

BARWARE REPORT

Barware Vendors Identify Retail Trends To Grow Consumer Mix

By STACEY GOLDBERG
Senior Associate Editor

NEW YORK— Barware is booming and vendors are gearing up for the holiday gift season with a renewed marketing, brand and design emphasis.

With almost \$500 million in retail dollar sales of products in 2014, up almost 20% compared to sales just five years ago, according to the HOMEWORLD BUSINESS® 2015 Housewares Census, barware continues to be a growing category in the housewares industry and suppliers predict it will continue to expand in 2016.

Fueled by trends in at-home entertaining, inspiration from recipes and media exposure, as well as micro-mixology movements nationwide, a rise in sales of barware and wine accessories from an increasing number of consumer demographics are helping manufactur-

ers and retailers expand their business.

Many barware suppliers also noted that they've found placement for their products over the past 12 months in

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True Brands' Viski collection is designed to appeal to men.



Atlanta's Housewares Vendors Host Steady Showroom Traffic

By EMILY CAPPIELLO
Senior Editor

ATLANTA— The summer Atlanta International Gift & Home Furnishings Market, which recently took place at AmericasMart, here, was marked by new and expanded housewares showrooms, steady traffic and the presence of key market players, vendors said.

Frieling, which showcased its newly-launched Black Cube cookware collection, was busy for most of the market,

said owner Bernard Schnacke.

"It's been really good and it seems like all of the right people are here," he said.

Mason Cheng, president, Artland, echoed Schnacke's sentiments. "The market has been busy. There has been steady traffic in the showroom since we've been here," he said.

Cheng also explained that he noticed attendees are looking for giftables that match market growing trends, such as copper cookware and housewares, as

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FROM LEFT: Steven Bram, Core Home; Mary Sullivan Harper, AmericasMart Atlanta; Alan Bram, Core Home; Kristi Forbes, AmericasMart Atlanta; and Rebecca Prentice, Core Home, celebrate the company's new showroom.



Abbiamo Tutto's new Pesce pattern in its Sea Creature collection.

Holiday Gifts, Artisan Details Set Table At Las Vegas & NY Now

By LISA COWLEY
Associate Editor

LAS VEGAS AND NEW YORK— As retailers prepare for the fourth quarter gift giving season ahead, tabletop introductions at Las Vegas Market and NY Now will be highlighted by serveware, barware and pieces for everyday home entertaining, as well as those that can serve as functional hostess gifts for holidays or special occasions.

Artisan elements, such as hand paint or hand thrown design details, will be prevalent. Tableware designs crafted from natural, sustainable materials, such as reclaimed woods, will offer up one-of-a-kind elements to create unique tabletop merchandising presentations in store.

The following are highlights of some of the tabletop designs that will be shown at the Las Vegas Market (August 2 to 6) and NY Now (August 15 to 19).

ABBIAMO TUTTO

Abbiamo Tutto will highlight Pesce, a new pattern available in its Sea Creature collection. Pesce will be available in a set of six dinner plates, as well as entertaining and serving pieces. The collection is hand-painted and decorated in Italy, and is microwave and dishwasher safe.

Markets: Las Vegas, NY Now

ANNIEGLASS

Annieglass' summer and fall collections feature fresh, contemporary designs in richly textured glass. The company is debuting the Grove collection, which is textured from the wood grain of a tree, serveware additions to its Ro-

man Antique collection and additions to its winter holiday entertaining line. Markets: Las Vegas, NY Now

ARTE ITALICA

Arte Italica will debut Foresta, a woodlands-inspired collection which is said to mix and match with its Natale holiday pattern and is handmade in Italy. The company's red Finezza collection and Medici collection will also be expanded with new pieces for the fourth quarter.

