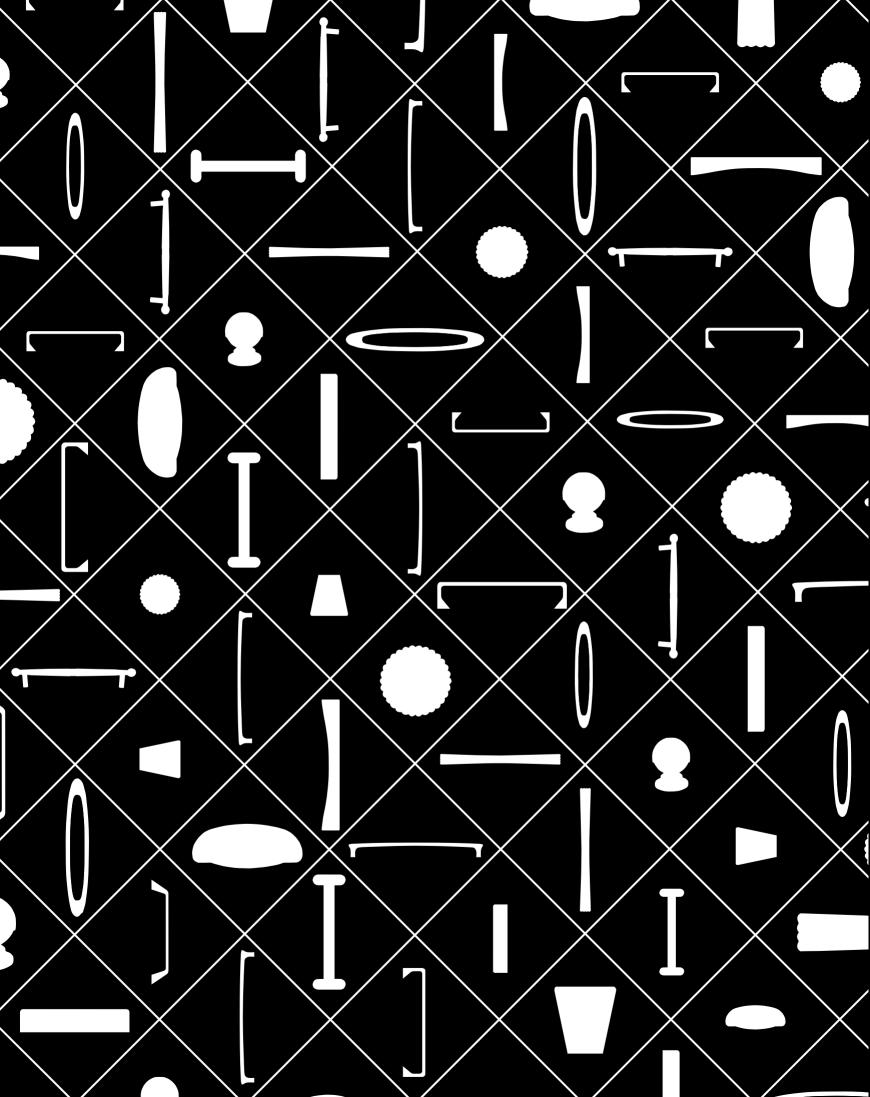


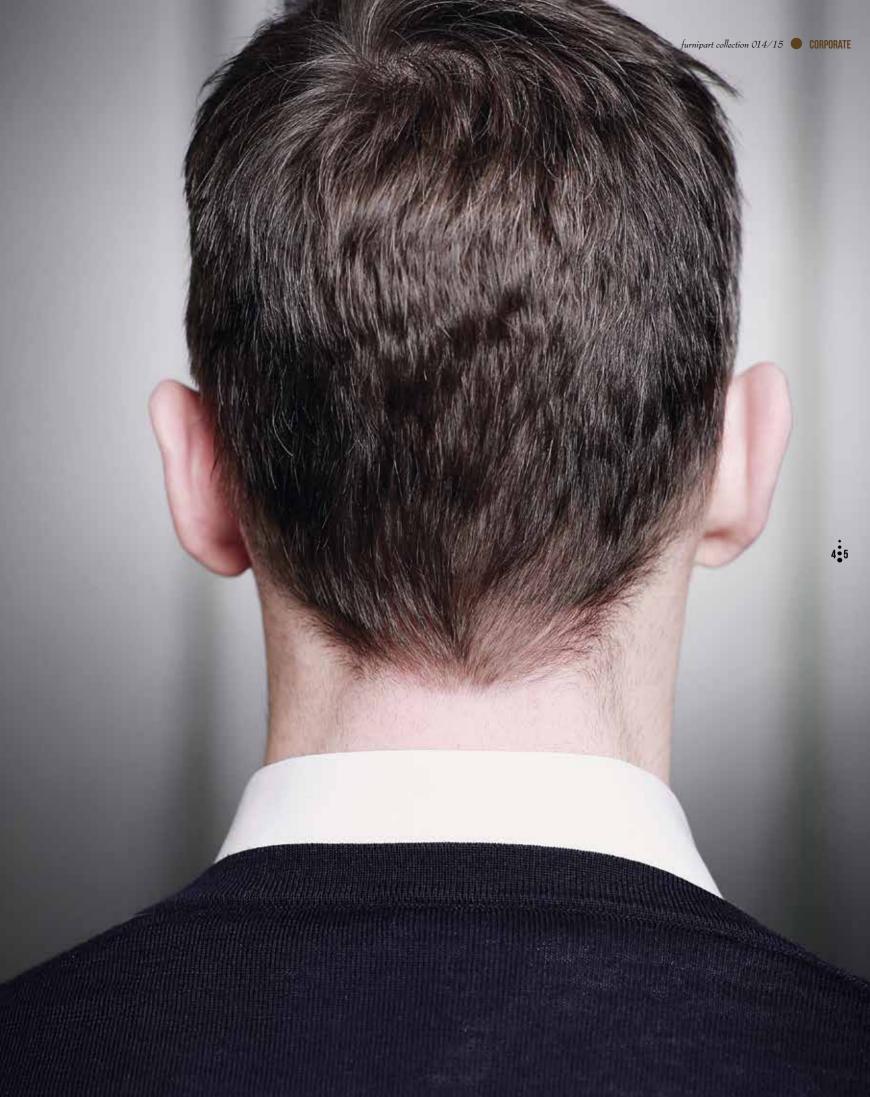
## (014·15 add a shiny star to your furniture COLLECTION)

FURNIPART COM





## (SETTING THE STANDARD...)



# […OF TOMORROW]

- and the next!

Predicting the future is not easy. It requires perception, analytical ability and imagination. It requires an innate understanding of movement and trends. That's why we asked co-founder and CEO Mads Thimmer from Innovation Lab to share his thoughts on the future on page 34.

We consider the past, present and trends when designing the handles of the future, working closely with leading design partners. Meet them and read about their collective views on the handles that will be hot in 2014/15 on the following pages.

Focus is not only the future, but also the present. The contact we have with you, the customer, either when we visit you wherever you are, when we meet at trade fairs, or any other form of contact. We constantly strive to improve that contact and the way we work together. Meet Anette Kristensen from Customer Support, dedicated to helping the customer, see page 76

for a detailed insight in the way she works.

6.7

# (CONTENT OVERVIEW)

page Ó **OPENING STATEMENT BY PARTNER & CEO RASMUS BYRIEL** page 10 SINGLE *page* 34 THE CREATIVE REVOLUTION BY INNOVATION LAB page 36 FAMILY page 64 PROFILES page 76 OH HAPPY DAY - BE A PART OF ANETTE'S FURNIPART DAY page 78 KNOBS page 90 VINTAGE page 94 RECESSED page 102 **FURNIPART SEASON** page 104 BASIC page 112 **HISTORICAL HIGHLIGHTS** page 114 **PAGE OVERVIEW** page 120 **INFORMATION AT YOUR SERVICE** 



#### THE CREATIVE REVOLUTION

page 34

It's coming. Ignore it and it will ignore you! Embrace it and it will embrace you! Meet co-founder and ceo Mads Thimmer from Innovation Lab and what he sees of fashions and trends that will influence the products and market positions of the future.

#### OH HAPPY DAY

page 76

Meet Anette Kristensen from Customer Support, dedicated to helping the customer. Get an insight in the way she works.

