

DESIGN

The annual directory of the BCFA

INSIDER

2017



BCFA



PERFECT DUALITY

The Edge Reader elegantly combines ambient lighting with the directional functionality of an LED reading light.

Because good design demands simplicity.

Model: Edge Reader

astro

astrolighting.com

The cover

The cover is based on innovation in manufacturing with aspects from traditional processes as well as from the newest techniques. The symmetry reflects the man-made world within manufacturing. Designed by Georgina Nicklin, Graphic Designer at Mix Interiors.

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Welcome



Promoting British design expertise

Welcome to Design Insider 2017, our annual guide to the best in British interior design and contract furnishings.

After a tumultuous year we look forward to 2017, a year which already looks as though it will surpass 2016 for originality and innovation among our members.

In *Inside Track* we examine how automated machinery that can deliver bespoke products is transforming the furnishing industry. We also look at the key trends and challenges facing the care and nursing home sector, and examine how designers could - and should - respond to the transformational impact that technology is having on our lives at work.

In *Inspired Collection* we highlight some of the best projects from 2016 including: the new Business Solution Centre at the University of Wolverhampton; the £10m refurbishment of Astra Zeneca's Middlewood Court; and the refurbishment of conference space at London Heathrow Marriott.

Our online magazine Design Insider Live (www.designinsiderlive.com) has continued to grow and 2017 will see even greater coverage of projects, innovations and trends, including 25 new review films. March will see a major new development with the launch of our online Design Insider Member Directories that will provide in-depth member profiles and product information.

After the success of the first BCFA Open exhibition in Manchester, the BCFA will hold its first major London exhibition on the 28th and 29th March at the Old Truman Brewery. BCFA OPEN, Spring Design (www.bcfaopen.com) will include some 35 member stands, panel discussions, workshops and an evening networking drinks event.

Thank you for being part of the BCFA network and we hope you have even greater success in 2017.

Jeremy Stein. Managing Director BCFA



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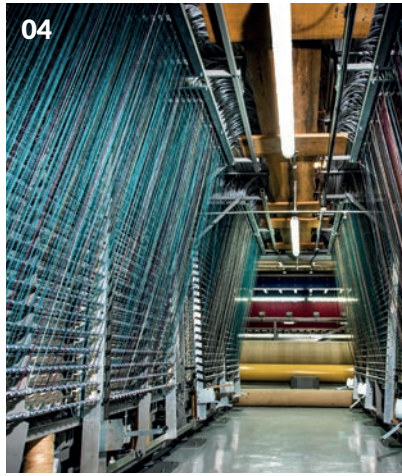
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On a roll



“
It has changed our outlook as a business completely
and taken us into the Premier League.

Rob Load, Wilton Carpets

”



The increased use of automated machinery delivering bespoke products is revolutionising the furnishing industry. We spoke to two companies to find out how their working practices are being transformed by technology.

The use of sophisticated technology to monitor and control production activities, commonly termed automation, cuts across almost all industrial sectors and activities.

For instance walk into most manufacturing plants today and the chances are you will somewhere see an automated machine that is integrated into the wider technology of that company, and – significantly – has its data shared throughout the organisation in real time.

The ultimate aim is to help create ‘smarter’ factories better connected to customers, and this is very much the concept behind the ‘Industry 4.0’ vision of future manufacturing in which intelligent factories, machines and products all communicate with each other. A significant driver of this revolution is the move from mass production to customisation, as well as the move to digital and the innovation required to power that digital transformation.

IMPACT

The impact of these global mega-trends on the furnishing industry is already widespread, and is set to only grow, especially as products become ever more customised.

The reasons are simple. Automated solutions bring huge and tangible benefits, ranging from improved productivity and the more efficient use of assets, through to reducing waste and labour costs. They also deliver greater sustainability and more efficient energy management within a business, while ensuring greater product consistency and quality. Real time information also helps deliver better decision-making and creates more flexible manufacturing processes which are more responsive to customer needs.

Overleaf we talk to two companies which are already seeing the huge benefits of introducing more automated processes into their factories.



“

What the machine does
is give us extra capacity
which means, looking
ahead, that we will
actually increase our
workforce.

Rob Load, Wilton Carpets

”

Member: Wilton Carpets

Location: Salisbury, Wiltshire

Rob Load, Manufacturing Director at Wilton Carpets, can hardly contain his excitement about a new arrival at the carpet firm's famous Wiltshire factory.

The cause is a £1.5m Van De Wiele axminster loom which, fed by Smart Creel technology, can seamlessly switch between colours and designs, allowing uninterrupted production of woven carpets. Robots fill each yarn feeder tube and determine the exact length required for any given carpet design, splicing automatically as one pattern switches to another.

Wilton has been one of the first carpet manufacturers in the UK to buy such a machine, and Load says its arrival has been nothing short of transformational for the business. “With minimal downtime the machine dramatically improves manufacturing flexibility and it has enabled us to be much more efficient. It has changed our outlook as a business completely and taken us into the Premier League.”

He says spending such a sum was not a decision that was taken lightly, but it was something the company had to do to remain globally competitive.

“Creeling is traditionally a very labour intensive process and this machine is quick, saves on labour, and gives huge savings in yarn. In the past on smaller jobs the yarn wastage would have been quite high, but with this machine that isn't the case at all.” →

Right
Hi-tech
investment

Below
Precision
manufacturing



edge design

by **PLEDGE**

ME_MYSELF_&_I design: LYDIA ADDISON



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The machine also incorporates state-of-the-art software which enables a design to be photographed, telling the user how much yarn is then needed for each colour in a particular design. "In the past putting together a carpet was quite a laborious process in terms of manufacture. This machine amalgamates three of four different processes into one through automation," says Load.

EXTRA CAPACITY

He stresses that the arrival of the machine has not been a negative for Wilton's workforce. "You might think we are replacing jobs but this isn't the case at all. What the machine does is give us extra capacity which means, looking ahead, that we will actually increase our workforce. In the past we were restricted in terms of the size of jobs we could go pitch for, but this now allows us to increase our weekly capacity significantly. It has revolutionised the business while giving unparalleled quality and efficiency."

The firm's client base stretches across the hospitality and leisure markets, and it is increasingly providing bespoke orders. The business also has a very global outlook, now exporting around 25-30% of sales. Indeed, in the immediate aftermath of the Brexit vote Load says the company experienced a boost in export orders because of the falling pound. "We have a lot of clients in the US and we saw a real surge in orders when the pound fell," he adds.

Such has been the success of the project, that Wilton is now looking at investing in more automated machines in the future.

Member: Carlick Contract Furniture

Location: Swinton, Greater Manchester

Another company seeing the benefits of new technology is Manchester-based Carlick Contract Furniture which supplies bar, restaurant and hotel groups with a range of tables and chairs. In particular, the company recently acquired a custom-built Schubox drying system which uses infra-red catalytic conversion to cure paint and lacquer. →

“
We are a growing company with more than 100 staff now and we need to get better, smarter and faster at what we do. We have a wish-list of equipment to buy but this was very much the first step.

Josh O'Donnell, Carlick

”



Above
The Schubox
has transformed
working practices



For more information and to view our Digital Edition please visit www.designinsiderlive.com



Procurement Manager Josh O'Donnell explains that short lead times can be a particular problem for a company that's finishing furniture with a lacquer, a notoriously slow process. "The new machine doesn't just address the issue of curing time but also reduces the likelihood of contamination and variations in paint quality."

The Schubox is fitted with three gas catalytic heater panels that provide heat, long wave infra-red and air movement at 35-40 degrees celsius. This process removes the water or solvent carrier quickly and efficiently at a fraction of the cost of traditional air drying methods. "There is no spark, flame or any form of combustion, so it is completely safe to use with solvent-based coatings," adds O'Donnell.

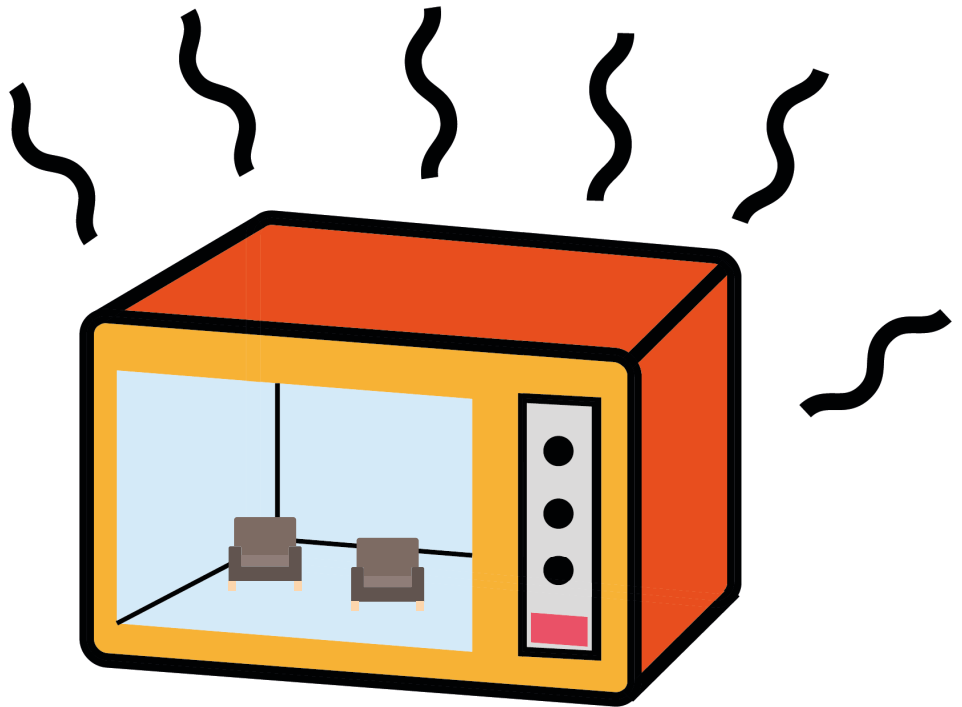
A dedicated flash-off room was designed and built in the company's spray shop area where wet sprayed product is loaded onto drying racks or low level trolleys. The flash-off is fitted with a pressurised air balance system which matches input air to extracted air volume.

"All incoming air is then filtered to remove particulate and the solvent-laden extract air is fed into the modified Schubox catalytic infra-red drying system where it is neutralised," explains O'Donnell.

GROWTH

Carlick says the Schubox was about 18 months in the planning. "We are a growing company with more than 100 staff now and we need to get better, smarter and faster at what we do. We have a wish-list of equipment to buy but this was very much the first step," adds O'Donnell.

"The Schubox is basically a great big microwave oven which allows us to put products through very quickly. The old process was to leave a product for a couple of days but when you are asked



to turn around orders in as little as two weeks – which can often happen - that puts a lot of pressure on our systems, and in the past we were getting bottlenecks with the old oven. As the company grew we were getting more pressure from customers so realised we needed new machinery."

O'Donnell says delivering very good response times has been a cornerstone of the company's growth. "It might sound obvious to say, but a lot of people in the industry have been around for a while and they will reward you if you do a good job. We get a lot of repeat business."

Backed by well-known North West entrepreneur Martin Ainscough the business has ambitious plans to grow further. "We know that if we want to be at the forefront of what we are doing, and if we want to go into bigger markets, then we will have to carry on investing in technology."

AUTOMATION

O'Donnell echoes Load's point about how automated solutions can help the company deliver bespoke solutions. "Using automated software means we can provide the solutions that customers want. The Schubox has already paid for itself ten times over and enables us to be more responsive to customers and to manage customer expectations. We have to be totally confident in our production processes so that we can deliver on time. When you are fitting out a bar or restaurant there is no margin for error, you need to be delivering your orders exactly when the customer needs them through the door." ●

PROTOCOL 

New in 2017...



051 SG



051 S



051 P

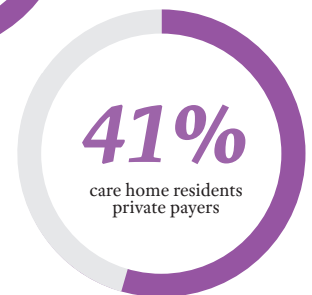
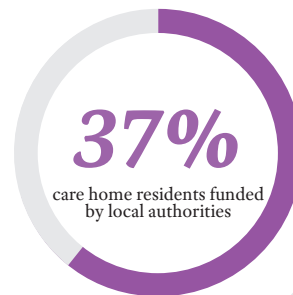
A growing market



“
The industry is under enormous pressure in response to growing demand, increased costs, and pressures on local authority budgets.
”



Anchor Mayflower, Southampton



We surveyed BCFA members working in the care and nursing home industry to discuss the key trends and challenges facing the sector.

The UK has a rapidly ageing population with the number of people aged over 65 increasing by 21% over the past decade, and those aged over 85 rising by 31%. Some 11.6 million people - nearly 18% of the population - is now aged 65 or over.

In response it is little surprise that the care and nursing home sector is growing rapidly, driven strongly by private sector investment. According to the latest official data there are now 12,680 individual care and nursing homes in the UK, while 173 providers operate more than 10 homes. However the market remains fragmented, pointing to significant consolidation among operators in the years ahead.

The market splits between self-pay and those individuals who are more reliant on local authority fees. It is estimated that 41% of care home residents are pure private payers, 37% are funded by local authorities, and the remainder funded by a mix of state subsidy and private contributions.

Against this backdrop the industry is under enormous pressure in response to growing demand, increased costs, and pressures on local authority budgets.

Harc Tub

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OUR REPORT

Our report looked at how the contract furnishing industry is capitalising on this growth and aimed to identify whether purchasing decision-makers varied between new build and refurbishment, and whether they were different depending on the type of furnishings being bought.

We also investigated the relative importance of the following purchasing criteria:

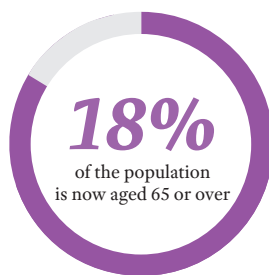
price, performance, quality, design, availability, country of origin, guarantees and sustainability

In addition, we explored what drove innovation in the sector, and sought the views of operators and designers on the greatest challenges they faced.

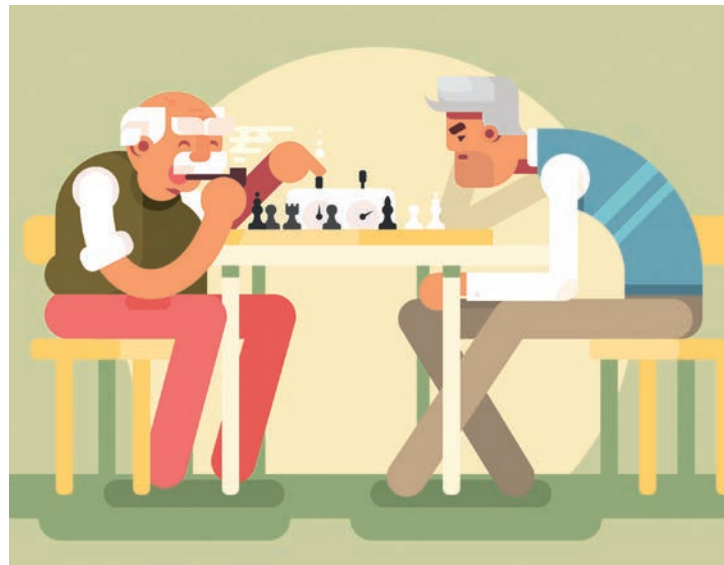
ATMOSPHERE

While public area design in care homes is strongly influenced by the hospitality sector, there is a need for a more homely atmosphere to be created in order to best serve care and nursing home residents.

For example, creating destinations at the end of corridors such as rummage drawers means that residents are less frustrated when they wander. Also, images that reflect a room's use - such as food in dining areas or vintage photographs in lounges - can also be important in triggering memories. Places to meet and socialise with other →



Below
Creating a more homely atmosphere



WHO MAKES PURCHASING DECISIONS?

Our report discovered the following:

- There was a much higher likelihood of products being specified by architects and designers on new build versus refurbishment.
- Local authority operators tended to purchase through their own central team, but this varied within the private and not-for-profit operators.
- With soft furnishings there was a greater tendency to outsource the product selection to an interior design firm, even if the purchase was made centrally, either internally or through a contractor. On refurbishments there was a greater likelihood of the purchase being made by either the care home manager or central purchasing team, which in many cases would be to a pre-approved specification list.
- On fixtures and fittings for new build, there was a greater tendency to outsource the product selection as part of an architect and design scheme. However, on refurbishments there was a greater likelihood of the purchase being made by a central purchasing team rather than the individual care home manager.
- Among operators surveyed we found that purchasing criteria were consistent for both interior furnishings and fixtures. Performance and quality ranked highest, closely followed by sustainability and design. Getting the price right was also key.
- Of the designers surveyed, around two thirds offered complete supply and fit solutions, whilst a third provided a design service where the operator organised the final purchase either directly or through a contractor. Interestingly, designers ranked availability, guarantee, sustainability and quality as slightly more important on interior fixtures.



residents and visitors such as coffee shops, hair salons and games rooms are also becoming commonplace. However, there is an opportunity within the industry to further improve private areas such as bedrooms.

Our survey found that designers worked across all commercial sectors, but some specialised in the care and residential care sector and saw this as a growth area. Meanwhile retirement villages were seen as having the greatest potential for interior design services in the future.

INDUSTRY STANDARDS

Our report found a degree of frustration among designers on the lack of industry standards within the sector. For example, whilst the use of anti-microbial furnishings and anti-glare lighting is best practice, they are not regulatory requirements.

Members reported that a greater focus on the environmental influence on well-being by the Care Quality Commission, and better education from manufacturers, could impact this positively. However, initiatives to raise standards as a whole will undoubtedly impact the operator market structure which is dominated by owner operators.

Meanwhile further research, such as understanding better the impact of dementia, will continue to have a significant impact on design – and standards - within the sector.

Well-being is a big influence on interior design, with many members developing specific products. Indeed, it is anticipated that inspectorate bodies will consider well-being as part of their assessment in the future and this has the potential to lead to better standards and regulations for the sector as a whole. This will most likely be driven by best practice, and better knowledge among manufacturers and designers alike.



“
Places to meet and socialise
with other residents and
visitors such as coffee
shops, hair salons and games
rooms are also becoming
commonplace.
”

Above
A modern look
and feel

Below
Home comforts



CHALLENGES

Cost control was a key challenge identified by all groups surveyed. Whilst not core to our research on interior specification, the most immediate concern expressed by operators was the recent introduction of the National Living Wage which will, on average, increase operating costs by over 30% by 2020.

Whilst operators identified legislation and regulation as factors driving innovation, they also identified them as potential challenges, adding to the pressures the sector is already under from increased demand and local authority budget constraints.

REFURBISHMENT

There was a mix of views on refurbishment cycles, as these were typically driven by owners of care and nursing homes and by their brand positions. We found that private equity funding, and schemes where developers rent out complete premises to operators, were increasing trends.

We found a mix of arrangements, but generally the maintenance of interior furnishing is the responsibility of the operator, and the interior fixtures are the responsibility of the property developer/owner. Areas which received the greatest amount of use in homes, such as dining and day rooms, are more frequently refurbished, typically every three to five years. →

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VIEWPOINT: CRAIG KNIGHT

The BCFA recently interviewed Dr Craig Knight of Identity Realization about the biggest misconceptions when designing a care home.

Dr Knight primarily works in the office sector improving well-being and productivity in the workplace, but realised that these lessons could be transferred into the care home setting to improve well-being and mind stimulation.

He says you make people happier in their personal lives by letting them have more say over their environment, and the same applies to care homes. "If you are going to give older adults a very nice hotel style environment then let them have a say over how that space works. It's their home."

Dr Knight says a recent study found that by empowering people in care their scores on a measure that assesses dementia improved by 19%. "With older adults there are some things that they can do and some things they are less good at doing. For example their eyesight may be poor and they may be fairly frail, so you don't want them lifting weights or hot water. But if you give them control but let other people be under their control, then that works quite well."

