.co.uk
Tel: 0160 865 2442

ROAST DESIGNS

www.roastdesigns.co.uk
 roastdesigns@aol.com
 Tel: 020 8671 6595

SCUMBLE GOOSE

www.scumblegoose.com
 Tel: 01453 731305

SEVEN GAUGE STUDIOS

www.sevengaugestudios.com
 joy@sevengaugestudios.com
 Tel: 0115 985 7871

SILENT GLISS LTD

www.silentgliss.co.uk
 info@silentgliss.co.uk
 Tel: 01843 863571

SNAP DRAGON

www.snapdragoninteriors.co.uk
 info@snapdragoninteriors.co.uk
 Tel: 01753 862175

STAVERTON FURNITURE

www.staverton.co.uk
 info@staverton.co.uk
 Tel: 0208 538 5980

SUNDEALA LTD

www.sundeala.co.uk
 gosborne@sundeala.co.uk
 Tel: 01453 540900

TAJ WOOD & SCHERER GBR

www.taj-woodscherer.com
 taj.woodscherer@t-online.de
 Tel: +49 89 18 00 94

THE HOLBEIN COMPANY

www.holbein.co.uk
 info@holbein.co.uk
 Tel: 0208 391 3888

TOP FLOOR UK LTD

www.topfloorrugs.com
 info@topfloorrugs.com
 Tel: 0207 - 795 - 3333

TURNSTYLE DESIGNS

www.turnstyledesigns.com
 sales@turnstyledesigns.com
 Tel: 01271 325 325

WANDSWORTH ELECTRICAL

www.wandsworthelectrical.com
 sales@wandsworthgroup.com
 Tel: 01483 713400

WEMYSS WEAVECRAFT LTD.

Tel: 01382 908 300/02073764430

WIREWOKS

www.wireworks.co.uk
 Tel: 020 7586 6902

YEARN GLASS & CO

www.yearnglass.co.uk
 info@yearnglass.co.uk
 Tel: 020 8533 3307

Lighting**A & H BRASS**

www.ahbrass.co.uk
 sales@ahbrass.co.uk
 Tel: 0207 4021854

ALBIONCOURT

www.albioncourt.co.uk
 info@albioncourt.co.uk
 Tel: 01747 822 818

ALPHASON DESIGNS

www.alphasondesigns.com
 sales@alphasondesigns.com
 Tel: 0845 130 6686

ANGLEPOISE LTD

www.anglepoise.com
 info@anglepoise.co.uk
 Tel: 02392 224450

AVALON DESIGN LIGHTING

www.avalondesignlighting.co.uk
 sales@avalondesignlighting.co.uk
 Tel: 01780 410473

AXO LIGHT

www.axolight.it
 axolight@axolight.it
 Tel: 0039 02 43995057

AXO LIGHT SRL

Tel: 0039 041 584 5193

BEAUMONT & FLETCHER

www.beaumontandfletcher.com
 showroom@beaumontandfletcher.com
 Tel: 020 7352 5594

BOVER BARCELONA LIGHTS

www.bover.es
 info@bover.es
 Tel: 34938713152

CHAMBERS INTERNATIONAL LIMITED

www.chambers-international.com
 robert@chambers-international.com
 Tel: 01386 833773

CHEETAH DESIGN LTD

www.cheetahdesign.net
 info@cheetahdesign.net
 Tel: 01797 270149

CHELSOM LIMITED

www.chelsom.co.uk
 sales@chelsom.co.uk
 Tel: 01253 831 400

COMPLETE COLOUR LTD

www.completecolour.com
 sales@completecolour.com
 Tel: 020 8558 0057

DENCON ACCESSORIES

www.dencon.co.uk
 sales@dencon.co.uk
 Tel: 01279 433 533

DUFFY LONDON

sales@duffy-london.com
 Tel: 020 8531 5119

FRAMANC

www.framanc.com
 Tel: 00353 1835 0543

GLOW SAFE LIMITED

www.glow-safe.com
 enquiries@glowsafe.com
 Tel: 0870 199 8524

HAFELE

www.hafele.co.uk
 info@hafele.co.uk
 Tel: 01788 542020

JARAPA LTD

stewart@jarapa.co.uk
 Tel: 0845 519 1982



J H Miller
 Decorative Lighting Specialists

Exclusive Italian
 Lighting to the Trade
 sales@jhmillers.co.uk
 www.jhmillers.co.uk
 Tel: 0161 775 0005

JONA HOAD DESIGN & PRODUCTION

www.jonahoad.com
info@jonahoad.com
Tel: +44 (0)1525 222364

JUDY HOLME LIMITED

www.judyholme.com
judy@judyholme.com
Tel: 01772 977110

JULIETTE'S INTERIORS

www.juliettesinteriors.co.uk
sales@juliettesinteriors.co.uk
Tel: 0207 870 7415

LEE FILTERS

www.leefilters.com
sales@leefilters.com
Tel: 01264 366245

LEONE ALIOTTI SRL

www.leonealiotti.it
info@leonealiotti.it
Tel: 0039 06 880 3786

LIFEMAX LTD

www.lifemaxuk.co.uk
Tel: 01635 874323

LIZ EMTAGE CERAMICS

www.lizemtageceramics.com
liz@lizemtageceramics.com
Tel: 07941416251

MANDARIN ARTS LTD

www.mandarinarts.co.uk
info@mandarinarts.co.uk
Tel: 01873 812255

MARKSLOJD UK

www.markslojd.com
info.uk@markslojd.com
Tel: 01803 215533

OAKS LIGHTING

www.oakslighting.co.uk
enq@oakslighting.co.uk
Tel: 01732 771070

PACIFIC LIFESTYLE LIMITED

www.pacific-lifestyle.co.uk
sales@pacific-lifestyle.co.uk
Tel: 01484 642115

PAVILION RATTAN LTD.

www.pavilionrattan.co.uk
sales@pavilionrattan.co.uk
Tel: 01623 847030

PHILIPS ELECTRONICS UK LTD

www.phillips.com
Tel: 8456011283

PJR ENGINEERING

www.pjrengineering.co.uk
sales@pjrengineering.co.uk
Tel: 01264 850 763

PREMIER HOUSEWARES LLP

www.premierhousewares.co.uk
info@premierhousewares.co.uk
Tel: 0141 579 2000

PRICE & COMPANY (REGENCY) LIMITED

www.price-regency.co.uk
simons@price-regency.co.uk
Tel: 01273 439 527

ROAST DESIGNS

www.roastdesigns.co.uk
roastdesigns@aol.com
Tel: 020 8671 6595

SCABETTI

www.scabetti.co.uk
info@scabetti.co.uk
Tel: 01538 371471

SCP

www.scp.co.uk
info@scp.co.uk
Tel: 020 7739 1869

SENSIO LIGHTING

www.sensio.co.uk
info@sensio.co.uk
Tel: 0845 0340 780

TAJ WOOD & SCHERER GBR

www.taj-woodscherer.com
taj.woodscherer@t-online.de
Tel: +49 89 18 00 94

sensio
furniture lighting solutions



SENSIO

Unit 7, Speedwell Road, Castleford,
West Yorkshire, WF10 5PY

Tel: 0845 0340 780

Email: info@sensio.co.uk

Web: www.sensio.co.uk

Sensio Lighting is a leading supplier of LED lighting and power solutions for the kitchen, bedroom and bathroom. Offering unique, UK product designs of the highest quality, with advanced technology and features. The range includes under cabinet lighting, flexible strips, LED bathroom mirrors, pull-up sockets and lighting control solutions.

TAY LIGHTING

www.taylighting.com
info@taylighting.com
Tel: 020 8664 7394

TP24 LTD

www.tp24.com
sales@tp24.com
Tel: 01354 694 591

WANDSWORTH ELECTRICAL

www.wandsworthelectrical.com
sales@wandsworthgroup.com
Tel: 01483 713400

Mirrors

BONITI

www.boniti.com
showroom@boniti.com
Tel: 01225 892 200

CHRISTOPHER GUY

www.christopherguy.com
london@interio.co.uk
Tel: 020 7348 7366

GALLERY DIRECT LTD

www.gallerydirect.co.uk
info@gallerydirect.co.uk
Tel: 01795 439159

GLAS ITALIA

www.glasitalia.com
glas@glasitalia.com
Tel: 00 39 039 232 3202

MILLER FROM SWEDEN LTD

www.millerbathrooms.co.uk
sales@millerbathrooms.co.uk
Tel: 01844 264800

MIRRORMANIA

www.mirrormaniaman.co.uk
sales@mirrormaniaman.co.uk
Tel: 1493304331

SENSIO LIGHTING

www.sensio.co.uk
info@sensio.co.uk
Tel: 0845 0340 780

YEARN GLASS & CO

www.yearnglass.co.uk
info@yearnglass.co.uk
Tel: 020 8533 3307

Silk Fabrics

BEAUDSERT LTD

www.beaudesert.co.uk
showroom@beaudesert.co.uk
Tel: 0845 838 8720

BUSBY & BUSBY LTD

www.busbyfabric.com
enquiries@busbyfabric.com
Tel: 01258 881211

FROMENTAL

www.fromental.co.uk
info@fromental.co.uk
Tel: 020 3410 2000

H&S FABRICS LTD

sales@hsfabrics.co.uk
Tel: 01202 598000

HOLISTIC SILK LTD

www.holisticsilk.com
sales@holisticsilk.com
Tel: 01840 250 425

PRESTIGIOUS TEXTILES LTD

www.prestigious.co.uk
mail@prestigious.co.uk
Tel: 01274 688 448

TRADE EIGHTY

www.trade80silks.co.uk
trade80@btconnect.com
Tel: 02087413777

WARWICK FABRICS (UK) LTD

www.warwick.co.uk
info@warwick.co.uk
Tel: 01451 822383

Sofas

BEAUMONT & FLETCHER

www.beaumontandfletcher.com
showroom@beaumontandfletcher.com
Tel: 020 7352 5594

BREVEDON LTD

www.brevedon.com
sales@brevedon.com
Tel: 01446410034

CHEETAH DESIGN LTD

www.cheetahdesign.net
info@cheetahdesign.net
Tel: 01797 270149

DARO LTD

www.daro-cane.co.uk
sales@dar-cane.co.uk
Tel: 01604 758989

ERCOL FURNITURE LTD

www.ercol.com
sales@ercol.com
Tel: 01844 271 800

HENDERSON RUSSELL

www.hendersonrussell.co.uk
sales@hendersonrussell.co.uk
Tel: 0115 9462121

HJELLEGJERDE UK LTD

www.fjords.no
maud.laine@hjellegjerde.com
Tel: 01823 444 027

HOMEHEAVEN LTD

www.homeheaven.co.uk
enquiries@homeheaven.co.uk
Tel: 01282 859010

JIM DICKENS

www.jimdickens.co.uk
jimdickens@btconnect.com
Tel: 01543 415588

JOHN SANKEY

www.johnsankey.co.uk
sales@johnsankey.co.uk
Tel: 01159 462121

JULIAN BOWEN LTD

www.julian-bowen.co.uk
sales@julian-bowen.co.uk
Tel: 01623 727 374

MONO FURNITURE BY DESIGN

www.mono-furniture.com
info@mono-furniture.com
Tel: +353 347 87113

PEKALP OF LONDON LTD

www.pekalp.co.uk
sales@pekalp.co.uk
Tel: 020 8556 6999

PEROBELL

www.perobell.com
info@perobell.com
Tel: 0034 93745 7900

POETSTYLE

Tel: 020 8533 0915

SINCLAIR MATTHEWS

www.sinclairmatthews.co.uk
showroom@sinclairmatthews.co.uk
Tel: 020 8398 5694

SUTCLIFFE FURNITURE WITH WHITE & NEWTON

www.sutcliffeffurniture.co.uk
sales@sutcliffeffurniture.co.uk
Tel: 01706 815133

Soft furnishing, Textiles & Accessories

100 METRES

www.100-metres.co.uk
info@100-metres.co.uk
Tel: 01209 211889

AGUA FABRICS

www.aguafabrics.com
info@aguafabrics.com
Tel: 020 8205 0050

ALHAMBRA UK

www.alhambraint.com
diane@norfolkhouse-uk.com
Tel: 08450060885

ALISON WHITE

www.alisonwhite.co.uk
mail@alisonwhite.co.uk
Tel: 0844 800 0585

AMBASSADOR TEXTILES

www.ambassador-textiles.co.uk
Tel: 0161 624 4167

AMY KENT

www.amykent.co.uk
amy@amykent.co.uk
Tel: 07979 594651

ASHLEY WILDE GROUP

www.ashleywildegroup.com
info@ashleywildegroup.com
Tel: 01707 635201

BEAUMONT & FLETCHER

www.beaumontandfletcher.com
showroom@beaumontandfletcher.com
Tel: 020 7352 5594

BELLEDORM

www.belledorm.co.uk
belledorm@ruia.co.uk
Tel: 01204 702300

BRENNAN & BURCH

www.brennan-and-burch.co.uk
shop@brennan-and-burch.co.uk
Tel: 020 8144 9981

BRITISH TRIMMINGS

www.bttrim.com
uk.sales@btrim.co.uk
Tel: 0161 480 6122

BUSBY & BUSBY LTD

www.busbyfabric.com
enquiries@busbyfabric.com
Tel: 01258 881211

CACHE DESIGNS

www.cachedesigns ltd.co.uk
Tel: 01515 470 094

CHARACTER WORLD

www.characterworld.uk.com
tim.kilby@characterworld.uk.com
Tel: 8450049217

CHICHI CAVALCANTI

www.chichicavalcanti.com
chichi@chichicavalcanti.com
Tel: 020 7168 5713

CHRISTOPHER MOORE

www.thetoileman.com
info@thetoileman.com
Tel: n/a

CHRISTY

www.christy-home.com
sales@christy-towels.com
Tel: 0161 368 1961

COWENS LTD

www.cowens.co.uk
sales@cowens.co.uk
Tel: 01228 710205

CROWSON AND MONKWELL

www.crowsonfabrics.com
sales@crowsonfabrics.com
Tel: 01825 761 044

CUSTOM GROUP LTD

www.custom-group.com
info@custom-group.com
Tel: 0115 9306060

DANIEL CROYLE LTD

www.danielcroyle.com
info@danielcroyle.com
Tel: 0845 459 2075

DN DESIGNS COLLECTION

www.dndesignscollection.com
info@dndesignscollection.com
Tel: 020 7736 9866

ENGLISH HOME.COM

www.englishhome.com
sales@englishhome.com
Tel: 020 7381 3020

FROMENTAL

www.fromental.co.uk
info@fromental.co.uk
Tel: 020 3410 2000

GIESSWEIN WALKWAREN AG

www.giesswein.com
info@giesswein.com
Tel: 0043 5337 6135-701

H&S FABRICS LTD

sales@hsfabrics.co.uk
Tel: 01202 598000

HADDOW GROUP

www.haddowgroup.com
Tel: 01274 360444

HANLIN

www.hanlin.co.uk
sales@hanlin.co.uk
Tel: 01564 702116

HISTEXTILES (HAJI ISMAIL & SONS LIMITED)