Market: NY Now

BAMBU

Bambu will debut more than 20 new products. This includes the company's Soft Cork Adjust-a-Bowl, a bowl that can be rolled, folded and shaped to fit the items inside. It can be used for



Bambu's bamboo bicycle coaster.

serving food or as an organizer, the company suggested. The company will also expand its Bamboo Coaster line to include designs such as Fox, Stag, Pine Tree and Bicycle.

Market: NY Now

CHILEWICH

Drift is a bold new design for Chilewich's molded series of placemats. It was inspired by traditional Japanese woodblock prints and embodies the movement of water and the irregularity of waves, according to the company. The mats are available in brass, black or silver.

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Las Vegas C11

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food preparation and presentation, but are also gift appropriate, said Dorothy Belshaw, president, gift and home décor for International Market Centers, the parent of Las Vegas Market.

"We wanted to initially offer products that cross into the gift and lifestyle categories and that are appropriate for the retailers who are already attending the market," she said. "We also wanted to fill a void in the calendar and provide a market opportunity for retailers out west."

Belshaw noted the demise of the Gourmet Show several years back, which was traditionally held annually each spring at a west coast location, left retailers in the western portion of the U.S. without a show that was close to home.

"For the independent retailers, budgets are strained and often times it is difficult for them to spend a great deal of time away from their stores," she said. "We're now providing retailers an opportunity to easily get to a market."

The launch of C11 by Las Vegas Market is also the latest move by a trade show to grab the attention of retailers and vendors in the gourmet housewares segment. In recent years, officials at AmericasMart in Atlanta and Dallas Market Center each have taken steps to raise their visibility within the world of gourmet housewares.

As part of the effort by Las Vegas to attract independent housewares stores, the market has teamed with



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Dorothy Belshaw
International Market Centers

Las Vegas Market's C11 launch features gourmet, gift, tabletop and housewares products.



leading buying groups Gourmet Catalog and HTI. Market officials have said previously that they hope to tap into the knowledge base of each group to expand the show's offerings specific to gourmet stores.

Vendors displaying their wares at the summer market here will do so in a variety of methods. Some have secured permanent showroom space, others will display items within the showrooms of rep groups and others will take temporary space.

For example, coffeemaker supplier Jura during this past January's Las Vegas Market opened its permanent showroom on the first floor of Building C. The company is located near Waterford-Wedgwood, Lenox and Alessi.

Jura officials said the company's showroom will give them a permanent space on the west coast where they can meet with retailers as well as commercial accounts in food service and hospitality. A key feature of permanent showrooms at Las Vegas Market is their year-round accessibility.

At the summer market, Seattle-based agency C. Stephens Inc. will open the doors on its new 2,149-square foot showroom on the 11th floor of Building C. Several housewares lines will be on display in the showroom including Excalibur Dehydrators, La Pavoni Espresso Makers, Microplane, Zeroll and Zojirushi.

While many housewares suppliers will initially showcase products either in the showroom of a rep group or in temporary space, Belshaw said Las Vegas has interest from several housewares suppliers looking for permanent space. These vendors, similar to Jura, sell products to retail and to various commercial accounts. **HWB**

Atlanta Market

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well as items for outdoor entertaining and holiday.

"Trends like copper continue to perform well and we are showcasing new items in that material at this show," he said. Artland was showing a line of glassware that had copper touches on the bottom that was available to independent gourmet stores.

Tabletop offerings at the market also made a splash and included original looks that featured an artisan emphasis, as consumers search for home entertaining designs that can become conversation pieces on the table.

Bradshaw International showcased new housewares from three of its brands—Bialetti, Sweet Creations and T-Fal—and opened a new showroom in Atlanta. In addition, Core Home, Fitz and Floyd, and JK Adams also showcased new or expanded showrooms as well.

Also in Atlanta, Gourmet Catalog hosted its member meeting. More than 150 gourmet retailers attended, according to the group, which gave retailers and vendors more intimate time together.

"Summer School provided a unique one-of-a-kind experience that allowed our brand to interact with, start relationships with, and hear back from our retail partners," said Bobby Griggs, vp/Hammer Stahl. "This event has truly been the most rewarding event we have been a part of."