### VINTAGE page 90

A touch of French Vintage interpreted by furnipart.

#### FURNIPART SEASON

page 102

We've been playing with a selection of new handles on location. Here's the result as a source of inspiration.

## •••• elegant 533160160

Design VE2 Material Zamac Finish 08 - Bright chrome / 66 -Inox look Centre distance 160 Length 181 Width 16/12 Height 36 Diameter -

# SINGLE

HAT	NDLES	note
		oakly
		pharma
		phone
	amfer	protect
	clasp	rio
c	crown	ship
	cubo	sonata
	cut	structure
diai	mond	trace
	dual	velvet
ch	egant	whale
	frame	wrap
9	inger	zar
	hanck	2001
	hera	
	linea	
	lion	
	littera	
	locker	
min	nimal	
n	niss c	
montm	artre	

Single - making it hard to choose

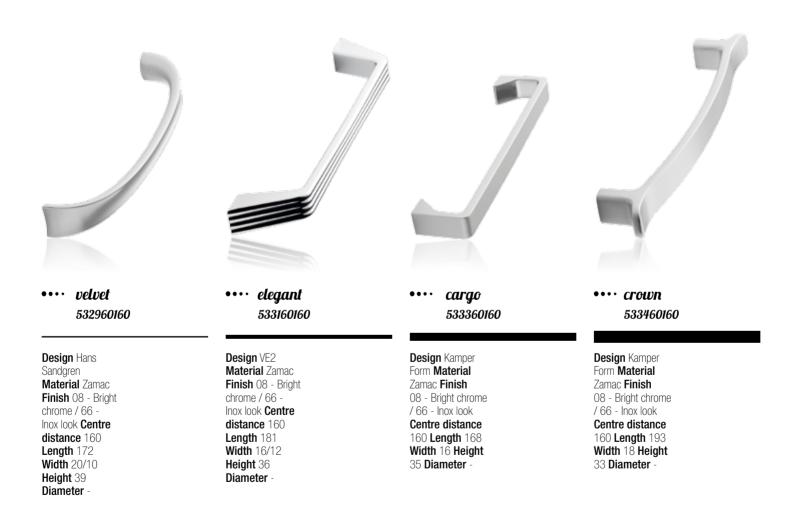
Single gives you the freedom to choose between a wide range of new handles. Almost overwhelming temptation. One highly individual handle after another just asking to be touched. Make your choice - including from the classics.

### •••• velvet

#### 532960160

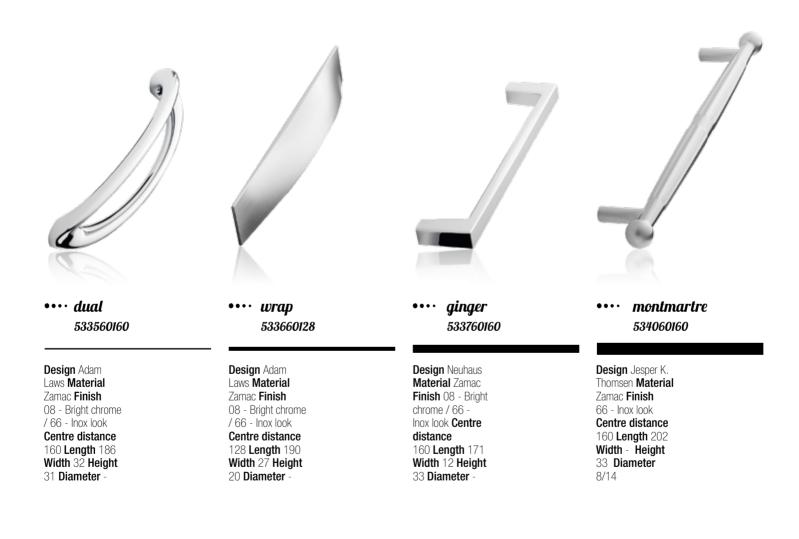
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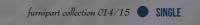
Design Hans Sandgren Material Zamac Finish 08 - Bright chrome / 66 -Inox look Centre distance 160 Length 172 Width 20/10 Height 39 Diameter -



### •••• wrap

Design Adam
Laws Material
Zamac <b>Finish</b>
08 - Bright chrome
/ 66 - Inox look
Centre distance
128 Length 190
Width 27 Height
20 Diameter





DESIUN



•••• cargo 533360160

#### Design Kamper Form Material Zamac Finish 08 - Bright chrome / 66 - Inox look Centre distance 160 Length 168 Width 16 Height 35 Diameter -

# •••• montmartre 534060160

Design Jesper K. Thomsen Material Zamac Finish 66 - Inox Iook Centre distance 160 Length 202 Width - Height 33 Diameter 8/14

#### ••• elegant 533160160

#### Design VE2 Material Zamac Finish 08 - Bright chrome / 66 -Inox look Centre distance 160 Length 181 Width 16/12 Height 36 Diameter -

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ELEGANT - Majestic Value!

#### SAY HELLO TO ONE OF OUR DESIGN Partners, VE2 From Denmark, and one of their New Designs For 014, Elegant!

Our aim with Elegant was to create a handle that lends a modern kitchen personality. The combination of a simple, clean handle and the classic grooved surface on the front give character and a hint of history.

The material itself brings life to the handle, softening the hard metal thanks to the interplay between light and shadow in the grooves.

#### THE SOURCE OF INSPIRATION

Inspiration came from the combination of modern and classic cutlery and furniture to create the personal touch.

#### SPECIFICALLY SUCCEEDED

The challenge behind Elegant was all about finding the right look and balance between classic and modern. We think we succeeded. This is a handle that can be used in both contexts - classic or modern kitchens. What's more, the combination of material and form bring the handle to life.

#### **EXPECTED REACTIONS**

We hope the end user agrees with us - that this is an exciting handle concept, that will bring a highly individual look to their kitchen.

#### **DESIGN BACKGROUND**

VE2 works with interior and product design, two aspects that generate synergy when designing a handle such as this. VE2 has an excellent understanding of what's new within interior design, and always seeks to exploit the trend. VE2's handles have character, in line with their policy of designing products that stay in fashion for years - the true measure of a design's success!

BY VE2





•••• ginger 533760160

Design Neuhaus Material Zamac Finish 08 - Bright chrome / 66 -Inox look Centre distance 160 Length 171 Width 12 Height 33 Diameter -

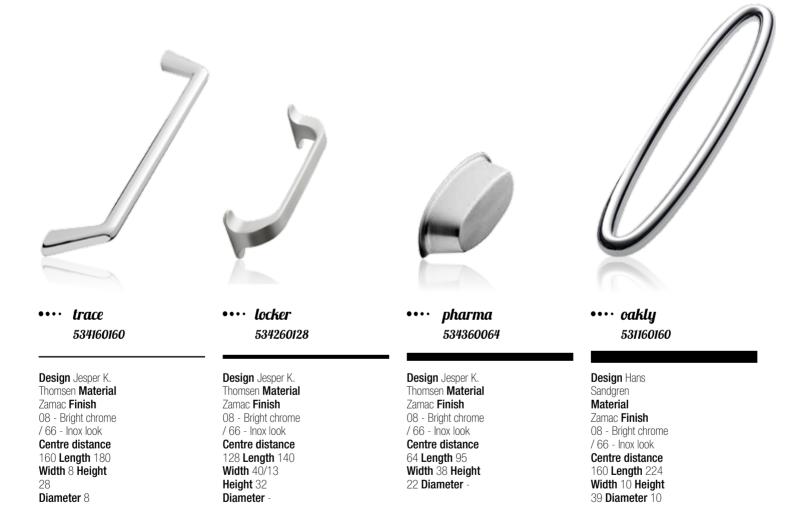
20 21

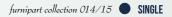
### •••• locker 534260128

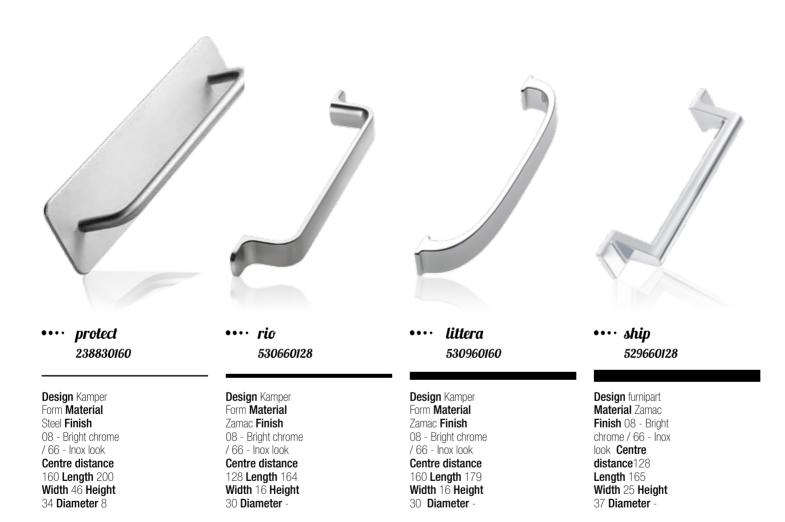
Design Jesper K. Thomsen Material Zamac Finish 08 - Bright chrome / 66 - Inox look Centre distance 128 Length 140 Width 40/13 Height 32 Diameter -