www.histextiles.com
info@histextiles.co.uk
Tel: 01527 583 100

HOWE LEATHER & FABRIC

www.howelondon.com
leatherandfabric@howelondon.com
Tel: 020 7730 7991

JAN CONSTANTINE

www.janconstantine.com
info@janconstantine.com
Tel: 01270 821194

JIM DICKENS

www.jimdickens.co.uk
jimdickens@btconnect.com
Tel: 01543 415588

JUDY HOLME LIMITED

www.judyholme.com
judy@judyholme.com
Tel: 01772 977110

KOBE UK LTD

www.kobe.eu
sales@kobefabrics.co.uk
Tel: 0844 7420 800

LINWOOD

www.linwoodfabric.com
sales@linwoodfabric.com
Tel: 01425 461176

MARGO SELBY

www.margoselby.com
info@margoselby.com
Tel: +44 (0) 207 242 6322

MCCORMACK WEEKS

www.mccormackweeks.com
enquiries@mccormackweeks.com
Tel: 1285831771

MELIN TREGWYNT

www.melintregwynt.co.uk/
info@melintregwynt.co.uk
Tel: 1348891225

MISS PRINT

www.missprint.co.uk
contact@missprint.co.uk
Tel: 020 591 5463

MOORE & MOORE DESIGN LTD.

www.mooreandmooretexiles.com
sales@mooreandmooretexiles.com
Tel: 01884 860 900

ONE VILLAGE / ONEVILLAGE.COM

www.onevillage.com
Tel: 01608 811811

PONGEES SILKS LTD

www.pongees.co.uk
sales@pongees.co.uk
Tel: 020 7739 9130

PRESTIGIOUS TEXTILES LTD

www.prestigious.co.uk
mail@prestigious.co.uk
Tel: 01274 688 448

PRICE & COMPANY (REGENCY) LIMITED

www.price-regency.co.uk
simons@price-regency.co.uk
Tel: 01273 439 527

RAPPORT HOME FURNISHINGS LTD

steve@rapprhome.co.uk
Tel: 0845 8671244

RAPTURE & WRIGHT

www.raptureandwright.co.uk
info@raptureandwright.co.uk
Tel: 0160 865 2442

RESTMOR

www.restmor.co.uk
sales@restmor.co.uk
Tel: 01582 807488

RIVIERE

www.riviererugs.com
info@jamtse.co.uk
Tel: 2076270031

SEVEN GAUGE STUDIOS

www.sevengaugestudios.com
joy@sevengaugestudios.com
Tel: 0115 985 7871

SILENT GLISS LTD

www.silentgliss.co.uk
info@silentgliss.co.uk
Tel: 01843 863571

STOTHERT CUSHIONS

Tel: 01524 844078

SURFACE VIEW

www.surfaceview.co.uk
info@surfaceview.co.uk
Tel: 0118 922 1327

THE ART OF WALLPAPER

www.theartofwallpaper.com
info@theartofwallpaper.com
Tel: + 44 [0] 1508 531171

THE HOLBEIN COMPANY

www.holbein.co.uk
info@holbein.co.uk
Tel: 0208 391 3888

TOP FLOOR UK LTD

www.topfloorrugs.com
info@topfloorrugs.com
Tel: 0207 - 795 - 3333

TRADE EIGHTY

www.trade80silks.co.uk
trade80@btconnect.com
Tel: 02087413777

TRISHA NEEDHAM

www.trishaneedham.com
trisha@trishaneedham.com
Tel: 0208 693 3467

Home Entertainment

Audio

LINDY ELECTRONICS

www.lindy.co.uk
postmaster@lindy.co.uk
Tel: 01642 754000

PICKWICK GROUP LTD

www.pickwickgroup.com
info@pickwickgroup.com
Tel: 01494 732 800

PURE

www.pure.com
tradesales@pure.com
Tel: 01923 260 511

SHARP ELECTRONICS (UK) LTD

Tel: 020 8734 2000

Blu-Ray, DVD & Home Cinema

PICKWICK GROUP LTD

www.pickwickgroup.com
info@pickwickgroup.com
Tel: 01494 732 800

THE PLEASURE HOME LIMITED

www.thepleasurehome.com
info@thepleasurehome.com
Tel: 0208 420 4333

Computer Accessories

LINDY ELECTRONICS

www.lindy.co.uk
postmaster@lindy.co.uk
Tel: 01642 754000

LOIS SYSTEMS

www.lois-systems.co.uk
info@lois-system.co.uk
Tel: 01243 533737

SENTRYSAFE UK LTD

www.sentrysafe.co.uk
ca.eu@sentrysafe.com
Tel: 01234 214040

Computer Software

COMPLETE GARDENS CD-ROM LTD

www.complete-gardens.co.uk
neil@complete-gardens.co.uk
Tel: 01865 512 561

LOIS SYSTEMS

www.lois-systems.co.uk
info@lois-system.co.uk
Tel: 01243 533737

SERIF (EUROPE) LTD

www.serif.com
Tel: 0115 914 9180

Gadgets & Technology

CHALMOR LIMITED

www.chalmor.co.uk
info@chalmor.co.uk
Tel: 0844 3511199

DORO UK

Tel: 01753 883080

LITTLE STAR CREATIONS

www.littlestarcreations.co.uk
sales@littlestarcreations.co.uk
Tel: (0)20 8551 7711

NETGEAR

www.netgear.co.uk
rob.wells@netgear.com
Tel: +44 (0) 1344 458 200

Gaming

NETGEAR

www.netgear.co.uk
rob.wells@netgear.com
Tel: +44 (0) 1344 458 200

PUZZLER MEDIA LTD

www.puzzler.com
tony.ablewhite@puzzlermedia.com
Tel: 01737 378716

Home Electronics

THE PLEASURE HOME LIMITED

www.thepleasurehome.com
info@thepleasurehome.com
Tel: 0208 420 4333

THREESIXTY INNOVATION LIMITED

www.360innovation.co.uk
sales@360innovation.co.uk
Tel: 01623492500

VARTA CONSUMER BATTERIES

www.varta-consumer.co.uk
varta.consumer@eu.spectrumbrands.com
Tel: 1619473000

Home Entertainment

LITTLE STAR CREATIONS

www.littlestarcreations.co.uk
sales@littlestarcreations.co.uk
Tel: (0)20 8551 7711

NETGEAR

www.netgear.co.uk
rob.wells@netgear.com
Tel: +44 (0) 1344 458 200



KENRO LTD

Greenbridge Road,
Swindon, SN3 3L
Tel: 01793 615836
Email: sales@kenro.co.uk



Kenro specialise in high quality photo frames and albums. Our stylish 2015 collection features a range of Wedding, Baby, Holiday and Nature themed albums along with innovative gift and gallery style frames. Please contact us for a copy of our new catalogue.

View the full range at
www.kenro.co.uk

THE PLEASURE HOME LIMITED

www.thepleasurehome.com

info@thepleasurehome.com

Tel: 0208 420 4333

Mobile Phones & Accessories

2TECH LTD

www.2techvisuals.co.uk

info@2techvisuals.co.uk

Tel: +44 207 978 6828

DORO UK

Tel: 01753 883080

Set-Top Boxes & Digital Recorders

HUMAX ELECTRONICS COMPANY LTD

www.humaxdigital.com

sale-info@humax-digital.co.uk

Tel: 0844 669 8800

SHARP ELECTRONICS (UK) LTD

Tel: 020 8734 2000

Televisions

LINDY ELECTRONICS

www.lindy.co.uk

postmaster@lindy.co.uk

Tel: 01642 754000

SANYO SALES & MKTG EUROPE GMBH

www.uk.sanyo.com

info.uk.sel.@sanyo.com

Tel: 01923 477124

SHARP ELECTRONICS (UK) LTD

Tel: 020 8734 2000

Jewellery & Watches

Jewellery & Watches

ADRIANA'S GIFT COLLECTION

www.adrianasgiftcollection.com
adrianadimascio@eircom.net
Tel: 00353-87-97 87 326

AG SILVER LTD

www.agsilver.co.uk
enquiries@agsilver.co.uk
Tel: 01603 631 314

ALISH WHOLESALE LTD

www.alishwholesale.com
sales@alishwholesale.com
Tel: 020 7377 0151

ANNAMARIA S

www.annamarias.co.uk
anna@annamarias.co.uk
Tel: 07770 865196

ANNIE HAAK

www.anniehaak.com
Tel: 00 44 01730 231188

ANNIKA RUTLIN

www.annikarutlin.com
info@annikarutlin.com
Tel: 01273 583485

ARGENTEUS JEWELLERY

www.argenteus.co.uk
imid@argenteus.co.uk
Tel: 01865 840810

BAG IT HANDBAGS

www.bagithandbags.co.uk
info@bagithandbags.co.uk
Tel: 0161 832 9099

BAGS2RICHES

www.bags2riches.co.uk
annaroebuck@bags2riches.co.uk
Tel: 07870 995843

BEDAZZLED

www.bedazzledwholesale.co.uk
kirsty@bedazzledwholesale.co.uk
Tel: 0161 834 5992

BIG METAL LONDON

www.bigmetal.net
info@bigmetal.net
Tel: 0207 701 0005

BY ELISE

www.byelise.com
elise@byelise.com
Tel: (0)1757 633239

CALDEX SRL - WINTEX WATCHES

www.wintexwatches.com
info@wintexwatches.com
Tel: 3902806310

CAVENDISH FRENCH

www.cavendishfrench.com
info@cavendishfrench.com
Tel: 0800 731 4389

CHRONO UK LTD

www.chronouk.com
sales@chrono-online.com
Tel: 01243 531 055

CURTEIS LIMITED

www.curteis.com
sales@curteis.com
Tel: 0800 1956771

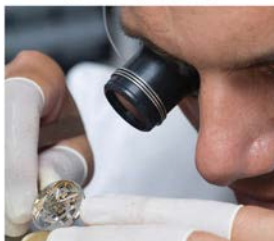
CW SELLORS

Tel: 01335 346561

DEMEC LTD

www.demecjewellers.com
info@demecjewellers.com
Tel: 020 8579 9206

CHRONO
TIME TO TRADE



Distributors of a comprehensive range of quality timepieces since 1994 with retail prices from £20 to £2000

Brands include Bernex, Bouverat 1919, Cactus, Dunlop, Elite, Stahl, BySaskia and Solus & Own & Private Label

Chrono UK Ltd

109 Birdham Road
Chichester, West Sussex
PO20 7DY, UK
Tel: 01243 531 055
Sales@Chrono-online.com
www.Chronouk.com

Quartz • Automatic • Mechanical • Special Editions • Limited Editions
Children's Watches • Sports Watches • Ladies' Watches • Sports Watches
Wrist Watches • Pocket Watches • Pendants • Jewellery

DIVINE DESTINY

www.yourdivinedestiny.co.uk
info@yourdivinedestiny.co.uk
Tel: 07714100972

EASTERN MYSTIC JEWELLERY

www.easternmystic.com
sonal@easternmystic.com
Tel: 07985 193074

EMILY MORGAN JEWELLERY

www.emily-morgan.co.uk
emily@emily-morgan.co.uk
Tel: 01273 477400

FLUIDITY DESIGN

www.fluidity-design.co.uk
info@fluidity-design.co.uk
Tel: 07903457862

GABY'S

www.gabysfashion.com
michelle@gabysfashion.com
Tel: 01606 869 333

GIFTWAREHOUSE (EUROPE) LTD

www.giftwarehouse.eu
info@giftwarehouse.eu
Tel: 0115 946 1173

INTERNATIONAL JEWELLERY LONDON

www.jewellerylondon.com
ijlteam@reedexpo.co.uk
Tel: (0)20 8910 7171

JEWELCITY LTD

www.jewelcity.co.uk
admin@jewelcity.co.uk
Tel: 01494 444200

JO FOR GIRLS

www.joforgirls.co.uk
sales@perthshirejewellery.co.uk
Tel: 01887 820760

KELEVRA

www.kelevra.co.uk
info@kelevra.co.uk
Tel: 01525 722722

KONPLOTT / MIRANDA KONSTANTINIDOU

www.konplott.com
brumley@konplott.com
Tel: 01303 764297

LINDA MACDONALD JEWELLERY

www.lindamacdonaldjewellery.com
info@lindamacdonaldjewellery.com
Tel: 01389 841848



*Swiss
Timepiece*

Julius Timepieces
BERNEX
EST. 1878

- STAHL -
SWISS MADE



Swiss quality
Danish design
Slimline Watches



BOUVERAT
1919

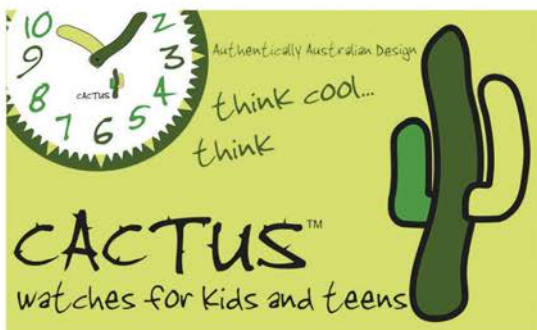


SOLUS
www.soluswatch.com



S

SASKIA
JEWELLERY



Authentically Australian Design

think cool...
think

CACTUS™

watches for kids and teens



DUNLOP
SPORT
made of the right stuff



elite
MODELS FASHION
WATCHES

CHRONO
TIME TO TRADE

Available exclusively from Chrono UK Limited
www.chronouk.com sales@chronouk.com
Call 01243 531 055 for more information

CHRONO
TIME TO TRADE

Quartz • Automatic • Mechanical • Special Editions • Limited Editions • Childrens • Gents / Mens • Ladies / Womens
Sports • Fashion • Traditional • Health / Finger Sensor • Gift Sets • Wrist Watches • Pocket Watches • Pendants • Hand Made Display Stands

LITTLE SHOP OF LTD.

www.littleshopof.co.uk
info@littleshopof.co.uk
Tel: 020 337 11522

LUCKY EYES

www.luckyeyes.co.uk
info@luckyeyes.co.uk
Tel: 020 7529 1401

MAC IMPORTS

sales@macimports.co.uk
Tel: 0114 2692111

MAGNETEASE

www.magnetease.com
magnetease@sky.com
Tel: 01237 422851

MARIA HELENA SPECTOR JEWELLERY

www.mhspector.co.uk
maria@mhspector.co.uk
Tel: 2072633636

MARTICK JEWELLERY

www.martickjewellery.co.uk
martickjewellery@yahoo.co.uk
Tel: 020 7274 0333

MARTINE WESTER JEWELLERY

www.martinevester.com
contact@martinevester.com
Tel: 0207 3846288



LUCKY EYES

17 Hanover Square
Mayfair, London
W1S 1BN

Tel: 020 75291401

Email: info@luckyeyes.co.uk

Web: www.luckyeyes.co.uk

Shop online for the iconic
"circle of life" necklace in
silver, yellow and rose.

