

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

Hello Everyone,

Winter is definitely here with a vengeance. The cold weather certainly forces retailers to work a little harder for that sale. We've noticed some really cozy and welcoming displays lately. Candle light in a dark corner of your store can create that welcoming feeling, drawing people in to an otherwise unnoticed area of the store. Usually this effect is a lot more welcoming than simply adding more overhead lighting.



We are extremely busy planning our ranges for next year and last minute touches on our summer stories. We think you'll love our new ranges to be released at Reeds in August.

Last month we mentioned that we have been working with Nelson and Co. Well we are pleased to advise that we now have our Nelson and co. showroom set up. At Moorabbin now you'll see the latest offerings from House Doctor and Pip Studio. We'd love to see you here soon. To make an appointment call me on 03 9555 0411 or click [here](#) to email me.

Stay warm,

Helen Gill

Places we love...



The internet is a wonderful place for inspiration. So much of our reading and learning these days is done online. We'd love to share some of our favourite "places" with you in each addition of this... month. This month we are looking at the UK and a worldwide institution.



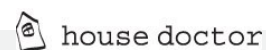
Liberty of London is just the most beautiful store. It is always on the itinerary of any UK trip we do. The Liberty blog is always a great read. Liberty is a label that has managed to maintain its heritage whilst keeping abreast of the latest directions and trends.

Read the Liberty Blog [here](#)

Distribution update...

Our Labels - This month we look at House Doctor.

House Doctor is a Danish interior company. House Doctor's style is described as provocative, personal and not too formal. House Doctor was established in 1999 by two sisters, Rikke Juhl Jensen and Gitte Juhl



Capel, and their brother, Klaus Juhl Pedersen. For some years before starting House Doctor, the trio had been running a successful arts and crafts shop.

The House Doctor collection is an eclectic mix of industrial, farmhouse and classic mid century. It is definitely quirky and more than a little lighthearted. The collection starts with furniture, includes vases, bowls and accessories, textiles, lamps, light-fittings and much more.

We are the sole distributors of this range in Australia on behalf of Nelson and co New Zealand.

Visit the House Doctor site [here](#). House Doctor also write a beautiful blog you can see [here](#)



Product Highlights

L' étable - Storage Tin

We recently added this very industrial storage tin to our L'érable range. L'érable storage tin can be used in the kitchen, laundry or potting shed.

L'érable means the "old shed" and the range consists of oversized trays, tubs, planters and accessories made from galvanised metal.

The storage tin is in stock and available now. You can see the entire range by visiting our range page [here](#)

[More Info](#)



Lovebirds in Production - We can't wait

The new range from Pip studio was launched at the February fair on both the Nelson & co. stand at Life Instyle and on our own stand at Reeds. Lovebirds from Pip was a real showstopper. We are currently waiting for our shipment which is expected in June.

Pip's Lovebirds design is pure whimsy. The bold colour combinations represent a brave interpretation of Granny's dinnerware of times past. The Lovebirds range is eagerly awaited and most of the first shipment has been pre-sold (including an order for the dining room at the Russian embassy!).

If you want to become a Pip studio stockist, call us on 03 9555 0411

Visit the Pip Blog [here](#)



Translucence to clear **SAVE 40%**

We have been the source for these exquisite porcelain votives for over 5 years now. During this time the designs and shapes have changed and evolved.

We have decided to clear our few remaining boxes of these items now and offer them to you for immediate online purchase. While stocks last you can buy these for 40% off by entering the discount code TRANS at the checkout. **Be sure to login, which can be done during checkout or before to obtain your discount off wholesale price.**

If you are not yet registered please do so [here](#)

This offer is only for the next 7 days or until sold out.

[To order click here.](#)



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