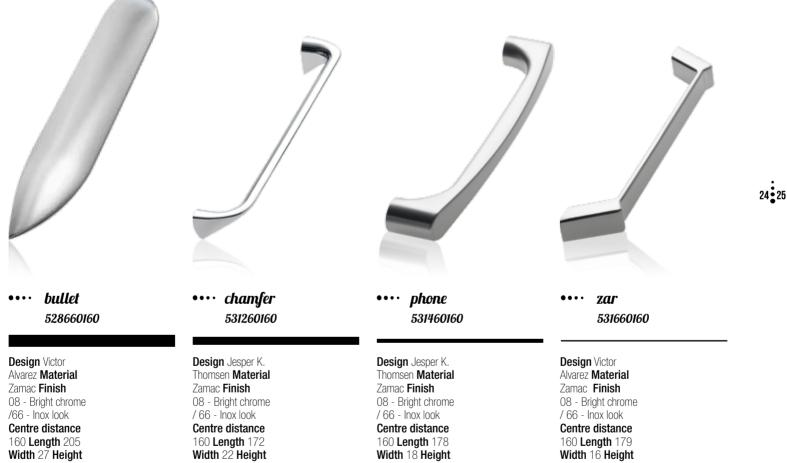
## •••• pharma 534360064

Design Jesper K. Thomsen Material Zamac Finish 08 - Bright chrome / 66 - Inox look Centre distance 64 Length 95 Width 38 Height 22 Diameter -







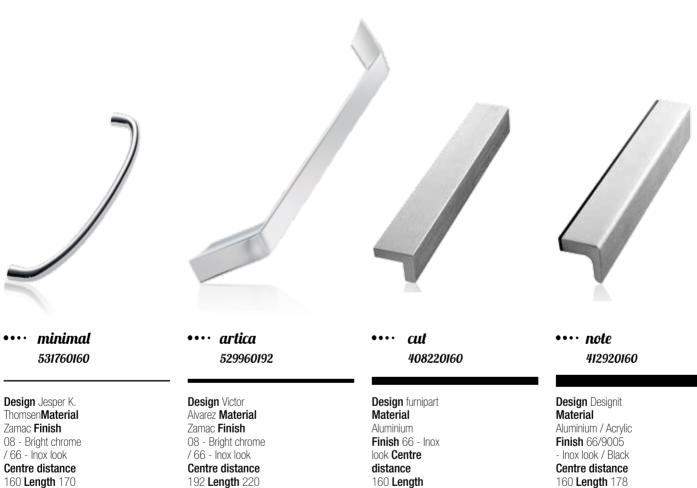


Width 27 Height 30 Diameter -

# 160 Length 172 Width 22 Height 28 Diameter

Width 18 Height 35 Diameter

29 Diameter -



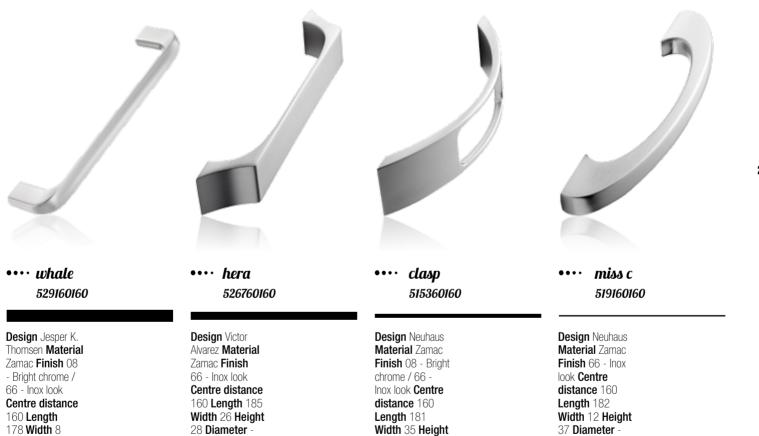
192 Length 220 Width 18 Height 30 Diameter -

Width 8 Height

33 Diameter -

distance 160 Length 175 Width 25 Height 20 Diameter -

160 Length 178 Width 29 Height 31 Diameter



35 Diameter

Height 36

Diameter -

#### •••• montmartre 534060160

Design Jesper K. Thomsen Material Zamac Finish 08 - Bright chrome / 66 - Inox look Centre distance 160 Length 202 Width - Height 33 Diameter 8/14

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#### VIVE LA FRANCE! Vive montmartre!

#### SAY HELLO TO ONE OF OUR Design Partners, Jesper K. Thomsen from Denmark, and one of his new Designs for 014, Monmartre!

I wanted to bring some of the unique atmosphere of Montmartre into the kitchen. During a weekend in Paris that took in a number of different bistros, lots of good wine and totally spoiling myself, I was inspired to design a series of kitchen handles by the Parisian street furniture around Montmartre.

#### THE SOURCE OF INSPIRATION

Montmartre's street furniture provides a fantastic bombardment of inspiration, thanks to

#### **DESIGN BACKGROUND**

the innumerable styles, looks and details. They take you back in time. The challenge then comes in how you translate what you've seen into modern design. That's the platform on which Bannister and Montmartre were born.

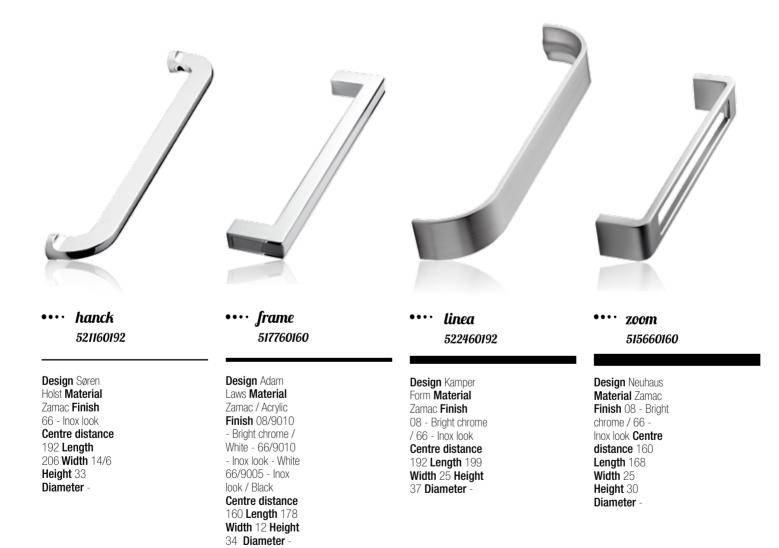
#### **SPECIFICALLY SUCCEEDED**

The atmosphere of Montmartre is clearly expressed in these two handles. Despite their refinement and slimness, you can still perceive where the idea came from.

