

JAN/FEB
2014

RETAIL

News

Inspiring
Advice,
Remarkable
Products

**SIZING UP
YOUR SALES
HELP**

**SIX WAYS
TO BUILD
YOUR
CUSTOMER
BASE**

**RETAILERS
OF THE
YEAR**

**THE ART
OF THE
DEMO**

OUR
FAVOURITE
PICNIC
BASKETS

**CABIN
FEVER**

CAMP STYLE
IS SMOKING HOT!





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The Official Voice of the Canadian Giftware Industry™

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SERVE UP STYLE

Impress guests with these stylish serving options

POPTOPPERS

Made of sturdy plastic, these click-on, flip-top reusable can toppers come in packs of six colours and protect the sipper from wasps and icky lip-to-tin contact. \$2.99 retail for six, Classic Chef, 800-266-2797, www.classicchef.ca



GLASSWARE

Wave your hands in the air if you lose your cool sipping wasps away from your tasty fresco spread. Arc, the storied French glassblower, has come up with a clever solution: glasses and bowls with snug lids you can close between bites and sips. \$21.99 to \$29.99 retail each, Browne & Co., 866-306-3674, www.browneco.com



RECYCLED GLASS DRINK DISPENSER

This pretty jar keeps lots of fluid cool and ready to pour. Made from recycled glass, it's eco-friendly too. A summer must-have for barbecues, kids parties, and backyard stay-cations. \$70 retail, Indaba Trading, 800-740-3222, www.indabatrading.com

BAMBOO SALAD BOWLS

Ah, salad days! Celebrate fresh food with these sustainable and beautiful bamboo bowls available in two lively lacquered colours – red and pea green. \$6.99 to \$19.99 retail each, Danesco, 800-363-6595, www.danescocan.com



STEAK KNIVES

These colourful Nogent knives are practical, casual and can perform a variety of jobs from slicing through a juicy ribeye to dealing with a particularly crusty baguette. Available in 10 colours with two types of handles – hickory wood or polypropylene – and bevelled stainless steel blades. \$9.99 to \$24.99 retail each, Browne & Co., 866-306-3674, www.browneco.com



MELAMINE PLATES

These bright and fun melamine plates are perfect for backyard entertaining – lobster boil anyone? In four cheery, nautical patterns – anchor, lighthouse, sailboat and steering wheel – they're great for the cottage or boat too. \$14 retail each, Design Home Gift & Paper, 800-663-9447, www.designhome.ca



SALAD TONGS

Pop this sunny green salad server apart for easy tossing and compact storage. Clip it back together again for pinching perfect servings of healthy salads, cooked vegetables and pasta. \$12.99 retail, Classic Chef, 800-266-2797, www.classicchef.ca

CERAMIC CARTONS

Summer in Canada is all about fresh produce, especially sweet, tender, fleeting berries. The proper container is vital to prevent premature spoilage, but who wants to put those green plastic baskets on the breakfast table?

Use these colourful ceramics to rinse, store and serve. \$8 to \$19 retail each. Indaba Trading, 800-746-3222, www.indabatrading.com



BOTTLES

These cute carafes blend that old-fashioned milk bottle look with a retro '70s soda-pop feel. They come equipped with locking steel lids and wire handles for toting them out into the sunshine. \$15.99 retail each. David Youngson & Associates, 800-370-4857, www.youngson.com



PRETTY PAPER NAPKINS



Six of the freshest paper napkin packs for summer!



Ambiente luncheon napkins,
\$5.95 retail, Jannex Enterprises,
800-668-8644, www.jannex.com



Anchors Away cocktail napkins,
\$4.50 retail, Design Home Gift & Paper,
800-663-9950, www.designhome.ca



Set Sail luncheon napkins,
\$5.50 retail, Design Home Gift & Paper,
800-663-9950, www.designhome.ca



Ambiente cocktail napkins,
\$4.95 retail, Jannex Enterprises,
800-668-8644, www.jannex.com



Ikat lunch napkins,
\$6 retail, Carsim Trading,
800-672-3635



Marimekko lunch napkins,
\$6 retail, Carsim Trading,
800-672-3635

Insight The Look

Roped In
The industry's gotten all wrapped up in rope-handled merchandise



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1 Bowl,
\$170 retail, Canfloyd,
800-263-3551,
www.canfloyd.com

2 Mirror,
\$46 retail, Indaba Trading,
800-746-3222,
www.indabatrading.com

3 Tote bag,
\$56 retail, Torre & Tagus,
www.torretagus.com

4 Candleholder,
\$38 retail, Candym
Enterprises, 800-263-3551,
www.candym.com

5 Tray,
\$86 retail, Winward Silks
of Canada, 888-946-9273,
www.winwardcanada.com

6 Doorstopper,
\$30 retail, Canfloyd,
800-263-3551,
www.canfloyd.com

7 Wine bucket,
\$60 retail, Winward Silks
of Canada, 888-946-9273,
www.winwardcanada.com

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