MASSART

www.massartjewellery.com
massart1@hotmail.com
Tel: 01584 879565

MONILI SILVER

www.monilisilver.co.uk
brian@monilisilver.co.uk
Tel: 01565 872220

NOTTINGHAM ACCESSORIES LTD

www.nalfashionjewellery.co.uk
sales@nal.co.uk
Tel: 1159797272

ONE BUTTON LTD

www.onebuttonuk.com
info@onebuttonuk.com
Tel: 0116 279 3715

ORTAK JEWELLERY LTD

www.ortak.co.uk
markintouch@btinternet.com
Tel: 01856 872224

OWC / FULLSPOT O CLOCK

www.oclock-uk.com
oclock@oneworldcrystal.com
Tel: 01873 855158

P H WEDDING RINGS

www.phrings.com
sales@phrings.com
Tel: 020 8203 1919

PEACE OF MIND

www.pom925.com
sales@pom925.com
Tel: +44 (0) 1225 777749



Ping Ping
JEWELLERY LTD

PING PING JEWELLERY

Tel: 01980 625705

Email: info@pingping.co.uk

Web: www.pingping.co.uk

PINK POWDER

www.pinkpowder.co.uk
vasso@pinkpowder.co.uk
Tel: 7887916815

RGM PRODUCTS LTD

www.rgm.co.uk
sales@rgm.co.uk
Tel: 01904 720000

SEIKO UK LIMITED

www.seiko.co.uk
marketing@seiko.co.uk
Tel: 01628 770988

SILVER WILLOW LIMITED

www.silver-willow.com
info@silver-willow.com
Tel: 01823 698898

SOL-ID

Tel: 01424 460 923

SOPHIE HARLEY DESIGN

www.sophieharley.com
info@sophieharley.com
Tel: 0207 430 2070

STEP BY STEP SWISS JEWELLERY

www.stepbystep-uk.com
sales@stepbystep-uk.com
Tel: 01422 317539

STORM WATCHES

www.stormwatches.com
info@stormwatches.com
Tel: 020 7874 6900

T.H. MARCH & CO LIMITED

www.thmarch.co.uk

Tribal
X.O.



MIDHAVEN

Tel: 01299 851513

Email: info@midhaven.co.uk

Web: www.midhaven.co.uk

Tribal X.O. by Midhaven Ltd is a fine
Italian bracelet range for men in
leather and stainless steel.
Quality Point of Sale available
RRP £25.00 - £60.00



- Established & Reputable Accessories Company
- Quality Merchandise
- Newness introduced every other week!



A large range of stylish POS & Display material available



New for 2016!!

Belts

Mens Jewellery



...Handbags also in stock

enquiries@tempestdesigns.co.uk



TALBOT FASHIONS

www.talbotfashions.com
info@talbotfashions.com
Tel: 01273 776 415

TEMPEST DESIGNS

www.tempestdesigns.co.uk
enquiries@tempestdesigns.co.uk
Tel: 01656 842102

THE BRANCH

www.the-branch.co.uk
info@the-branch.co.uk
Tel: 01787 477005

TIMESOURCE LTD

www.timesourceltd.com
joanne.banner@timesourceltd.com
Tel: 01778 343000

TRIWA AB

www.triwa.com
ludvig@triwa.com
Tel: +46 70 994 8387

U:KWENZA

sales@ukwenza.co.uk
Tel: 020 8991 2522

WELLAS

www.wellas.co.uk
info@wellas.co.uk
Tel: 020 8542 5337

ZOPPINI FIRENZE

www.dynanet.co.uk
sales@siteengine.co.uk
Tel: 0117 9594439

Kitchen & Housewares

SPONSORED BY



A young business with over 130 years experience in British
bakeware manufacturing

sales@utensa.co.uk | +44 (0)121 706 0271 | www.utensa.co.uk



Bakeware

KITCHEN CRAFT

www.kitchencraft.co.uk
www.enquiries@kitchencraft.co.uk
Tel: 0121 604 6000

NORDIC WARE

www.nordicware.com
info@nordicware.co.uk
Tel: 0121 353 8284

PILOT HOUSEWARES (UK) LTD

www.pilothousewares.co.uk
Tel: 0115 929 3088

THE BAKERS BOUTIQUE

www.thebakersboutique.com
info@thebakersboutique.com
Tel: 020 8333 1559

UTENSA LTD

www.utensa.co.uk
sales@utensa.co.uk
Tel: 0845 869 6632

China & Ceramics

CHAPEL YARD POTTERY

www.chapelyard.co.uk
rwilsonpots@surf.free.co.uk
Tel: 01308 455656

CHRISTINE RUFF CERAMIC

www.ruffceramic.de
christine@ruffceramic.de
Tel: 0049 17765 18101

CHURCHILL CHINA

www.churchillchina.biz
mm@churchillchina.plc.uk
Tel: 01782 577 566

CREATIVE IMPORTS

www.creative-imports.com
Tel: 0845 299 0263

CREATIVE TOPS

www.creative-tops.com
sales@creative-tops.com
Tel: 01536 207 710

DUNOON CERAMICS

www.dunoonmugs.co.uk
sales@dunoonmugs.co.uk
Tel: 01785 817414

ELIA INTERNATIONAL

www.elia.co.uk
sales@elia.co.uk
Tel: 020 8998 2100

ETHOS INTERNATIONAL

www.ethoshousewares.com
Tel: 01268 505090

EVTHOKIA LTD

www.evthokia.co.uk
info@evthokia.co.uk
Tel: 020 3524 5446

FANTASY GIFTS LTD

www.fantasygifts.co.uk
enquiries@fantasygifts.co.uk
Tel: 01606 359111

HARTLEY GREENS LEEDS POTTERY

www.leeds-pottery.co.uk
info@hartleygreens.co.uk
Tel: 01782 332492

IMPULSE BATHROOM PRODUCTS LTD.

www.impulsebathrooms.co.uk
sales@impulsebathrooms.co.uk
Tel: 0121 328 6824

JO HECKETT

www.joheckett.com
jo@joheckett.com
Tel: 07930492746

JOANNE WINDAUS

www.joannewindaus.com
info@joannewindaus.com
Tel: 0049 2114 86641

JUST MUGS LTD

www.justmugs.com
philip@justmugs.co.uk
Tel: 01782 819381

KATRIN MOYE

www.katrinmoye.com
katrin.moye@ntlworld.com
Tel: 7854244412

LESSER & PAVEY

www.leonardo.co.uk
sales@leonardo.co.uk
Tel: 01322 279225

LIZ EMTAGE CERAMICS

www.lizemtageceramics.com
liz@lizemtageceramics.com
Tel: 07941416251

MCLAGGAN SMITH

www.msmugs.com
sales@msmugs.com
Tel: 01389 755655

PORTMEIRION GROUP UK LTD

www.portmeiriongroup.com
idavies@portmeiriongroup.com
Tel: 01782 744 721

PRET-A-POT LTD

www.pret-a-pot.co.uk
info@pret-a-pot.co.uk
Tel: 01243 641928

REIKO KANEKO LTD

www.reikokaneko.co.uk
info@reikokaneko.co.uk
Tel: 0207 254 4371

ROELOFS & RUBENS

www.roelofsrubens.co.uk
info@roelofsrubens.co.uk
Tel: 01635 253671

ROYAL CROWN DERBY

www.royalcrownderby.co.uk
enquiries@royalcrownderby.co.uk
Tel: 01332 712 800

SCABETTI

www.scabetti.co.uk
info@scabetti.co.uk
Tel: 01538 371471

SUSIE WATSON DESIGNS

Tel: 020 7228 0787

T&G WOODWARE LTD

www.tgwoodware.com
sales@tg-woodware.com
Tel: 01275 841841

THE DRH COLLECTION LIMITED

www.thedrhcollection.com
sales@tdrh.com
Tel: 020 7249 0710

THE TEXTILE STUDIO

www.thetextilestudio.co.uk
caroline@thetextilestudio.co.uk
Tel: 7860948404

TIMEA SIDO CONTEMPORARY CERAMICS

www.timeasido.co.uk
timea@timeasido.co.uk
Tel: 0044 (0) 77932 33207

Cleaning Products

ADDIS HOUSEWARES LTD

www.addis.co.uk
info@addis.co.uk
Tel: 01656 664455

EDDINGTONS LTD

www.eddingtons.co.uk
sales@eddingtons.co.uk
Tel: 01488 686572

OXO

info@hot-uk.co.uk
Tel: 0114 242 0405

SEVERN DELTA LTD

www.severndelta.co.uk
customerservice@severndelta.co.uk
Tel: 01278 428200

WADE CERAMICS LTD ADMIRERD SINCE 1810



DISCOVER A BRITISH TREASURE
0845 481 0206
WWW.WADE.CO.UK

**NEW LOOK,
NEW INNOVATION,
NEW RANGE.**



REMEMBER THE NAME, FORGET THE STAIN.

De-Solv-it®
CLEANING TECHNOLOGY

Tel: 0151 422 1000
enquiries@desolvit.co.uk
Visit us online at desolvit.co.uk

De-Solv-it® is the Registered Trademark of The Orange-Sol Group of Companies Ltd.





THINK RDI

Rdi International Limited
Unit 4 Park Farm, CM77 8JX
Tel: 0800 074 7788
Web: www.ovenmate.co.uk

ZEP UK LIMITED

www.desolvit.co.uk
enquiries@desolvit.co.uk
Tel: 0151 422 1000

Coffee Machines

ATAG UK

www.atag.co.uk
atagsales@atag.co.uk
Tel: 020 8247 3993

CREAM SUPPLIES

www.creamsupplies.co.uk/trade
tradesales@creamsupplies.co.uk
Tel: 0845 226 3024

MAGIMIX

www.magimix.com
Tel: 0201483 427411

NESPRESSO UK LTD

www.nespresso.com
Tel: 020 8846 3300

Cookware

CAT ENTERPRISES LTD

www.catent.co.uk
info@catent.co.uk
Tel: 01491 826383

COOLSKIN

www.coolskin.com
info@coolskin.com
Tel: 0800 011 2960

DENBY POTTERY COMPANY LTD

www.denby.co.uk
linda.salt@denby.co.uk
Tel: 01773 740700/ 01773 740776

HORWOOD HOMEWARES

www.stellarcookware.co.uk
Tel: 0117 940 0000

JERSEY POTTERY

www.jerseypottery.com
enquiries@jerseypottery.com
Tel: 01534 850803

MITCHELL & COOPER

www.mitchellcooper.co.uk
sales@mitchellcooper.co.uk
Tel: 01825 765511

PHA KITCHESSENTIALS

www.phakitchenessentials.co.uk
admin@phassocs.co.uk
Tel: 0151 651 2265

PILOT HOUSEWARES (UK) LTD

www.pilothousewares.co.uk
Tel: 0115 929 3088

PORTMEIRION GROUP UK LTD

www.portmeiriongroup.com
idavies@portmeiriongroup.com
Tel: 01782 744 721

PYREX

www.pyrexuk.com
michelle.lilley@arc-intl.com
Tel: 01327 323010

SWAN PRODUCTS LTD

www.swan-brand.co.uk
david@swan-brand.co.uk
Tel: 0844 826 9357

Cutlery

CULINARY CONCEPTS (LONDON) LTD

www.culinaryconceptshome.com
trade@culinaryconcepts.co.uk
Tel: 01252 852235

ELIA INTERNATIONAL

www.elia.co.uk
sales@elia.co.uk
Tel: 020 8998 2100

HORWOOD HOMEWARES

www.stellarcookware.co.uk
Tel: 0117 940 0000

MAXWELL & WILLIAMS

www.maxwellandwilliams.co.uk
sale@valerie-graham.co.uk
Tel: 0208 200 5100

ROBERT WELCH DESIGNS LTD

www.robertwelch.com
enquiries@welch.co.uk
Tel: 01386 840880

SARAH PETHERICK LTD

www.sarahpetherick.co.uk
info@sarahpetherick.co.uk
Tel: 01458 851 090

Glassware & Crystal

BRISTOL BLUE GLASS SOUTH WEST

www.bristolblueglass.com
sales@bristolblueglass.com
Tel: 01179 636900

CLAUDIA WIEGAND CREATIVE GLASS DESIGNS

www.claudawiegand.com
claudia@claudawiegand.com
Tel: 07825 729243

DENBY POTTERY COMPANY LTD

www.denby.co.uk
linda.salt@denby.co.uk
Tel: 01773 740700/ 01773 740776

GLASKOCH B. KOCH JR. GMBH & CO. KG / LEONARDO

www.leonardo.de
mathiasfeldmann@leonardo.de
Tel: 0049 5253 86 477

JARAPA LTD

stewart@jarapa.co.uk
Tel: 0845 519 1982

LALIQUE

www.lalique.com
shop.london.cs@lalique.fr
Tel: 0207 2920444

LSA INTERNATIONAL

www.lsa-international.com
js@lsa-international.co.uk
Tel: 01932 789721

MAURICE MASON WINE SERVICES

www.mmmwineservices.com
sales@mmwineservices.com
Tel: 0121 680 8888

ROYAL SCOT CRYSTAL

Britain's largest collection of quality crystal

020 8508 2435
www.royalscotcrystal.com
sales@royalscotcrystal.com

Western House



Tel: 01256 462341
Email: sales@western-house.com
Web: www.western-house.co.uk

We've become renowned in the industry for our expertise in glassware, supplying brands such as Luigi Bormioli and Ella Sabatini. In addition we continue to specialise in putting together bespoke ranges under customer branding including packaging and using innovative glass design techniques.

