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Celebs on the Carpet - as Designers

BY A.J. FLICK
October's High Point market had star appeal to draw attendees to the Karastan Rugs showroom. Karastan featured rug designs as well as a conversation with twin designers Drew and Jonathan Scott, best known for their "Property Brothers" home renovation TV series.

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Chill, Snoopy:
SMEG, Peanuts Team Up Again
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Innovative Appliances Add
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MORE TO SEE AT

Las Vegas Market

More than 300 exhibitors, including more than 50 new exhibitors, will descend on the Expo at World Market Center for Las Vegas Market, Jan. 29-Feb. 1, which includes expansion of Gift and Home Temporary Exhibits.

“The Las Vegas Market temporary exhibits have gotten bigger and better every market since we relocated to the Expo,” said Scott Eckman, IMC executive vice president, chief revenue officer. “This unique space is now known as a platform for the right brands and the right buyers to come together driving momentum and bringing even more trendsetting product to Las Vegas Market.”

Debuts and Expansions Bring Fresh Product

Las Vegas Market Gift and Home Temporary exhibits are tracking to grow by more than 10 percent in Winter 2023 with newcomers and expanded brand presentations offering even more product.

More than 20 brands are debuting in large booths to showcase full product lines including Bergs Potter (terracotta pots made in Italy), Enesco and Department 56 (seasonal), Haomy (linen lifestyle items) and more.

Record renewals are highlighted by brands expanding their footprints as they return to Las Vegas Market. Nearly 15 brands take more space for the Winter 2023 market, including major expansions by American Design Club (representing design-driven gift and lifestyle brands) in Design, Deregozu Textiles (handmade luxury home textiles) in

Immediate Delivery, El Arroyo (lifestyle, paper products and gifts) in Gift and Rug & Kilim (high-end rugs) in Luxe.

Growth in Specialty Categories

Within Las Vegas Market’s temporary neighborhoods, offerings in gourmet and outdoor living products also are expanding in Winter 2023.

Highlighting the Gift offerings are nearly 50 exhibitors presenting gourmet foods, housewares, tabletop and more, posting nearly 15 percent market-over-market growth in the category. New brands include The Cord Wrapper (kitchen accessories), Destination PSP (mid-century modern tabletop and gift), Served (tabletop), Vestiges Inc (tabletop textiles) and Zia Pia imports (artisanal Italian foods).

Newcomers join a collection of leading brands including Dreamfarm (housewares), JK Adams (housewares and wood cutting boards), JURA Inc. (gourmet coffee machines), Lynn & Liana Designs (handmade housewares and cutting boards), MUKitchen (housewares), Peterson Housewares & Artwares (housewares and home decor) and more. Also within the gourmet offerings on the trade show floor is gathering space for current and prospective members of the GC Buying Group.

Within the Home and Immediate Delivery exhibits, some 12 brands are focused on products for outdoor living and gardening including plant accessories, outdoor furnishings, textiles and more. Notable are six new-to-Las-Vegas brands: Aquavireo AB

(Swedish linens), emuamericas (outdoor furniture), Braid & Wood Design Studio (modern plant hangers), Design Toscano (garden statuary and décor), Flowerhouse (outdoor hanging furniture) and Soul of the Party (plant hangers). In Immediate Delivery, two outdoor brands make major expansions: Forever Green Art (preserved trees and floral arrangements) and Replica Plants and Décor (artificial greenery, succulents, plants and accessories).

Las Vegas Market presents six categories of Gift and Home Temporary Exhibits: Gift, Home, Design, Handmade, Luxe and Immediate Delivery in the state-of-the-art, 315,000-square-foot Expo at World Market Center Las Vegas. Contiguous with Building C, one of three permanent showroom buildings that comprise the World Market Center Las Vegas campus, the Expo location facilitates a continuous flow of traffic between the Las Vegas Market’s temporary exhibits and permanent showrooms.

Las Vegas Market Gift & Home Temporaries at the Expo are open 9 a.m. to 6 p.m., Jan. 29-31, and 9 a.m. to 4 p.m. on Feb. 1.

Exhibitors include:

Creative Co-Op (Building C, C712, C796, C788). Among the products Creative Co-Op will showcase is the Multi-Color Marble Lazy Susan. Made out of marble, this lazy Susan is perfect for distributing foods in style to guests, or stored in a cabinet for easy access to different foods or utensils. Combines practicality and style. Perfect for tables or countertops.