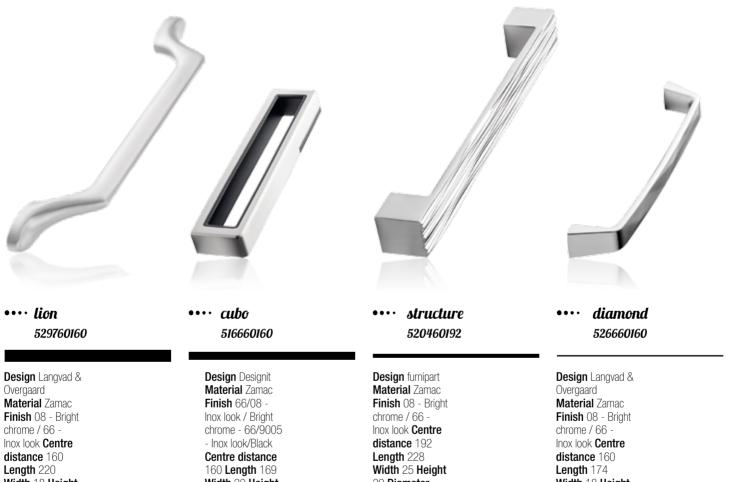
#### EXPECTED REACTIONS

I hope that the customer will be able to feel that special Parisian atmosphere permeating throughout their kitchen. The smells of good food, the effervescence of champagne, the laughter and sounds of comfortable conversation when good friends meet over a meal. Vive la France! Vive Montmartre!

I've worked for various Danish and international businesses over the last 13 years within lighting, furniture and wristwatches. I worked within medicines, urban transport and sustainable energy the last 4 years ... a far cry from furniture handles. But I keep coming back to handles, because they are a form of escapism. I think that designing a handle for me is the same as painting watercolours for others - relaxation!



30 31



Width 18 Height 41 Diameter

Width 20 Height 35

29 Diameter

Width 18 Height 32 Diameter -



•••• sonata 532460096

#### Design Kamper Form Material Zamac Finish 08 - Bright chrome /66 - Inox look Centre distance 96 Length 169 Width 36 Height 23 Diameter -



•••• dual 533560160

Design Adam Laws Material Zamac Finish 08 - Bright chrome / 66 - Inox look Centre distance 160 Length 186 Width 32 Height 31 Diameter -

#### IT'S HARD TO PREDICT THE FUTURE - AND YET...

Innovation Lab has built up an international network of around 2,500 contacts within research, product development and entrepreneourism, and has developed a precise feeling of what will affect the way we live over the next 2-3 years. We asked co-founder and ceo Mads Thimmer from Innovation Lab to tell us, what he sees of fashions and trends that will influence the products and market positions of the future.

Creative. Once a pseudonym for an existence bordering on insanity, poverty and social maladjustment. But soon, "creative" will be the tag mark we all crave. Soon, it will be your aesthetics, your ability to add, alter, differ and make new connections,

your creative vein that will determine not only the volume of likes to your Facebook updates but also your social capital, your career progress. Or how attractive your company is to consumers, to talents.

#### CHANGE WILL NEVER Be this slow again

You think times are changing, fast? Maybe. But change will probably never be this slow again. Since the Renaissance, progress itself has progressed, change has changed, and right NOW the fastest changes, ever, occur in the economies, in the climate, in industries, in our lives and in our homes. In a digital world of workforce mobility, talent transparency, and ongoing social media publication there is a need for every individual, every organisation, from any sized companies to any area of public administration, to reinvent itself. For us to reinvent ourselves, again and again.

To meet the challenges, to seek inspiration and to stay on top of the changes, we put faith in

> MADS THIMMER Innovation Lab

creatives and innovators, in new ways and other methods. That is why social media newcomers Pinterest and Tumblr have been so massively succesful that creative social media "hangout" Tumblr even has surpassed Facebook in popularity with 18-25 year olds in the US (Business Insider 2013). And that is why the defining values "creativity"

and "self expression" are chart topping values for the Millenial generation (Brant McLeigh, Web Summit 2013). You are what you can add. Your creativity, not your social skills, make up your assets in an eco-

#### BACKGROUND

The unique strength of Innovation Lab lies in its unique, broad, new and internationally-founded knowledge within technology, users and business. Knowledge we use to make development relevant and usable so that we can apply it along with our partners in specific measures and valuable new products and services. IT IS COMING. IGNORE IT, AND IT WILL IGNORE You. Embrace It, and It will embrace you.

### (THE CREATIVE REVOLUTION)

nomy that is emerging from the information society to a transformation society.

#### **AVERAGE IS OVER**

What is most important – how great your products look and feel to your consumers? Or how great your company looks and feels to your consumers? Neither. The most important part is how great

your products can make your consumers look and feel. That is the reason why emphasis in home product design is going to slide from product centric to platform centric. Now, your products have to be a tool for your consumers to leverage their own creativity, a way in which they can express themselves, can look good. Look

different. Sufficing no longer works, outstanding is the new must. Or, in the challenge-defining words of Pullitzer-winning economist Thomas Friedman: "Average is officially over."

The next sweet spot in product designs for the home will be in the intersection between creation and consumption. 3D-printers that help consumers produce their own products are already gaining momentum. Websites that seek to help market and sell home produced items have

gone into the billion USD annual revenue, Etsy.com for example. And there is a growing alliance between artisans and craftsmanship and digitally native ways of helping demand and supply meet up. Our homes of the near future look to be more and more like the homes of the far and

preindustrial past: a place for development, for production and

for large measures of creative experimentation. Our solutions for the home will have to take that into account.

#### **SMART KITCHEN ANY TIME NOW?**

I have worked with global top 100 brands for more than a decade, helping them make sense of the digital, non-linear world that they are willingly or, for a surprisingly large part, unknowingly, already inhabiting. It seems they all struggle with the same challenges. How do we differentiate? How do we break down our departmental silos and create more holistic solutions?

Usually, answers come from the outside. In the home solutions industry, a fresh bid is in with upcomer NEST that provides "learning thermostats" that monitors users' behavior and tunes the home environment accordingly. Here, it is probably of some help that the founders have previously invented key elements of both the iPod and the iPhone. They now also provide intelligent smoke alarms and are looking for more asphalt. Could kitchens be the next obvious move?

In any case, the lean and bottom-up organization, the alignment with digital mindsets, and a fast-paced learning based product ramp built around exhilarating

customer experiences (NEST have seen their YouTube product description become a regular viral hit!) is what any company looking to make ways into the homes of the near future should be looking for.

So it is not just at home or in the marketplace that the creative revolution is changing the game. It is just as much a workplace revolution that could be happening as you are reading this. Or because your were.

•••• horn 533060320

Design Hans Sandgren Material Zamac Finish 08 - Bright chrome / 66 -Inox look Centre distance 320 Length 342 Width 12 Height 37 Diameter -

## FAMILY

HANDLES	horn
achieve	key
aero	lean
arch r	nango
arrow	manta
arosanta mini	wood
axe manta	wood
big	melon
bridge	neat
car no	oventa
cool py	ramid
cubico	radius
degree sh	ape 2
eight by eight shape	single
ele	slim
elec	track
epoch light tr	umpet
flat	trunk
flat ring	turbo
fridge	vÓ
front	zap
grip	zodiac
gloss	
gum	

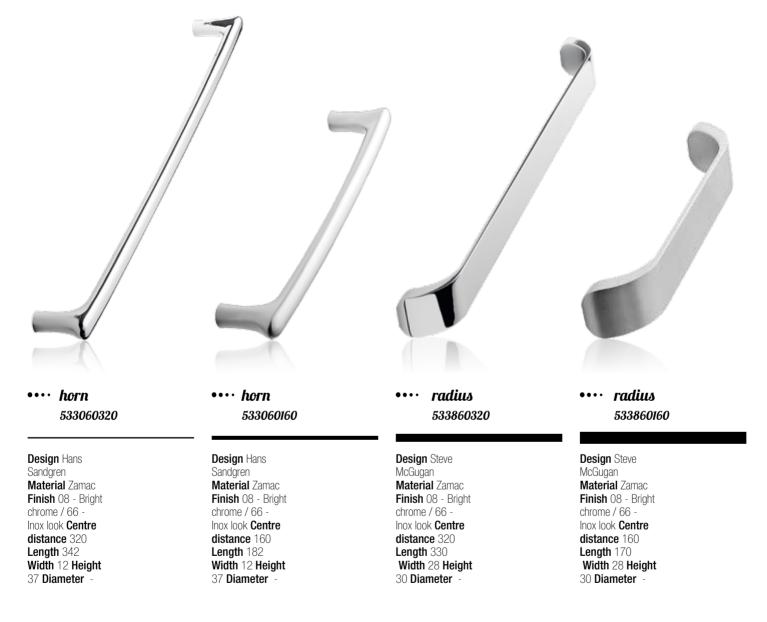
Welcome to the Family

Family is a strong community of eye-catching handles. Handles that reflect the present and the future. Play with different lengths for a different look. Welcome to Family