MURANO HOUSE LTD

www.muranohouseltd.com
 info@muranohouse.com
 Tel: +44 (0) 207 193 6954

PACIFIC LIFESTYLE LIMITED

www.pacific-lifestyle.co.uk
 sales@pacific-lifestyle.co.uk
 Tel: 01484 642115

RSN.UK LTD T/A RIEDEL, NACHTMANN, SPIEGELAU

www.riedel.com
 info@riedel.co.uk
 Tel: 01782 646105

STEVE ROBINSON GLASS

www.steverobinsonsglass.com
 info@steverobinsonsglass.com
 Tel: 0845 450 7684

WESTERN HOUSE LTD

www.western-house.com
 Tel: 01256 462 341

XYSTOS

www.xystos.co.uk
 sales@xystos.co.uk
 Tel: 0191 499 1570

Housewares

CANDLELIGHT PRODUCTS LTD

www.candlelight.co.uk
 info@candlelight.co.uk
 Tel: 01709 723000

COOLSKIN

www.coolskin.com
 info@coolskin.com
 Tel: 0800 011 2960

DEFINE HOME ACCESSORIES (JENDICO LTD)

www.definehome.com
 sales@definehome.com
 Tel: 01858 464 888

FLORELLE IMPORT CO

Tel: 01484 353000

H & L RUSSEL LTD

www.russel.co.uk
 sales@russel.co.uk
 Tel: 01268 889000

JVL HOMEWARE SOLUTIONS

www.jvl.co.uk
 sales@jvl.co.uk
 Tel: 01422-888555

JWP LIMITED

www.jwpltd.co.uk
 sales@jwpltd.co.uk
 Tel: 01254 503780



KNIGHTSBRIDGE PME LTD

www.cakedecoration.co.uk
 sales@cakedecoration.co.uk
 Tel: 2032340049

NORDIC WARE

www.nordicware.com
 info@nordicware.co.uk
 Tel: 0121 353 8284

QASCO IMPORT & EXPORT10454

www.qasco.co.uk
 Tel: 020 7267 3079

RAYWARE LTD

www.rayware.co.uk
 sales@rayware.co.uk
 Tel: 0151 486 1888

SIMPLEHUMAN

www.simplehuman.co.uk
 uksales@simplehuman.co.uk
 Tel: 01491 875 974

T&G WOODWARE LTD

www.tgwoodware.com
 sales@tg-woodware.com
 Tel: 01275 841841

WESTERN HOUSE LTD

www.western-house.com
 Tel: 01256 462 341

WHAT MORE UK LTD

www.whamproducts.co.uk
 sales@whatmoreuk.com
 Tel: 01282 687030

YOUNGMAN GROUP

www.youngmanaccess.com
 sales@youngmangroup.com
 Tel: 01621 745900

Kitchen & Housewares

ADDIS HOUSEWARES LTD

www.addis.co.uk
 info@addis.co.uk
 Tel: 01656 664455

BISBELL MAGNETIC PRODUCTS LTD

www.bisbellmagnets.com
 sales@bisbellmagnets.com
 Tel: 01283 531000

BISSELL

www.bissell.com
 gary.clowes@bissell.com
 Tel: 1753519907

BLACK & BLUM

www.black-blum.co.uk
 design@black-blum.com
 Tel: 020 7633 0022



Eddingtons Ltd, The Reid Building, New Hayward Farm, Hungerford, Berkshire, RG17 0PZ
T: +44 (0) 1488 686572, E: sales@eddingtons.co.uk, www.eddingtons.co.uk

CHALLS

www.challs.com
sales@challs.com
Tel: 0870 6030 420

COSENTINO

www.cosentino.com
info.uk@cosentino.com
Tel: (0) 1256 76 12 29

DOTCOMGIFTSHOP

www.dotcomgiftshop.com
customerservices@dotcomgiftshop.com
Tel: 020 8746 2473

DUNOON CERAMICS

www.dunoonmugs.co.uk
sales@dunoonmugs.co.uk
Tel: 01785 817414

EDDINGTONS LTD

www.eddingtons.co.uk
sales@eddingtons.co.uk
Tel: 01488 686572

EKS INTERNATIONAL (UK) LTD

www.eks-int.com
salesuk@eks-france.fr
Tel: 01981 240033

EPICUREAN EUROPE LTD.

www.epicureaneurope.co.uk
sales@epicureaneurope.co.uk
Tel: 01590 689161

ETHOS INTERNATIONAL

www.ethoshousewares.com
Tel: 01268 505090

FIONA HOWARD

www.fionahoward.com
fiona@fionahoward.com
Tel: 01273 731646

GROUPE SEB

www.tefal.co.uk
Tel: 01753 713 000

H & L RUSSEL LTD

www.russel.co.uk
sales@russel.co.uk
Tel: 01268 889000

HORWOOD HOMEWARES

www.stellarcokware.co.uk
Tel: 0117 940 0000

IN-TOTO KITCHENS

www.intoto.co.uk
Tel: 01924 487 900



HENRY WATSON POTTERIES
01359 251239
jeremy@henrywatson.com
www.henrywatson.com

Henry Watson's Potteries is renowned in the industry for supplying good quality designer branded kitchenware ceramics, ideal for the worktop and tabletop. We also manufacture Terra Cotta kitchenware after installing a factory here in Suffolk during 2015, which also has the facility for own branded products i.e. wine coolers, utensils...etc..



HOSTESS

Tel: 01422 203585

Web: www.hostess.co.uk ,

Email: sales@crosslee.co.uk

Enjoy Effortless Entertaining with the Hostess range of products including;

Real wood veneer, laminate, wood effect and stainless trolleys, Buffet servers, cordless hot trays, freestanding and built-in wine cabinets, single and double wine chillers and single & twin milk frothers, wine preserver, corkscrew and ice maker. Wine and Dine with Hostess and make your life easier.



JURA

JURA, a significant innovator in luxury Swiss made bean-to-cup technology, has been developing innovative high-end household appliances since 1931. As a pioneer in the field of automatic espresso and coffee machines, JURA offers a range of products to suit every coffee lover.

From the ultra-compact ENA Micro 1-cup espresso machine, which has been designed to make the perfect espresso, whilst being as small as possible, to the top-of-the-range GIGA 5, featuring One Touch TFT technology to create speciality coffee at a touch of a button.

For more information, visit
www.uk.jura.com



PHA KITCHESSENTIALS LTD

Unit 7, West Float Industrial Estate,
Dock Road, Birkenhead, CH41 1AE

Tel: 0151 651 2265

Fax: 0151 651 2366

Email: sales@phassocs.co.uk

www.phakitchenessentials.co.uk

PHA is a leading supplier of North American and UK brands to the housewares and cookshop retailer. We offer a significant range of eco-friendly products and are also a key supplier of Spanish products including paella pans and an extensive range of terracotta.

KIMCO LTD.

www.kimco.uk.com

info@kimco.uk.com

Tel: (0)333 321 0803

KITCHEN CRAFT

www.kitchencraft.co.uk

www.enquiries@kitchencraft.co.uk

Tel: 0121 604 6000

LOVE LAMMIE

www.lovelammie.co.uk

info@lovelammie.co.uk

Tel: 01548 844840

MAURICE MASON WINE SERVICES

www.mmwineservices.com

sales@mmwineservices.com

Tel: 0121 680 8888

MAXWELL & WILLIAMS

www.maxwellandwilliams.co.uk

sale@valerie-graham.co.uk

Tel: 0208 200 5100

MELAMASTER

www.coleshilldesign.com

sales@coleshilldesign.com

Tel: 024 76724 900

OXO

info@hot-uk.co.uk

Tel: 0114 242 0405

PARLANE INTERNATIONAL

www.parlaneinternational.co.uk

sales@parlane.co.uk

Tel: (0) 1451 812 700

PHA KITCHESSENTIALS

www.phakitchenessentials.co.uk

admin@phassocs.co.uk

Tel: 0151 651 2265

PLANIT PRODUCTS LTD

www.toastabags.com

caroline@planitproducts.co.uk

Tel: 01684 574797

PYREX

www.pyrexuk.com

michelle.lilley@arc-intl.com

Tel: 01327 323010

RAYWARE LTD

www.rayware.co.uk

sales@rayware.co.uk

Tel: 0151 486 1888

RDI INTERNATIONAL LIMITED

www.thinkrdi.com

sales@thinkrdi.com

Tel: 0800 074 7788

SALTER HOUSEWARES

www.salterhousewares.com

service@homedics.co.uk

Tel: 01732 354828

SCOTT BROTHERS LTD

www.scottbrothersltd.co.uk/

info@scottbrothersltd.co.uk

Tel: 01477 539500

SODASTREAM

www.sodastream.co.uk

info-uk@sodastream.com

Tel: 01733 296 940

SWAN PRODUCTS LTD

www.swan-brand.co.uk

david@swan-brand.co.uk

Tel: 0844 826 9357

THE KITCHEN SINK COMPANY

www.kitchensinkco.com

sales@kitchensinkco.com

Tel: 01243 841332

VIVI DESIGNS

www.vividesigns.com

vivi@vividesigns.com

Tel: 0208 133 7123

WESCO INTERNATIONAL B.V

www.wesco-int.com

info@wesco-int.com

Tel: 0031 10 483 68 07

ZACK UK LTD

www.zack.eu

zackinfo@aol.com

Tel: 01273 206477



SWAN PRODUCTS

PO Box 3117, Stoke on Trent
Staffordshire ST4 9GD
Tel: 0844 826 9357

Email: sales@swan-brand.co.uk

Web: www.swan-brand.co.uk

One of the longest established British brands, Swan offers a variety of small and large domestic appliances, as well as brand new cookware and kitchen accessories. Responsible for the first electric heating element that could be immersed in water; Swan products include elegantly designed kettles, toasters, stand mixers, microwaves, a dishwasher and refrigeration with a Retro design as well as food preparation, irons, juicers, renowned teasmades, table top cooking and vacuum cleaners.



T&G WOODWARE LTD

Old Mill Road, Portishead, Bristol
BS20 7BX

Tel: 01275 841841

Fax: 01275 841800

Web: www.tg-woodware.com

Established in 1975, T&G offer an exclusive collection of British designed, quality kitchen essentials and gifts including the Sophie Conran for T&G, the award winning T&G CrushGrind® salt, pepper and spice mills, FSC® certified beech boards and utensils, FSC® certified cork mats and trays, ceramic storage collections, marble, kitchen textiles, trolleys and much more.



UTENSA

170 Kings Road, Tyseley, Birmingham.
B11 2AP

Tel: +44 (0)121 706 0271

Fax: +44 (0)121 706 6169

Email: sales@utensa.co.uk

Web: www.utensa.co.uk

Utensa acquired the Wonderbake® brand in 2009 along with 130 years of manufacturing expertise and a wealth of bakeware knowledge. A tradition of excellence has established Utensa as one of the UK's leading manufacturers of Non-Stick, Vitreous Enamel and Traditional Tinplate Bakeware in what is probably the largest selection of British shapes.

Kitchen Bins

ADDIS HOUSEWARES LTD

www.addis.co.uk

info@addis.co.uk

Tel: 01656 664455

SIMPLEHUMAN

www.simplehuman.co.uk

uksales@simplehuman.co.uk

Tel: 01491 875 974

WESCO INTERNATIONAL B.V

www.wesco-int.com

info@wesco-int.com

Tel: 0031 10 483 68 07

Kitchen Electrical

ATAG UK

www.atag.co.uk

atagsales@atag.co.uk

Tel: 020 8247 3993

CAPLE

www.caple.co.uk

not available

Tel: 0117 938 1900

Kitchen Gadgets

JWP LIMITED

www.jwpltd.co.uk

sales@jwpltd.co.uk

Tel: 01254 503780

KITCHEN CRAFT

www.kitchencraft.co.uk

www.enquiries@kitchencraft.co.uk

Tel: 0121 604 6000

SODASTREAM

www.sodastream.co.uk

info-uk@sodastream.com

Tel: 01733 296 940

Kitchen Linens

MUMOTEX LTD

www.mumotextile.com

oya@mumotextiles.com

Tel: 07884 433975

SAMUEL LAMONT & SONS LTD

www.samuellamont.co.uk

e.hunter@samuellamont.co.uk

Tel: 028 38311980



Spring Fair NEC
Hall 9 D27

Harrogate
Home & Gift
DP1 6D

PVC Shoppers
Ovengloves
Tea towels
Aprons
Polidri
Bespoke

Victoria Street,
Lurgan, Co. Armagh,
N.Ireland, BT67 9DA
Tel. 028 38 311980

Contact: Eddie Hunter
E.Hunter@samuellamont.co.uk

Kitchen Storage

BARNES OF ASHBURTON LTD

www.barnesofashburton.co.uk
info@barnesofashburton.co.uk
Tel: 01364 653 613

BISBELL MAGNETIC PRODUCTS LTD

www.bisbellmagnets.com
sales@bisbellmagnets.com
Tel: 01283 531000

H & L RUSSEL LTD

www.russel.co.uk
sales@russel.co.uk
Tel: 01268 889000

HAFELE

www.hafele.co.uk
info@hafele.co.uk
Tel: 01788 542020

JWP LIMITED

www.jwpltd.co.uk
sales@jwpltd.co.uk
Tel: 01254 503780

KIMCO LTD.

www.kimco.uk.com
info@kimco.uk.com
Tel: (0)333 321 0803



BISBELL MAGNETS

Bisbell Magnetic Products Ltd
Hillfield Lane, Burton upon Trent,
Staffordshire, DE13 0BN

Tel: 01283 531000

Email: sales@bisbellmagnets.com
Web: www.bisbellmagnets.com

Buy direct from the UK manufacturers and inventors of the magnetic knife rack and the magnetic blade guard. Invigorate your knife storage category with some fresh UK design from the world's best and the UK's only magnetic knife storage manufacturer. Branded or own brand options available.