Dr Knight said the one word that sums up design for him was 'vital'. "The problem with design is that its application is misunderstood. Instead of being vital it's most often wrong."

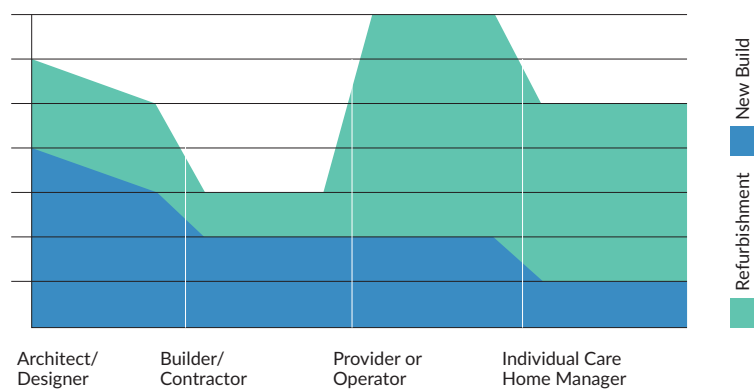


For more information and to see the interview go to our site here: www.designinsiderlive.com/designers-muse-dr-craig-knight-identity-realization/



Right
Day room by Renray
Healthcare

BCFA MEMBERS SURVEYED ON PURCHASE ROUTE FOR NEW BUILD VS REFURBISHMENT



CONCLUSIONS

Our survey identified five principal areas of opportunity:

Design: Promoting the importance of good interior design so it is not only viewed as being beautiful but also practical - and improves the well-being of residents and staff.

Product: New development in technology, material, manufacturing and design could transform what is specified in this sector. Products designed with this evolving sector in mind have the potential to become industry standards.

Research: Improved knowledge and understanding of the impact of the environment in care homes will change how care is managed. For example, it has been shown that particular interior décor can create a more relaxed environment for care home residents. BCFA members working in collaboration with existing

research institutions, or commissioning/sponsoring research, will gain benefits.

Education: BCFA members are well placed to develop and provide CPD presentations on specialist subjects for operators and design practices working in the sector. Subjects could include: the impact of lighting; the practicality of antimicrobial treatments on fabric; seating that improves posture and digestion; and the impact of surface design from floors to walls.

Standards: There is genuine scope for the interiors industry to raise standards and best practice by working in collaboration. The BCFA is working with the Healthcare Design Advisory Council to develop a Guide on Healthcare Design for members. ●

Creative thinking



The RIO table features a basket-like 3D design



The march of technology is changing the furnishing industry fast. How should designers respond to the challenge?

If you are looking for just one instance of how technology has the potential to transform our lives then take the example of autonomous driving.

The industry has seen rapid technological advances in recent times with innovators such as Tesla at the forefront of this revolution, and players such as Apple and Google also rapidly developing the technology that will lie behind the industry.

For instance in 2016 Apple were rumoured to have approached McLaren Technology Group about a potential investment, while the tech giant has also been busy developing an automotive R&D hub for a number of years.

What has this to do with furniture you might well ask? Well, as Richard Stevens, founder and creative director of forpeople says, autonomous driving will completely change how vehicles of the future are furnished and designed.

“It will have an immense impact throughout the vehicle,” he claims. “For instance the traditional model of two seats in the front and two in the back could disappear. The whole approach to furnishing a car will change.”



INNOVATION

Stevens, a trained automotive designer, has first-hand experience of how technological change and innovation can drive the whole furniture design process. Forpeople was founded in 2003 on the back of contracts with mobile phone giant Nokia, as well as from carrying out work on automotive interiors for a number of premium car manufacturers. He likens what is happening in the automotive industry today to what the mobile phone industry went through at the turn of the millennium.

“We are a creative company that is good at understanding the commercial value of design, and the reason we have been successful to date is that people find it very difficult to pigeonhole us. Companies do not see any limit to where we can apply our thinking and we can spread broad and deep.”

Stevens says it comes back to telling compelling stories, and says it was the agency’s work with Nokia that taught it to think that way. “When we set up forpeople we wanted to focus on problems collectively. It does not matter where you come from, you can apply your knowledge of the way people live and work into different problems. We wanted a clear way of thinking and to be relevant to the world of design.”



Above
Keyn Chair -
responsive design



WORKPLACE

Stevens says the original idea of the business was to help immerse premium car designers in different design processes and to encourage third parties to then share innovation with automotive manufacturers, all the time taking on board how people were increasingly using technology.

On the back of this approach forpeople began working with Herman Miller in 2008, initially on a project observing people in the workplace. As Stevens recalls: “We chose 10 different case studies and just built the case for what was happening in the workplace. But as the project developed it also became about how technology was starting to influence the workplace, themes which would later feed into Herman’s ‘Living Office’ philosophy.”

Five years ago the companies began working on the Keyn Chair Group, a range of meeting and side chairs that offer responsive movement and comfort in collaborative spaces. As Stevens explains: “One of our starting points was the ‘boring meeting’ syndrome. Put simply, after a certain period we tend to get bored in meetings and so increasingly shift our posture. One of the things the Keyn chair does is allow people to fidget and adjust their posture.”

Another consideration was how technology is also transforming the dynamics of a meeting. “Five years ago if people had technology in a meeting it would tend to be a laptop, so you were quite bound to a desk. Today, people are just as likely to use mobiles or tablets, so they will tend to lean back in their chair more so a desk becomes less relevant. That means the design of the chair needs to change too.” →

INSPIRA

A NEW DESIGN DNA FROM ROCA



A PERSONALISED BATHROOM COLLECTION

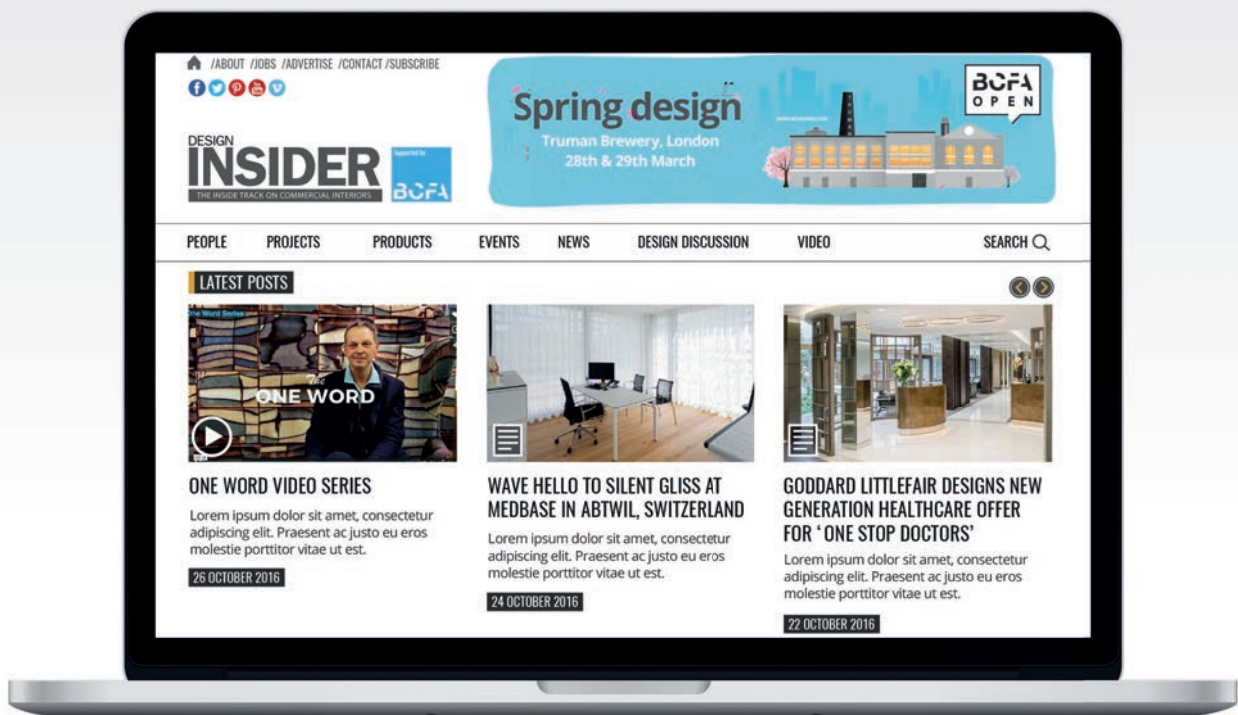
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3D TECHNOLOGY

Morgan Furniture's RIO range is another example of how designers working with cutting-edge technology can achieve extraordinary results.

Working in collaboration with research design group Studio Integrate, Morgan has started integrating 3D products into its portfolio for the first time. Specifically, the RIO chair features a 3D arm which sits on the upholstered body, while the RIO table features a basket-like 3D design which sits under the table and connects a glass top to timber legs.

Design Manager Erin Johnson explains: "You could not produce a whole product via 3D as it would be too expensive, so with the table the 3D design is both a decorative feature and a linking mechanism. Previously we would have traditionally used either timber or metal for this component."

Morgan used a process called additive 3D printing. "It is essentially a box filled with powder which is then turned solid by a laser and one then lifts the product out," she adds. "Also, because we are using additive processes there is no waste, so there is a very strong environmental benefit from this technology too."



Above
Additive printing in action

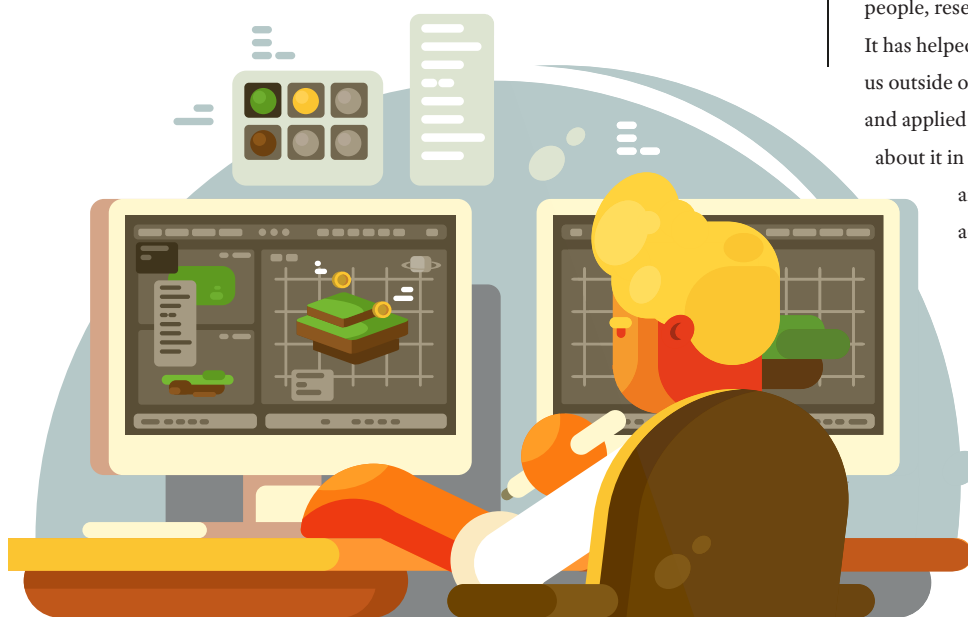
TESTING BOUNDARIES

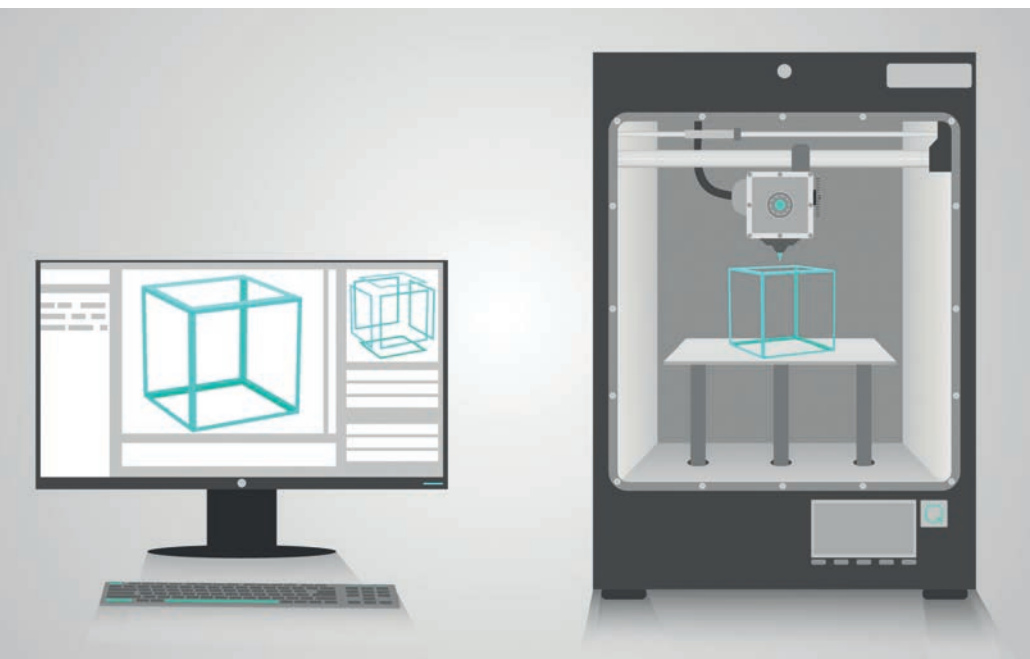
But why develop a 3D range in the first place? "We are design led and want to push and test the boundaries of design," adds Johnson. "The benefit to us is about innovation, showing the world what we can do, showing our breadth. We are very well known for manufacturing good timber furniture, but this shows a different design ability and how we can employ other technology into our portfolio. You have to think about how technology can enhance your products, and although 3D printing has been around for many years it is still a very good example of what technology can do."

Johnson says the whole project has had wider benefits. "As a company we have really learnt from this process by speaking to people, researching the subject and absorbing the information. It has helped our own team in terms of knowledge and puts us outside our comfort zone. We have taken the technology and applied it to a completely different industry and thought about it in a very different way. If you have innovation in you, and have the foresight, it is amazing what you can achieve."

MARKETING

For Morgan there has been a wider marketing benefit. "It shows what is possible and what technology can deliver for you," adds Johnson. "This is actually a bigger story than just about the RIO collection. We are telling a different story to the outside world. It is important that people know about what this kind of →





technology can do and know that we have not used it as a gimmick. We have shown that it has worked and we are putting it into a commercial environment. We hope people recognise that RIO is about showing forward thinking and flexibility which is so important in our industry.”

However Johnson is mindful that there is a balance to be struck between exploring new technologies and staying true to your company roots. As she adds: “We are not a mass manufacturer and we are often selling a very eclectic mix of products, with every order bespoke. We have to be mindful of technological change and using software and how that might impact us, especially as we have a highly skilled - and very handskilled - workforce.”

The point is picked up on by Stevens. “One of my concerns more generally is that young designers can build things too easily on computers and just press print. But this disconnects the designer from the ability to actually craft something. It is something that companies always have to be mindful of. As I can personally vouch from the Keyn project, a piece of furniture is the most difficult thing to design. There is nowhere to hide, you are stripping elements right back to their original form.” ●



Above & Right
Transformative - the
RIO collection



“

This is actually a bigger story than just about the RIO collection. We are telling a different story to the outside world.

Erin Johnson, Morgan Furniture

”



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An inspired collection - over the following pages we select our pick of the latest cutting-edge designs from members.

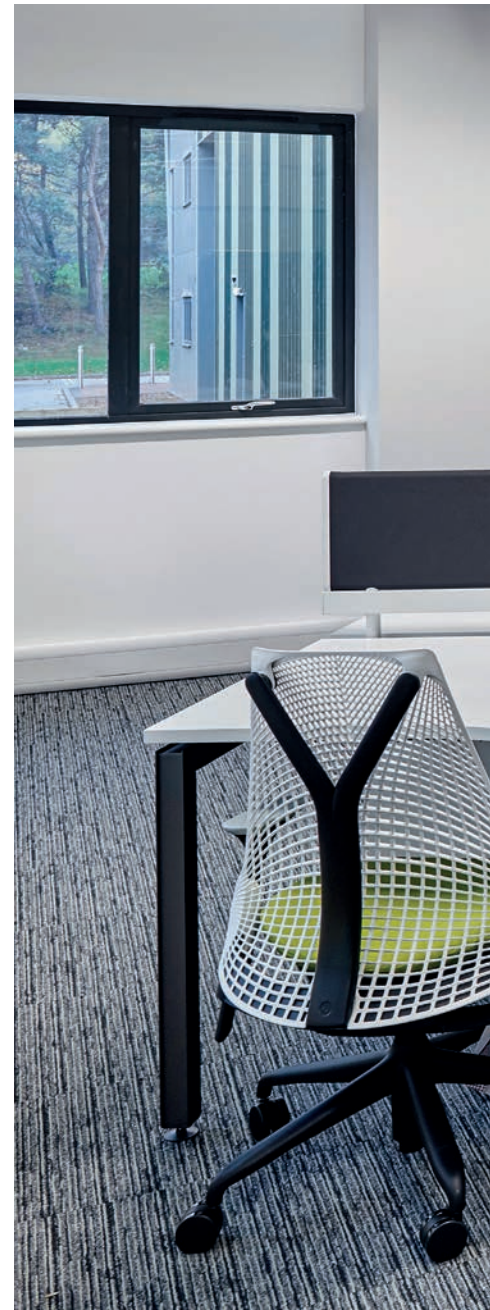
University of Wolverhampton, Hereford

BCFA member: Herman Miller

Designer: Eos Interiors

**Below and
right**

A welcoming
and modern
business
environment





“The range of colours and textures were chosen to promote a vibrant, energetic workplace...”



In response to continued growth, and as part of its Small Business Enterprise initiative, the University commissioned a Business Solution Centre at Hereford Enterprise Zone in Skylon Park.

The centre was designed not only to enable University staff to support local businesses, but also to act as a hub for local companies to use.

The project is also part of the University's attempts to widen its presence in the Midlands.

The work space includes incubator spaces for start-up businesses, a 50-seater conference area and smaller meeting rooms, as well as informal meeting spaces and hot desks.

The range of colours and textures were chosen to promote a vibrant, energetic workplace, while the centre features flexible soft seating specifically designed to provide quiet study areas and collaborative spaces for meetings and group study.

Brand opportunity

Merchant's Warehouse, Manchester

BCFA member: Milliken

Designer: Bluesky Design Interiors

Below
Stunning
views over
Manchester

Following its acquisition by the Bestway Group, Well Pharmacy was keen to establish a fresh brand identity to distinguish itself from its previous name of The Co-operative Pharmacy. Desiring a new headquarters to match these aspirations, the company chose the Merchant's Warehouse in the Castlefield area of Manchester.

The historic, Grade II listed, former goods warehouse on the Bridgewater Canal had been rescued from dereliction by Castlefield Estates in 1995, and was subsequently converted to office space.

Furniture, finishes, feature lighting, flooring and colours were carefully selected to reflect Well's new brand identity and its ambitions for the space. The original timber beam ceilings were kept exposed, and minimal work was carried out on the building structure in order to retain a sense of its original spirit.

A bright and welcoming reception area has been added, complete with feature brand walls, which leads into a shared meeting suite and incorporates a central lounge and informal meeting areas.



Milliken carpet tiles are taken from its Naturally Drawn collection. Drawing its inspiration from watercolour painting, hand-sketching and drawing with ink, Naturally Drawn is produced using high-performance ECONYL® yarn with 100% regenerated nylon. →

Above
A bright and
welcoming
reception area

Nature inspired

Burntwood School, Wandsworth

BCFA member: Johnson Tiles

Designers: Allford Hall Monaghan Morris, Morag Myscough

A bright and engaging welcome awaits students at Burntwood School in Wandsworth, London, thanks to Johnson Tiles and its Artile service. The manufacturer created a bespoke tile scheme for the campus which has since won the Riba Stirling Prize.