#### •••• radius 533860320

Design Steve McGugan Material Zamac Finish 08 - Bright chrome / 66 -Inox look Centre distance 320 Length 330 Width 28 Height 30 Diameter

€





#### •••• manta mini wood 101390032

Design Adam Laws Material Wood Finish 052 - Oak Centre distance 32 Length 80 Width 24 Height 26 Diameter -





# ..... neat ..... neat ..... s29260320 ..... neat ..... s29260320 ..... lean ..... s29560320 ..... lean

Design VE2 Material Zamac Finish 08 - Bright chrome / 66 - Inox look Centre distance 320 Length 331 Width 9 Height 39 Diameter -

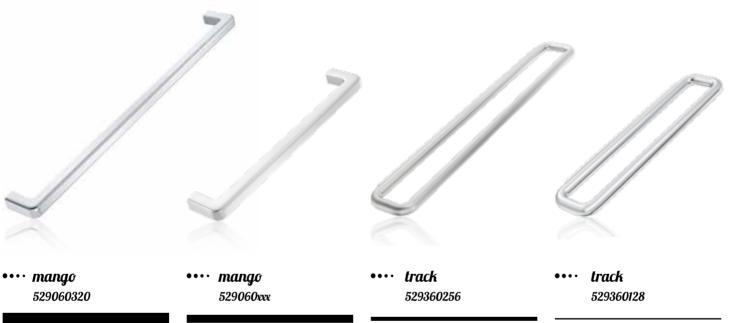
#### Design VE2 Material

Zamac Finish 08 - Bright chrome / 66 - Inox look Centre distance 160 Length 171 Width 9 Height 39 Diameter -

#### Design VE2 Material

Material Zamac Finish 08 - Bright chrome / 66 - Inox look Centre distance 320 Length 336 Width 46 Height 30 Diameter - Design VE2 Material Zamac Finish 08 - Bright chrome / 66 - Inox look

/ 66 - Inox look Centre distance 160 Length 176 Width 46 Height 30 Diameter -



Design Kamper Form Material Zamac Finish 08 - Bright chrome / 66 - Inox look Centre distance 320 Length 332 Width 12 Height 35 Diameter -

#### **Design** Kamper Form **Material** Zamac Finish 08 - Bright chrome / 66 - Inox look Centre distance 160 -192 **Length** 172 - 204 **Width** 12 Height 35 Diameter -

Design VE2 Material Zamac Finish 08 - Bright chrome / 66 -Inox look Centre distance 256 Length 320 Width 10 Height 45 Diameter -

Design VE2 Material Zamac Finish 08 - Bright chrome / 66 -Inox look Centre distance 128 Length 192 Width 10 Height 45 Diameter

#### •••• car 530860256

Design Jesper K. Thomsen Material Zamac Finish 08 - Bright chrome / 66 -Inox look **Centre** distance 256 Length 277 Width 17 Height 27 Diameter

€



distance 320 Length 336 Width 21 Height 33 Diameter

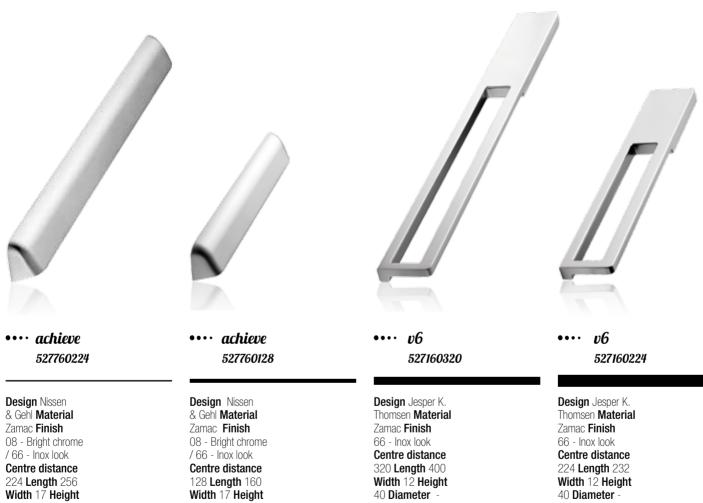
Inox look Centre distance 160 Length 176 Width 21Height 33 Diameter -

/ 66 - Inox look Centre distance 320 Length 328 Width 16 Height 31 Diameter

08 - Bright chrome / 66 - Inox look Centre distance

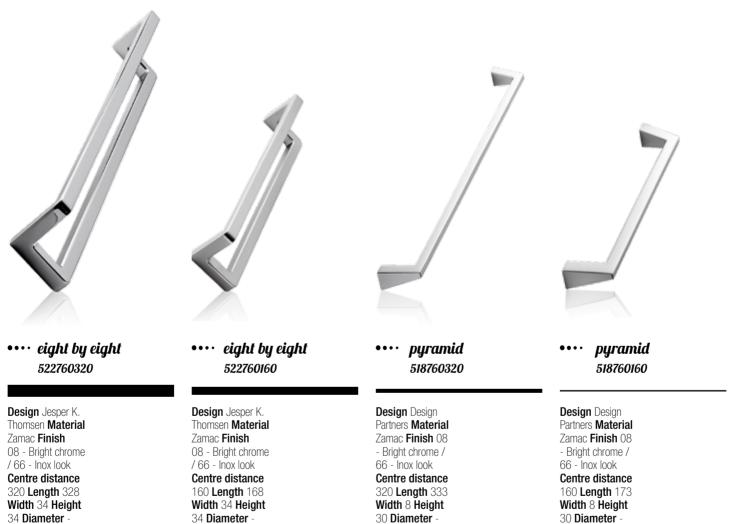
192 Length 200 Width 16 Height 31 Diameter

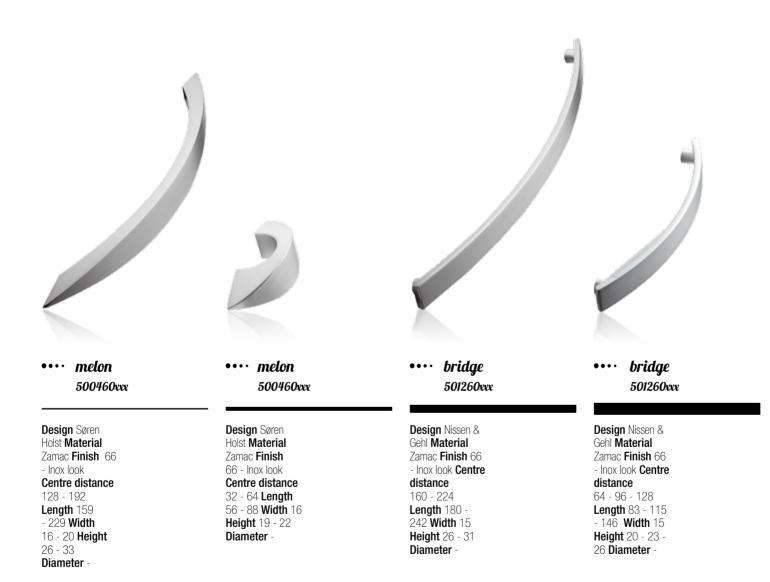


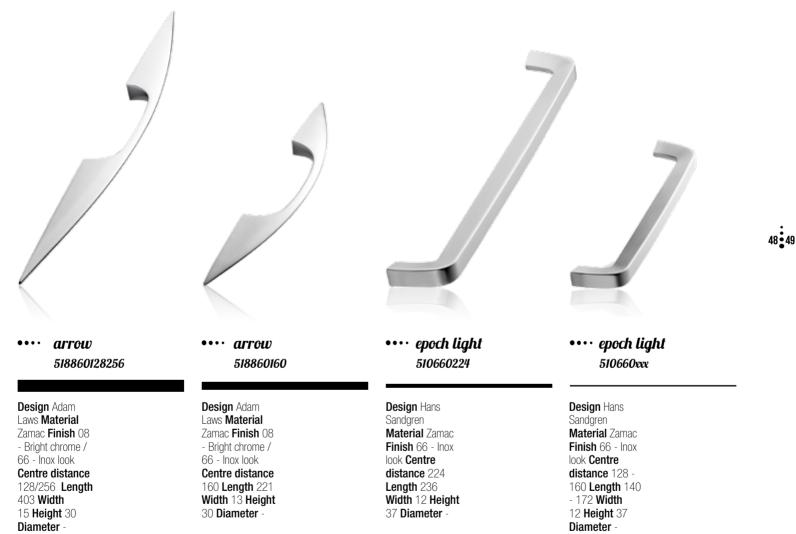


17 Diameter -

Width 17 Height 17 Diameter -







#### ••• radius 533860160

Design Steve McGugan Material Zamac Finish 08 - Bright chrome / 66 -Inox look Centre distance 160 Length 170 Width 28 Height 30 Diameter -

#### LARGE RADII AT BOTH ENDS OF The handle creates a simple and light connection

#### SAY HELLO TO ONE OF OUR Design Partners, Steve McGugan From The States Living in Denmark, And one of his new 014 Designs, Radius!