Kitchenware

ARRITAL CUCINE UK

www.arritalcucine.com
uksales@arritalcucine.com
Tel: 0870 092 0938

BISBELL MAGNETIC PRODUCTS LTD

www.bisbellmagnets.com
sales@bisbellmagnets.com
Tel: 01283 531000

COOLSKIN

www.coolskin.com
info@coolskin.com
Tel: 0800 011 2960

CREATIVE TOPS

www.creative-tops.com
sales@creative-tops.com
Tel: 01536 207 710

EDDINGTONS LTD

www.eddingtons.co.uk
sales@eddingtons.co.uk
Tel: 01488 686572

EKS INTERNATIONAL (UK) LTD

www.eks-int.com
salesuk@eks-france.fr
Tel: 01981 240033

ETHOS INTERNATIONAL

www.ethoshousewares.com
Tel: 01268 505090

JUST MUGS LTD

www.justmugs.com
philip@justmugs.f2s.com
Tel: 01782 819381

KIMCO LTD.

www.kimco.uk.com
info@kimco.uk.com
Tel: (0)333 321 0803

KOZIOL™ IDEAS FOR FRIENDS GMBH

www.koziol.de
info@koziol.de
Tel: 0049 6062 604 289

MEREWAY KITCHENS

www.merewaykitchens.co.uk
info@merewaykitchens.co.uk
Tel: 0121 706 7844

MITCHELL & COOPER

www.mitchellcooper.co.uk
sales@mitchellcooper.co.uk
Tel: 01825 765511

NORDIC WARE

www.nordicware.com
info@nordicware.co.uk
Tel: 0121 353 8284

PILOT HOUSEWARES (UK) LTD

www.pilothousewares.co.uk
Tel: 0115 929 3088

PLANIT PRODUCTS LTD

www.toastabags.com
caroline@planitproducts.co.uk
Tel: 01684 574797

PREMIER HOUSEWARES LLP

www.premierhousewares.co.uk
info@premierhousewares.co.uk
Tel: 0141 579 2000

SODASTREAM

www.sodastream.co.uk
info-uk@sodastream.com
Tel: 01733 296 940

T&G WOODWARE LTD

www.tgwoodware.com
sales@tg-woodware.com
Tel: 01275 841841

UTENSA LTD

www.utensa.co.uk
sales@utensa.co.uk
Tel: 0845 869 6632

Specialised Food & Confectionery

HALLIGAN RABY LTD

www.halliganraby.co.uk
sales@halliganraby.co.uk
Tel: 0121 4531741

HF CHOCOLATES

www.hfchocolates.co.uk
sales@hfchocolates.co.uk
Tel: 01908 315 003

UNCLE ROY'S COMESTIBLE CONCOCTIONS

www.uncleroys.co.uk
uncleroy@uncleroys.co.uk
Tel: 01683 221076

Table Linen

BELLEDORM

www.belledorm.co.uk
belledorm@ruia.co.uk
Tel: 01204 702300

FOU FURNISHINGS

www.foufurnishings.com
info@foufurnishings.com
Tel: + 44 (0)141 644 5211

JAN CONSTANTINE

www.janconstantine.com
info@janconstantine.com
Tel: 01270 821194

OCHRE & OCRE

www.ochreandocre.com
customerservice@ochreandocre.com
Tel: 0845 33 11 277

SAMUEL LAMONT & SONS LTD

www.samuellamont.co.uk
e.hunter@samuellamont.co.uk
Tel: 028 38311980

Tableware

ALLANGRANGE PRINTS

www.allangrange.co.uk
enquiries@allangrange.co.uk
Tel: 01752845297

CHURCHILL CHINA

www.churchillchina.biz
mm@churchillchina.plc.uk
Tel: 01782 577 566

CREATIVE TOPS

www.creative-tops.com
sales@creative-tops.com
Tel: 01536 207 710

DEFINE HOME ACCESSORIES (JENDICO LTD)

www.definehome.com
sales@definehome.com
Tel: 01858 464 888

DENBY POTTERY COMPANY LTD

www.denby.co.uk
linda.salt@denby.co.uk
Tel: 01773 740700/ 01773 740776

ELIA INTERNATIONAL

www.elia.co.uk
sales@elia.co.uk
Tel: 020 8998 2100

EVTHOKIA LTD

www.evthokia.co.uk
info@evthokia.co.uk
Tel: 020 3524 5446

HANNAH TURNER

www.hannahturner.co.uk
sales@hannahturner.co.uk
Tel: 0117 9421761

HARTLEY GREENS LEEDS POTTERY

www.leeds-pottery.co.uk
info@hartleygreens.com
Tel: 01782 332492

JASON PRODUCTS LTD

www.jasonproducts.com
Tel: +64 9 845 3777

JERSEY POTTERY

www.jerseypottery.com
enquiries@jerseypottery.com
Tel: 01534 850803

JOANNE WINDAUS

www.joannewindaus.com
info@joannewindaus.com
Tel: 0049 2114 86641

JUST MUGS LTD

www.justmugs.com
philip@justmugs.f2s.com
Tel: 01782 819381

KATRIN MOYE

www.katrinmoye.com
katrin.moye@ntlworld.com
Tel: 7854244412

LSA INTERNATIONAL

www.lsa-international.com
sales@lsa-international.com
Tel: 01932 789721

MARTIN BAXENDELL AGENCIES LIMITED

www.mbagencies.eu
martin@mbagencies.eu
Tel: 01844 238241

MAXWELL & WILLIAMS

www.maxwellandwilliams.co.uk
sale@valerie-graham.co.uk
Tel: 0208 200 5100

MELAMASTER

www.coleshilldesign.com
sales@coleshilldesign.com
Tel: 024 76724 900

PARIDOM COMPANY LTD.

www.elisa.com
harry.goodger@btinternet.com
Tel: 01178346996

PORTMEIRION GROUP UK LTD

www.portmeiriongroup.com
idavies@portmeiriongroup.com
Tel: 01782 744 721

PYREX

www.pyrexuk.com
michelle.lilley@arc-intl.com
Tel: 01327 323010

RAYWARE LTD

www.rayware.co.uk
sales@rayware.co.uk
Tel: 0151 486 1888

ROBERT WELCH DESIGNS LTD

www.robertwelch.com
enquiries@welch.co.uk
Tel: 01386 840880

ROELOFS & RUBENS

www.roelofsrubens.co.uk
info@roelofsrubens.co.uk
Tel: 01635 253671



MAXWELL & WILLIAMS VALERIE GRAHAM LTD

4, Watling Gate
297-303 Edgware Road
London, NW9 6NB
Tel: 0208 200 5100
www.maxwellandwilliams.co.uk
sales@valerie-graham.co.uk

Interantional tableware brand Maxwell & Williams is synonymous with tasteful white china and porcelain. Offering a versatile range of dining, serving, oven-to-tableware, tools & gadgets, cutlery and stemware, Maxwell & Williams are recognised for fantastic quality and outstanding value for money. Each individual piece shares a stylish, contemporary and aspirational appeal.

SARAH PETHERICK LTD

www.sarahpetherick.co.uk
info@sarahpetherick.co.uk
Tel: 01458 851 090

TALKING TABLES

www.talkingtables.co.uk
clare@talkingtables.co.uk
Tel: 020 7627 6767

THE DRH COLLECTION LIMITED

www.thedrhcollection.com
sales@tdrh.com
Tel: 020 7249 0710

WESTERN HOUSE LTD

www.western-house.com
Tel: 01256 462 341

Utensils & Knives

BURTON MCCALL

www.burton-mccall.com
sales@burton-mccall.co.uk
Tel: 0116 234 4644

Pet Products

3P ENTERPRISE LTD

www.3penterprise.co.uk
sales@3penterprise.co.uk
Tel: 01594 810990

SPONSORED BY

— paris —
BIOGANCE
pure é l é g a n c e

Pet Products

info@biogance.fr | +33 241 731 515 | www.biogance.co.uk



— paris —
BIOGANCE

l'élégance n'appartient pas qu'aux humains



PET PRODUCTS

ANCOL PET PRODUCTS LTD

www.ancol.co.uk
sales@ancol.co.uk
Tel: 01922 402428

AQUATRONICA

www.aquatronica.com
info@aquatronica.com
Tel: 0039 0522 494403

BELL AND BARKER LTD

www.bellandbarker.com
info@bellandbarker.com
Tel: +44 (0)1325 240 560

COLLARWAYS

www.collarways.com
info@collarways.com
Tel: 0845 456 8395

CREATURE CLOTHES LTD

www.creatureclothes.com
info@creatureclothes.com
Tel: 01986 875509

DANISH DESIGN PET PRODUCTS LTD

www.danishdesign.co.uk
info@danishdesign.co.uk
Tel: 0113 3919 828

INITIAL MEMORIALS

www.initialmemorials.co.uk
sales@initialmonogram.org
Tel: 01923 255540

parts

BIOGANCE

pure elegance



BIOGANCE
Z.I. Anjou Atlantique
F-49123 Champocé sur Loire –
Tel: +33 241 731 515
Email: info@biogance.fr
Web: www.biogance.co.uk

For a better well-being of our pets and to help promote their metabolism balance, Biogance has delicately formulated a tasty range of complementary foods with 100 per cent natural active ingredients.

Collarways

Distributor of great dog products including:

ZOGOFLEX **Pawz** **LupinePet**
flexi **Half & Full**

Exclusive distributor of the
stay over Rover



For storage at home
or wherever you
may roam

Collarways

13 Chaldicott Barns,
Semley, SP7 9AW
www.collarways.co.uk
01747 832050

JOHNSONS VETERINARY PRODUCTS

www.jvp.co.uk
info@johnsons-vet.com
Tel: 0121 378 1684

KRUUSE UK LTD

www.kruise.com
kruise.uk@kruise.com
Tel: 01977 681523

OCEAN NUTRITION EUROPE

www.oceannutrition.eu
info@oceannutrition.eu
Tel: 0032 3 677 02 10

ORGANICAQUA

www.organicaqua.com
steve@organicaqua.com
Tel: 353879115073

PEDAL BOWL PRODUCTS LTD

www.pedalbowl.co.uk
mail@jimrokos.com
Tel: 2075897935

PET COMPANY

www.petcompany.co.uk
sales@petcompany.co.uk
Tel: 0114 262 0370

PETQUIP

www.petquip.com
info@petquip.com
Tel: 01959 565995

PRESTIGE PET PRODUCTS

www.prestigepets.co.uk
info@prestigepets.co.uk
Tel: (0)844 879 3205

SCISSAL - FURNITURE FOR DOGS

& CATS

www.scissal.co.uk
info@scissal.co.uk
Tel: 0870 780 9967

SCRUFFS

www.petslovescruffs.com
sales@petslovescruffs.com
Tel: 0161 702 5060

TETRA (UK) LTD

www.tetra.net
Tel: 2380606070

THE HATCHWELL CO LTD

www.hatchwell.co.uk
sales@hatchwell.co.uk
Tel: 1254888479

THE NUTTERY LTD

www.thenuttery.com
info@thenuttery.com
Tel: 01923 777111

TROVER ENTERPRISES LIMITED

www.trovercoats.com
info@trovercoats.com
Tel: 1481823209

UNIQUE PET SUPPLIES

www.uniquepetwholesale.co.uk
sales@uniquepetsupplies.co.uk
Tel: 01992 815575

WEANAFEEDA PRODUCTS LTD

www.weanafeeda.com
weanafeeda@aol.com
Tel: 01539 448741

More precious than diamonds



ORGANIC
& NATURAL

INNOVATIVE
FORMULATIONS

PROACTIVE
PARTNER

PRIVATE LABEL
FULL SERVICE

MARKETING
SUPPORT

MADE
IN FRANCE

www.biogance.com

Seasonal Products

Christmas Decorations

CAROLYN ADAMS DISPLAYS

www.carolynadamsdisplays.com
info@carolynadamsdisplays.com
 Tel: 028 92693590

CREATION GROUP - FIGUR ANIMATION A/S

www.creationgroup.eu
info@creationgroup.eu
 Tel: 4557611573

EMILY READETT-BAYLEY LTD

www.emilyreadettbayley.com
info@emilyreadettbayley.com
 Tel: 07802 732753

EXHIBITIONS INTERNATIONAL

www.exhibitionsinternational.co.uk
sales@exhibitionsinternational.co.uk
 Tel: 01902 450040

GLOBAL (A W JAN)

www.globalcrackersandparty.co.uk
globalparty@btconnect.com
 Tel: 0845 2500 624

KONESAR

www.konesar.com
konesar@aol.com
 Tel: 01372 360652

LDJ DESIGN & DISPLAY LTD

www.ldj-display.com
info@ldj-display.com
 Tel: 01535 685600

MARKSLOJD UK

www.markslojd.com
info.uk@markslojd.com
 Tel: 01803 215533

PREMIER DECORATIONS LTD

www.premierdec.com
sales@premierdec.com
 Tel: 020 8624 5555

REIKO KANEKO LTD

www.reikokaneko.co.uk
info@reikokaneko.co.uk
 Tel: 0207 254 4371

RICHARD SELLMER VERLAG

www.advent-calendar.com
uksales@sellmer-verlag.de
 Tel: 01384 877755



ROELOFS & RUBENS

www.roelofsrubens.co.uk
info@roelofsrubens.co.uk
 Tel: 01635 253671

ROYAL CROWN DERBY

www.royalcrownderby.co.uk
enquiries@royalcrownderby.co.uk
 Tel: 01332 712 800

THE SATCHVILLE GIFT COMPANY

www.thesatchvillegiftcompany.co.uk
info@thesatchvillegiftcompany.co.uk
 Tel: 08444 9918123

