this
DESIGN&LIVING

Welcome to the first issue of "this... month".

Hello Everyone,
It was great for David and I to meet most of you at the Reed Gift Fair in Sydney in Feb. What a fair, **so much beautiful product that surrounds us in the Home and Giftware Industry.**

Our stand was bigger this year, as we had a Nelson and co. section on our stand. As most of you now know we are the Australian Agent for Nelson and Co. So if there are any questions about the **product you may have or would like to place an order, please feel free to contact me at helen@this.com.au**

Please visit our website http://www.this.com.au/, and browse our products, be sure to register so you can view the wholesale section of the website.

Log onto http://www.nelsonandco.co.nz/ to view the 2011 ranges of House Doctor, Pip, GreenGate and Grand Illusions.

If you would like me to come out and visit your store and show you some of our products or alternatively you would like to visit our showroom in Moorabbin, please contact me and we can organise a time to do so.

Enjoy viewing our beautiful ranges and feel free to contact me should you have any questions.

Best regards, Helen Gill

Nelson & Co

During 2010, we were delighted to be appointed as Australian distributors for Nelson & Co. New Zealand. This means we will be managing sales and distribution in Australia for:

- **House Doctor (DK)**
- **Greengate (DK)**
- **Pip Studio (Netherlands)**
- Grand Illusions Candles (UK)

We also have a good selection of stock in Melbourne to better serve the Australian Market. In **addition we have now have these lines on display in our showroom.**

We'll be doing a feature on the Nelson ranges in the next issue of "this... month" - next month! In the meantime be sure to visit the Nelson **website**

Product Highlights

L' étable - (The shed)

Introducing our hugely successful L'étable range. L'étable means the "old shed" and the range consists **of oversized trays, tubs, planters and** accessories made from galvanised metal. A feature **of the range is the choice of rope or faux leather handles (as shown here).**

Like all production out of Asia at the moment, delivery delays have caused us some headaches, **and strong sales at the fair, means that we will be** out of stock of some lines for a short time. We **suggest you book your Summer season stock now to avoid disappointment.**

More Info

NEW GRAPHIS - NOW IN STOCK

Our ever popular graphis range of pigment coloured porcelain is now available in matt charcoal and grey.

The release of this range allows for some interesting opportunities for mixing between FLINDERS, GRAPHIS and the newly released LAPSANG range of teapots, accessories and dinnerware.

Pigment coloured porcelain is an exclusive process where the colour is mixed with the clay as opposed to glazing on afterwards. The result is an extremely tactile product that is also beautiful to look at.

All our ceramics are microwave and dishwasher safe and should be used everyday.

Avignon

We have added over 100 new shapes to our Avignon range over the last year.

Although our Indian factory is busy working on more **new styles for 2012, we still have any items in stock and ready to go. Our next shipment of ongoing lines** from this range and Ferme is due in around 4 weeks.

During 2011 we will be introducing a new supplier to **spread the demand for this range and reduce the likelyhood of delays in the lead into Christmas.**

You can see the Avignon range here

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