The installation uses a colour palette of 20 nature-inspired shades of porcelain tile, situated across 500 metres of the new campus entrance.

The finished scheme adds to the sense of practicality and fun of the new campus, with its playfully arranged modular sections and contemporary concrete cladding contrasting with existing historic buildings to give the architectural landscape of the school a true sense of heritage.

The collaborative project brought together architectural firm Allford Hall Monaghan Morris, landscapers and a graphic design team with the aim of building an environmentally friendly campus that inspires learning.

Morag Myscough was commissioned by Allford Hall Monaghan Morris to design a series of bold tiles to be used as exterior cladding for the entrance areas. After receiving the brief she drew on the expertise of the company's innovative Artile service.

Porcelain tiles, sized at 250x125mm, were produced at the Johnson Tiles factory in Stoke-on-Trent, and a two-colour transfer print was applied through the Artile printing process, which ensures the perfect replication of any design on to tile with no loss of detail or colour.



Image Credit: Timothy Soar

Below
Stylishly bridging
the gap



“Porcelain tiles were produced at the Johnson Tiles factory in Stoke-on-Trent and a two-colour transfer print was applied through the Artile printing process...”

A taste of luxury

London Heathrow Marriott

BCFA member: Ulster Carpets

Designer: EPR Architects



Image Credit: Images Courtesy of London Heathrow Marriott
www.marriott.co.uk/hotels/travel/lhrhr-london-heathrow-marriott-hotel

London Heathrow Marriott has unveiled a new look, complete with bespoke Ulster carpets. The project is part of a multi-million pound refurbishment programme which has seen an impressive transformation of 14 meeting rooms and 1,800 sq.m of redesigned conference space.

Taking their inspiration from an aerial view of the airport, Ulster designers worked with award-winning EPR Architects to create the unique design. A geometric pattern peaks through 'clouds' of texture creating a whimsical, almost 3D effect, which mimics the glimpses of the landscape passengers are afforded as they fly into Heathrow.

The carpets add the finishing touches to what is now a state of the art conference facility in a convenient location for international visitors. Ulster has enjoyed a long established relationship with the Marriott hotel group.

Left

The light, airy dining area

Below

An inviting atmosphere greets guests





Above
Ulster's carpets blend perfectly across the hotel



Above
A luxury finish



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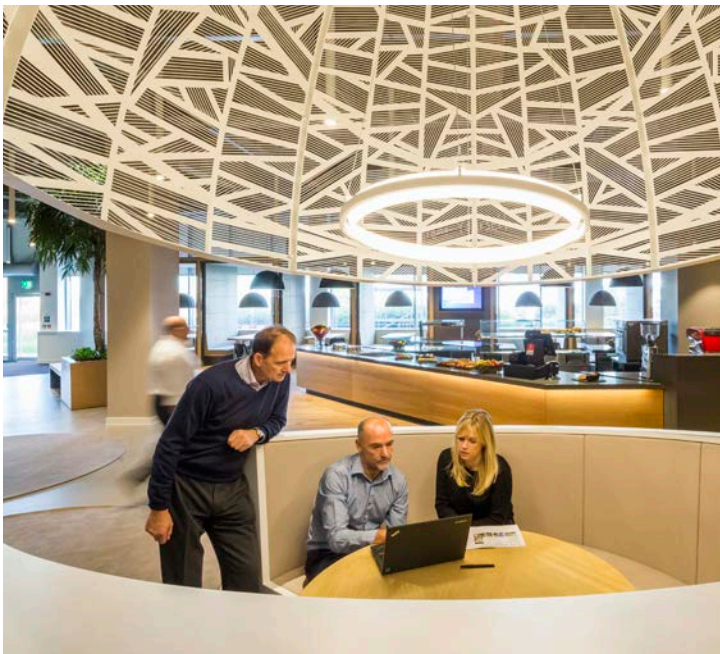


# New silk route

## AstraZeneca, Macclesfield

BCFA members: Northern Lights, Ocee Design

Designer: SpacInvader



**Above and Below** A cutting-edge design greets workers

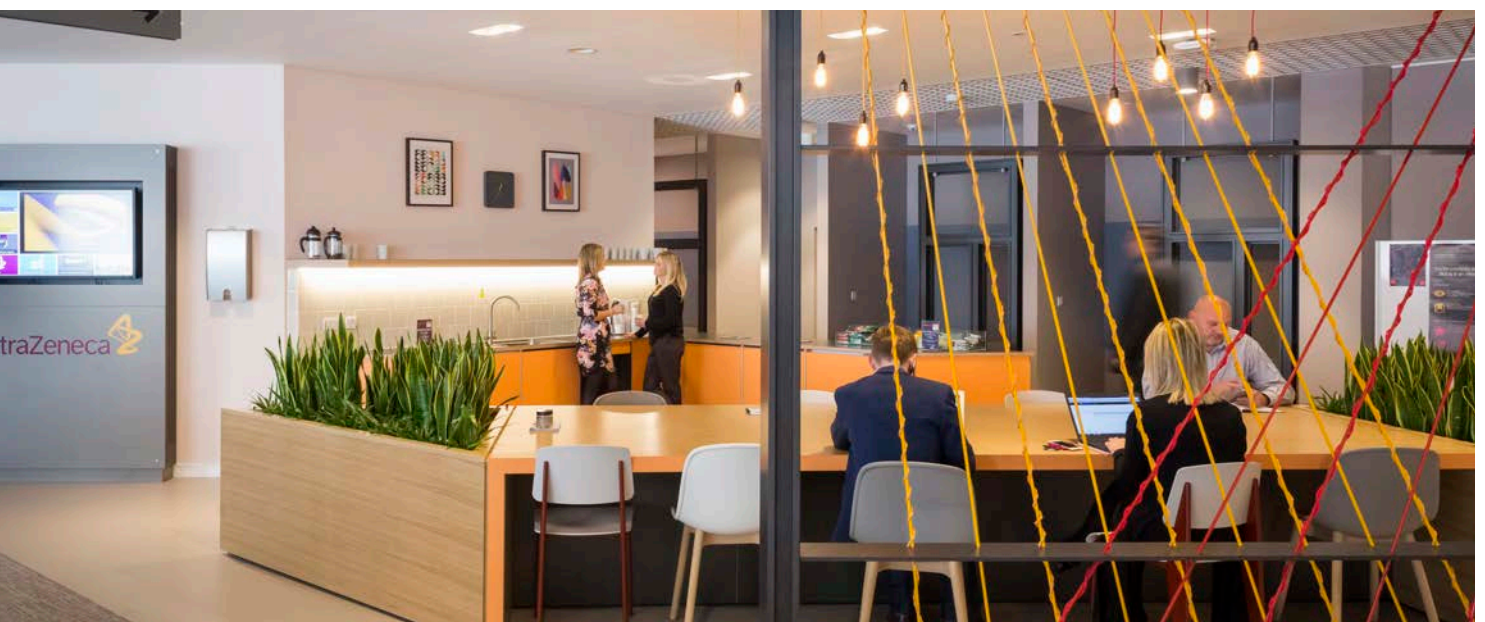
**G**lobal pharmaceutical giant AstraZeneca recently completed a £10m refurbishment of Middlewood Court on its Macclesfield campus in Cheshire.

The 80,000 sq ft project has transformed a once traditional cellular office into an open and vibrant workplace with a neighbourhood feeling that encourages and nurtures a more flexible and collaborative culture.

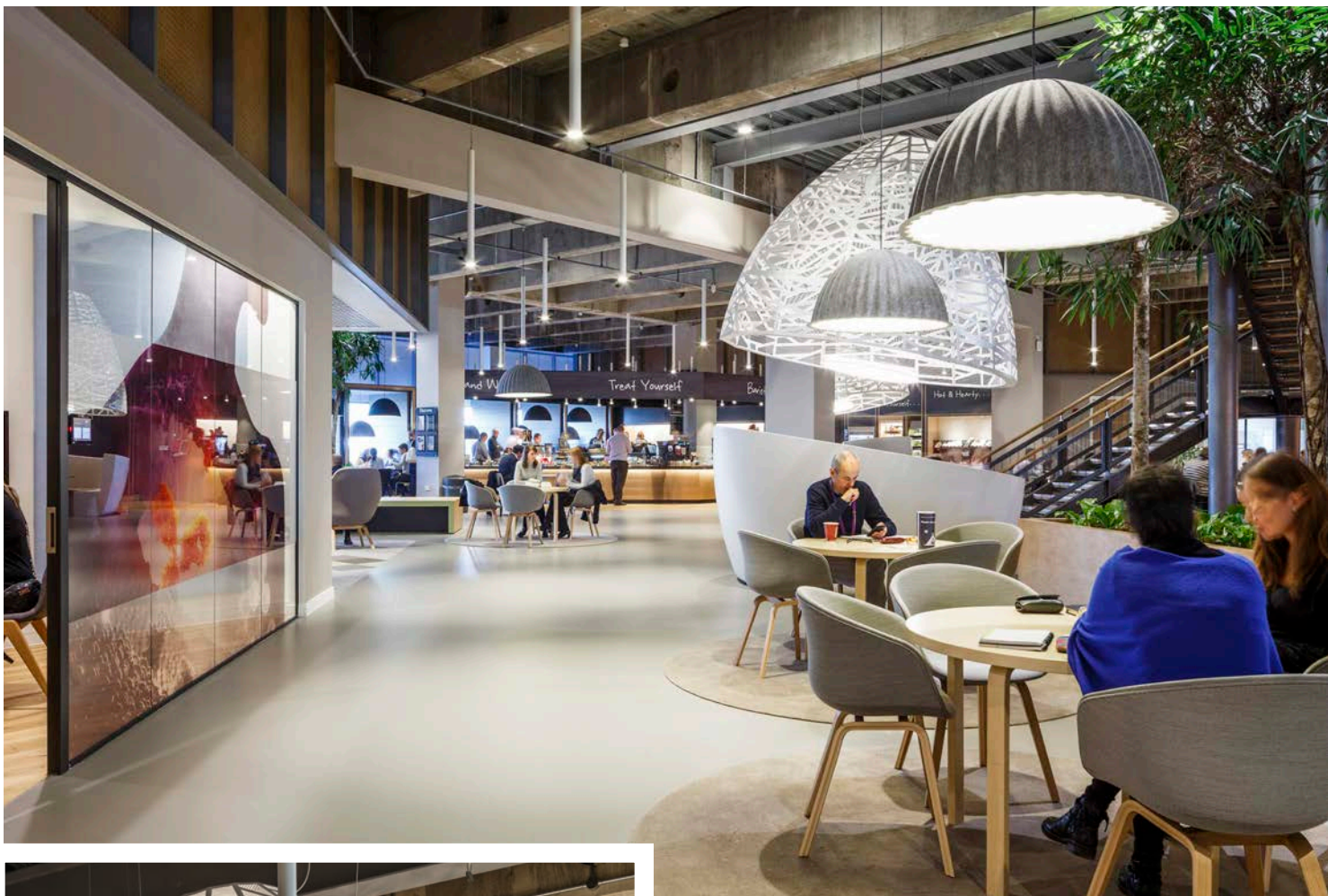
Inspired by the silk production heritage of Macclesfield and the significance of silk in modern medicine, the designers introduced a Silk Route on the ground floor – a central spine linking two entrances. As well as the striking cocoon shaped meeting units along the route, the designers specified a group of bespoke metal dome pendants that mimicked the organic form of a silk moth cocoon.

Northern Lights proposed a linear pattern that reflected the delicacy of the silk thread yet complemented the industrial aesthetics of the interior scheme. Designers then used 3D CAD software to develop the detailed drawings for laser-cutting and assembly.

The primary structure of the pendants was created using 18 laser-cut panels and a key challenge of the project was how to achieve the organic natural form of the cocoon whilst maintaining engineering integrity. Measuring 1.2m tall and 2.9m in diameter, the pendants create a striking impact in the large open-plan workplace, as well as complementing the wider interiors.







*“The designers specified a group of bespoke metal dome pendants that mimicked the organic form of a silk moth cocoon.”*

**Above and Left**  
Shared space  
beautifully designed



Image Credit: Adrian Lambert

# Learning hub

**Lancaster University**

**BCFA member: Camira**

**Designer: Sheppard Robson**

**T**he university's library, which is used by more than 40,000 students per week, has undergone a full refurbishment. The brief was to create a library that met the challenges of space and interaction between students and staff, and which was able to merge traditional library services with areas for interactive and informal learning. To highlight the established reputation the University has for research, the design also needed to embody this message by creating dedicated areas for postgraduate students.

Sheppard Robson designed a working library with a combination of individual and group workspaces, while Camira's Oxygen and Blazer ranges are used throughout the library for the task seating and some wall panels. The project was achieved whilst keeping the library fully operational, with no book or resource unavailable throughout the entire construction phase.

**Above** A stunning space on campus



**Above and Below** The library features individual and group workspaces





# Perfect **ambience**



**Left and Above**  
Classy, modern  
furniture

**Below**  
A welcoming  
ambience

## **Zaza, Bushey, Hertfordshire**

**BCFA member: Furniture Fusion**

**Designer: Furniture Fusion**

**A**fter the success of its project for the Prime restaurant chain, Furniture Fusion was asked to produce furniture for a similar refurbishment for sister restaurant chain Zaza.

This particular branch of Zaza is situated in the centre of Bushey, Hertfordshire, and the restaurant's classy modern look merges with the traditional aesthetic of the existing building.

The client decided upon using the Matrix chair in both side and armchair variations. These were then covered in supple hides, one half in a rich ochre and the other in a dark chocolate.

Dark oak chair frames complement this further, while solid ash table tops atop a cast black base complete the stylish interior and fit the welcoming ambience of the restaurant perfectly.





# Put to the test

What day-to-day impact do regulations have on the contract industry? Graham Berry, Director of Technical Projects at Camira Fabrics, gives his view.



## Tell us about your role?

We design and manufacture textiles for a wide range of industries and my job is to look at all new regulations and requirements coming into force and how they may affect our business, as well as all environmental standards.

## What keeps you particularly busy?

In terms of specific textile standards these have, by and large, been unified for quite a long time which has been good news for the industry. One of the reasons for this is that these standards have had no government involvement and have been driven by industry. In others areas such as flammability standards, governments have - quite rightly - been far more involved and so there is more variation across different countries driven by their own building regulations. Although people tend to focus on regulations, I find it is actually the more specific requirements which tend to change more frequently and which take up more of my time.

## What regulations have you dealt with recently?

REACH (Registration, Evaluation, Authorisation and Restriction of Chemicals) is an EU regulation that has been many years in the making and which addresses the production and use of chemical substances, and their potential impacts on both human health and the environment. This is something that applies not just to ourselves but also to all our suppliers.

Another recent regulation is the Single Burning Item (SBI) test for building materials and products. The idea is to harmonise the array of flammability standards applying to vertical and horizontal surfaces which aren't covered by the European furniture standard EN 1021, thereby sweeping up different German, French and UK standards into one European norm.

## Given that so many regulations come from the EU what is the impact of Brexit going to be?

It is too early to say exactly but it certainly creates uncertainty. If you take something like REACH then the UK would, in my view, be rather foolish to abandon it given that it has been so many years in the making.

Likewise with the SBI we, as a company, certainly welcome one standard across Europe. At the moment we could typically be making fabrics to five different standards depending on which country we are actually exporting to, so it would make life a lot easier if we are adhering to one overarching standard. Ultimately, when we are developing new products we want to sell them to as many markets worldwide as possible, but the cost of complying with regulations in other countries is something that we have to consider.

## What sort of costs are we talking about?

We recently launched our new range of Synergy wool felt products and had to test their flammability at six different centres in six countries. A single flammability test can set you back as much as £3,000, so you have to cost it and make sure the business case stacks up. But through regulations such as the SBI we are now getting much closer to common transnational agreements on flammability, and this is actually an area where the UK has led the way in terms of setting the agenda.

## Can you think of an example of a bad piece of legislation?

It is not so much one piece of legislation but more the whole area of environmental labelling and coding. Across Europe there are a number of different kite-marks such as: the EU Ecolabel, commonly called the EU flower; the Nordic Swan, the sustainability ecolabel for the Nordic countries; and the Blaue Engel which applies in Germany. There has been a proliferation of labels and that means a lot more testing. The frustrating thing is that often you are testing things that you have tested before. I believe there is a need for more harmonisation in this area.



## Flammability

Though there are single standards for the European market in the form of EN 1021 (Cigarette and Match) for seating and EN 13501-1 (Single Burning Item) for panels, national flammability tests still dominate their individual regions and, for instance, no single higher level seating standard exists.

As Graham Berry from Camira Fabrics remarks: "Flammability testing remains a complex issue and contract fabrics must be designed and manufactured with these international test methods in mind. A fabric which performs well in one test may not pass another, illustrating the vastly differing approaches to flammability performance of fabrics which often have the same end use."

However a process of European harmonisation is underway in support of the Construction Products Directive (CPD). For instance most construction products sold in Europe will in future have to be tested using the new Single Burning Item (SBI) test method. At present there are a multitude of flammability tests throughout Europe and the SBI is an attempt to combine all these tests and bring unity to the standards.

Specifically, the SBI is a method of test for determining the reaction to fire behaviour of building products (excluding floorings) when exposed to the thermal attack from a single burning item (modelled by a propane-fuelled sand-box burner). The specimen is mounted on a trolley that is positioned in a frame beneath an exhaust system. The reaction of the specimen to the burner is monitored instrumentally and visually. Heat and smoke release rates are calculated, and physical characteristics are assessed by observation.

The reason for so many different tests is historical. In particular there are different methods of achieving flame retardancy in a fabric whether through char, gas or melt.



# Global standards

Here are just a selection of some of the global environmental standards that can be attained.



## EU Ecolabel (or EU Flower)

A voluntary label administered by the European Union and sponsored by governments. It accredits the environmental credentials of products and services throughout their life cycle, from the extraction of raw material through to production, use and disposal.



## Nordic Swan

An environmental label that checks that products fulfil certain criteria using methods such as samples from independent laboratories, certificates and control visits. It is a voluntary scheme that evaluates a product's impact on the environment throughout the whole life cycle.



## Mobelfakta

A testing based reference and labelling system for furniture quality determination in the Swedish furniture industry. It requires that manufacturers provide all environmental information on each component.



## Oeko-Tex Standard 100

A testing and certification system for textile raw materials, intermediate and end products at all stages of production. Examples of articles that can be certified include raw and dyed/finished yarns, woven and knitted fabrics, sewing threads or labels, and ready-made articles such as domestic and household textiles and bed linen.



## Cradle to Cradle

A US sustainability label that demands multiple attributes including safe materials, reuse of materials, renewable energy, efficient use of water, and maximum water quality associated with production, as well as company strategies for social responsibility. Certification is a five-tiered approach consisting of Basic, Bronze, Silver, Gold, and Platinum levels.



## LEED

### (Leadership in Energy & Environmental Design)

Provides third-party verification of green buildings which earn points to achieve different levels of certification. Pre-requisites and credits differ for each rating system, and teams choose the best fit for the project. Areas of criteria include rapidly renewable materials and recycled content.

Business Information Modelling (BIM) specification is a fast-growing area within the contract industry. Paul Quinn from RIBA Insight explains more.



#### Tell us about RIBA Insight?

We are part of the Royal Institute of British Architects (RIBA) and offer a range of services around product specification. Our clients are mostly construction, landscape, interior, and product manufacturers and we deliver marketing, technical solutions and advice, offering them trusted and effective routes to successful product specification. We do this through matching the business needs of our clients to the most suitable products from our portfolio.

#### Tell us about the services you provide around BIM (Building Information Modelling)?

We are at the forefront of BIM technology and can provide designers and specifiers with the most useful tools and sources of information to aid their design and BIM specification workflows. We are able to involve manufacturers in these tools so that their BIM objects have the widest possible reach with their target audience, and in very intelligent ways that help designers and specifiers.

We can either create BIM objects to the NBS/BIM Object Standard and promote them through our tools, or if a manufacturer already has BIM objects we can examine and certify those BIM objects against the NBS BIM Object Standard. This gives specifiers the peace of mind that the BIM objects used are legitimate and of the highest standard possible.

