

## Natuzzi wins award

Natuzzi's Arroba lighting collection won the "Interior Collection of the Year" at the House Beautiful Awards last month.

Presented to UK country manager, Matt Gayleard, by florist Jane Packer, the event which took place on Thursday, 26 November 2009, celebrated the best new products for the home.

The award winning collection features a pendant light, the first created in Natuzzi's 50 year history, which comes in two sizes and three colours. The Arroba design is a modern take on the traditional chandelier. It is comprised of hundreds of transparent modules in plexi-glass, which is strung together.

Gayleard said: "We are delighted to have won this award and it is especially exciting to be recognised for a collection outside of upholstery, which we are traditionally renowned for. The award is the perfect end to our 50th anniversary year."



FOR MORE INFORMATION VISIT  
[www.natuzzi.com](http://www.natuzzi.com)

## Argos and Homebase commended for delivery service

Home Retail Group brands Argos and Homebase have both won awards with DHL for their logistic services.

Argos Direct UK and Homebase won the Logistics Best Practice and Transport Policy and Planning excellence awards in conjunction with DHL at last month's Chartered Institute of Logistics and Transport awards.

Singled out by judges for its "outstanding achievement" in operations, processes and service, the partnership between Argos Direct UK and DHL clinched the Logistics Best Practice Award.

In response to increased competition both businesses worked to improve the performance of its supply chain, focusing on both efficiency and customer service.

In two years it has reduced customer delivery failures by a third and customer complaints by more than 50%, and

increased on-time deliveries to over 98%.

Building on over 200 suggestions from staff it has also increased deliveries per vehicle by 14% and reduced fleet mileage and fuel usage by over 8%, contributing to an overall carbon footprint reduction of 19% in one year.

The judges also commended the "outstanding" efforts of Homebase and DHL to improve the methods used for transport planning, development and evaluation of policies and projects.

Janet Eady, organiser of this year's CILT awards said: "The standard of entry was the highest it could be this year. Choosing a winner was a very difficult task for all of the judges."

FOR MORE INFORMATION VISIT  
[www.homeretailgroup.co.uk](http://www.homeretailgroup.co.uk)  
[www.ciltuk.org.uk](http://www.ciltuk.org.uk)

## Increased marketing boosts Vale Furnishers results

Independent furniture retailer Vale Furnishers has revealed "much better" results for the past quarter.

The Aldershot retailer reported that total sales to the end of week 18 were up 11% compared to last year after an increase of 20% being spent on marketing campaigns.

Mark Chandler, merchandise director at Vale Furnishers, said: "Trade has been much better for the past quarter. We are quietly optimistic about 2010 but we are definitely not through the worst of it yet but signs are positive. Footfall is definitely higher than we expected considering the current climate and timing of the year but overall business is

picking up."

Having recently added a new Mercedes Sprinter to its fleet, the firm also revealed that its new warehouse will come online in early 2010 which will give the firm the ability to stock more ranges.

Chandler added: "Even though it is tough times, we feel that the need to invest in all areas of the company is important, be it from new computers in the office to new vans out on the road."

FOR MORE INFORMATION VISIT  
[www.valefurnishers.co.uk](http://www.valefurnishers.co.uk)

# Check us out!

Cabinet Maker will be on stand B12, Hall 5 at Interiors 2010

## Parker Knoll moves into Hall 1

Parker Knoll has announced that the company will be exhibiting in the main hall of the Interiors Show for the first time in a number of years.

Exhibiting in Hall 1, stand E65, Parker Knoll revealed that the move heralds a complete transformation as it develops a new collection to reflect today's easy living lifestyle.

On display will be a new full motion collection of furniture with a softer and relaxed style and feel.

In addition they will be launching a new collection of co-ordinated fabrics to support the new look Parker Knoll products.

Mike Storey, sales and marketing director, said: "This is an exciting time for Parker Knoll as we begin to change and update our style and design."

"The strength of the Parker Knoll brand has remained consistent throughout years and is still recognised as one of the strongest brands in the market."

"The combination of these new look models for one of the strongest brands in the market will help to drive sales in 2010."

Interiors 2010 takes place between 24-27 January at the NEC, Birmingham.



FOR MORE INFORMATION VISIT  
[www.parkerknoll.co.uk](http://www.parkerknoll.co.uk)