I wanted to create a design language that expressed minimalistic simplicity with a touch of softness.

#### THE SOURCE OF INSPIRATION

I am always open for new input from all different areas of design. From architecture, automobile design, fashion, graphic design etc. I work in different areas of product design. Many times

#### **DESIGN BACKGROUND**

the different projects I work on can also give inspiration to each other. In this case the inspiration came from a shape that I had created for a Bluetooth music receiver in Norway.

#### SPECIFICALLY SUCCEEDED

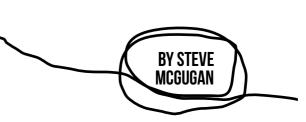
The use of large radii at both ends of the handle creates a simple and light connection between the handle and the surface it is mounted on.

I received my design education at Art Center College of Design in Pasadena California, where I majored in product design. Afterwards I landed my first job as product designer with Bang & Olufsen in Struer, Denmark. I worked as in-house designer for B&O for three years. I then moved to Copenhagen to work together with B&O's chief designer, David Lewis. After working together with David for three and a half years, I started my own design studio and have been working as freelance designer for many different companies here in Denmark as well as abroad, for over 25 years now.

The combination of a large area for gripping and the lightness of the handles connection points, gives the handle its uniqueness. Plus the principal behind the shape is very simple and therefore makes it easy to scale the design up or down in size, so that a series of different size handles can be developed.

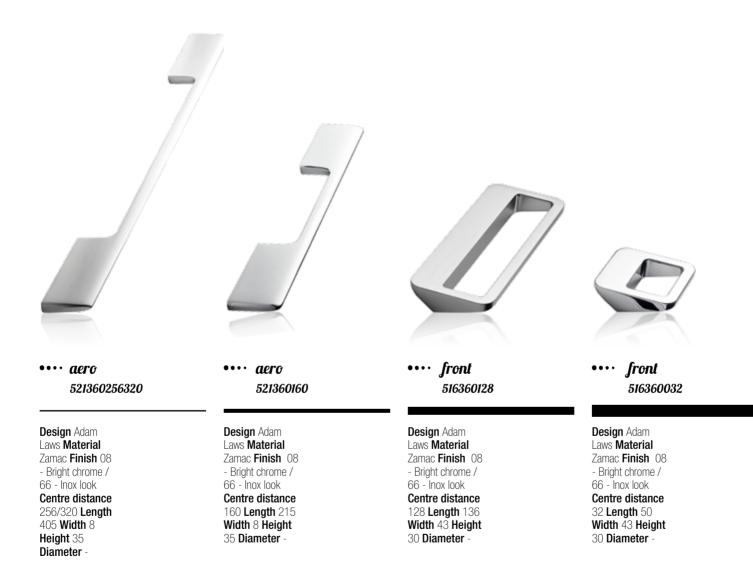
#### **EXPECTED REACTIONS**

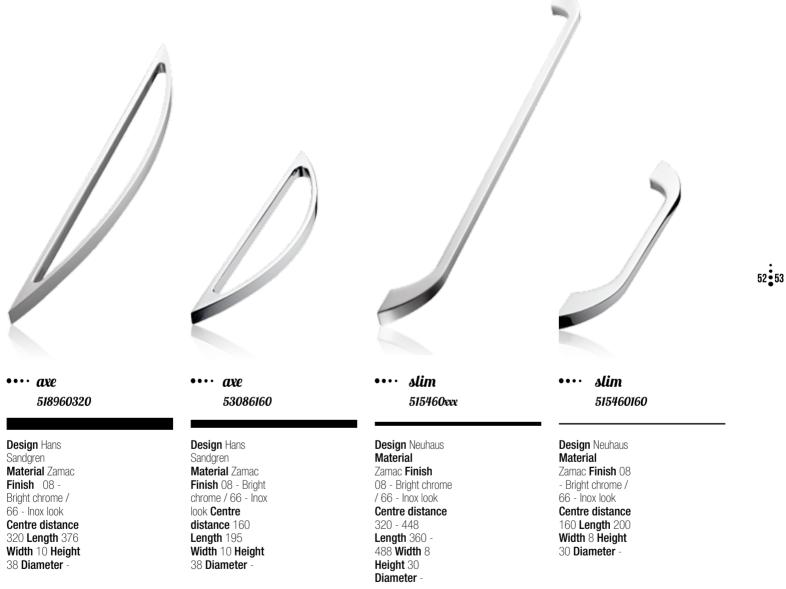
I hope that the end user will see the simplicity and functionality of the design, and appreciate it as an elegant tool.

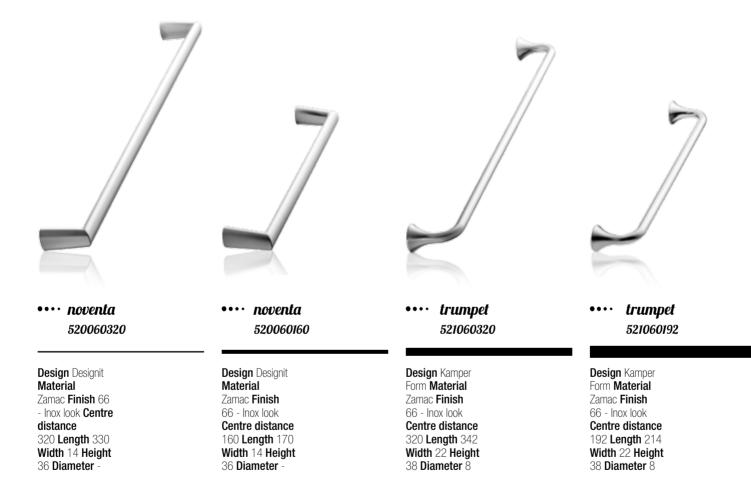


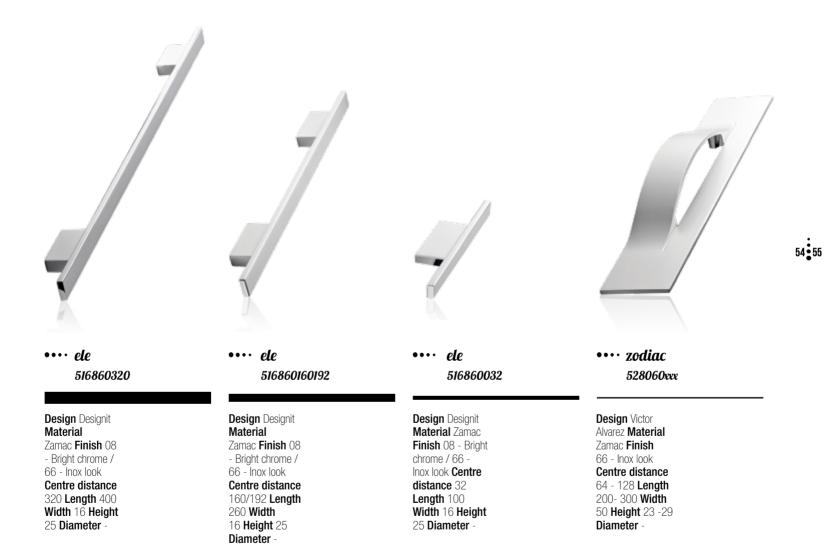
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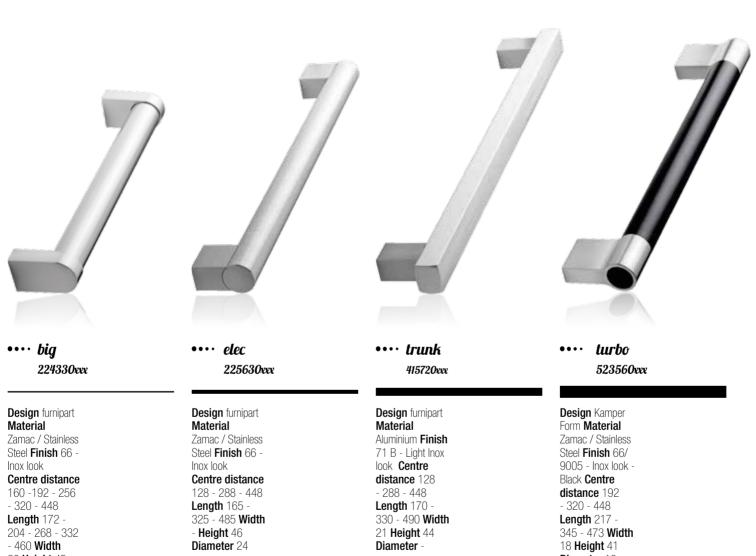