#### What is the value to designers?

The industry needs structured, approved, trusted content and useful data to achieve the efficiencies associated with BIM. NBS continues to push forward with BIM innovation through ground-breaking tools and resources such as the NBS BIM Object Standard, the NBS National BIM Library, integrated Revit/NBS specification functionality, and the NBS BIM Toolkit. This has enabled designers to be able to make easier sense of manufacturer BIM objects and use them in the most effective ways for their projects.

#### How does BIM relate to the contract furnishing industry?

It has already begun to revolutionise the entire construction industry and the great news is that the UK is leading the way, whether this be landscape, building, or mechanical and electrical and design. Contract furnishings are no exception to this. In design and construction many of the benefits – such as a digital plan of work – are available and being realised on countless projects across the world, and have been for some time.

The stage is set for a continued and steady increase of BIM usage across design and construction, and with this increase will come greater understanding, innovation and cohesion between project teams. In the future, facilities managers will be able to use the intelligent data in the models to make better decisions, and analyse the performance of our built assets to run them more efficiently.

#### Are there any challenges?

The term benefits of BIM can only be realised with an increased focus from manufacturers on digital information. Designers, specifiers and contractors want manufacturers to have BIM objects available now. Whilst many of the early adopters are already enjoying the benefits of BIM, the late adopters are missing out on a big opportunity.

#### Do you think BIM will eventually become the norm?

Definitely. The vast majority of manufacturers need to have BIM objects so it is prudent to have these available whilst we are in a period of opportunity where having distribution of your own BIM objects can set you apart massively from the competition. If you are a manufacturer you should also be aware that if your competitors already have BIM objects available, and you do not, you may already be missing out on projects that you were not aware of.



For more information and to view our Digital Edition please visit [www.designinsiderlive.com](http://www.designinsiderlive.com)





# News & Events

2016 was another action-packed year for the BCFA as we attended many leading trade shows and hosted events across the country for our members.

## Full house

The Dorchester once again played host to the BCFA Annual Luncheon. With a fantastic turnout of more than 500 guests, the atmosphere was as lively and exuberant as in previous years, reflecting a positive and optimistic mood across the industry.

The afternoon began with a drinks reception, before guests took to their seats in the ballroom for the luncheon. Before tucking in, Milan Cvetkovic, Chairman of the BCFA, welcomed the guests and highlighted the achievements of the association in 2016 and looked forward to 2017.

Following the lunch our Lifetime Achievement award was presented by Tony Attard OBE, CEO of Panaz, to Jan Wilson for her contribution to the contract furnishing industry over many years.

Jan, an Australian who moved to the UK in the late 1970s, looked back fondly on her fantastic career over the last 40 years - although she joked about how the British weather took some getting used to!

The afternoon concluded with entertainment from comedian and Dead Ringers star Jon Culshaw.

Thanks again to all our marvellous sponsors and see you all again in 2017!

\*For interview with Jan Wilson see page 104.





**Above**  
Jan Wilson receives her Lifetime Achievement  
award from Tony Attard, CEO of Panaz



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# Northern spirit

The first ever BCFA OPEN exhibition was held at the Bridgewater Hall in Manchester in October. With its abundance of natural light the theatre, which is home to Manchester's world-famous Halle Orchestra, proved a stunning backdrop for our exhibition and especially for our 28 BCFA member stands that showcased some of the latest designs in contract furnishing.

BCFA members seized the opportunity to exhibit at a northern venue and give their clients the chance to see them without having to travel to London. There was a great response from local designers and our members were delighted by the quality of enquiries. Alan Towns, Managing Director of Knightbridge Furniture, said: "We always love to support the BCFA and this event was a great opportunity to meet new people."



**"Our discussion looked at what the Northern Powerhouse initiative could mean for the north."**



**Above**  
Elegant Clutter at  
BCFA OPEN



**Right**  
Tektura

**Above**

Johnson Tiles stand at BCFA OPEN

Throughout the two days the BCFA offered engaging and industry specific discussions, as well as CPD in the BCFA Inspire Hub.

Highlights included a 'Built to Last?' panel discussion debating the importance of making products with longevity, and a discussion entitled 'Powering the North' which looked at what the Northern Powerhouse initiative could mean for the north and the contract design industry. The latter debate featured a panel including Theresa Dowling (FX Magazine), Gavin Phillips (Gresham Furniture), Julian Pearson (Roman Limited) and Tony Attard (Panaz).

Members felt that the interesting topics covered over the two days brought in valuable guests and companies, and overall the BCFA has had wonderful feedback. BCFA Chief Executive Jeremy Stein commented: "The event has been brilliant for our opening exhibition in Manchester and we would like to thank all members for their support and the fantastic feedback we received."

BCFA OPEN wasn't our only event in Manchester last year. In April we also held our second annual Northern Dinner at the shining Gothic venue The Monastery, a complete sell out with over 250 guests. Meanwhile look out for our 2017 event this April when we will be at the revolution gallery at MOSI, Manchester.

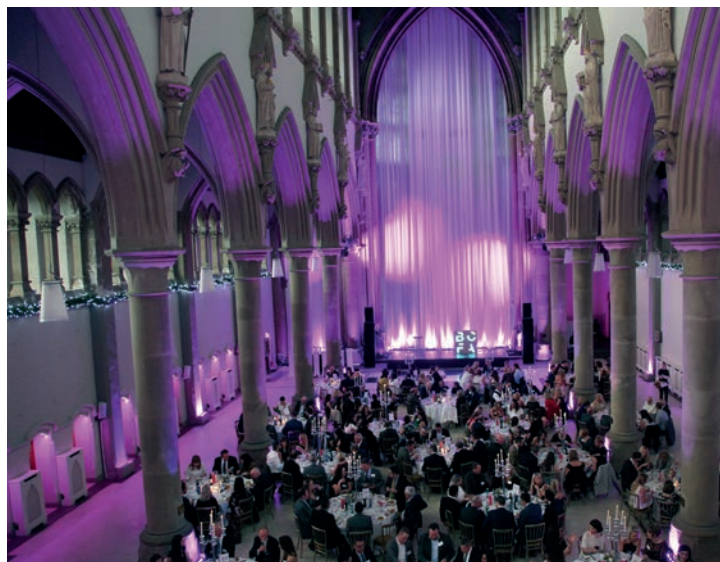
Meanwhile the BCFA will be hosting the next BCFA OPEN in London at the Old Truman Brewery on 28th - 29th March 2017.

**Right**

Guests at the BCFA Northern Dinner

**Below**

Gothic charm - BCFA Northern Dinner at The Monastery, Manchester



Thank you to all our sponsors of the BCFA Northern Dinner

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SALES LIMITED  
Innovating designs and contract solutions

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**Far Left**  
A fair full of style

**Left**  
There were plenty of innovative stands on show

# Going Stateside

**B**outique Design New York, now in its seventh year, is the leading trade fair and conference for hospitality design on the eastern seaboard of the US.

The 2016 edition took place over two days at the Javits Convention Centre situated on the Hudson River in the redeveloping Hudson Yards area of Manhattan.

Following reports from BCFA members who had visited the show in 2015, combined with interest from other BCFA member companies keen to exploit the growth in the US boutique hospitality market, BCFA facilitated and managed a group of 12 British companies to participate in the event. This was the first time a UK group of manufacturers had attended the show, joining an Italian and Spanish presence which had been there for many years previously.

To the first time visitor the structure of the building with its scaffolding like construction was certainly eye-catching. Ranked among the fastest-growing trade fairs in the US over the past three years, this extremely high-end show has actually doubled in size during that time.

The quality of the product on display by the 600 exhibitors was exemplary, and this was reflected in the care and attention to detail that exhibiting companies had put in designing some truly stunning stands.



**Above**  
Another eye-catching stand

**Right**  
Among the fastest-growing trade fairs in the US





**Left**  
A dazzling display

**“Exhibiting at the show must be viewed as part of a long-term strategy to develop the US market.”**



The range of products was evenly spread through manufacturers of furniture, fabrics, lighting, flooring, carpets, beds and wall coverings. Those companies which had made significant investment in the originality of their stands were certainly rewarded by high visitor traffic.

Although the majority of the exhibitors were US-based there were also significant Italian and Spanish contingents, while a number of high-profile British designers were seen wandering the aisles too. BCFA members attending were: Chelsom, Lincrusta, Hypnos, Loomah, Sunbury Design, Style Library Contract and Fameed Khaliq. The latter won two Best of BDN awards for their embroidered raffia wallcovering and Alupalux flooring.

The show was certainly a learning curve as to how to operate in a very different environment to major European or Middle Eastern shows. For instance display products must have a high design quality and be matched by the originality and visual distinctiveness of the stands.

Exhibiting at the show must be viewed as part of a long-term strategy to develop the US market and for those exhibitors willing to make the investment this event can play a crucial part in developing brand awareness and delivery channels in the US.

The BCFA will be offering a specially designed and built pavilion to members at the event in 2017, so early expressions of interest are advised. The show dates for 2017 are November 12th and 13th.





Left

The Courtyard

Below

House of Illustration



## Up the junction

**W**ith an early morning start, our BCFA members were treated to their own private viewing of Design Junction 2016.

Given that the exhibition is clearly targeted at the mass market, and is open to the public as well as trade professionals, it means that these exclusive few hours are very sought after.

The event's new location was the King's Cross Creative Quarter and we entertained members at Cubitt House, a pop-up pavilion designed by Satellite Architects.

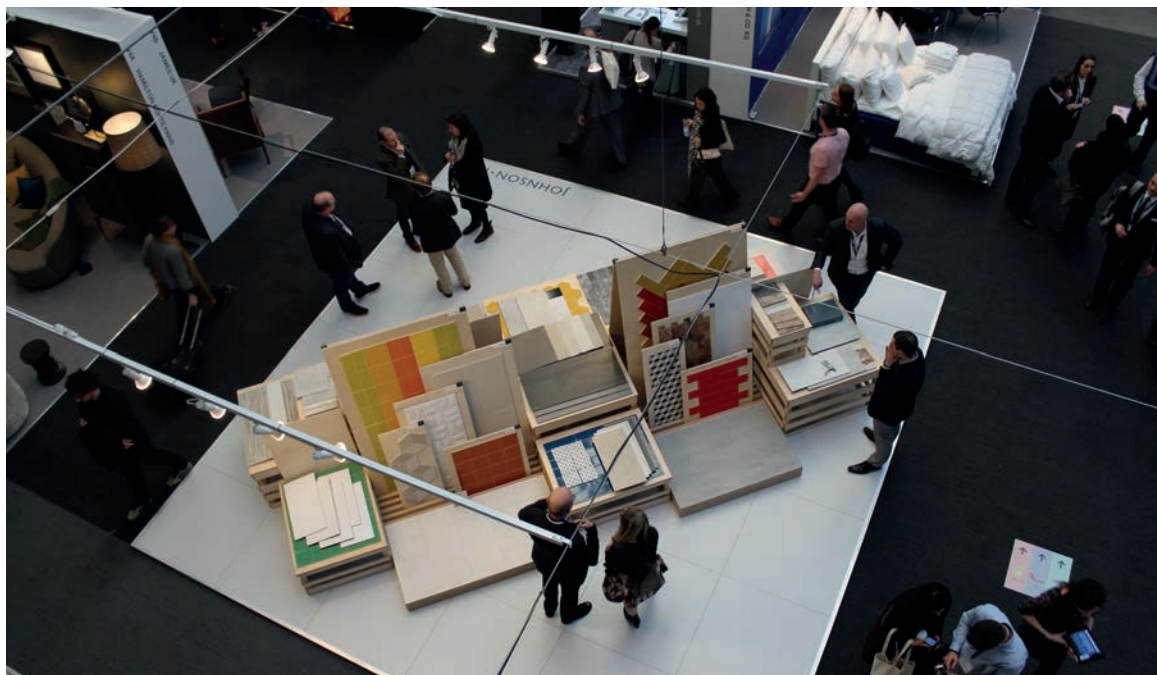
This space featured more than 100 furniture and lighting brands including BCFA members Artemide and Morgan Furniture. Even though this show isn't particularly associated with the contract or commercial sectors, we thoroughly enjoyed the innovative ways that companies were choosing to display their products.

For instance Morgan Furniture had a superb stand that really highlighted their award-winning seating and tables with 3D printed components.



Above

A highly innovative show

**Left**

The show is a great networking opportunity

# Wide awake

**T**he Sleep exhibition at The Business Design Centre in London was a great opportunity to see new products and ideas across the hospitality sector.

As always there were some excellent seminars on offer, while one of our favourite aspects of the show is the opportunity to network and catch up with peers.

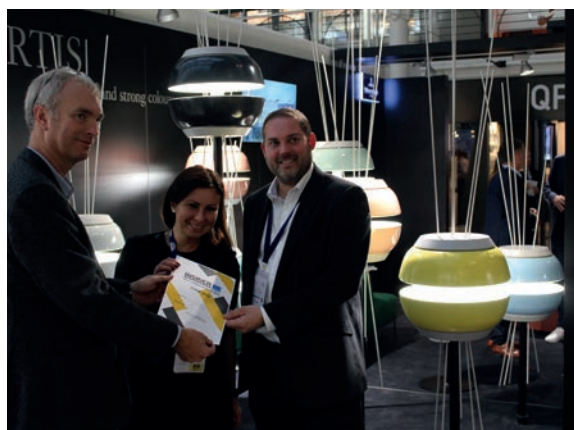
Grohe, the founding partner of the exhibition, was kind enough to invite Design Insider to their press briefing and gave us a preview of the event and the chance to speak to industry professionals.

The award for best stand was given to BCFA member Elegant Clutter whose display was inspired by a single painting. Its team on the stand were also decked out in matching outfits.

The Sleep Set competition theme was 'The Science of Tribes' and the different tribes for the sets were: Established, Intellectual, Performer, Digital Avant-garde and Sensory Oriented. Gensler were the winners.

Meanwhile Design Insider chose Villeroy & Boch for the BCFA Member 'Best Stand' award for their innovative way of showing their Artis Basins.

BCFA members had some fantastic stands, but we were also particularly impressed by Knightsbridge's vivid and unique stand which really created conversation with visitors.

**Left**

Villeroy & Boch collect their award

**Below**

Elegant Clutter took best stand





# In the park

The BCFA headed to the delightful surrounds of West London's Syon Park for this year's Decorex International. Targeting interior designers largely in the high-end domestic sector, this show is the epitome of luxury. Our 12 members exhibiting covered both domestic and commercial schemes, and reported back that they had generated plenty of new leads and project inquiries during the show.

The stands looked amazing, especially those from Charlotte James Furniture, Kai, Kobe and Timorous Beasties, to name but a few.



**Above** Decorex targets the high-end sector

**Right**  
Cath Bishop  
speaking at the  
BCFA Inspire Event



# Inspiration

The BCFA hosted its first INSPIRE seminar in the beautiful setting of Chandos House in London.

The afternoon kicked off with Peter Abraham who looked at how the latest apps and websites are disrupting established players across a range of sectors.

He then explored how BCFA members can learn from these examples and start to develop their own digital platforms for the contract sector.

Our second speaker was Dr Craig Knight, a founding director of Haddleton Knight, who challenged the status quo of office design. Looking at office design over the last 150 years, and based on peer

reviewed research, he looked at what 'good design' actually means, and how this can be applied to the care sector.

Cath Bishop, Olympic rower and British diplomat, ended the afternoon with an inspiring talk about how you can achieve your goals under pressure. Taking us through her experiences of loss and elation in her rowing and diplomatic career, she explored how members can use clarity, constant learning and collaboration to develop high performance teams.

The evening ended with drinks on the terrace and with the speakers chatting with attendees and exploring some of the issues raised in greater depth.



# City breaks

Once again, the BCFA hosted a range of informal networking events held at locations across the UK during 2016. As opportunities for members and clients to meet and network informally these events are increasingly popular and regularly sell out. Last year we held events in Glasgow, Birmingham and Manchester.

In London, we followed the Spring networking event at Bermondsey Street with a return to the ever popular and stunning Merchant Taylors Hall to enjoy their wonderful hospitality for the BCFA summer BBQ.



## Above

BCFA members and guests in good spirits at the summer BBQ at Merchant Taylors Hall

## Right

A great summer's evening for our BBQ

## Left

BCFA Networking Glasgow at The Corinthian Club



Go to the events pages at [www.thebcfa.com](http://www.thebcfa.com) to see the full programme for 2017





# 2020 vision

**E**xpo 2020 in Dubai will actually be the first World Expo to take place in the wider MEASA (Middle East, Africa and South Asia) region which consists of 72 countries with a combined population of 2.8 billion. In fact, one third of the global population lives within a four-hour flight of Dubai.

The festival's three core themes are 'Mobility, Sustainability and Opportunity', and UK firm Foster + Partners has already won the competition to design the Mobility pavilion, while fellow British firm Grimshaw Architects is designing the Sustainability pavilion. Together with the Opportunity pavilion these will form the centrepiece of the 438-hectare site in Jebel Ali.

The BCFA has been a pioneer in helping British companies target the Middle East market. Indeed it was the first association in the creative sector to explore the burgeoning marketplace of the Middle East by taking interiors and design groups to attend the annual Index International Design Exhibition and the Hotel Show in Dubai. Ahead of Expo 2020 the export opportunities in the region are sure to only continue growing.



## Above

Expo 2020 is a great opportunity for British firms

# Good vibes

**O**lympia in London hosted the Independent Hotel Show in October where the BCFA ran a very successful stand for two days.

It was a particularly busy show for the BCFA this year with many visitors intrigued by the new BCFA Open Exhibitions and other offerings. It was also a great opportunity to chat to people face to face who wish to be more involved with us, and catch up and engage with our exhibiting members.

There was plenty of inspiration on offer with a variety of new products and latest technological advances on show, giving us a real taste of the future within the hospitality industry. In total 21 BCFA members exhibited and the products highlighted looked really impressive alongside some stunning stands.

Design Insider presented The Modern Garden Company the award for Best Stand with their outstanding 'beach vibe' that completely blew us away!

## Below

Modern Garden Co. won best stand



# Member Profiles

Over the following pages BCFA members describe the services they can offer



**A** **BBOTSFORD CONTRACT FABRICS**, manufacture exclusive, high quality woven fabrics for the Contract, Domestic and Leisure Industries.

Design, innovation, excellent product and personable service are all core to the company's ethos.

With an emphasis on natural fibre, our stock supported, cut length, pure new wool collections meet strict contract quality requirements.

We are one of the few remaining vertical Yorkshire Mills, having the capacity to spin, weave and finish our own fabrics, provides the flexibility for bespoke design and colouring service. In an ever changing industry the support of our in house design studio and wealth of industry knowledge provides our clients with the confidence and reassurance that is unrivalled in the contract sector.

In addition, Abbotsford offers a bespoke design service and a bespoke piece dye service to match any Pantone reference for small quantities of 50 mtrs.

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Ladywell Mills, Hall Lane, Bradford BD4 7DF

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## Airsprung Contract Beds

**F**or over 140 years, **AIRSPRUNG BEDS** have been one of the leading supplier of beds and mattresses in the UK. Building on our extensive experience in the domestic market, we have evolved to become a leading supplier to the contracts sector.

Airsprung beds has a long-standing reputation for innovation, being one of the first brands in the UK to launch an interior-sprung system, and one of the first to manufacture a pocket-sprung mattress.

Our contract models are designed from first principles specifically for the contract market. We understand the very particular requirements of the sector.

On our website, you can see our Quality Pledge, which demonstrates our commitments to safety and quality, including our accreditations under the NBF quality assurance scheme and our membership of FIRA and BCFA.

Whatever sector you are in, whether its leisure, education or care, our dedicated team will give you the very best advice and service.