WINDOW-KIT.COM

www.window-kit.com
info@window-kit.com
 Tel: 01962 621686

Christmas Displays

EXHIBITIONS INTERNATIONAL

www.exhibitionsinternational.co.uk
sales@exhibitionsinternational.co.uk
 Tel: 01902 450040

Christmas Lights

CAROLYN ADAMS DISPLAYS

www.carolynadamsdisplays.com
info@carolynadamsdisplays.com
 Tel: 028 92693590

DENCON ACCESSORIES

www.dencon.co.uk
sales@dencon.co.uk
 Tel: 01279 433 533

LASER HIRE LTD

www.laserhire.co.uk
info@laserhire.co.uk
 Tel: 01889 507067

LDJ DESIGN & DISPLAY LTD

www.ldj-display.com
info@ldj-display.com
 Tel: 01535 685600

MARKSLOJD UK

www.markslojd.com
info.uk@markslojd.com
 Tel: 01803 215533





Harrogate

Christmas & Gift

8th - 11th January 2017

**Booking
now open!**

*Don't miss the UK's
fastest growing
trade show for the
festive gift sector!*

www.harrogatefair.com

Easter Decorations & Gifts

CREATION GROUP - FIGUR

ANIMATION A/S
www.creationgroup.eu
info@creationgroup.eu
Tel: 4557611573

WINDOW-KIT.COM

www.window-kit.com
info@window-kit.com
Tel: 01962 621686

Fireworks

LASER HIRE LTD

www.laserhire.co.uk
info@laserhire.co.uk
Tel: 01889 507067

Halloween

PREMIER DECORATIONS LTD

www.premierdec.com
sales@premierdec.com
Tel: 020 8624 5555

SNAZAROO

www.snazaroo.com
info@snazaroo.co.uk
Tel: 01562 744522

Seasonal Products

ANTHONY PETERS MANUFACTURING CO. LTD.

www.anthonypeters.com
cynthiahoggett@anthonypeters.com
Tel: 01664 481882

BEAUX BELLES OF LONDON

www.b-belles.com
charlotte.chambers@b-belles.co.uk
Tel: 01634 265494

ERNEST THE BEAR PRODUCTIONS

www.ernestthebeartoys.co.uk
sales@ernestthebeartoys.co.uk
Tel: 01234 772983

EXHIBITIONS INTERNATIONAL

www.exhibitionsinternational.co.uk
sales@exhibitionsinternational.co.uk
Tel: 01902 450040

FUDGE KITCHEN

www.fudgekitchen.co.uk
info@fudgekitchen.co.uk
Tel: 01303 864 400

HF CHOCOLATES

www.hfchocolates.co.uk
sales@hfchocolates.co.uk
Tel: 01908 315 003

INITIAL MEMORIALS

www.initialmemorials.co.uk
sales@initialmonogram.org
Tel: 01923 255540

LESTA PACKAGING PLC

www.lestapackaging.co.uk
enquiries@lestapackaging.co.uk
Tel: 0116 262 4449

MARVIN'S MAGIC

www.marvinmagic.co.uk
magic@marvinmagic.co.uk
Tel: 01582 849 000

PADGETT BROS A TO Z LTD

www.padgettatoz.co.uk
phil@padgettatoz.co.uk
Tel: 01226 381188

PAPER HOUSE CARDS (THE GREAT BRITISH CARD COMPANY)

www.greatbritishcards.co.uk
Tel: 01452 888999

RICHARD SELLMER VERLAG

www.advent-calendar.com
uksales@sellmer-verlag.de
Tel: 01384 877755

SECOND NATURE LTD

www.secondnature.co.uk
hello@secondnature.co.uk
Tel: 1983209590

SNAZAROO

www.snazaroo.com
info@snazaroo.co.uk
Tel: 01562 744522

SUKI GIFTS INTERNATIONAL

www.sukigifts.com
happytohelp@sukigifts.com
Tel: 01733 842431

TALKING TABLES

www.talkingtables.co.uk
clare@talkingtables.co.uk
Tel: 020 7627 6767

THE CORNISH PIXIE COMPANY LTD

www.thecornishpixiecompany.com
lpw@thecornishpixiecompany.com
Tel: 01288321751

THE GOLDEN CASKET GROUP

www.millionssweets.co.uk
enquiries@goldencasket.co.uk
Tel: 01475 721099

THE HATCHWELL CO LTD

www.hatchwell.co.uk
sales@hatchwell.co.uk
Tel: 1254888479

THE NUTTERY LTD

www.thenuttery.com
info@thenuttery.com
Tel: 01923 777111

WRAPELOPE

www.wrapelope.com
sales@wrapelope.com
Tel: 0208 682 4488

Wedding Products

BY ELISE

www.byelise.com
elise@byelise.com
Tel: (0)1757 633239

CHRONO UK LTD

www.chronouk.com
sales@chrono-online.com
Tel: 01243 531 055



TALKING TABLES

20 Union Road, 7 Union Court,
London, SW4 6JP

Tel: 02076276767

Email: info@talkingtables.co.uk

Web: www.talkingtables.co.uk

Design-led British brand creating trendy homeware, gifts and party accessories.

Experts in fun and innovative partyware, people around the world are already celebrating with Talking Tables.

Launching new collections seasonally with award winning products, Talking Tables can be found at the heart of special occasions.

It's time to get together!



earthsquared.
fabulous & fair trade

EDINBURGH

Visit www.fairtradewholesale.co.uk
or email sales@earthsquared.com for further information

Creating fabulous fashion accessories for 14 years – stunning designs, quality and prices ■

Sportswear & Equipment

Clothing

DAVID LUKE
www.davidluke.com
sales@davidluke.com
Tel: 0161 272 7474

FALCON SPORTSWEAR
www.falconsports.co.uk
email@falconsports.co.uk
Tel: 01274 306440

ORCA
www.orca.com
ukinfo@orca.com
Tel: +44 (0) 1753 851 111

PROTEST
www.protest.eu
Tel: 0191 2576214

PURELIME FITNESS LTD
www.purelime.com
martinHUDSON@purelime.com
Tel: 01697 742 711

Fitness & Sport Equipment

BRAND FUSION
www.brandfusionltd.co.uk/multisports
sports@brandfusionltd.co.uk
Tel: 07973 668 641

CHRONO UK LTD
www.chronouk.com
sales@chrono-online.com
Tel: 01243 531 055

FITNESS-MAD
www.fitness-mad.com
customercare@fitness-mad.com
Tel: 01386 859 551

MIGHTYMAST LEISURE LTD
www.mightymast.com
info@mightymast.com
Tel: 01394 460896

TECHNOGYM
www.technogym.com
uk_info@technogym.com
Tel: 8003162496

ZEN LIFESTYLES UK LTD
www.zenlifestyles.co.uk
sales@zenlifestyles.co.uk
Tel: 01606 352277

Sports & Equipment



MOLTEN SPORTS
www.moltensports.co.uk
info@moltensports.co.uk
Tel: 0800 298 8217

TILDENET
www.tildenet.co.uk
Tel: 1179669684

ZOGGS
www.zoggs.com
pr@zoggs.com
Tel: +44 (0) 1276 489 089

Sports Accessories

FITNESS-MAD
www.fitness-mad.com
customercare@fitness-mad.com
Tel: 01386 859 551

HAB INTERNATIONAL
www.habdirect.co.uk
sales@habdirect.co.uk
Tel: 01926 816100

MITRE SPORTS INTERNATIONAL
www.mitre.com
Tel: 020 8 970 2866

SOLO SPORTS UK LTD
sales@solosport.co.uk
Tel: 01539 622322

Sportswear & Equipment

DITA (UK) LTD
www.dita.co.uk
info@dita.co.uk
Tel: 0131 660 1222

FALCON SPORTSWEAR

www.falconsports.co.uk
email@falconsports.co.uk
Tel: 01274 306440

FITNESS-MAD

www.fitness-mad.com
customercare@fitness-mad.com
Tel: 01386 859 551

HAB INTERNATIONAL

www.habdirect.co.uk
sales@habdirect.co.uk
Tel: 01926 816100

LOTTO SPORT ITALIA SPA

www.lottosport.com
email@lottosport.com
Tel: +39 0423 6181

PURELIME FITNESS LTD

www.purelime.com
martinHUDSON@purelime.com
Tel: 01697 742 711

SOLO SPORTS UK LTD

sales@solosport.co.uk
Tel: 01539 622322

TECHNOGYM

www.technogym.com
uk_info@technogym.com
Tel: 8003162496



THE WORLD OF



FROM UK GREETINGS

Cards with so much more!

Fabulous Disney designs, featuring kids favourite characters,
with added interactivity to keep them entertained.



UK GREETINGS

the home of the best brands

© Disney.
© Disney/Pixar.

STATIONERY & BOOKS

SPONSORED BY

UK GREETINGS

WWW.UKGREETINGS.CO.UK

Calendars & Diaries

DANILO

www.danilo.com
sales@danilo.com
Tel: 01992 702900

FILOFAX

www.filofax.co.uk
trade-enquiries@filofax.co.uk
Tel: 01444 238100

NOUVELLES IMAGES PUBLISHERS

www.nouvellesimages.com
uk@nouvellesimages.com
Tel: 00800 38962662

OTTER HOUSE LTD

www.otterhouse.co.uk
sales@otterhouse.co.uk
Tel: 01392 427333

RICHARD SELLMER VERLAG

www.advent-calendar.com
uksales@sellmer-verlag.de
Tel: 01384 877755

TALLON INTERNATIONAL LTD

www.tallon.co.uk
mikerogers@tallon.co.uk
Tel: 024 7643 7000

WECOMMUNICS LIMITED

www.wecomunic8.com
janbridge@wecomunic8.com
Tel: 01604 696 903

Desk Accessories

CASTELLI UK LTD

www.castelli.co.uk
Tel: 01892 612215

GBA PEN COMPANY LTD

www.gbapen.co.uk
info@gbapen.co.uk
Tel: 01277 369 620

LUMINATI WAYCON LTD

www.luminati.co.uk
enquiries@luminati.co.uk
Tel: 01752 698720

PRODUCTION LINE LTD

www.theprocrastinator.co.uk
info@production-line.co.uk
Tel: 029 2061 2221

STAVERTON FURNITURE

www.staverton.co.uk
info@staverton.co.uk
Tel: 0208 538 5980

THE WRITING DESK LTD

www.thewritingdesk.co.uk
enquiries@thewritingdesk.co.uk
Tel: 01284 752117

Greeting Cards & Gift wrap

2GNU.CO.UK

www.2gnu.co.uk
hugh@ab3design.co.uk
Tel: 7960285138

ART ANGELS

www.art-angels.co.uk
sales@art-angels.co.uk
Tel: 01603 620161

BELLE & BOO

www.belleandboo.com
kate@belleandboo.com
Tel: 447882718428

BLUEBELL 33

www.bluebell33.com
info@bluebell33.com
Tel: 01932 506406

CASPARI

www.casparionline.com/international
info@caspari.co.uk
Tel: 01799 513010

CLOUD CUCKOO DESIGNS LTD

www.cloudcuckoodesigns.com
info@cloudcuckoodesigns.com
Tel: 01562 631014

DANILO

www.danilo.com
sales@danilo.com
Tel: 01992 702900

ELIZABETH WHITING & ASSOCIATES LTD.

www.ewastock.com
ewa@elizabethwhiting.com
Tel: 2073882828

FIZZ

www.fizzstudio.co.uk
fizzcards@btinternet.com
el: Tel: 01934 632035

GLEBE COTTAGE LTD

www.glebe-cottage.co.uk
sales@glebe-cottage.co.uk
Tel: 01626 369269

HALFBAKED

www.halfbakedcards.co.uk
info@halfbakedcards.co.uk
Tel: 01252 851017

HALLIGAN RABY LTD

www.halliganraby.co.uk
sales@halliganraby.co.uk
Tel: 0121 4531741

HOCKIN & ROBERTS LTD

www.hockinandroberts.com
sales@hockinandroberts.com
Tel: 01726 69718

INTERNATIONAL; GREETINGS UK LTD

www.internationalgreetings.co.uk
mail@ig-uk.com
Tel: 01443 862520

JAMES ELLIS STEVENS LTD

www.jamesellisstevens.com
sales@jamesellisstevens.com
Tel: 0117 927 7667

JOBSWORTH CARDS.CO.UK

www.jobsworthcards.co.uk
info@jobsworthcards.co.uk
Tel: 0845 2777049

JULIE BELL

www.juliebellstationery.co.uk
info@juliebellstationery.co.uk
Tel: 020 7286 2968

New Postcard Range



Brand new
range of
photographic
art postcards
and fine art
posters

street54.net
0203 727 5108

Top Dog Cards
no min order 36 fun new designs




for a brochure call 01142 620899 email - fernandeshtd@btconnect.com
tonyfernandesdesign.com

LAUREN MORIARTY

www.laurenmoriarty.co.uk
info@laurenmoriarty.co.uk
Tel: 0207 5311431

MAJESTIC CARDS LTD.

sales@majesticcards.com
Tel: 2084502536

NIGEL QUINEY PUBLICATIONS

www.nigelquiney.com
info@nigelquiney.com
Tel: 01799 520200

NOUVELLES IMAGES PUBLISHERS

www.nouvellesimages.com
uk@nouvellesimages.com
Tel: 00800 38962662

OTTER HOUSE LTD

www.otterhouse.co.uk
sales@otterhouse.co.uk
Tel: 01392 427333

PAPER HOUSE CARDS (THE GREAT BRITISH CARD COMPANY)

www.greatbritishcards.co.uk
Tel: 01452 888999

PEARTREE HEYBRIDGE LTD

www.peartreeheybridge.co.uk
sales@peartreeheybridge.co.uk
Tel: 01423 876311

PENNY LINDOP DESIGNS

www.pennylindop.com
info@pennylindop.com
Tel: 01953 681990

PINEAPPLE PARK LTD

www.pineapplepark.co.uk
info@pineapplepark.co.uk
Tel: 01462 814817

REALLY GOOD

www.reallygoodtrade.com
Tel: 01235 537888

SEADRAGON PUBLISHING

www.seadragonpublishing.co.uk
info@seadragonpublishing.co.uk
Tel: 01603 490054

SECOND NATURE LTD

www.secondnature.co.uk
hello@secondnature.co.uk
Tel: 1983209590

SHEILA GILL FINE ART

www.sheilagill.co.uk
david@sheilagill.co.uk
Tel: 01246 450 667

SHER RAJAH PUBLISHING

www.sherrajahpublishing.com
contact@sherrajah.com
Tel: + 44 (0)117 3304992

SIMON ELVIN LTD

www.simonelvin.com
sales@simonelvin.com
Tel: 01628 526 711

SOUL WATER

info@soulwater.co.uk
Tel: 020 8767 9559

STREET 54

www.street54.net
sales@street54.net
Tel: 2037275108

TALLON INTERNATIONAL LTD

www.tallon.co.uk
mikerozers@tallon.co.uk
Tel: 024 7643 7000

THE CDCARD COMPANY

www.cdcard.com
info@cdcard.com
Tel: 0208 993 5966

THE LIGHTHOUSE DRAWING ROOMS

www.lighthousecards.co.uk
sale@lighthousecards.co.uk
Tel: 028 90643114

THE MONSTER FACTORY

www.themonsterfactory.com
martin@themonsterfactory.com
Tel: 02078016233




UK GREETINGS LTD.
Mill Street East
Dewsbury
West Yorkshire
Tel: 01924 465200
Web: ukgreetings.co.uk

UK Greetings Ltd. is the largest direct to retail greeting card publisher in the UK, with a portfolio of leading greeting card brands and social expression products. Our brand portfolio includes Carlton, Camden, Hanson, Gibson, Collage and Special Editions. Our aim is to drive your sales with the support of an experienced sales and merchandising team and dedicated Customer Service.