Barbara Freeman of Savannah, GA-based Kitchenware Outfitters, said that she enjoys coming to Gourmet Catalog's Summer School every year because it inspires her to revitalize her staff.

"We learn new things, we get to interact with our vendors and we get great information to bring back to our staff," she said. "We also learn about new merchandising and selling ideas."



Copper remains a key housewares design trend. Shown: Artland copper accented glassware.

Lenox also debuted an expanded Kate Spade-licensed line at the Gourmet Catalog event (see story, page 6). Dubbed "All in Good Taste," the line contains tabletop, enamel-coated metal bakeware, enamel-on-steel cookware, flatware, kitchen gadgets, a tea kettle and more.

"Twelve years ago the brand entered the fine tabletop market and quickly became one of the top tabletop lines. We've decided to make the move from the dining and living room into the kitchen with All In Good Taste," said Patricia Dahms, vp/Lenox Brands & Kate Spade New York. **HWB**



ABOVE: Bernard Schnacke (left) and Mark Kelley (right) discuss Frieling's new cookware with Gourmet Catalog members at the summer school event.



LEFT: Chef Alex Guarnaschelli captivated the audience during her cooking event in Atlanta's demonstration kitchen.



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Kitchenware Vendors Bring Gift Appeal To NY Now Market

By STACEY GOLDBERG
Senior Associate Editor

NEW YORK— As gift becomes a more prominent focus for housewares, vendors presenting at NY Now are positioning their core kitchenware offerings as more gift and tabletop-friendly. For kitchen tools and gadgets, decorative designs that can live out on the countertop or be presented as a functional gift for the home will be key introductions at NY Now's summer market edition.

Materials such as stainless steel will be prevalent in kitchenware, as well as whimsical designs, such as colorful character pops from Zoku, colorful wine bottle openers or grape-themed silicone lids from Charles Viancin, for example.



Charles Viancin's Grape silicone lid.

CHARLES VIANCIN

The Grape Collection from Charles Viancin features a vineyard-like pourer/wine stopper gift set, three sizes of reusable silicone lids, drink covers, bottle stoppers and a set of six drink markers. The collection also includes two cutting boards, a chef towel, potholders and an apron. The Grape theme coordinates with different products and designs to create a custom tabletop look, the company said.

let. Other shapes available include a Mason jar and wine barrel. Each set comes in a giftable box.



Eparé's salt and pepper mill.

EPARÉ

An automatic salt and pepper mill from Eparé allows for one-handed use in food preparation. The mill works with salt, pepper or other spice combinations. Measuring 8-3/4 inches tall, the mill features a clear acrylic container, an LED light that activates when the mill is in use, a ceramic grinder and an adjustable dial to change the fineness of grinding. The mill is available as a single unit or in a 2-piece gift set.



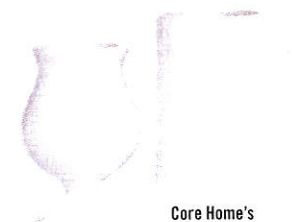
Lifetime's Sabatier cutlery block set.

LIFETIME BRANDS

For Sabatier and Reo, Lifetime Brands is expanding its kitchen assortment with a number of new cutlery sets. For Sabatier, three 15-piece sets feature high carbon stainless steel blades paired with high-design and innovative blocks that include the company's patent pending EZ angled sharpening steel. Acacia, cherry and natural woods round out the block offerings.

For Reo, a 14-piece cutlery set with a contemporary block constructed with a bamboo top and white base will be added to the collection. The knives are stainless steel with comfort grip handles and stainless end-caps.

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Core Home's shot glasses.

CORE HOME

Core Home has added ceramic shot glasses. Sold in a set of four, each ceramic shot glass is a tiny version of classic barware shapes, including a chalice, mug, imperial pint and gob-