[www.contractbeds.co.uk](http://www.contractbeds.co.uk)

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# AGUA

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**A** **AGUA FABRICS** are leading producers of performance upholstery fabrics for use on Hospitality, Leisure, Spas, Commercial, Healthcare, Cruise and Outdoor projects. From launching the first collection in 2001, Agua has invested heavily in new designs and range extensions creating an impressive portfolio of 24 collections covering soft fabrics and faux leathers.

Agua is rapidly gaining a reputation for the production of high quality on trend fabrics that meet the needs of challenging environments where traditional soft seating has been quickly ruined by spillages and soiling. In addition to being Fire Retardant to Crib 5 & IMO, all the Agua collections are impervious and supplied with a stain resistant finish. These excellent properties help to keep furniture in service and maintain the appearance of the fabric.

Agua also offer a Crib 7 faux leather that is ideal for use in high hazard environments. Working closely with colour trend experts and fabric designers, whilst retaining the need for practicality in contract environments, the most recent Agua collections are at the forefront of modern thinking:

Cashmir Tones, Stretch and Lunar Canis.

Cashmir Tones consists a stunning mix of softness, warmth and colour. It offers both the appearance and feel of wool while still providing all the benefits of Agua's technical properties. A luxuriously soft fabric perfect for bedroom, public area and restaurant schemes. This is a perfect addition to the already popular Cashmir collection, which together with Tones now offers 30 sophisticated colourways.

Agua Stretch is a ground-breaking faux leather offering an exciting new solution for shapes traditionally found to be difficult to upholster. The revolutionary fabric frees furniture designers to explore and create a new range of curves and profiles. Stretch can be used practically while still providing a fantastic finish in a variety of colours.

The addition of the Canis design, a hound's tooth print to the Lunar collection further increases Agua's reputation as the leading supplier of faux leathers to the Hospitality sector. The existing Taurus, Paint Pot, Aries, Lunar and Furnisoft collections provide over 150 colourways, whilst the Mystique collection adds dramatic metallic effects to enhance designs.





# astro

**A**STRO Lighting is an acknowledged designer and producer of contemporary lighting for high end hospitality and domestic markets in over 70 countries worldwide.

Founders John Fearon and James Bassant came together in 1997 to create Astro with a shared commitment to British lighting design and a passion for quality and precision.

Astro's creative ethos has remained consistent throughout – that good design demands simplicity. Its business ethos is similarly straightforward, being based on a passion for quality which goes far beyond technical excellence and demands the highest possible standards of customer service.

Astro offers one of the most comprehensive bathroom lighting ranges in the world, thanks to its willingness to grasp stricter regulation for bathroom lighting as a commercial opportunity. Astro has continued to develop collections for interior and exterior lighting suitable for bedrooms, living spaces and gardens, among others, ensuring that Astro can offer a wide product range for a variety of projects and customers.

Identifying gaps in the market has always been priority for Astro and as such the company was early to adopt LED technology as well as leading the

[www.astrolighting.com](http://www.astrolighting.com)

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market in plaster lights, which are a popular choice with Architects.

Astro is based in Harlow, Essex, where its inspiring new home provides 86,000-sq ft of highly-efficient product handling and office space, as well as a showcase for the brand's distinctive lighting design language. It is here that Astro's designers create the ideas and prototypes which become tomorrow's distinctive lighting solutions. Thanks to their inspiration and technical know-how, a constantly-evolving range has seen significant developments in the past 12 months, including additions to Astro's choice of bathroom LED luminaires and the architectural Edge Reader bedside reading light.

2017 brings a fresh approach to outdoor lighting with the Coastal collection. True to Astro's design and quality principles, Coastal brings distinct style and durability to external spaces in homes and hotels.

With the needs of the contract market in mind, Astro's prioritisation of stock availability as part of its core strategy is just one element that has helped it build a reputation as a truly dependable supplier, whose lights are specified in beautiful homes, big city hotels, boutique hideaways and luxury resorts throughout the world.



**B**ANCROFT are a long standing and well respected supplier to the soft furnishing trade, Bancroft has developed an extensive network of trusted partners enabling us to offer our customers consistently high levels of quality.

Quality products are of paramount importance. We pride ourselves on an unrivalled customer service that is delivered by our dedicated sales team, who blend their knowledge and experience with the ability to react to customers' requirements.

Sophisticated design and colour options are critical in a world of contract fabrics, from Eros and Wool range to our stunning new metropolitan collection Bancroft fabrics can transform any commercial interior.

Our textured woven dimout is perfect for budget conscious projects, yet offers durability for repeat washing and intensive use. We are the leading supplier of decorative blackout and dimout fabrics.

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# BISLEY

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From the iconic Multidrawer to Be by Bisley (modular, interchangeable storage and desking for flexible office working) to Stage (an adaptable and contemporary home-working space) our extensive range of furniture is helping people be comfortable and effective, wherever they are working.

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Over the years **BURGESS FURNITURE** has supplied some of the most prestigious venues around the world. We have a wealth of experience supplying banqueting, conference and meeting room furniture to hotels, major conference and exhibition venues as well as state of the art sporting venues and facilities.

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With extensive specialist expertise in the hospitality sector, **CHRYSLIS CONTRACTS** delivers a truly first class design and refurbishment service to hospitality and leisure establishments across the UK.

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Chrysalis also offers a full service property development package to our clients, who may be intending to either extend or improve their existing commercial property portfolio. This includes extensive structural interior fit out projects through to new-build extensions to hotels which provide additional bedrooms, function rooms, conservatories, spa facilities and swimming pools.

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**H**eadquartered in London, **COLEBROOK BOSSON SAUNDERS** (CBS) is an international designer, manufacturer and worldwide distributor of award-winning ergonomic IT products. We believe passionately in design, focusing on creating products that integrate people with technology to increase user comfort, performance, and ergonomics in the workplace.

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**curtis**

**C**URTIS is a leading UK hotel furniture manufacturer. We specialise in working with hotel owners, interior designers and main contractors – to deliver bespoke hotel bedroom furniture that's built to last.

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We have manufactured and installed furniture for prestigious brands including Crowne Plaza, Hilton and Sheraton, as well as numerous independent hotels. We'd love to get involved with your next project, so please get in touch.

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**CRAFTWOOD** is one of the UK's leading specialists in the manufacture and installation of bespoke banquette seating. With fixed and free standing seating in a virtually unlimited choice of styles with highly innovative and truly imaginative concepts, Craftwood's highly skilled team have realised the designs of some of the top design studios.

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## edge design by PLEDGE

**E**stablished in 1970, **PLEDGE** Office Chairs Ltd is one of the UK's leading manufacturers of office seating. Producing its own metal and wood components, the company can design and manufacture products with complete flexibility, and is able to work closely with clients to meet individual requirements.

Edge Design is the brand name for a collection of soft and break out seating by Pledge Office Chairs encompassing stylish and imaginative products that provide visually attractive and practical solutions for the ultimate in seating creativity.

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Edge Design also works in partnership with a number of designers enhancing our product offering allowing "fresh" development input.

Edge Design provides professional specification support to architects and designers. We understand the architectural process and are able to provide the necessary information accurately and quickly.

We work closely with the RIBA & NBS providing products as Level 2 compliant BIM objects for the NBS National BIM Library, whilst hosting them on our own website.

[www.pledgechairs.co.uk](http://www.pledgechairs.co.uk)

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We understand that architectural specifiers are looking for design flair and quality including a manufacturer who understands the architectural process. Edge Design can provide the necessary information accurately and quickly.

As part of the business development plans of Pledge Office Chairs and Edge Design we intend to further expand our business not only in the United Kingdom but also in Europe and the rest of the world.

Pledge Office Chairs already have proven relationships in Norway, Denmark, Holland, and the Middle East & Australia with emerging markets in Canada and South Africa, and have established transportation and packaging methods for allowing easy and trouble free deliveries to any part of the globe.

Our London Showroom is situated in the heart of Clerkenwell London. Within this location we feature Edge Design products and selected Pledge products suitable for the London market.

London Showroom: First Floor, 21-22 Great Sutton St, Clerkenwell, London EC1V 0DY. If you would like to arrange a visit to the showroom please contact us at [sales@pledgechairs.co.uk](mailto:sales@pledgechairs.co.uk)



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**E**DMUND BELL is a supplier of high quality decorative blackouts, dimouts, voiles, wovens and prints, to the hospitality, cruise, healthcare, education and workplace markets. And we offer one of the widest selections of high end curtain lining solutions, workroom accessories & roman blind systems.

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# Furnital



**E**stablished since 1984, **FURNITAL LTD** imports an extensive variety of high quality Italian- made dining chair, carvers, armchairs, bar stools and chaises longues suitable for the residential and hotel and leisure industry.

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All frames are supplied raw and unfinished for customers' own finishing. For large quantity orders, these can be finished in COM. Due to the vast range of chairs and finishes available, the catalogue and website is merely a starting point for inspiration. If you have a vision of a particular chair in mind we will endeavour to source the same or a very similar model for you to receipt of an image. To view the full range of frames visit [www.furnital.com](http://www.furnital.com) and download the current catalogue and subscribe to our Newsletter and product new and follow us on Facebook and Twitter.

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## Furnotel hotel bedroom furniture

**F****URNOTEL** is a British contract furniture company that specialises in producing fine quality bedroom case goods and bespoke joinery exclusively for the hospitality industry.

Working with many of the world's leading hotel operators, we manufacture stunning fitted or loose guest room furniture solutions using a vast range of materials. From fine quality veneers for luxury hotels through to cost-effective melamine for the more contemporary budget brands, we cater for all styles and budgets and pride ourselves on the use of traditional craftsmanship alongside cutting-edge technology in order to achieve only the high levels of quality.

In addition to hotel bedroom case goods, Furnotel also produces bespoke joinery items for all other areas throughout a hotel, such as reception desks, bar counters, restaurant serveries, fixed seating units and wine wall displays.

[www.furnotel.co.uk](http://www.furnotel.co.uk)

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**G**ailarde Ltd. was established in 1979 to provide household textiles specifically manufactured for the contract trade. Over the years we have widened our range of products and the scope of our customers.

We pride ourselves on providing an efficient, reliable service that emphasises a fast response to enquiries and the supply of the right products at competitive prices.

Over the past three decades we have built up both long-standing and lucrative relationships with many hotels, including major chains as well as independents. We are a fast expanding company who both import and manufacture.

**GAILARDE LTD.** also has its own soft furnishings department, which offers a comprehensive collection of designs and specialises in the supply of items such as curtains, bed runners, cushions and bedspreads.

We have our own UK factory where we are able to manufacture bespoke sizes upon request.

[www.gailarde.com](http://www.gailarde.com)

Gailarde Ltd. Unit 2, Elstree Distribution Park, Elstree Way,  
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**E**stablished in 1996, **GLOBAL CHAIR COMPONENTS LTD** is a leading and established trade-only supplier of furniture and furniture components to both the leisure and contract furniture industries. Global Chair components brings unsurpassed quality, innovation and style to the leisure contract market.

An extensive range of seating, tables and bases ensures that there is a solution for every concept, indoor or out. Through our dedication and expertise we have built strong working relationships with our customers, which allows us to assist them with the development and sourcing of new products from well-established suppliers.

We pride ourselves on excellent customer service and high quality products which are regularly tested to the highest international standards.

All this makes Global Chair Components the number one choice for any contract furniture needs.

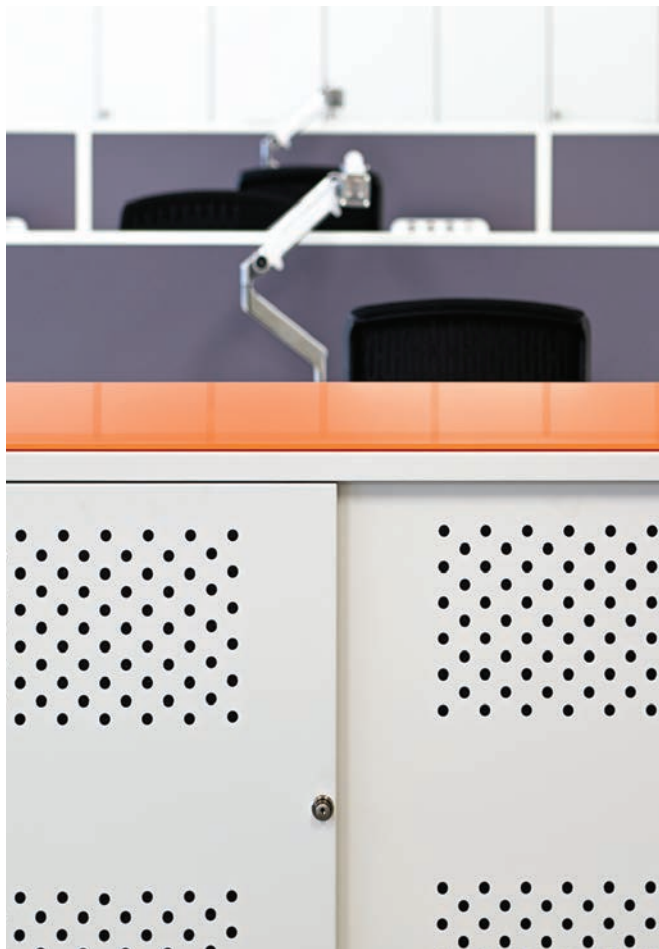
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**hansgrohe**

**R**anked no.1 for innovation within the sanitary industry by the International Forum Design (iF), there are **hansgrohe** and AXOR showers, manual and thermostatic controls, mixer taps, bath fillers and accessories to suit all projects and budgets. Many of these incorporate water and energy saving EcoSmart technology making them a sustainable choice.

Jay Phillips, Director of Sales - Global Projects EMEA comments, "Our Projects Team make it easy to specify hansgrohe and get it right first time so the client saves time and also money in the long-term, thanks to a life cycle performance that ultimately adds value to any bathroom."

Acting as a London hub for global bathroom specification, The Water Studio invites visitors to explore over 200 products, including dozens of working models to find the perfect project solution.

[www.pro.hansgrohe.co.uk](http://www.pro.hansgrohe.co.uk)

The Water Studio 12-16 Clerkenwell Road London EC1 5PQ

01372 472 056

[projects@hansgrohe.co.uk](mailto:projects@hansgrohe.co.uk)







**A**s a specialist UK manufacturer for over 40 years, **HECKMONDWIKE** offer a comprehensive range of heavy contract, fibre bonded carpet and tiles along with specialist entrance area ranges. With a wide choice of colours and finishes, architects and specifiers have recognised the design opportunities to cost effectively create the 'wow' factor with durable, fibre bonded carpets that are the perfect choice for areas of heavy wear and tear in the education sector and beyond. Fibre bonded carpets are easy to install and maintain and offer acoustic properties to reduce noise pollution as well as thermal properties to conserve heat.

All our fibre bonded carpets are manufactured at our site in West Yorkshire which has full certification to the Quality standard ISO 9001 and the Environmental standard ISO 14001.

[www.heckmondwike-fb.co.uk](http://www.heckmondwike-fb.co.uk)

Wellington Mills, Liversedge, West Yorkshire, WF15 7FH

01924 406161

Sales@heckmondwike-fb.co.uk



**HYPNOS**  
THE MOST COMFORTABLE BEDS IN THE WORLD

**H**ypnos' award-winning beds and sofas can be found in the finest palaces, homes and hotels around the world. **HYPNOS** has an illustrious pedigree for creating some of the hospitality industry's most memorable night's sleep. A Royal Warrant from HM Queen Elizabeth II reinforces Hypnos' reputation for service excellence, best of British quality and unparalleled commitment to ethical production.

Hypnos's UK factory is carbon neutral and FSC certified and produces over 100,000 hotel beds a year for all European markets. Hypnos' manufacturing partners stretch from USA, Canada and Russia to Africa, UAE, India and the Far East ensuring global distribution to international groups like Marriott, Rocco Forte, Corinthia, Holiday Inn and Premier Inn.

Hypnos combines the elements of superior comfort, enduring quality and a safe and hygienic night's sleep, with bespoke design, in-room installation and old bed disposal.

[www.hypnoscontractbeds.com](http://www.hypnoscontractbeds.com)

Hypnos Contract Beds Limited Station Road Castle Donington

Derby DE74 2NU

+44 (0) 1332 497111

info@hypnoscontractbeds.com



**K**I Europe's furniture helps the world's leading organisations create happy, healthy, high performing working and learning spaces for their people. Bringing together good design, advanced engineering and sustainable resources, KI's products are durable, flexible and offer excellent value. Part of **KI** (Krueger International, Inc.), one of the world's largest independent furniture manufacturing groups, KI Europe's headquarters and showroom in Central London is supported by an established network of manufacturing facilities and distribution partners across the UK, Europe and the Middle East.

[www.kieurope.com](http://www.kieurope.com)

KI Europe New Fetter Place, 8-10 New Fetter Lane,  
London EC4A 1AZ  
020 7404 7441



**K**obe has been supplying UK interior design and soft furnishing customers for 20 years and has a first class reputation for outstanding quality, innovative design and excellent customer service.

Suitable for window décor and soft furnishings within contract markets, Kobe's Enchanted and Elements ranges are stunning collections of luxurious 100% flame retardant fabrics, enjoying the signature **KOBE** style while offering affordable prices and value for money.

Enchanted features three woven jacquards with a smooth, supple feel, its palette of rich striking tones and neutrals complements the medallion, lattice and coordinating geometric designs. Elements' cool linen, soft satin and subtle metallic look, in rich and neutral shades, is a perfect match for the geometric, herringbone and medallion designs.

The Kobe UK sales office and studio is based in Crowthorne, Berkshire.

[www.en.kobe.eu](http://www.en.kobe.eu)

18 Wellington Business Park, Dukes Ride, Crowthorne  
Berkshire RG45 6LS  
Tel: +44(0)1344 771653 Fax: +44(0)1344 771663  
contractuk@kobe.eu







**LGM LIMITED** contract refurbishments have been supplying the commercial market for 70 years with quality installations of flooring, soft furnishings and upholstery. Clients include Hilton, Next and Crowne Plaza plus many other hotels and restaurants.

LGM has a proven track record fulfilling a wide range of clients briefs. We are experienced in working in live environments, to tight deadlines, whilst delivering high quality installations adhering to clients specifications.

LGM work nationwide and have the capability to deliver projects ranging from reactive repairs to large refurbishments. Our fitters hold CSCS cards and we are CHAS, Safecontractor and ISO9001 accredited.

Commitment to our customers, flexibility in approach and the positive difference we make for our clients are the keys to LGM's success.

[www.lgm-ltd.co.uk](http://www.lgm-ltd.co.uk)

Coppice Trading Estate, Kidderminster, DY11 7QY

01562 823700

[sales@lgm-ltd.co.uk](mailto:sales@lgm-ltd.co.uk)



# LINCROSTA®

The Ultimate Wallcovering Since 1877

**LINCROSTA** catches the eye and captures the imagination whatever the environment. From classic country residences to modern urban living spaces, our incomparable range of wallcoverings, dado panels, friezes and borders evokes a sense of inimitable sumptuousness and style.

Lincrusta was the ingenious creation of Frederick Walton who pioneered the invention of linoleum floorcovering in the 1860's. It was an instant success, replacing painstaking artisan plasterwork, and appealing to Victorian England because of its beauty, practicality and durability.

Our newly developed fire retardant product, is the perfect wallcovering for use in commercial spaces or residential projects, transforming walls into magnificent centrepieces or statement backdrops. Painted in any colour, or colours, of your choice, creating contrast and absolute uniqueness is all part of the joy of Lincrusta, adding a special edge to any interior.

[www.lincrusta.com](http://www.lincrusta.com)

67 Church Street Lancaster LA1 1ET

01524 239 679

[Enquiries@lincrusta.com](mailto:Enquiries@lincrusta.com)



**A**s hotel furniture experts, **LUGO** offer an impressive range of high quality seating and tables for the hospitality sector. We pride ourselves on our unrivalled level of customer service which stems from our vast experience and in-depth knowledge of the industry.

Every piece of furniture in our collection has been designed specifically for the hotel market and is therefore why the Lugo brand has become synonymous with fine quality furniture that provides the perfect combination of style, strength and practicality.