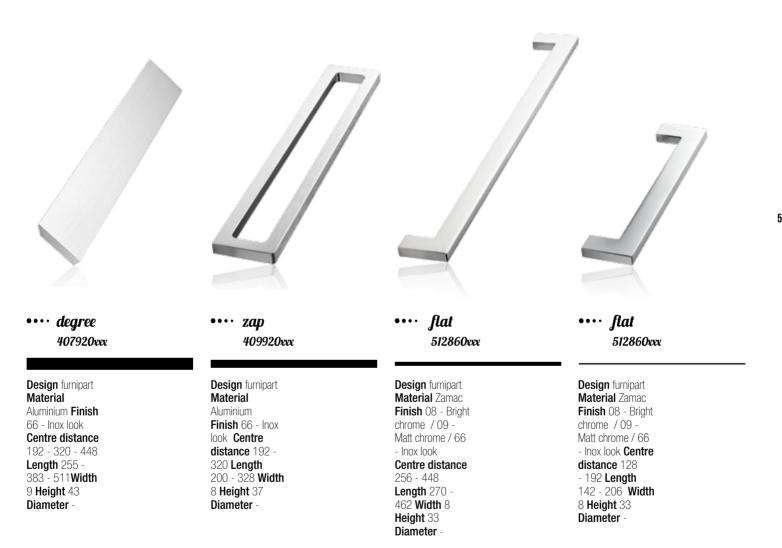


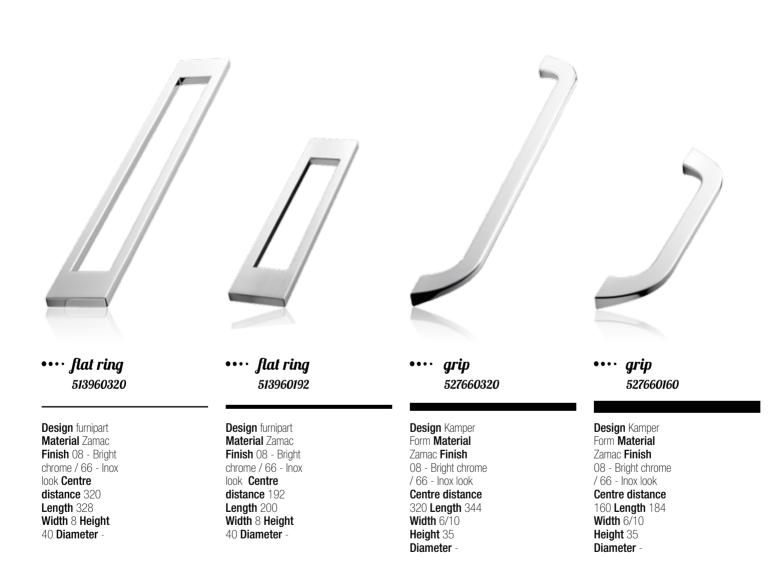
26 Height 45 Diameter 22

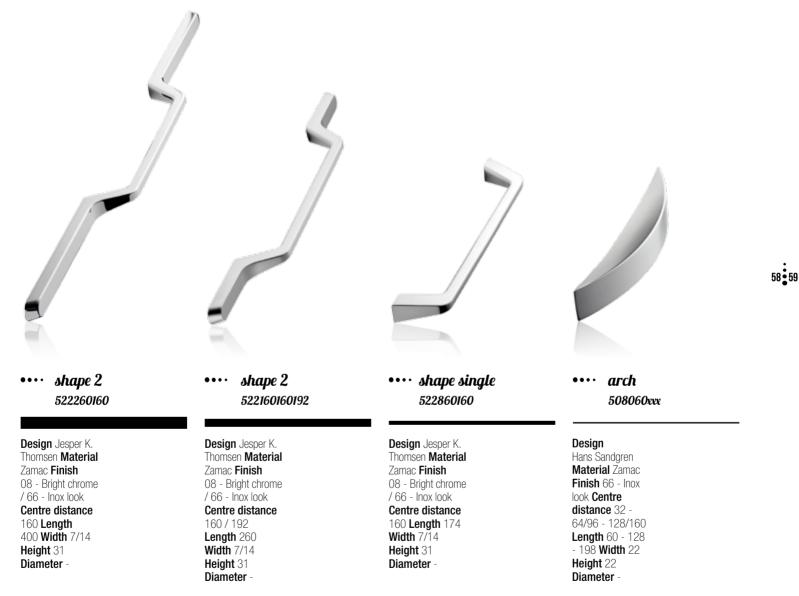
### 325 - 485 Width - Height 46 Diameter 24

Diameter -

Diameter 18







#### ••• horn 533060320

#### Design Hans Sandgren Material Zamac Finish 08 - Bright chrome / 66 -Inox look Centre distance 320 Length 342 Width 12 Height 37 Diameter -

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#### SAY HELLO TO ONE OF OUR Design Partners, Hans Sandgren From Denmark, And One of His New Designs For 014, Horn!

A LOOK OVER

THE CHANNEL Generates ideas

Horn is different. It was created specifically to blend naturally with a door or drawer front.

#### THE SOURCE OF INSPIRATION

I found the inspiration for Horn quite by chance in a book called "Objectivity - A designer's book of curious tools". One of the many instruments and tools antique ice pick. The head was designed to be dual-purpose, with a short, wide blade on one side, and a curved, toothed pick on the other. It was this dual

featured was a photo of an

0

functionality that piqued my curiosity and interest in creating a new handle.

#### SPECIFICALLY SUCCEEDED

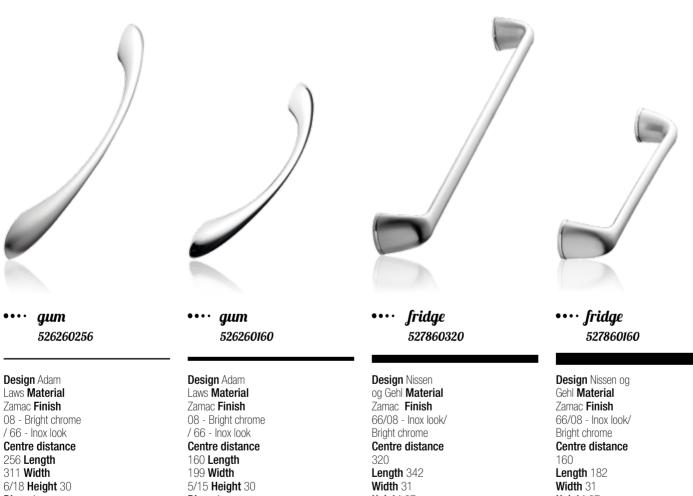
What really came out well with the design of Horn is the organic shape of the side piece connecting the handle to the surface. It adds a special visual elegance and lends the handle character.

#### **EXPECTED REACTIONS**

This small, organic detail means that the handle invites you to use it. When you take hold, it's love at first touch, as you feel the softness of the shape.