THE STRAWBERRY CARD COMPANY
www.thestrawberrycardcompany.co.uk
sian@thestrawberrycardcompany.co.uk
Tel: 01179732922

TONY FERNANDES
www.tonyfernandesdesign.com
Tel: 0114 262 0899

TWO LITTLE MONKEYS LTD
www.twolittlemonkeysltd.co.uk
info@twolittlemonkeys.demon.co.uk
Tel: 0191 488 3333

UK GREETINGS LTD
www.ukgreetings.co.uk
jill.alexander@ukgreetings.co.uk
Tel: 01924 465200

UNIQUE PAPER COMPANY
www.theuniquepapercompany.co.uk
sales@theuniquepapercompany.co.uk
Tel: 01206 242483

WECOMMUNIS LIMITED
www.wecomunic8.com
janbridge@wecomunic8.com
Tel: 01604 696 903

WOODMANSTERNE PUBLICATIONS
www.woodmansterne.co.uk
sales@woodmansterne.co.uk
Tel: 01923 200600

WRAPELOPE
www.wrapelope.com
sales@wrapelope.com
Tel: 0208 682 4488

Partyware & Novelty

SNAZAROO
www.snazaroo.com
info@snazaroo.co.uk
Tel: 01562 744522

TALKING TABLES
www.talkingtables.co.uk
clare@talkingtables.co.uk
Tel: 020 7627 6767

YEW TREE TRADING
www.yewtreetrading.com
yewtreetrading@yahoo.co.uk
Tel: 01227 741 777

Photo Albums

CREATIVE IMPORTS
www.creative-imports.com
Tel: 0845 299 0263

INNOVA EDITIONS LTD
www.innovaeditions.com
innova@innovaeditions.com
Tel: 01932 820018

Recycled & FSC Stationery

GLEBE COTTAGE LTD
www.glebe-cottage.co.uk
sales@glebe-cottage.co.uk
Tel: 01626 369269

REVOLVE (BY CUTOUTS LIMITED))
www.revolve-uk.com
sales@revolve-uk.com
Tel: 01484 645281

Stationery

A T CROSS
www.cross.com
nshepherd@cross.com
Tel: 01582 422 793

ABRAMS AND CHRONICLE BOOKS
erobertson@abramsandchronicle.co.uk
Tel: 0207 713 2064

ART ANGELS
www.art-angels.co.uk
sales@art-angels.co.uk
Tel: 01603 620161

ART2GO UK LTD
www.art2go-uk.com
sales@art2go-uk.com
Tel: 01843292333

BLUEPRINT COLLECTIONS LTD
www.blueprintcollections.co.uk
helen.webster@bluecoll.co.uk
Tel: 0845 217 2400

BRUCE DOUGLAS / ULTRATAPE
www.ultratape.com
sales@ultratape.com
Tel: 01382 832999

CASPARI
www.casparionline.com/international
info@caspari.co.uk
Tel: 01799 513010

CASTELLI UK LTD
www.castelli.co.uk
Tel: 01892 612215

DERWENT
www.pencils.co.uk
derwent.pencils@acco.com
Tel: 01900 609590

EDDING UK LTD
www.edding.co.uk
info@edding.co.uk
Tel: 01727 846688

FILOFAX
www.filofax.co.uk
trade-enquiries@filofax.co.uk
Tel: 01444 238100

GBA PEN COMPANY LTD
www.gbapen.co.uk
info@gbapen.co.uk
Tel: 01277 369 620

GEOMETRIX LTD
www.geometrix.co.uk
joncook@geometrix.co.uk
Tel: 01543 452424

HILTON BANKS LTD
www.grippingstuff.com
hiltonbanks@btinternet.com
Tel: 2089798284

HOCKIN & ROBERTS LTD
www.hockinandroberts.com
sales@hockinandroberts.com
Tel: 01726 69718

IF (THAT COMPANY CALLED)
www.thatcompanycalledif.com
info@thatcompanycalledif.com
Tel: 01751 475757

JULIE BELL

www.juliebellstationery.co.uk
 info@juliebellstationery.co.uk
 Tel: 020 7286 2968

MAJESTIC CARDS LTD.

sales@majesticcards.com
 Tel: 2084502536

PEARTREE HEYBRIDGE LTD

www.peartheheybridge.co.uk
 sales@peartheheybridge.co.uk
 Tel: 01423 876311

PUZZLER MEDIA LTD

www.puzzler.com
 tony.ablewhite@puzzlermedia.com
 Tel: 01737 378716

RYLAND PETERS AND SMALL

www.rylandpeters.com
 info@rps.co.uk
 Tel: 020 7025 2200

SEADRAGON PUBLISHING

www.seadragonpublishing.co.uk
 info@seadragonpublishing.co.uk
 Tel: 01603 490054

SHER RAJAH PUBLISHING

www.sherrajahpublishing.com
 contact@sherrajah.com
 Tel: + 44 (0)117 3304992

STONE MARKETING

www.stonemarketing.com
 sales@stonegift.com
 Tel: 01732 771771

TALLON INTERNATIONAL LTD

www.tallon.co.uk
 mikerogers@tallon.co.uk
 Tel: 024 7643 7000

THE STRAWBERRY CARD COMPANY

www.thestrawberrycardcompany.co.uk
 sian@thestrawberrycardcompany.co.uk
 Tel: 1179732922

THE WRITING DESK LTD

www.thewritingdesk.co.uk
 enquiries@thewritingdesk.co.uk
 Tel: 01284 752117

TREGAWNE GIFTWARE

www.tregawne.co.uk
 sales@tregawne.co.uk
 Tel: 01386 861800

VELCRO LTD

www.velcro-solutions.co.uk
 skennedy@velcro.com
 Tel: 01606 738806

Stationery & Books**ABRAMS AND CHRONICLE BOOKS**

erobertson@abramsandchronicle.co.uk
 Tel: 0207 713 2064

F&W MEDIA INTERNATIONAL

www.fwmedia.co.uk
 enquiries@fwmedia.co.uk
 Tel: 01626323200

INTERNATIONAL GREETINGS UK LTD

www.internationalgreetings.co.uk
 mail@ig-uk.com
 Tel: 01443 862520

KATRIN MOYE

www.katrinmoye.com
 katrin.moye@ntlworld.com
 Tel: 7854244412

PAPER HOUSE CARDS (THE GREAT BRITISH CARD COMPANY)

www.greatbritishcards.co.uk
 Tel: 01452 888999

PEEL & SARDINE

www.peelcards.co.uk
 contact@peelcards.co.uk
 Tel: 1664464009

abrams&chronicle books**ABRAMS AND CHRONICLE**

161-165 Farringdon Road
 London, EC1R 3AL
 0207 713 2060

tloynes@abramsandchronicle.co.uk
 www.abramsandchronicle.co.uk

Abrams & Chronicle Books distributes a collective of well-respected publishers including; Abrams, Chronicle Books and the V&A.

Our publishing covers a range of genres from popular culture and lifestyle to children's, gift and stationery. Including best-sellers like Lisa Eldridge's Face Paint and the official Art of Star Wars: The Force Awakens.

Toys & Games

Adult & Family Games

1745 TRADING COMPANY
www.questsoftheworld.com
lynne@1745trading.com
Tel: 07775 505143

BANANAGRAMS
www.bananagrams.com
infouk@bananagrams.com
Tel: 020 8876 3013

CARTAMUNDI
www.cartamundi.com
retail@cartamundi.co.uk
Tel: 01268 511 522

DAVID WESTNEDGE LTD.
www.davidwestnedge.com
office@davidwestnedge.com
Tel: 020 8871 2654

IMAGINATION GAMES
www.imaginationgames.com
david.snow@imaginationgames.com
Tel: 01270 619100

KAMTRONIK GAMES LIMITED
www.football-legend.co.uk
info@kamtronik.co.uk
Tel: 08451 706070

LEGO COMPANY LIMITED
www.lego.co.uk
Tel: 01753 495000

MIGHTYMAST LEISURE LTD
www.mightymast.com
info@mightymast.com
Tel: 01394 460896

TACTIC GAME UK
www.tactic.net
sales@tacticgames.co.uk
Tel: 01483 751267

TANTRIX PUZZLES & GAMES
www.tantrix.co.uk
info@tantrix.co.uk
Tel: 020 8680 8918

WITZIGS
www.witzigs.co.uk
info@witzigs.co.uk
Tel: 01328 864941

Educational Toys

BANANAGRAMS
www.bananagrams.com
infouk@bananagrams.com
Tel: 020 8876 3013

BRAINSTORM LTD
www.brainstormltd.co.uk
sales@brainstormltd.co.uk
Tel: 01200 445113

CASDON
www.casdon.com
toys@casdon.com
Tel: 01253 766411

DKL MARKETING LTD
www.dkl.co.uk
dkl@dkl.co.uk
Tel: 01604 678 780

DOODLEBUGZ LTD
www.doodlebugz.co.uk
trade@doodlebugz.co.uk
Tel: 01347 830100

DOWMAN SOFT TOUCH
www.dowman.com
sales@dowman.com
Tel: 01487 840 124

FAMILY OF FUN
Tel: 01234 242474

GREAT KIDS TOYS
Tel: 01422 351726

HOUSE OF DIFFERENCE DESIGN
www.hofd.co.uk
hq@hofd.co.uk
Tel: 01226 351330

JOHN CRANE LTD
www.john-crane.co.uk
sales@john-crane.co.uk
Tel: 01604 77 49 49

LANKA KADE
www.lankakade.co.uk
info@lankakade.co.uk
Tel: 01858 463850

LEAPFROG
Tel: 01895 202840

LEARNING RESOURCES
www.learningresources.co.uk
sales@learning-resources.co.uk
Tel: 01553 762276

LEGO COMPANY LIMITED
www.lego.co.uk
Tel: 01753 495000

ORCHARD TOYS
www.orchardtoys.com
sales@orchardtoys.com
Tel: 01953 423422

PADGETT BROS A TO Z LTD
www.padgettatoz.co.uk
phil@padgettatoz.co.uk
Tel: 01226 381188

RAINBOW DESIGNS
www.rainbowdesigns.co.uk
sales@rainbowdesigns.co.uk
Tel: 01329 227300

TANTRIX PUZZLES & GAMES
www.tantrix.co.uk
info@tantrix.co.uk
Tel: 020 8680 8918

TRENDS UK
Tel: 01865 893 236

VELCRO LTD
www.velcro-solutions.co.uk
skennedy@velcro.com
Tel: 01606 738806

WILD REPUBLIC UK LTD
www.wildrepublic.eu
info@wild-republic.co.uk
Tel: 0845 2713 235


Outdoor Toys

GARDEN GAMES LTD
www.gardengamesltd.co.uk
sales@gardengamesltd.co.uk
Tel: 01865 391060

MOOKIE TOYS
www.mookie-toys.co.uk
help@mookie.co.uk
Tel: 01525 722716

MV SPORTS & LEISURE
www.mvsports.com
customer.services@mvsports.com
Tel: 0121 748 8000

PLUM PRODUCTS
www.plumproducts.com
info@plumproducts.com
Tel: +44 (0) 844 880 5301

Cartamundi 

is a market leader and innovator in playing cards and card games, as shown by its Shuffle range: durably packaged, play-anywhere card deck versions of famous board games with a digital download for extra fun. Cartamundi also offers private label games manufacturing: games tailor-made to each customer's needs.

sales@cartamundi.co.uk

Ph: +44 1286 511 522

[@cartamundiuk](#)



TOYS & GAMES

TACTIC GAME UK

www.tactic.net
sales@tacticgames.co.uk
Tel: 01483 751267

TRAMPLED UNDERFOOT LTD

www.trampledunderfoot.co.uk
steve@trampledunderfoot.co.uk
Tel: 01728 602007

Soft Toys

AURORA WORLD UK LTD

www.yoohoofriends.com
info@auroraworld.co.uk
Tel: +44 (0)1256 374 260

B KIDS UK LTD

info@bkids.co.uk
Tel: Tel:

BEARING GIFTS

www.bearing-gifts.com
sales@bearing-gifts.com
Tel: 01721 722567

CHANNEL ISLAND TOYS (LAURENCE DEANE LTD)

www.channel-teddy.co.uk
sales@channel-teddy.co.uk
Tel: 01481 723871

DOWMAN SOFT TOUCH

www.dowman.com
sales@dowman.com
Tel: 01487 840 124

GREAT KIDS TOYS

Tel: 01422 351726

GUND UK LTD

www.enesco.co.uk
uksales@enesco.co.uk
Tel: 01228 404022

HALILIT

www.halilit.co.uk
sales@halilit.co.uk
Tel: 01254 872454

HANSA UK

www.hansa-uk.com
info@hansa-uk.com
Tel: 020 8954 5956

HOUSE OF DIFFERENCE DESIGN

www.hofd.co.uk
hq@hofd.co.uk
Tel: 01226 351330

JOHN CRANE LTD

www.john-crane.co.uk
sales@john-crane.co.uk
Tel: 01604 77 49 49

JOMANDA

www.jomanda.co.uk
jo.holland@jomanda.co.uk
Tel: 0116 259 9800

LEAPFROG

Tel: 01895 202840

METRO SOFT TOYS LTD

www.metrosofttoys.co.uk
sales@metrosofttoys.co.uk
Tel: 01845 525525

MUMBOJUMBOTOYS

sales@mumbojumbotoys.com
Tel: 020 8563 2888

POSH PAWS INTERNATIONAL

www.poshpawsinternational.co.uk
sales@poshpawsinternational.co.uk
Tel: 01268 567317

RAINBOW DESIGNS

www.rainbowdesigns.co.uk
sales@rainbowdesigns.co.uk
Tel: 01329 227300

RAVENS DEN PLC

www.ravensden.co.uk
office@ravensden.co.uk
Tel: 01933 356221

SPOTTISWOODE TRADING

www.spottiswoodetrading.com
info@spottiswoodetrading.com
Tel: 01903 733123

SUKI GIFTS INTERNATIONAL

www.sukigifts.com
happytohelp@sukigifts.com
Tel: 01733 842431

TINK MANUFACTURING LTD T/AS NOONOO,

FLAGSANDBUNTINGGALORE
www.noonoodesign.com
goodies@noonoodesign.com
Tel: 07977 631393

WILD REPUBLIC UK LTD

www.wildrepublic.eu
info@wild-republic.co.uk
Tel: 0845 2713 235

Toys & Games

1745 TRADING COMPANY

www.questoftheworld.com
lynn@1745trading.com
Tel: 07775 505143

AM INTERNATIONAL AGENCIES LTD

www.am-international-agencies.com
info@am-international-agencies.com
Tel: 01246 269723

BRAINWAVES4U



BRAINWAVES 4 U

office 7 Eisenhower Road,
Basildon, Essex SS15 6JR
Tel: 07931 523816
brainwaves4u@virginmedia.com
www.brainwaves4u.com

Brainwaves4u quality UK Products for children & adults bringing entertaining educational, fun to games. Brainwaves4u combines every generations favourites: wild animals, dinosaurs, facts, design & quality.

AURORA WORLD UK LTD

www.yoohoofriends.com
info@auroraworld.co.uk
Tel: +44 (0)1256 374 260

B KIDS UK LTD

info@bkids.co.uk
Tel: Tel:

BANANAGRAMS

www.bananagrams.com
info@bananagrams.com
Tel: 020 8876 3013

BRAINSTORM LTD

www.brainstormltd.co.uk
sales@brainstormltd.co.uk
Tel: 01200 445113

CARTAMUNDI

www.cartamundi.com
retail@cartamundi.co.uk
Tel: 01268 511 522

CASDON

www.casdon.com
toys@casdon.com
Tel: 01253 766411

CHARACTER OPTIONS

sales@charactergroup.plc.uk
Tel: 0161 633 9800

DKL MARKETING LTD

www.dkl.co.uk
dkl@dkl.co.uk
Tel: 01604 678 780

ERNEST THE BEAR PRODUCTIONS

www.ernestthebear toys.co.uk
sales@ernestthebear toys.co.uk
Tel: 01234 772983

FAIRY GLAM LTD

www.lucylocket.com
info@lucylocket.com
Tel: 01522 510191

GARDEN GAMES LTD

www.gardengamesltd.co.uk
sales@gardengamesltd.co.uk
Tel: 01865 391060

GIBSONS

www.gibsonsgames.co.uk
sales@gibsonsgames.co.uk
Tel: 0208 6618866

GINGER FOX

www.gingerfox.co.uk
sales@gingerfox.co.uk
Tel: 01242 821 320

HALILIT

www.halilit.co.uk
sales@halilit.co.uk
Tel: 01254 872454

HIPPYCHICK LTD

www.hippychick.com
info@hippichick.com
Tel: 01278 434440

HOUSE OF CRAFTS LIMITED

www.houseofcrafts.co.uk
info@houseofcrafts.co.uk
Tel: 0116 278 0748

HOUSE OF DIFFERENCE DESIGN

www.hofd.co.uk
hq@hofd.co.uk
Tel: 01226 351330

IMAGINATION GAMES

www.imaginationgames.com
david.snow@imaginationgames.com
Tel: 01270 619100

JAMES HAMILTON GROVELY

PUZZLES LTD

www.jhguzzles.co.uk
Tel: 01747 812387

JOHN CRANE LTD

www.john-crane.co.uk
sales@john-crane.co.uk
Tel: 01604 77 49 49

KAMTRONIK GAMES LIMITED

www.football-legend.co.uk
info@kamtronik.co.uk
Tel: 08451 706070

LEAPFROG

Tel: 01895 202840

LEARNING RESOURCES

www.learningresources.co.uk
sales@learning-resources.co.uk
Tel: 01553 762276

LEGO COMPANY LIMITED

www.lego.co.uk
Tel: 01753 495000

LITTLE STAR CREATIONS

www.littlestarcreations.co.uk
sales@littlestarcreations.co.uk
Tel: (0)20 8551 7711

MANHATTAN TOY

Tel: 020 8944 3160

MARVIN'S MAGIC

www.marvinmagic.co.uk
magic@marvinmagic.co.uk
Tel: 01582 849 000

MIGHTYMAST LEISURE LTD

www.mightymast.com
info@mightymast.com
Tel: 01394-460896

MUMBOJUMBOTOYS

sales@mumbojumbotoys.com
Tel: 020 8563 2888

MV SPORTS & LEISURE

www.mvsports.com
customer.services@mvsports.com
Tel: 0121 748 8000

ORCHARD TOYS

www.orchardtoys.com
sales@orchardtoys.com
Tel: 01953 423422

PADGETT BROS A TO Z LTD

www.padgettatoz.co.uk
phil@padgettatoz.co.uk
Tel: 01226 381188

PAROH

www.paroh.co.uk
sales@paroh.co.uk
Tel: +44 (0)121 543 1336

PETERKIN UK LTD

www.peterkin.co.uk
grant@peterkin.co.uk
Tel: 0116 2543645

PETRON SPORTS LTD

www.petron.info
admin@petron.info
Tel: 01296 632573

RAINBOW DESIGNS

www.rainbowdesigns.co.uk
sales@rainbowdesigns.co.uk
Tel: 01329 227300

RAVENS DEN PLC

www.ravensden.co.uk
office@ravensden.co.uk
Tel: 01933 356221

REVELL

www.revell.de
ukbranch@revell.de
Tel: 0845 459 0747

SPINMASTER TOYS UK LTD

www.spinmastertoys.co.uk
jot@spinmaster.com
Tel: 01628 535000

TACTIC GAME UK

www.tactic.net
sales@tacticgames.co.uk
Tel: 01483 751267

TRAVIS DESIGNS LTD - MITTY JAMES

www.mittyjames.com
sales@travis.co.uk
Tel: 01442 289898

WILD REPUBLIC UK LTD

www.wildrepublic.eu
info@wild-republic.co.uk
Tel: 0845 2713 235

WITZIGS

www.witzigs.co.uk
info@witzigs.co.uk
Tel: 01328 864941

WIZARD TOYS

www.wizardtoys.com
Tel: 0208 943 0121

ZOGGS

www.zoggs.com
pr@zoggs.com
Tel: +44 (0) 1276 489 089

Success at your fingertips



AT THE HEART OF THE GIFT AND
HOME INDUSTRY SINCE 1947

The Giftware Association is here to **help you thrive** within the **gift and home industry**.

Our membership is made up from a mutually supportive network of retailers, suppliers, designers and craftworkers of all sizes, and we work collectively to pass on to you a huge number of relevant savings, benefits and services to **save you both time and money**.

- **Exclusive member product offers and discounts** allow you to try new and innovative products for less.
- **Free, confidential and specialist advice** will ensure you stay ahead of the game.
- **Specialist legal advice and a legal protection insurance scheme worth up to £100,000** can safe-guard you from industry pitfalls.

Plus much more...

We promise you're just one phone call or email away from finding someone who can help, no matter your needs. **So get in touch and see what we can do for you.**

www.ga-uk.org

enquiries@ga-uk.org

The Giftware Association

The_GA_UK

0121 237 1104



Visit us at trade fairs throughout the year!

We are exhibiting at Spring Fair, Home & Gift, and Autumn Fair. **Subscribe to the GA Lifestyle App** for discounts from GA suppliers at these fairs.



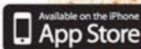
Advertisers Index

AB Group Packaging	117, 119	Hostess.....	204	Royal Scot Crystal Ltd	57, 201, 131, 88, 94
Abet Ltd	118	IDS	135	Samuellamont.....	205
Abitquackers	148	J H Miller & Sons.....	186	Sandy Bay London Limited.....	184
Abrams & Chronicle Books Ltd	219	Jack Murphy Outdoor Ltd	154	SAS & Company Ltd	141, 140
Affinitas Intimates.....	106	Jansen International	181	Scan Coin Ltd.....	120
Assay Office Birmingham	78, 120	JH Designpoint	170	SDEA.....	123
Avalon3.....	216	Jo Clarke	171	Sensio.....	187
B Brown	128	Joseph Ribkoff.....	6	Shona Easton.....	114
Belledorm.....	174	Jura UK	204	Shopkit Group	132
Biogance.....	208, 210, 209, 84	Keenpac	120	Showerdrape ltd.....	173
Bisbell Magnetic Products Ltd	206	Kenro Ltd.....	190	Sinclair Matthews Ltd	87
British Wool Marketing Board	97, 97	Keycraft	103	Spear & Jackson	148
Calleesy Jewellery	4	Kids New Shoes	102	Star Micronics EMEA.....	9, 134
Cartamundi (Jonathan Ross)	221	Kikkerland	157	Stringer Ltd	120
Chatham-Marine.....	110	Kinetic Enterprises Ltd	140	Suttons Consumer Prod.....	146, 151, 89, 150
Cheeky Poppins	105	Kusan Accessories Ltd.....	107	Swan Products	205
Chrono UK Ltd.....	192, 193	Lesser & Pavey Ltd	164	Swarovski UK Ltd	96
Classic Canes.....	112	Little Shop Of	158	T&G Woodware Ltd	205
Clifton Umbrellas Ltd	113	Lotto Sport Italia S.p.A.....	214	Talking Tables Ltd	213
Coleshill Plastics	92	Lucky Eyes.....	194	Tempest Designs	195
Collarways Ltd	209	Mandarin Arts Ltd	161	Templecoombe Ltd	123
Craghoppers	85, 115	Maquien Design.....	107	The Country Candle Co Ltd	184
Curver UK Limited.....	202	Marco Tozzi.....	95	The Florida Group Ltd	110
Di Palomo	139	Mark Webster Upholstery Ltd	182	The GA (Giftware Association).....	165
Diamant Toys - AMAV LTD	144	Mavala UK Ltd	140	Think Rdi.....	201
Dragon Display Systems Ltd	121	Midhaven Ltd	194	Tony Fernandes Ltd	217
Earth Squared	104, 108, 86, 105	Morplan Ltd (Order No Req).....	120	Triple S Supplies.....	169, 167
Eddingtons Ltd	203	Movetechuk uk.....	131	Turtle Mat Company.....	175
Educational Learning	222	Multibrands International Ltd	183	UK Gift Card & Voucher Assoc	161
Enesco Ltd.....	161	Muraspec Decorative Solutions Ltd	136	UK Greetings Ltd.....	2, 130, 215, 218
Fikkerts Ltd	139	Mykal-di solvit	200	UK Point of Sale Group Ltd.....	124
Franchi Plc.....	149	Oaks Lighting	182	Uncle Roy's Comestible.....	166
Futura Retail Solutions Ltd.....	126, 126, 92	Paladone Products Ltd	164	Utensa Ltd	197, 205
Gaby's Fashion Ltd	129	Peel Cards	164	Valerie Graham Ltd	207
Goizper S. Coop.....	96	PEFC UK Ltd	122	Wade Ceramics Ltd.....	199
Haidee Drew	181	Personalised Memento Co	155, 86, 164	Wanzl Ltd	134, 134
Hampton Frames Limited	162, 160	PHA KitchEssentials	204	Western House Ltd	202
Harrogate International Centre	212	Ping Ping Jewellery	194	Wirecard UK and Ireland Ltd	127, 123
Hauck Fun For Kids Ltd.....	89, 98	Premier Decorations Ltd	65, 211, 154, 211	Xystos Ltd.....	96
Henry Watson Potteries Ltd	203	Primero Contracts Ltd	133	Yakira Eyewear T/A Eyewear Europe.....	107
Heyland & Whittle	168, 93	Rachel Riley Ltd	103	Yardley of London Ltd.....	76
Hippychick Ltd.....	102	Roullier White	138, 84		

It's Boofle!

This fabulous cute character has had huge success and is available in a wide range of everyday and seasonal greeting cards, wrap and bags.

Download the Boofle app for free xxx♥



Made with 100% love & cuddles.

Follow Boofle on



Contact Customer Services on 01924 465200 or visit our website www.ukgreetings.co.uk

© UK Greetings Ltd. 2013.



ROYAL SCOT CRYSTAL

Britain's largest collection of quality crystal



London Collection

www.royalscotcrystal.com sales@royalscotcrystal.com

020 8508 2435