Working with many leading hotel operators, architects and interior designers from around the world, our projects are diverse, ranging from small installations of furniture for independent boutique hotels to supplying multi-national roll-out programmes to the larger hotel groups.

[www.lugo.co.uk](http://www.lugo.co.uk)

The Lichfield Brewery, 56 Upper St John Street, Lichfield,  
Staffordshire WS14 9DX  
01543 419981  
[info@lugo.co.uk](mailto:info@lugo.co.uk)

## maine storage & filing

**M****AINE** are leading designers of storage and filing systems in the UK, all of their products are manufactured using the latest cutting edge technology. Innovation and engineering excellence are paramount for the experienced Maine team.

The ability to adapt and create flexible storage solutions is vital for an increasingly diverse market. Technology needs to be stored and charged securely, units are required to be functional and aesthetic. Maine manufacture a wide range of units and regularly review and update their designs.

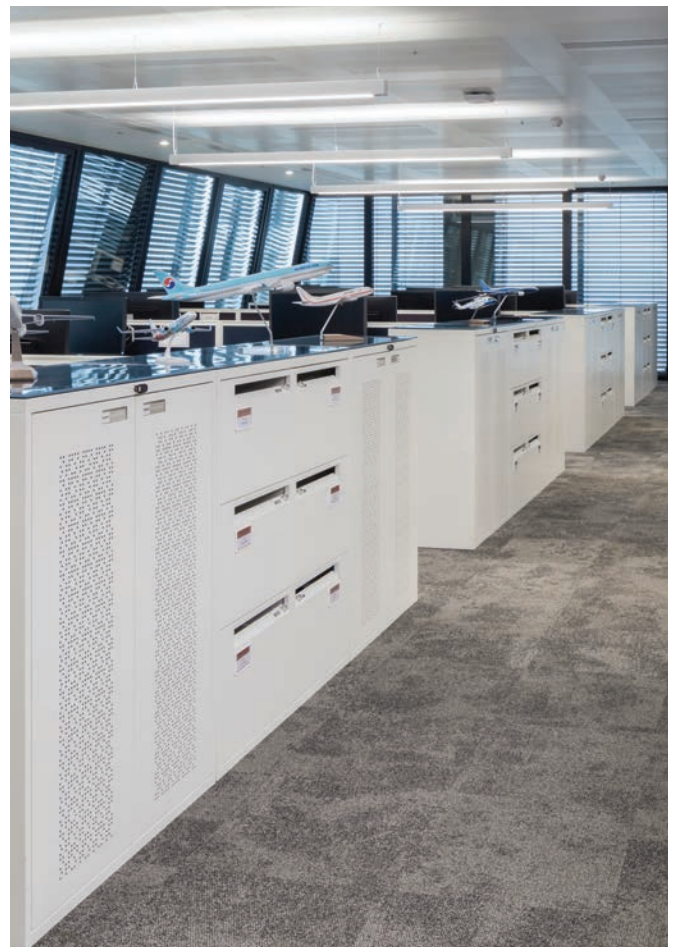
Maine storage includes; drawers, cupboards, lockers, towers, bookcases as well as accessories such as planters, curved and shaped tops. Internal configurations are flexible in order to provide solutions for all office filing requirements. Colours can be matched to corporate branding, or provided standard from RAL and pantone charts.

[www.maine.co.uk](http://www.maine.co.uk)

45 Great Sutton Street, London EC1V 0DE

01908 271 688

[sales@maine.co.uk](mailto:sales@maine.co.uk)







**M**ORGAN believes the design and manufacture of truly original, high-quality furniture is the result of passion, design integrity, and an unfaltering dedication to quality. Morgan is a wholly British business with furniture made in Hampshire and displayed in Clerkenwell.

Our collections are manufactured by experienced craftsmen and offer a broad palette for designers across the Hospitality, Workplace, Cruise and Healthcare sectors.

Our talented design team, led by Design Director Katerina McMahon MA RCA, creates original collections and also bespoke designs to meet individual briefs.

The team has won several Design Guild Mark awards and always looks to innovate. The Rio seating and table collection is a prime example as it uses a unique application of 3D printing for commercial furniture.

[www.morganfurniture.co.uk](http://www.morganfurniture.co.uk)

Clovelly Road, Southbourne, Hampshire PO10 8PQ

01243 371 111

[info@morganfurniture.co.uk](mailto:info@morganfurniture.co.uk)



## Muraspec

**M**URASPEC Decorative Solutions Limited specialises in supreme commercial and bespoke wallcoverings. Our range includes a wide mixture of plains, patterned and textured designs.

We design, manufacture and distribute decorative wall finishes – both robust and of the highest quality, from our Kent-based factory. We have our very own design studio, supported by a skilled team of CAD and studio designers, plus a dedicated group of project managers.

Our products combine design quality and great durability with the latest trends, making them ideal for high-end commercial environments.

You'll find our products in the finest hotels, shops and offices worldwide. Our sectors include Hospitality, Healthcare, Office, Retail, Education and the Marine Market.

We have proudly supplied our eclectic and always stunning wallcoverings to many global hotel brands, and individual properties from Hilton Worldwide to Marriott International and Intercontinental Hotels, Malmaison, Hotel Du Vin, Radisson, Premier Inn.

[www.muraspec.com](http://www.muraspec.com)

Muraspec Decorative Solutions Ltd 74-78 Wood Lane End,  
Hemel Hempstead, Herts, HP2 4RF.

+44 (0) 3705 117 118

[customerservices@murasespec.com](mailto:customerservices@murasespec.com)



[www.newmor.com](http://www.newmor.com)

Henfaes Lane, Welshpool, Powys, SY21 7BE

01938 551 990

[enquiries@newmor.com](mailto:enquiries@newmor.com)

**T**exture, colour and pattern, it's what we do best and at **NEWMOR** the options are endless. We specialise in commercial quality, wide-width fabric-backed vinyl wallcoverings. Choose from our vast range of stocked textures, one of our custom printed designs, supply us with your own artwork, or recolour one of our existing designs online with our unique YouChoose tool.

Showcasing our design expertise, Newmor Custom collection is a regularly updated range of trend-led custom printed wallcoverings created in-house by our art department. The designs can be recoloured, rescaled and printed onto any of our wallcoverings including textures, metallics and window films.

We're also committed to bridging the gap between craftspeople and commercial interiors and to do this we have launched Newmor Designer. Artists such as painter Iona Crawford, weaver Ptolemy Mann and map

drawer Stephen Walter are currently represented, and we will be launching new collaborations throughout the year.

Newmor Group was started in 1967 by John Morris and is owned and run to this day by his two grandsons. Our facilities are based in Welshpool – a small picturesque town in Wales. We use traditional manufacturing techniques, alongside cutting-edge new technology which allows us to bring you the best in design and quality.

We have offices in the UK, Poland, Germany, Dubai, Singapore and Hong Kong, further supported by a well established international distributor network. We are currently operating in over 70 countries worldwide. We have supplied thousands of hotel groups, interior designers, architects, retailers and leisure groups with our wallcoverings for projects large and small, all over the world.





# ocee

## DESIGN

AN OCEE INTERNATIONAL COMPANY

[www.oceedesign.com](http://www.oceedesign.com)

Design House, Caswell Road, Brackmills Industrial Estate,  
Northampton, Northamptonshire NN4 7PW

01604 674 674

[sales@oceedesign.com](mailto:sales@oceedesign.com)

**O**CEE Design is part of the Ocee International Group of acclaimed contract furniture brands. Our portfolio celebrates the best of British and Scandinavian design and includes reception, breakout, meeting and task seating. We also offer a comprehensive collection of tables, personal storage and acoustic products.

We operate from a modern production facility in Northampton and a London showroom in the heart of Clerkenwell.

Ocee invests in ranges that are unique, exclusive and driven by customer needs. Our soft seating collections, such as HenRay and Harc have been widely acclaimed, with the HenRay being awarded a Design Guild Mark for excellence. We combine talented designers with skilled British craftsmen to produce stunning products, such as the Noah wooden seating range, with its elegant rocking chair.

Ocee aim to research and pioneer new products to enhance the working environment. By considering changes in technology and working practice we have launched highly successful products such as the Four® chair family and Den acoustic workstations. The latest additions to the

Ocee portfolio are the Four® Us and Four® Us Wall by acclaimed Danish designer and architect Anders Nørgaard. Four® Us is a modern modular soft seating system and Four® Us Wall creates workstations on underutilised wall spaces.

In 2016, Ocee launched a unique ergonomics and acoustics programme, which combined cutting edge products with RIBA accredited training programmes and specialist assessment services. Snowsound® acoustic panels and Fabricks™ Super Acoustic Bricks brought a new speciality to the Ocee portfolio. The Ocee Ergonomics Unique Formula is designed to increase wellbeing, productivity and the acoustic dynamic of the workplace.

At Ocee we pride ourselves on our efficient and reliable service, bespoke product design and guaranteed delivery programmes. We enforce stringent quality standards and our products are constructed from only the finest components. Ocee Design is a quality assured organisation to both ISO9001 and ISO14001. We have stringent environmental programmes and have achieved full accreditation under the Furniture Industry Sustainability Programme (FISP).



**P**ANAZ is one of Europe's leading suppliers of high quality decorative fabrics and wallcoverings for the Hospitality, Healthcare and Corporate sectors. For over 30 years our company has focused on design excellence and differentiation through technical innovation, resulting in a diverse and comprehensive range of beautiful, exclusive and durable fire retardant furnishing fabrics. This ethos sets us apart from other contract fabric suppliers worldwide.

Our continuous commitment to product excellence ensures a constant flow of new and diverse collections, fabric constructions and technical developments. With over 10,000 stocked items available overnight from our computerised warehouse, our highly trained staff would be pleased to guide you to the product that best suits your particular requirements.

[www.panaz.com](http://www.panaz.com)

Bentley Wood Way, Hapton, Burnley, Lancashire BB11 5ST

01282 696 969

[sales@panaz.co.uk](mailto:sales@panaz.co.uk)



**W**e believe 'good design is not just beautiful, but functional and adaptable, combined with style and comfort'.

Our knowledge and expertise of sourcing and supplying furniture and lighting to the hospitality and corporate industry is second to none. Over the years we have been involved in some of the most prestigious projects around the world.

Our close bonds with key designers, and our professionalism can make a real difference to the success of every project. From sourcing to installation, we ensure our clients receive exceptional service, which has enabled us to build and maintain an outstanding portfolio of contract clients.

[www.ps-interiors.co.uk](http://www.ps-interiors.co.uk)

Head Office 11 Cecil Road Hale, Altrincham

Cheshire, WA15 9NY

01619 269 398

[sales@ps-interiors.co.uk](mailto:sales@ps-interiors.co.uk)







**PROTOCOL** 

[www.protocoluk.com](http://www.protocoluk.com)

Protocol, 41 Tallon Road,  
Brentwood, Essex CM13 1TG  
0208 591 6770  
[sales@protocoluk.com](mailto:sales@protocoluk.com)

**P**ROTOCOL is one of the leading suppliers of contract furniture in the UK. We provide an extensive range of furnishing solutions to clients across all sectors including Hospitality, Leisure, Corporate, University and Senior Living. Over the past 25 years Protocol has developed a varied selection of quality furniture suitable for all areas including reception, bar & dining, bedroom, conference, coffee shop and terraces.

Our customers recognise the benefits of having a dedicated national sales team whose experience and expertise is invaluable in helping them source the desired furniture style within the available budget for each individual project.

Through selected UK and European manufacturing partners we offer

both classic and innovative styles of furniture to complement current interior design trends. For larger projects, where a bespoke element is required, Protocol also offers the flexibility to produce special design items in conjunction with our clients design brief and budget.

Working closely with interior designers and fabric suppliers we have the ability and experience to create the desired interior for every project. In addition Protocol offer customised features on many of our products such as logo embroidery and bespoke fabrics and vinyl to personalise products on request.

All our furniture is designed to be stylish and durable and able to withstand the heavy use expected in contract environments.



**R** &S ROBERTSON LTD has been supplying both traditional and contemporary lighting to the Hotel and Leisure markets for over 75 years.

Illustrated is one of the new public areas for the Clayton Hotel, Chiswick. Working with interior designers Cunningham McLean, R&S Robertson was pleased to provide a variety of light fittings for the public areas. As a major supplier to the contracts market we currently provide lighting solutions for many of the UK's largest hotel and leisure companies, offering competitive prices coupled with quick turnaround manufacturing lead times.

Our new 360 page Hotel & Restaurant Catalogue has just been released featuring a vast array of high quality products sourced worldwide. Please contact our sales office to request your copy.

[www.rs-robertson.co.uk](http://www.rs-robertson.co.uk)

R&S Robertson Ltd 15/6 South Gyle Crescent, Edinburgh, EH12 9EB

T: 0131 344 2650 F: 0131 344 2651

[enquiries@rs-robertson.co.uk](mailto:enquiries@rs-robertson.co.uk)



**R** ENRAY has been producing high quality furniture for over 50 years and is the UK's largest and leading supplier to the healthcare sector. Whether you require fast efficient delivery of quality furniture or a full room installation and fitting service, we have the experience and resources to handle your contract.

We understand you are purchasing furniture that is fit for purpose, stylish and will continue to perform well into the future, which is why we design and build our furniture with you in mind.

Beautifully designed | Professionally made | Carefully installed

[www.renrayhealthcare.com](http://www.renrayhealthcare.com)

Renray Healthcare Limited, Road Five, Winsford Industrial Estate,

Winsford, Cheshire CW7 3RB

01606 593 456

[sales@renrayhealthcare.com](mailto:sales@renrayhealthcare.com)







**S**EKERS Fabrics is a leading supplier of high quality contract furnishing fabrics to the hospitality, leisure and cruise markets worldwide. With a deep understanding of the durability and safety requirements of the contract market, Sekers provides stocked ranges of luxurious fabrics with a wide selection of beautiful textures, patterns and colours suitable for contract upholstery, curtains and soft furnishings.

The in house design team ensure that innovation, colour and design are of paramount importance, reflecting current trends while ensuring product performance is maintained with all upholstery fabrics meeting fire standards and achieving a minimum of 40,000 Martindale rubs.

Sekers is dedicated to providing excellent customer service and continues to develop and maintain relationships within the industry worldwide, supplying high quality products to the worlds' best known brand names.

[www.sekersfabrics.co.uk](http://www.sekersfabrics.co.uk)

Sekers Fabrics Limited 7a Nobel Road  
Wester Gourdie Industrial Estate Dundee, DD2 5UH  
T: +44 (0) 1946 517501 F: +44 (0) 1946 517503  
UK & Ireland Email: [sales@sekers.co.uk](mailto:sales@sekers.co.uk)




**W**ith over 40 years' specialist experience, **SKOPOS** provides high quality flame retardant fabrics to the contract market. Defining the signature styles of many flagship hotels and cruise-liners, Skopos is dedicated to innovation and best performance, without compromising on style. Our full service or fabric from the roll offer provides choice for our customers, offering expertise in design, make-up, fitting and installation. Skopos creates contemporary forward-thinking collections each year, durable and hard-wearing, for a variety of contract situations. We offer a Bespoke design and colour matching service for clients who have a particular brief in mind, helping to create unique solutions.

Skopos provides upholstery, drapery and bedding solutions, testing our products to ensure fabrics conform to all relevant UK and international FR standards, including IMO. As an ISO 9001 company, Skopos is focussed on customer satisfaction and delivering best quality products.

[www.skoposfabrics.com](http://www.skoposfabrics.com)

Skopos Fabrics Ltd Providence Mills, Earlsheaton, Dewsbury,  
West Yorkshire WF12 8HT  
T: 01924 465191 F: 01924 454575  
[sales@skopos.co.uk](mailto:sales@skopos.co.uk)



[www.uk.roca.com](http://www.uk.roca.com)

Roca London Gallery, Station Court, Townmead Road, London SW6 2PY

0207 610 9503

[info.londongallery@roca.net](mailto:info.londongallery@roca.net)

2017 marks a historic year for **ROCA**, as we celebrate 100 years since the company was established as a family business making cast iron radiators in a factory near Barcelona. A century on, the company is now a world leader in the design and manufacture of products that create beautiful bathroom spaces. From sanitaryware and furniture to showers, brassware and accessories. Each Roca product stays true to the company's values of innovation, design, well-being and sustainability.

Mark Poulain, International Specification Manager for Roca Group (UK), comments:

"Roca continually adds to its portfolio of bathroom products to fulfill customer needs and the ever-changing market. From luxury hotel bathrooms to public washrooms, we have an extensive selection of products that fit different interior requirements."

Roca's latest product innovations include Modo, a made-to-measure option for washbasins, bathtubs and shower trays using SURFEX, an extremely hygienic and durable solid surface material that's completely recyclable. The versatile Inspira collection (shown above) includes the latest In-Wash smart shower toilet, making daily hygiene easy with its adjustable cleaning and drying functions. Another material innovation from Roca is

STONEXz, a resilient yet refined product with a slate texture created for the Terran shower tray. The superslim surface is available in a range of sizes and colours for a personalised and safe shower environment. Roca products have been adapted and developed to comply with British and European standards. These accreditations ensure compliance with applicable laws and regulations, as well as encouraging minimal environmental impact during the design and manufacture process.

Bathroom design inspiration can be found at the Roca London Gallery, our award-winning showroom designed by Zaha Hadid Architects, located in the Chelsea Design Quarter. Over 200 products are on display, including exclusive collections by Armani and David Chipperfield, with practical advice from trained showroom staff. Our website ([uk.roca.com](http://uk.roca.com)) also offers support with a Professional Area featuring a 3D bathroom planner, CAD file library and industry accredited CPD.

Mark Poulain adds: "We recognise that each design project is unique. Our specification team work with architects and interior designers to provide expert advice, whether it's an individual client or a large-scale global project. As Roca celebrates its 100th anniversary, we're looking forward to helping clients discover the future of bathroom designs."





**C·T·P**  
TEXTILES  
Covering your creations

[www.spradling.eu](http://www.spradling.eu)

Unit 5, Moorbrook Park  
Didcot, Oxfordshire, OX11 7HP  
01235 812 329  
[Info.uk@spradling.eu](mailto:Info.uk@spradling.eu)

**S**PRADLING is your leading manufacturer and worldwide partner for Coated Fabrics. Our research and design teams are committed to continuous innovation by offering our customers performance-driven coated fabrics that lead the industry with trend setting colours and textures. Whether for contract, healthcare, residential, marine, public seating or outdoor applications – we offer solutions for your sophisticated creations.

We are enhancing our presence in the UK through the local expertise of a well-known local company. After many years of servicing the UK & Irish markets the prestigious company CTP Textiles will become Spradling®

UK. The Spradling® Group is poised to successfully acquire the remainder of CTP Textiles in order to offer a broad portfolio of coated fabrics to the Contract & Marine industries. Supported by a global brand, offering unparalleled levels of customer service and support. The merger process will be completed at the end of 2016 and from 1st January 2017 CTP Textiles will officially become Spradling® UK Ltd.

We will continue supplying our customers with unparalleled service; coated upholstery fabrics of exceptional quality; world-class performance; continuous product improvement and innovative design as CTP Textiles has done for the UK Market.



# IMPERIAL

**IMPERIAL** is an internationally recognised brand, supplying customers in over 48 countries around the World with "British" Manufactured products. Imperial is ideally suited to Commercial, Residential and the Luxury Hotels market and has over 30 years servicing the industry with Classical Bathroom Fixtures.

[www.imperial-bathrooms.co.uk](http://www.imperial-bathrooms.co.uk)

Units 1-7 Empire Industrial Estate Brickyard Road, Aldridge,  
Wallsal, WS9 8UD

T: +44 (0) 1922 747773 F: +44 (0) 1922 743180  
[sales@imperial-bathrooms.co.uk](mailto:sales@imperial-bathrooms.co.uk)

# VESCOM

**V**ESCOM is a major European manufacturer of contract quality wallcoverings, seating and drapery fabrics. 13 Collections fully stocked, fire rated and manufactured to ISO9001/14001 quality and environmental standards.