Also on exhibit at Creative Co-Op is Glass Cloche with Hobnail Edge Tray, in a set of two. The crafted collection of kitchen storage and tools showcases an expansive selection of functions, designs and silhouettes created for the modern host. The French country-inspired glass cloche features a simple silhouette and tray with a hobnail edge. This piece is food safe and should be hand washed only.

Danya B (C177). Among the products showcased will be the Rustic Walnut Veneer and Metal Rolling Farmhouse Wine Bar Cart with Wine Bottle and Glass Rack, which offers an excellent all-in-one wheeled drink station with plenty of storage and style alike. This antique inspired beverage serving cart features chic metal hardware to hold up to twelve wine bottles and several wine glasses, accommodating effortless entertainment of several guests or convenient storage when not in use.

Three optimal wooden trays also allow for easy access to and display of other home bar items and accessories such as wine openers, other liquor bottles, and charcuterie boards. There is also plenty of space in the two larger trays or one smaller tray to display your favorite decor and trinkets such as candles, books, vases, or wine cork collections alongside your bar cart accessories.

The wheeled trolley design, complete with handle and four locking wheels, provides further convenience and portability while entertaining or relaxing throughout the home. The warm walnut wood tone combined with

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JuniperMarket's Curation Initiative

BUILDS

on 'Shop the Style'

JuniperMarket has launched a curation initiative with user-generated content demonstrating the convenience and ease of shopping on a digital marketplace. The program, which is an extension of JuniperMarket's popular "Shop the Style" series, kicked off in partnership with two influencers – Amber Guyton and Whitney Jones – who will live-merchandise themed vignettes sourced exclusively through JuniperMarket.

"This type of storytelling is the beginning of a new ambassador program that will highlight the utility and efficiency of online sourcing, whether as part of a buyers' omnichannel sourcing strategy, or as a stand-alone shopping experience," said Dorothy Belshaw, IMC executive vice president and chief customer and marketing officer. "It will allow JuniperMarket to build community as buyers share personal sourcing journeys and product discovery stories with a broader, digital audience."

New partnerships with designer Amber Guyton and designer/retailer Whitney Jones will demonstrate the convenience of online sourcing. Guyton and Jones will create looks

using products sourced exclusively online, with videos and social media posts capturing the excitement of discovery and creation made possible with JuniperMarket.

Jones, a New Orleans-based interior designer and retailer with 24,300 followers on Instagram, is known for her experience in navigating markets. Her "Luxe and Moody Living Room" content will focus on a JuniperMarket buyer's journey – showcasing the efficiency of shopping many brands all in one place – working with brands Cyan Design and Pendulux. Jones worked with IMC as an #AmericasMartAmbassador during Fall Design Week 2021 and Atlanta Market in Winter 2022.

"JuniperMarket makes it easy to review and PRE-view brands and product before and after my Market visit as well as in-between Markets," said Jones. "After days of walking through Market, collecting photos and item numbers, I can visit JuniperMarket to quickly find (and buy) the items that I fell in love with. It puts many of my favorite brands in one spot, allowing me to source for clients AND my retail shop quickly."

Guyton, an Atlanta-based interior designer and blogger with a following of 101,000 on Instagram, specializes in affordable design and deals. She will use JuniperMarket to create two looks: "Black Girl Magic Bathroom" with products selected from Cecilia's House, Sagebrook Home and Harmon; and "Reading Nook" with products from Sagebrook Home, Pacific Coast Lighting, A&B Home and India Handicrafts. In addition to sourcing at physical markets, Guyton recently participated in a Design Influencer Tour during the April 2022 edition of High Point Market.

"I attended High Point Market for the first time in 2022 and while market is an amazing experience, only so much can be seen and done within a few days," said Guyton. "It's great to be able to focus on networking and connecting with brands during the in-person market knowing that I can easily navigate through thousands of items throughout the year using JuniperMarket. Using a digital marketplace gives me the opportunity to source products for my residential and commercial clients at

favorable prices from brands I know and love, while also helping me discover new ones."

In addition to these new influencer partnerships, Juniper will extend and expand its "Shop the Style" series partnership with creative marketing agency REstyleSOURCE. Through year-end, new merchandising videos will complement themed JuniperMarket product collages created by RestyleSOURCE. Among the nine themes planned are: True West, Natural Flair, Kitchen Essentials, Happily Ever After, For the Jetsetter, Surf Shack and Hygge Hideaways.

Launched in January 2021, JuniperMarket is a multi-line B2B ecommerce platform powered by International Market Centers, which allows home décor, gift, furniture and apparel buyers and sellers to connect anytime and anywhere. JuniperMarket features a breadth and depth of gift, home and lifestyle product from many of the most trusted brands in the marketplace. New sellers and new products are added daily to JuniperMarket, keeping offerings fresh year-round, and enabling buyers to diversify assortments and maintain a competitive edge. **KN**

LAS VEGAS MARKET

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industrial metal accents deliver a charming farmhouse drink station to enhance any cozy, tranquil night in or elevate an elegant dinner party gathering.

Danica brings five distinct brands to the Fine Lines Showroom including the Heirloom Canvas Stamped Bowl. The eye-catching porcelain bowls with contrasting patterns are stunning, either as a collection or as accent pieces. Stamped designs feature bold patterns while embossed surfaces are a delight to the touch.

Also in the Danica exhibit are the Jubilee Snack Bags Daydream Cats, a family-friendly portable food bag with appetizing graphics that will be the talk of the lunchroom. Zippered snack bags are the perfect waste-free replacement for disposable plastic bags. Reusable and food-safe, they keep snacks tidy and tasty.

blomus SABLO Dinnerware (Temporary (Design) Booth E1427). blomus SABLO Ceramic Stoneware, designed by Frederike Martens for blomus, takes its inspiration from natural materials – sand, clay and water. The tableware shapes are soft with pleasantly rounded edges and complimenting glazed and unglazed surface areas. The textured unglazed areas of all SABLO pieces are a soft beige reminiscent of the materials from which they are made and feature a slightly speckled surface that harmonizes the

combination of the glazed and unglazed areas.

SABLO is available in three variations of color that are found in the glazed portion of the collection: Cloud (bone/gray), Savannah (warm summery yellow), Stone (gray/blue). SABLO is available in a variety of dinnerware, serveware and accessory pieces.

blomus BELO Glassware (Temporary (Design) Booth E1427). blomus BELO Glassware is available in a warm coffee and a smoky gray colored glass. The entire BELO



line, designed by German Frederike Martens for blomus, is mouth blown by experienced artisans making every glass an exquisite piece of uniquely crafted pleasure. BELO Glassware

is available as a Red Wine Glass, White Wine Glass, Champagne Flute, Champagne Saucer, Tumbler, Water Carafe and Wine Decanter. Stemware features a colored glass body held high by a clear glass stem.

Vintage Addiction (C1065, E-1451). These "One of a Kind" Vintage Textile Table Runner/Covers are a functional piece of artwork and handcrafted to complement your table setting. They are patiently hand-stitched and intricately hand-beaded. The trimmed edges determine the color name. Available in a variety of colors and sizes.

albert L. (punkt) Inc. (E-1213). The new Blush color joins the bamboo line. Coming in all sizes, this color is an excellent pairing with any of the other 20 colors.

Carmel Ceramica (Collective Home, C-585, JuniperMarket). The Lily Valley stoneware collection from Carmel Ceramica brings to mind the floral beauty found throughout Carmel and Big Sur. No two flowers are ever the same and the gentle reactive glaze of Lily Valley creates the same subtle variety. The Deep Serving Bowl retails for \$80 and is part of the 15 piece collection featuring a core dinnerware group and serving pieces. Durable stoneware makes the Lily Valley collection dishwasher and microwave safe. Made in Portugal.

Olivia Riegel (Building C – First Floor,

Showroom C-1621, JuniperMarket). Olivia Riegel will exhibit its Silver Eleanor Flute (set of two) elegant silver finished pewter stems, adorned with hand-set clear European crystals and faux pearls. Glass can be acid etched. Tarnish resistant. Hand wash. Signature luxury gift box included.

Accent Decor (C-124, JuniperMarket). Accent Decor will bring a variety of tableware to Las Vegas, including the multicolor Epitome Collection. The subtlety of the three-toned, Epitome Collection makes a statement, whether styled within the home, or for using in the kitchen. Fired twice for a matte finish, the collection is hand printed with delicate and distinct coastal-inspired colors.

Also, the terra cotta Alameda Lantern accents an evening outdoors or in with the ambiance of candlelight.

LITO Linen and Towel (also JuniperMarket). LITO brings a variety of products to Las Vegas, including a produce bag, sack cloth towels, napkins and other premium products. All products are made from either premium ring-spun or organic cotton and produced in a socially responsible and sustainable way throughout the supply chain.

Boston International (Fine Lines C-1024). Boston International is a leading supplier of home decor, textiles, ceramic and table top items. Collections are carefully curated to appeal to modern decorating across the country. **KN**