[www.vescom.com](http://www.vescom.com)

3 Canada Close, Banbury, Oxfordshire OX16 2RT  
01295 273 644  
[jonathan.stone@vescom.com](mailto:jonathan.stone@vescom.com)







THE  
FINE  
BEDDING  
COMPANY  
HOSPITALITY DIVISION



[www.finebeddinghotels.com](http://www.finebeddinghotels.com)

Trendsetter Home Furnishings Ltd, 10 Blackmore Road,

Trafford Park, Manchester, M32 0QY

07392 086 823

Daniel.Fido@finebedding.co.uk

**A**t the **FINE BEDDING COMPANY** we understand that waking from a beautifully peaceful, deep and restful sleep can make the difference for your guests – and your reputation. As a fourth generation family business, with over 100 years of innovation behind us, we consistently invest and innovate to help our hotel partners surpass expectations and build strong reputations.

Our highly advanced fibre filling – Smartfil® - has been designed to offer warmth without weight, and mimics the softness and lightness of a premium down duvet. Our Spundown Range is easily washable and has proven performance up to 20 washes – meaning you can refresh bedding time and time again, without expensive laundering costs. What's more, they are washable at a dustmite-busting 60°C making them a great option for the 21million+ people in the UK who suffer from at least one allergy. Smartfil® fibres have also been blended with pure silk fibres for our Boutique Silk range for the ultimate in hotel indulgence, and the ThermaAir Dual layer

construction and high thread count in our Finest Luxury Cotton Range has been developed for extra warmth and lightness your guests will love.

Nimbus stands for quality, pure and simple. Our new Nimbus Emporium natural range of bedding is renowned for its high quality workmanship and finest quality raw materials. Our dedicated Shanghai Office allows us to uphold the quality, control and integrity of all our natural product ranges. Impress even the most discerning of guests with exquisite attention to detail, 420TC cotton sateen covers and champagne piping. The Gold, Silver and Bronze product ranges, including pillows, duvets, mattress protectors and toppers all carry the prestigious Downpass Seal, certifying that products are responsibly sourced and fully traceable. In particular our Gold Collection is filled with 100% A1 Grade Hungarian goose down for 5\* opulence. We are supremely confident about the quality of our products - and we know your guests will be impressed too.



WARWICK

**W**ARWICK Fabrics have been supplying exclusive high quality furnishing fabrics for domestic and commercial interiors to the trade for nearly 30 years. We offer classic and innovative designs, complimented by a wide selection of plains. Although upholstery fabrics are our strength, we are continually expanding our selection of decorative and curtain fabrics.

We have recently launched five new Signature collections including Monochrome (featured here) which features a mix of contrasting neutrals, featuring dogtooth, geometric, contemporary and tribal designs, perfect for those looking to make a statement in a scheme.

This collection consists of 26 different designs, with many of the fabrics being dual purpose - suitable for both drapery and upholstery. If you're looking for a modern and contemporary update to any interior; Monochrome is the collection for you.

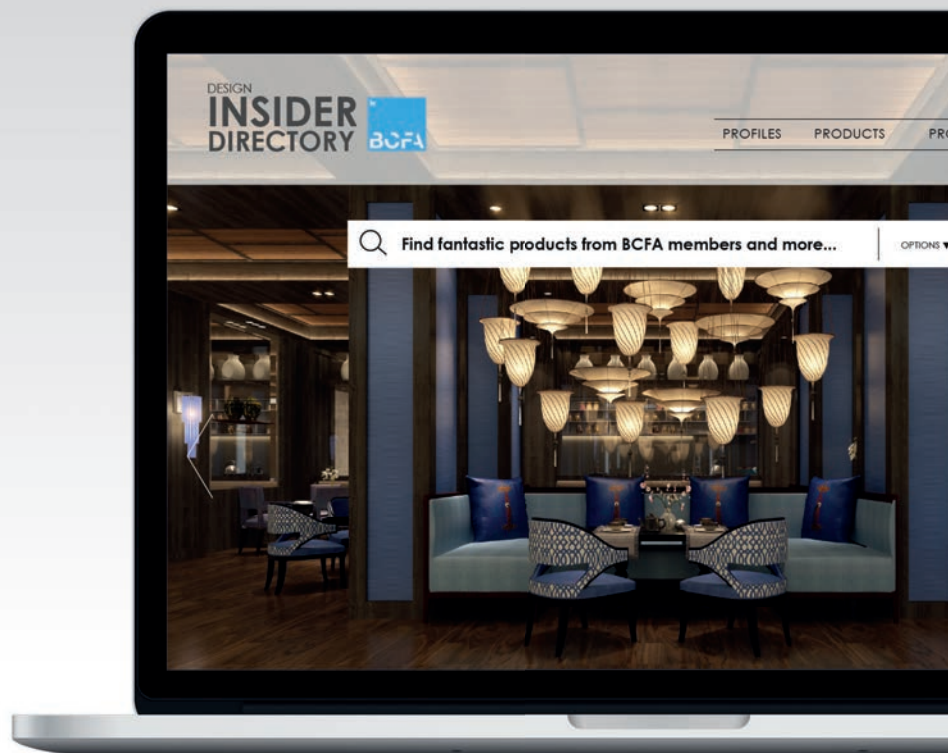
[www.warwick.co.uk](http://www.warwick.co.uk)

Unit 3, Gateway 12, Waterwells Business Park, Quedgeley,  
Gloucester GL2 2AN  
01451 822 383  
[info@warwick.co.uk](mailto:info@warwick.co.uk)

# INSPIRED PRODUCTS

# ESSENTIAL DIRECTORY

DESIGN  
**INSIDER**  
THE INSIDE TRACK ON COMMERCIAL INTERIORS



[www.designinsiderlive.com](http://www.designinsiderlive.com)



# Member Directory

Our full list of BCFA members



## ABBOTSFORD

Ladywell Mills, Hall Lane, Bradford,  
West Yorkshire BD4 7DF

01274 738 049

sales@abbotsford2010.co.uk

[www.abbotsford2010.co.uk](http://www.abbotsford2010.co.uk)

Manufacturers of furnishing fabrics  
for contract, domestic and leisure  
furnishings



## AGUA FABRICS

Hyde House, The Hyde  
London NW9 6LH

020 8205 0050

info@aguafabrics.com

[www.aguafabrics.com](http://www.aguafabrics.com)

Upholstery fabrics & faux leather  
for hospitality, cruise, healthcare  
& education



## AIRSPRUNG CONTRACT BEDS

Canal Road, Trowbridge,  
Wiltshire BA14 8RQ

01225 779 101

sales@contractbeds.co.uk

[www.contractbeds.co.uk](http://www.contractbeds.co.uk)

Bed manufacturer



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Office furniture



### SEKERS FABRICS LTD

7A Nobel Road, Wester Gourdie  
Industrial Estate, Dundee, Angus,  
Scotland DD2 4UH  
01946 517 501  
sales@sekera.co.uk  
[www.sekerafabrics.co.uk](http://www.sekerafabrics.co.uk)  
Fabrics & wallcoverings



### SELECT CONTRACT FURNITURE

1 Colvilles Park, East Kilbride,  
Lanarkshire, Scotland G75 0GZ  
01355 263 649  
design@select-contract-furniture.com  
[www.select-contract-furniture.com](http://www.select-contract-furniture.com)  
Contract furniture suppliers & installers



## Seltex

wallcoverings

### SELTEX

1 Horizon Trade Park, Ring Way,  
London N11 2NW  
020 8211 3107  
sales@seltex.co.uk  
[www.seltex.co.uk](http://www.seltex.co.uk)  
Professional contract wallcoverings  
for the discerning interior designer



## SHACKLETONS

CREATING COMFORT

### SHACKLETONS LTD

Lucas House, Weaving Lane,  
Dewsbury, West Yorkshire  
WF12 9QR  
01924 868 470  
sales@shackletonsltd.co.uk  
[www.shackletonsltd.co.uk](http://www.shackletonsltd.co.uk)  
Furniture manufacturer



## shaw contract®

### SHAW CONTRACT GROUP

33 Great Sutton Street, London  
EC1V 0DP  
020 7961 4120  
info@shawcontractgroup.com  
[www.shawcontract.com](http://www.shawcontract.com)  
Commercial flooring



### SHUFFLES INTERIOR CONTRACTS

London & South: 0208 813 1007  
Scotland & North: 0141 556 6812  
heather.shuffles@btconnect.com  
[www.shufflesinteriorcontracts.co.uk](http://www.shufflesinteriorcontracts.co.uk)  
Soft furnishing manufacturer



### SICO EUROPE LTD

The Link Park, Lympe Industrial Estate,  
Lympe, Kent CT21 4LR  
01303 234 000  
sales@sico-europe.com  
[www.sico-europe.com](http://www.sico-europe.com)  
Furniture





**SILENT GLISS LTD**

Pyramid Business Park, Poorhole Lane,  
Broadstairs, Kent CT10 2PT  
01843 863 571  
info@silentgliss.co.uk  
[www.silentgliss.co.uk](http://www.silentgliss.co.uk)  
Blinds & curtain tracks

**SITRABEN CONTRACT  
FURNITURE GROUP LTD**

3-5 Finlan Road, Stakehill Industrial  
Distribution Park, Middleton,  
Manchester, Lancashire M24 2RW  
0161 653 7783  
enquiries@sitraben.co.uk  
[www.sitraben.co.uk](http://www.sitraben.co.uk)  
Furniture manufacturer

**SKOPOS FABRICS LTD**

Providence Mills, Syke Lane,  
Earlsheaton, Dewsbury, West Yorkshire  
WF12 8HT  
01924 465 191  
sales@skopos.co.uk  
[www.skoposfabrics.com](http://www.skoposfabrics.com)  
Contract fabrics & soft furnishings,  
bespoke design, full service

**SOLK FURNITURE  
HEALTHCARE LTD**

Brandon Street, Armley Road, Leeds  
West Yorkshire LS12 2ED  
0113 243 4073  
enquiries@solk-furniture.co.uk  
[www.solk-furniture.co.uk](http://www.solk-furniture.co.uk)  
Solk specialise in supplying furniture  
to care and challenging environments

**Southern Drapes****SOUTHERN DRAPES**

Unit 2 Pinnacle House, 260 Old Oak  
Common Lane, London NW10 6DX  
020 8961 8060  
sthdrapes@btconnect.com  
[www.southerndrapes.co.uk](http://www.southerndrapes.co.uk)  
Soft furnishings manufacturer

**spaceoasis®****SPACEOASIS LTD**

D11, Hortonwood 7, Telford,  
Shropshire TF1 7GP  
01952 210 197  
sales@spaceoasis.com  
[www.spaceoasis.com](http://www.spaceoasis.com)  
Manufacturer & supplier of office  
furniture

**SPIRES ART**  
MAKE AN IMPRESSION**SPIRES ART**

2 Brookmount Road, Omagh,  
County Tyrone, N. Ireland  
BT78 5HZ  
02882 246 613  
colm@spiresart.com  
[www.spiresart.com](http://www.spiresart.com)  
Specialist in sourcing and creating art,  
mirrors & decorative glass

**SPRADLINGS UK LTD**

Unit 5 Moorbrook Park,  
Didcot, Oxfordshire OX11 7HP  
01235 812 329  
info.uk@spradling.eu  
[www.spradling.eu](http://www.spradling.eu)  
Upholstery fabrics distributor

**Spratlings  
Limited****SPRATLINGS LTD**

Unit 6 Ilford Trading Estate,  
Paycocke Road, Basildon, Essex  
SS14 3DR  
01268 530 472  
info@spratlings.co.uk  
[www.spratlings.co.uk](http://www.spratlings.co.uk)  
Soft furnishings contractor

**st JAMES®  
COLLECTION****ST JAMES COLLECTION**

Marflow Engineering Ltd, Britannia  
House, Austin Way, Hamstead Industrial  
Estate, Birmingham, West Midlands  
B42 1DU  
0121 358 1555  
contracts@stjamescollection.com  
[www.stjamescollection.com](http://www.stjamescollection.com)  
The hand crafted collection presents  
traditional brassware and luxury ceramics

**★STARBANK®  
Panel Products Ltd****STARBANK PANEL  
PRODUCTS LTD**

Sankey Valley Industrial Estate,  
Newton-le-Willows, Merseyside  
WA12 8DJ  
01925 223 965  
sales@starbank-uk.com  
[www.starbank-uk.com](http://www.starbank-uk.com)  
Laminate and decorative panel  
products fabricator

**STARK®****STARK INTERNATIONAL**

Third Floor South Dome,  
Chelsea Harbour Design Centre,  
London SW10 0XE  
020 7352 6001  
sales@starkcarpet.co.uk  
[www.starkcarpet.co.uk](http://www.starkcarpet.co.uk)  
Carpet, rugs, fabrics & wallcoverings

**STYLE LIBRARY  
CONTRACT****STYLE LIBRARY CONTRACT**

Chalfont House, Oxford Road,  
Denham, Bucks, UB9 4DX  
01895 221 050  
info@stylelibrarycontract.com  
[www.stylelibrarycontract.com](http://www.stylelibrarycontract.com)  
Leading supplier of fabrics  
& wallcoverings

**STYLE SEATING**  
Hospitality Furniture Manufacturers**STYLE SEATING LTD**

Algore Way, Wisbech, Cambridgeshire  
PE13 2TQ  
01945 580 099  
sales@styleseating.co.uk  
[www.styleseating.co.uk](http://www.styleseating.co.uk)  
Furniture manufacturer

**summit****SUMMIT CHAIR**

Aintree Avenue, Rowden Lane  
White Horse Business Park  
Trowbridge, Wiltshire  
BA14 0XB  
0122 577 7844  
sales@summitchairs.co.uk  
Manufacturers of ergonomic chairs for  
offices, schools and factories

**sunbury  
design****SUNBURY DESIGN**

Lewis & Co (Fabrics) Ltd, Sunbury House,  
Lovet Road, Harlow, Essex CM19 5TB  
01279 416 060  
sales@sunburydesign.com  
[www.sunburydesign.com](http://www.sunburydesign.com)  
FR contract fabrics





### SYLVAN ENTERPRISES LTD

Unit AG Mill 1, Pleasley Vale  
Business Park, Mansfield,  
Nottinghamshire NG19 8RL  
01623 812 565  
info@sylvan-furniture.co.uk  
[www.sylvan-furniture.co.uk](http://www.sylvan-furniture.co.uk)  
Furniture manufacturer



### TARGET FURNITURE LTD

Studland Road, Kingsthorpe,  
Northampton, Northamptonshire  
NN2 6PZ  
01604 792 929  
sales@targetfurniture.co.uk  
[www.targetfurniture.co.uk](http://www.targetfurniture.co.uk)  
Furniture manufacturer



### TAYLOR'S CLASSICS

DESIGNERS, MAKERS & RESTORERS OF TRADITIONAL FURNITURE

### TAYLOR'S CLASSICS

Romford Road, Astonfields Industrial  
Estate, Stafford, Staffordshire  
ST16 3DZ  
01785 240 444  
sales@taylorsclassics.com  
[www.taylorsclassics.com](http://www.taylorsclassics.com)  
Furniture designers, makers & restorers



### TC GROUP

1300 Aztec West, Park Avenue  
Aztec West, Bristol, Avon  
BS32 4RX  
01454 207 360  
sales@tcoffice.co.uk  
[www.tcoffice.co.uk](http://www.tcoffice.co.uk)  
TC provides office furniture and  
seating, exclusively through the trade



### TEAL LIVING

Branch Road, Lower Darwen,  
Lancashire BB3 0PR  
01254 688 210  
[www.teal-living.co.uk](http://www.teal-living.co.uk)  
Furniture manufacturer offering full  
turnkey service



### TEKNION

1st Floor, 69-85 Tabernacle Street,  
London EC2A 4BD  
020 7490 2101  
info.eur@teknion.com  
[www.teknion.com](http://www.teknion.com)  
Office furniture manufacturer



### TEKTURA PLC

34 Harbour Exchange Square,  
London E14 9GE  
020 7536 3300  
enquiries@tektura.com  
[www.tektura.com](http://www.tektura.com)  
Wallcoverings



### TEXFIELD

### TEXFIELD SERVICES LTD

76 Sheen Lane, East Sheen,  
London SW14 8LP  
020 8878 8522  
enquiries@texfield.co.uk  
[www.texfield.co.uk](http://www.texfield.co.uk)  
Porcelain floor & wall tiles, bespoke  
timber & carpets



### FURNITURE THAT WORKS

### THE CONTRACT CHAIR COMPANY (TC3)

135 Glenthorne Road, Hammersmith,  
London W6 0LJ  
0800 8494 135  
sales@thecontractchair.co.uk  
[www.thecontractchair.co.uk](http://www.thecontractchair.co.uk)  
Office furniture manufacturer



### THE FINE BEDDING COMPANY HOSPITALITY DIVISION

Cobra Court, 10 Blackmore Road,  
Trafford Park, Manchester, Lancashire  
M32 0QY  
0161 864 5610  
Daniel.fido@finebedding.co.uk  
[www.finebeddinghotels.com](http://www.finebeddinghotels.com)  
Manufacturers & suppliers of luxury  
duvets, pillows, toppers and protectors



### THE FINE COTTON COMPANY

Luxury Linens for the Perfect Night's Sleep

### THE FINE COTTON COMPANY

Liberty House, 222 Regent Street,  
London W1B 5TR  
0207 443 9550  
jr@thefinecottoncompany.com  
[www.thefinecottoncompany.com](http://www.thefinecottoncompany.com)  
Luxury bed & bath linens



### THE IMPERIAL BATHROOM COMPANY

Imperial House, Units 1-7 Brickyard  
Road, Aldridge, West Midlands  
WS9 8UD  
01922 743 074  
sales@imperial-bathrooms.co.uk  
[www.imperial-bathrooms.co.uk](http://www.imperial-bathrooms.co.uk)  
Manufacturer of classical bathroom  
products



### THE ISLE MILL

Tower House, Ruthvenfield Road,  
Perth, Perthshire, Scotland  
PH1 3UN  
01738 609 090  
sales@islemill.com  
[www.islemill.com](http://www.islemill.com)  
Fabrics & throws



### THE MODERN GARDEN COMPANY

Millars 3, Southmill Road,  
Bishops Stortford, Hertfordshire  
CM23 3DH  
01279 653 200  
info@modernarden.co.uk  
[www.modernarden.co.uk](http://www.modernarden.co.uk)

Exterior Furniture, Rugs and Accessories,  
Sunsails and Parasols



### THE SOFA & CHAIR COMPANY

Unit 1, Acton Hill Mews, London  
W3 9NQ  
0208 993 4415  
info@thesofaandchair.co.uk  
[www.thesofaandchair.co.uk](http://www.thesofaandchair.co.uk)  
Manufacturer of Luxury Sofas &  
Bespoke Furniture



### THE WATRUS GROUP

10 The Pavilions, Cranmore Drive  
Solihull, West Midlands  
B90 4SB  
0845 241 3800  
group@wattrus.com  
[www.wattrus.com](http://www.wattrus.com)

Manufacture & installation of soft  
furnishings and interior finishes





**TIMOROUS BEASTIES**

7 Craigend Place, Glasgow,  
Lanarkshire, Scotland G13 2UN  
0141 959 3331  
london@timorousbeasties.com

[www.timorousbeasties.com](http://www.timorousbeasties.com)

Designer & manufacturer of fabrics  
& wallcoverings

**TREVIRA GMBH**

Philipp-Reis-Strasse 4, 65795,  
Hattersheim, Germany  
0049 8234 9688 2333  
treviracs.info@trevira.com

[www.trevira.com](http://www.trevira.com)

Flame retardant fabrics

**VESCOM UK LTD**

Unit 3, Canada Close, Banbury,  
Oxfordshire OX16 2RT  
01295 273 644  
uk@vescom.com

[www.vescom.co.uk](http://www.vescom.co.uk)

Contract wallcoverings, seating  
& drapery fabrics manufacturer



contract solutions  
**VOGUE BEDS CONTRACT  
SOLUTIONS**

Kingsfield House, Arthur Street,  
Barwell, Leicestershire LE9 8GZ  
01455 849 243  
contractsales@voguebeds.co.uk

[www.voguebeds.co.uk](http://www.voguebeds.co.uk)

Beds

**TINA DAVIES-CHILDS  
INTERIORS LTD**

East Barn, Fairclough Hall Farm,  
Halls Green, Nr. Weston, Hertfordshire  
SG4 7DP

01462 790 530

tina@tinadavieschilds.co.uk

[www.tinadavieschilds.co.uk](http://www.tinadavieschilds.co.uk)

Design & installation furniture  
& furnishings

**ULSTER CARPETS**

Castleisland Factory, Craigavon,  
County Armagh, N. Ireland  
BT62 1EE

028 3833 4433

marketing@ulstercarpets.com

[www.ulstercarpets.com](http://www.ulstercarpets.com)

Carpets

**VICTORIA CARPETS**

Worcester Road, Kidderminster,  
Worcestershire DY10 1JR  
01562 749 300

contract@victoriacarpets.com

[www.victoriacarpets.com](http://www.victoriacarpets.com)

Carpet manufacturer

**WAGSTAFF INTERIORS GROUP**

The Wagstaff Centre, 9 Brewhouse  
Yard, Clerkenwell, London EC1V 4JR  
0208 432 1000

marketing@wagstaffgroup.co.uk

[www.wagstaffgroup.co.uk](http://www.wagstaffgroup.co.uk)

Furniture solutions supplier  
& manufacturer

**TOPRAIL LTD**

Unit 17 Shepperton Business Park,  
Govett Avenue, Shepperton,  
Middlesex TW17 8BA

01923 234 630

sales@toprail.com

[www.toprail.com](http://www.toprail.com)

Wall furniture

**VADO**

Wedmore Road, Cheddar, Somerset  
BS27 3EB

0193 475 4170

Lee.palmer@vado-uk.com

[www.vado-uk.com](http://www.vado-uk.com)

Bathroom brassware manufacturer

**VILLEROY & BOCH**

267 Merton Road, Wandsworth,  
London SW18 5JS

0208 871 4028

peter.harrington@villeroy-boch.co.uk

[www.villeroy-boch.co.uk](http://www.villeroy-boch.co.uk)

Bathroom products & ceramics

**WARWICK FABRICS LTD**

Unit 3, Gateway 12, Waterwell  
Business Park, Quedgeley, Gloucester  
GL2 2AN

01451 822 383

info@warwick.co.uk

[www.warwick.co.uk](http://www.warwick.co.uk)

Fabrics

**TORAY TEXTILES EUROPE LTD**

Crown Farm Way, Forest Town,  
Mansfield, Nottinghamshire NG19 0FT  
01623 415 148

pdaynes@ttel.co.uk

[www.ttel.co.uk](http://www.ttel.co.uk)

Woven fabric manufacturer

**VERSITAL**

Victoria Mill, Bradford Road  
Bolton, Lancashire

BL3 2HF

0120 438 0780

gemmastockberger@langnpp.co.uk

[www.versital.co.uk](http://www.versital.co.uk)

Manufacture of solid surface products  
for bathrooms, bars & restaurants

**VITA CELLULAR FOAMS  
(UK) LTD**

Oldham Road, Middleton, Manchester,  
Lancashire M24 2DB

0161 643 1133

info@vcfuk.com

[www.vitafoam.co.uk](http://www.vitafoam.co.uk)

Polyurethane foam & carpet underlay

**WATERBURY BATHROOM  
ACCESSORIES LTD**

60 Adams Street, Nechells,  
Birmingham, West Midlands  
B7 4LT

0121 333 6062

sales@waterbury.co.uk

[www.waterbury.co.uk](http://www.waterbury.co.uk)

Bathroom accessories





210 The Design Centre- South Dome  
Chelsea Harbour  
London  
SW10 OXE  
0207 352 4186  
info@whistlerleather.com  
[www.whistlerleather.com](http://www.whistlerleather.com)  
Leather specialist suppliers



**WILLIS & GAMBIER (UK)**  
Samson House, Morley Way,  
Woodston, Peterborough,  
PE2 7BW  
01733 318400  
sales@wguk.com  
[www.wguk.com](http://www.wguk.com)  
Furniture manufacturer



**WILTON CARPETS COMMERCIAL**  
The Wilton Carpet Factory, Minster  
Street, Wilton, Salisbury, Wiltshire  
SP2 0AY  
01722 746 000  
sales@wiltoncarpets.com  
[www.wiltoncarpets.com](http://www.wiltoncarpets.com)  
We design and make axminster, tufted  
and wilton commercial carpets



**WYCHWOOD DESIGN**  
Viscount Court Industrial Estate,  
Brize Norton, Oxfordshire  
OX18 3QQ  
01993 851 575  
sales@wychwood-design.co.uk  
[www.wychwood-design.co.uk](http://www.wychwood-design.co.uk)  
Furniture manufacturer



**YTM GROUP LTD**  
Innovation House, Willowbridge Way,  
Castleford, West Yorkshire WF10 5NW  
01977 665 050  
enquiries@ytmgroupp.com  
[www.ytmgroupp.com](http://www.ytmgroupp.com)  
Contract furniture manufacturer  
for the UK care and hotel sectors



**ZOFFANY**  
Chalfont House, Oxford Road,  
Denham, Buckinghamshire  
UB9 4DX  
01895 221 050  
info@stylelibrarycontract.com  
[www.stylelibrarycontract.com](http://www.stylelibrarycontract.com)  
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and wallpapers for the contract arena



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our Digital Edition please visit  
[www.designinsiderlive.com](http://www.designinsiderlive.com)





# Event Listings 2017

The BCFA supports a number of selected exhibitions by participating with an information stand together with exhibitor management and support services for the benefit of all UK companies in the Contract & Residential Furniture, Furnishings, Design and Interiors market.

## J A N U A R Y

### HEIMTEXTIL

10-13 JANUARY

Frankfurt, Germany

[www.heimtextil.messefrankfurt.com](http://www.heimtextil.messefrankfurt.com)

### DOMOTEX

14-17 JANUARY

Hannover, Germany

[www.domotex.de](http://www.domotex.de)

### IMM COLOGNE

16-22 JANUARY

Cologne, Germany

[www.imm-cologne.com](http://www.imm-cologne.com)

### MAISON ET OBJET

20-24 JANUARY

Paris Nord Villepinte, France

Free entry tickets for BCFA members on application

[www.maison-objet.com](http://www.maison-objet.com)

### JANUARY FURNITURE SHOW

22-25 JANUARY

NEC, Birmingham

[www.januaryfurnitureshow.com](http://www.januaryfurnitureshow.com)

## F E B R U A R Y

### BCFA NETWORKING GLASGOW

1 FEBRUARY

Blythswood Square Hotel

[www.thebcfa.com](http://www.thebcfa.com)



### STOCKHOLM DESIGN WEEK

6-12 FEBRUARY

Stockholm, Sweden

[www.stockholmdesignweek.com](http://www.stockholmdesignweek.com)

### SURFACE DESIGN SHOW

7-9 FEBRUARY

Business Design Centre, London,

Supported by BCFA

[www.surfacedesignshow.com](http://www surfacedesignshow.com)

### STOCKHOLM FURNITURE FAIR

& LIGHT FAIR

7-11 FEBRUARY

Stockholm, Sweden

[www.stockholmfurniturefair.se](http://www.stockholmfurniturefair.se)

## M A R C H

### EUROSHOP

5-9 MARCH

Dusseldorf, Germany

Supported by BCFA & DIT

[www.euroshop-tradefair.com](http://www.euroshop-tradefair.com)

### ECOBUILD

7-9 MARCH

ExCel, London

[www.ecobuild.co.uk](http://www.ecobuild.co.uk)

### TIFF - THAILAND INTERNATIONAL FURNITURE FAIR

8-10 MARCH

Bangkok, Thailand

[www.thailandfurniturefair.com](http://www.thailandfurniturefair.com)

### MIFF MALAYSIA INTERNATIONAL FURNITURE FAIR

8-11 MARCH

Kuala Lumpur, Malaysia

[www.2017.miff.com.my](http://www.2017.miff.com.my)

### DESIGN SHANGHAI

8-11 MARCH

Shanghai, China

Supported by BCFA & DIT

[www.designshowshanghai.com](http://www.designshowshanghai.com)

### INTERNATIONAL FURNITURE FAIR WITH ASEAN FURNITURE SHOW (IFFS/AFS), NOOK ASIA

9-12 MARCH

Singapore Expo, Singapore

[www.iffs.com.sg](http://www.iffs.com.sg)



### LONDON DESIGN WEEK/FOCUS

12-17 MARCH

Chelsea Harbour & surrounding

showrooms, London

[www.dcch.co.uk](http://www.dcch.co.uk)

### THE BIG SHOW (BUILDING & INTERIORS)

13-16 MARCH

Muscat, Oman

[www.thebigshow-oman.com](http://www.thebigshow-oman.com)

### SEATRADE CRUISE GLOBAL

14-16 MARCH

Fort Lauderdale, Florida, USA

[www.seatradecruiseglobal.com](http://www.seatradecruiseglobal.com)

### SHENZHEN FURNITURE EXHIBITION

19-22 MARCH

Shenzhen, China

[www.chinaexhibition.com](http://www.chinaexhibition.com)

### NORTHERN RESTAURANT AND BAR

21-22 MARCH

Manchester Central

[www.northernrestaurantandbar.co.uk](http://www.northernrestaurantandbar.co.uk)

### BCFA SPRING NETWORKING

LONDON

28 MARCH

[www.thebcfa.com](http://www.thebcfa.com)

### BCFA OPEN SPRING DESIGN

28-29 MARCH

Truman Brewery, London

[www.bcfaopen.com](http://www.bcfaopen.com)

### CIFF CHINA INTERNATIONAL COMMERCIAL FURNITURE SHOW / INTERZUM

28-31 MARCH

Guangzhou, China

[www.ciff-gz.com](http://www.ciff-gz.com)

### BATIMAT

28-31 MARCH

Crocus Expo, Moscow, Russia

[www.batimat-rus.com](http://www.batimat-rus.com)

### MOSCOW INTERNATIONAL FURNITURE SHOW / MIFS

28-31 MARCH

Crocus Expo, Moscow, Russia

[www.mmms-expo.ru](http://www.mmms-expo.ru)

## A P R I L

### HOTEL SHOW SAUDI ARABIA

4-6 APRIL

Jeddah, Saudi Arabia

[www.thehotelshowsaudioarabia.com](http://www.thehotelshowsaudioarabia.com)

### SALONE INTERNATIONAL DEL MOBILE / EUROLUCE / SALONEUFFICIO

4-9 APRIL

Milan, Italy

[www.salonemilano.it](http://www.salonemilano.it)

### MOSBUILD BUILDING & FINISHING MATERIALS

4-7 APRIL

Expocentre Moscow, Russia

[www.worldbuild-moscow.ru](http://www.worldbuild-moscow.ru)

### BD WEST

5-6 APRIL

Los Angeles, USA

[www.boutiquedesignwest.com](http://www.boutiquedesignwest.com)

### GULF INTERIORS

25-27 APRIL

Bahrain International Exhibition

Centre, Bahrain

[www.gulfinteriorexhibition.com](http://www.gulfinteriorexhibition.com)

**BCFA NORTHERN DINNER**  
**26 APRIL**  
 Revolution Manchester Gallery,  
 MOSI  
[www.thebcfa.com](http://www.thebcfa.com)

**DECOREX CAPE TOWN**  
**27-30 APRIL**  
 Cape Town, South Africa  
[www.decorex.co.za](http://www.decorex.co.za)

**M A Y**  
**HD EXPO 3-5 MAY**  
 Mandalay Bay, Las Vegas, USA  
[www.hdexpo.com](http://www.hdexpo.com)

**ICFF INTERNATIONAL  
 CONTEMPORARY  
 FURNITURE FAIR**  
**21-24 MAY**  
 New York, USA  
[www.icff.com](http://www.icff.com)

**INDEX DESIGN SERIES / MIDDLE  
 EAST COVERING**  
**22-25 MAY**  
 Dubai World Trade Centre, Dubai  
 Supported by BCFA  
[www.indexexhibition.com](http://www.indexexhibition.com)  
[www.middleeastcovering.com](http://www.middleeastcovering.com)

**CLERKENWELL DESIGN WEEK**  
**23-31 MAY**  
 Clerkenwell, London  
 Supported by BCFA  
[www.clerkenwelldesignweek.com](http://www.clerkenwelldesignweek.com)

**J U N E**

**DECORUS EXPO**  
**5-6 JUNE**  
 Moscow, Russia  
[www.decorusexpo.com](http://www.decorusexpo.com)

**INDEX INTERIORS & DESIGN MUMBAI**  
**8-11 JUNE**  
 Mumbai, India  
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[www.ubindexfairs.com](http://www.ubindexfairs.com)

**NEOCON**  
**12-14 JUNE**  
 Merchandise Mart, Chicago, USA  
[www.neocon.com](http://www.neocon.com)

**BCFA OPEN DUBLIN POP UP**  
**14 JUNE**  
 GUINNESS STOREHOUSE  
[www.bcfaopen.com](http://www.bcfaopen.com)

**THE FACILITIES SHOW**  
**20-22 JUNE**  
 Excel, London  
[www.facilitiesshow.com](http://www.facilitiesshow.com)

**MIXOLOGY AWARDS**  
**26 JUNE**  
 Old Billingsgate, London  
[www.mixology-awards.com](http://www.mixology-awards.com)

**NEW DESIGNERS PART ONE**  
**28 JUNE-1 JULY**  
 Business Design Centre, London  
[www.newdesigners.com](http://www.newdesigners.com)

**J U L Y**

**BCFA SUMMER BBQ  
 NETWORKING**  
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 Merchant Taylors Hall  
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**5-8 JULY**  
 Business Design Centre, London  
[www.newdesigners.com](http://www.newdesigners.com)

**AIFF AUSTRALIAN  
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[www.aiff.net.au](http://www.aiff.net.au)



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[www.moodbrussels.com](http://www.moodbrussels.com)

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[www.maison-objet.com](http://www.maison-objet.com)

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 NEC Birmingham  
[www.liw.co.uk](http://www.liw.co.uk)

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 FURNITURE EXPO**  
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[www.furniture-china.cn](http://www.furniture-china.cn)

**LONDON DESIGN FESTIVAL**  
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[www.londondesignfestival.com](http://www.londondesignfestival.com)

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[www.decorex.com](http://www.decorex.com)

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**18-20 SEPTEMBER**  
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[www.thehotelshow.com](http://www.thehotelshow.com)

**100% DESIGN**  
**20-23 SEPTEMBER**  
 Olympia, London  
[www.100percentdesign.co.uk](http://www.100percentdesign.co.uk)

**DESIGNJUNCTION LONDON**  
**21-24 SEPTEMBER**  
 Kings Cross, London  
 Supported by BCFA  
[www.thedesignjunction.co.uk](http://www.thedesignjunction.co.uk)

**TENT / LONDON DESIGN FAIR /  
 SUPER BRANDS**  
**21-24 SEPTEMBER**  
 Old Truman Brewery, London  
[www.londondesignfair.co.uk](http://www.londondesignfair.co.uk)

**O C T O B E R**

**THE RESTAURANT SHOW /THE  
 BAR & PUB SHOW**  
**2-4 OCTOBER**  
 Olympia, London  
[www.therestaurantshow.co.uk](http://www.therestaurantshow.co.uk)

**BCFA OPEN MANCHESTER**  
**4-5 OCTOBER**  
 MOSI, Manchester  
[www.thebcfa.com](http://www.thebcfa.com)

**BCFA NETWORKING  
 MANCHESTER**  
**4 OCTOBER**  
 The Revolution Gallery, MOSI  
[www.thebcfa.com](http://www.thebcfa.com)



**THE CARE & DEMENTIA SHOW**  
**10-11 OCTOBER**  
 NEC Birmingham  
 Supported by BCFA  
[www.caredementiashow.com](http://www.caredementiashow.com)

**INDEPENDENT HOTEL SHOW**  
**17-18 OCTOBER**  
 Olympia, London  
[www.independenthotelshow.co.uk](http://www.independenthotelshow.co.uk)

**N O V E M B E R**

**BCFA ANNUAL LUNCHEON**  
**2 NOVEMBER**  
 The Dorchester, London  
[www.thebcfa.com](http://www.thebcfa.com)

**BATIMAT**  
**6-10 NOVEMBER**  
 Paris, France  
[www.batimat.com](http://www.batimat.com)

**BOUTIQUE DESIGN BDNV**  
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 Website to come

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**14-17 NOVEMBER**  
 Downtown, Dubai  
[www.downtowndesign.com](http://www.downtowndesign.com)

**SLEEP**  
**21-22 NOVEMBER**  
 Business Design Centre, London  
 Supported by BCFA  
[www.thesleepevent.com](http://www.thesleepevent.com)

**D E C E M B E R**

**MIXOLOGY NORTH AWARDS**  
**7 DECEMBER**  
[www.mixology-awards.com](http://www.mixology-awards.com)





**Jan Wilson**

# The Last Word

At last year's BCFA Annual Luncheon **Jan Wilson** was awarded the 2016 Panaz/BCFA Lifetime Achievement Award for her services to interior design. We asked Jan to tell us a little bit about herself, her work and the joys of working within the industry.

## TELL US A LITTLE ABOUT YOURSELF?

I was born in Sydney and attended New South Wales Institute of Technology. I graduated in architecture and often had cause to recall the words of my senior tutor that there are only three great Arts – 'Poetry, Sculpture and Cake Decorating'.

## HOW DID YOU GET INTO DESIGN?

I didn't get into it because I've been thinking about the built environment for as long as I can remember, ever since I was a child building my first tree house. No space and no-one is safe when I'm in their space. I'm thinking, assessing, working out what I would do with that space. I would like everyone to think this way. I believe we would all live better if we did.

## WHEN DID YOU SETTLE IN THE UK?

I came here in 1978 and was able to secure a position at Richmond Design which specialised in hospitality interior design. I have specialised in that field ever since. In 1988 I founded RPW Design with Patrick Reardon, Fiona Pow and Susan Webster, although within days I will always remember discovering that I was pregnant with my third son! But the business would go on to great things and by 2008 I had bought out my partners. Until selling 51% of RPW last year to Ariane Steinbeck I had rowed the boat myself.

## WHAT HAS BEEN THE BIGGEST INSPIRATION THROUGHOUT YOUR CAREER?

There's been no one big thing – just a lifetime of looking, assessing, questioning, thinking why something is good. That's how civilisation is created, the essence of what humanity can offer the world.

**“No space and no-one is safe when I'm in their space. I'm thinking, assessing, working out what I would do with that space.”**

## DO YOU HAVE A FAVOURITE PROJECT?

Whichever project I am working on at any given time is my favourite, I dream about this stuff. For example, currently my focus is on creating my own house up at Dedham Vale Vineyard.

## ANY ADVICE YOU COULD SHARE FOR YOUNG GRADUATES ABOUT TO EMBARK ON THEIR CAREERS IN DESIGN?

DRAW anything, everything. It's toilet training for designers. If you don't hone this fundamental communication, looking and learning skill how will you ever convince someone to invest their hard earned cash in creating your ideas?

## WHAT DOES THIS AWARD MEAN TO YOU?

It's wonderful to have all that effort recognised. I'm reminded of the W B Yeats poem Cloths of Heaven:

*Had I the heaven's embroidered cloths,  
Enwrought with golden and silver light,  
The blue and the dim and the dark cloths  
Of night and light and the half-light;  
I would spread the cloths under your feet:  
But I, being poor, have only my dreams;  
I have spread my dreams under your feet;  
Tread softly because you tread on my dreams.*

I see that with designers every day in my office. It's so precious and important, that the dreams are good ones and that we tread softly on them.





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