#### DESIGN BACKGROUND

With deep affection for Scandinavian design tradition and strong belief in lightlightweight design, I create products that meet a need. I explore the potential of each material and put the technology behind production to the test in my efforts to develop products with an evident, simple look. Jakobsen is a trained carpenter as well as a designer, and switches effortlessly between drawing board and workshop to constantly optimise the final shape and ensure optimal function. Innovation and aesthetics are assigned equal value in the process.



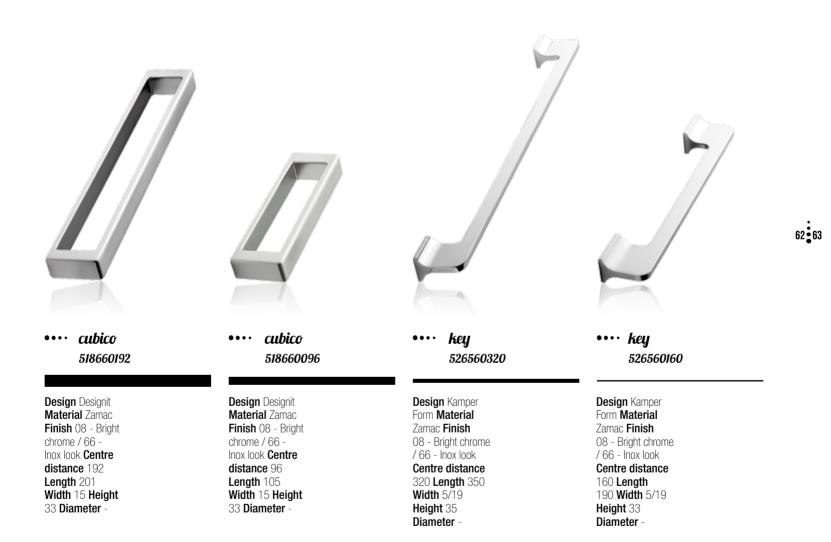
Diameter -

# Diameter -

Length 342 Width 31 Height 37

Diameter -

Length 182 Width 31 Height 37 Diameter -



#### •••• primo 424020xxx

Design Adam Laws Material Aluminium Finish 66 - Inox Iook Centre distance 2x85 - 2x110 - 2x135 - 2x160 - 3x123 - 3x156 - 4x167 - 5x154 - 6x145 -7x153 Length 289 - 339 - 389 - 439 - 389 - 589 - 789 - 889 - 989 - 1189 Width 21 Height 22 Diameter -

# PROFILES

#### HANDLES

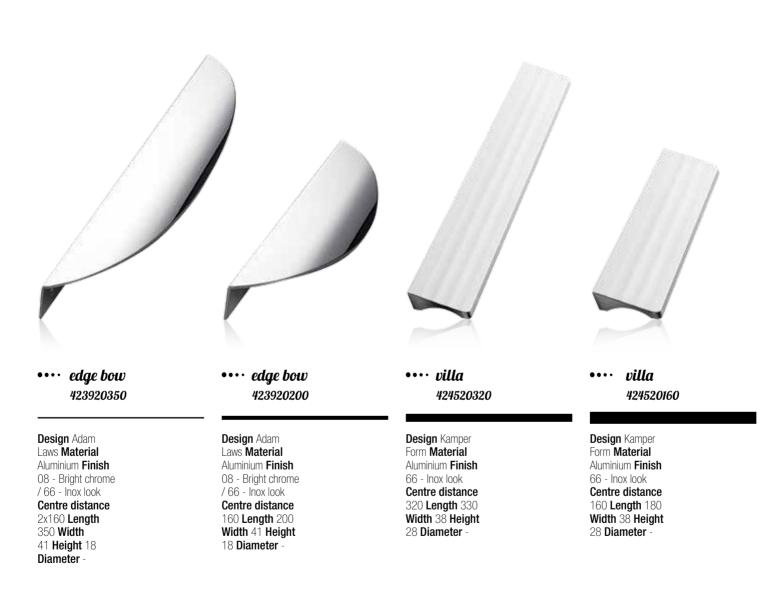
alu round cover edge bow edge round edge straight edge urban loop malibu curve opus plinth handle primo shape 1 smooth 3 trim villa wall wall up wall double

Delectable profiles

Profile has its own unique profile. Why not let a handle run the full width of a door? Create your own unique profile with the Profile range of handles. The options are many and eye-catching. The idea behind the design is innovative and detailed.

#### •••• *villa* 424520320

#### Design Kamper Form Material Aluminium Finish 66 - Inox look Centre distance 320 Length 330 Width 38 Height 28 Diameter -



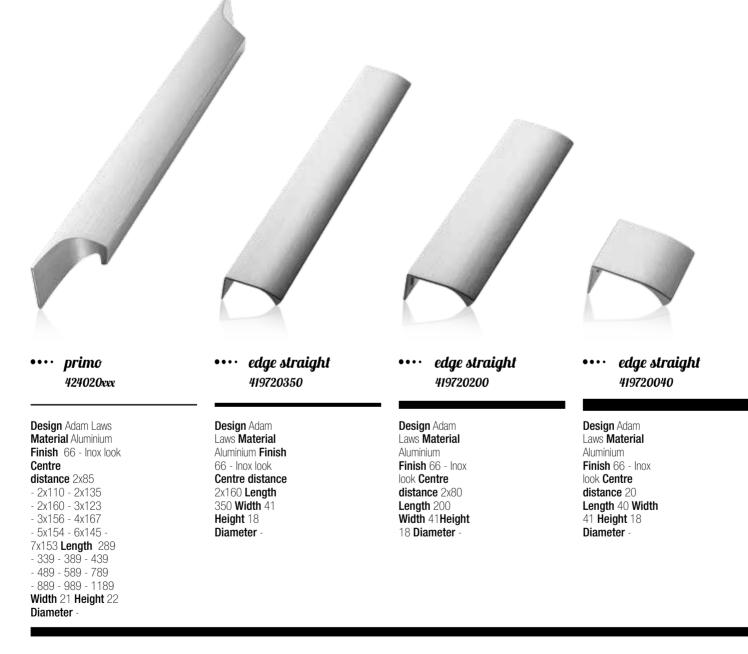


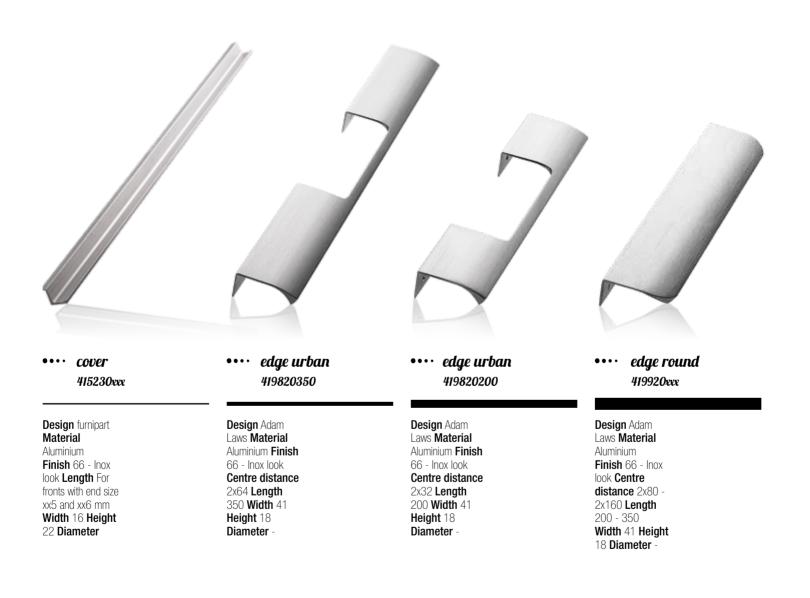
#### •••• wall 421020XXX

#### Design furnipart Material

Aluminium Finish 66 - Inox look Centre distance - Length 196, 296, 396, 446, 496, 596, 796, 896, 996, 1196 Width 15 Height 40 Diameter -

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•••• edge round 419920040

Design Adam Laws Material Aluminium Finish 66 - Inox Iook Centre distance 20 Length 40 Width 41 Height 18 Diameter - • opus 422420200

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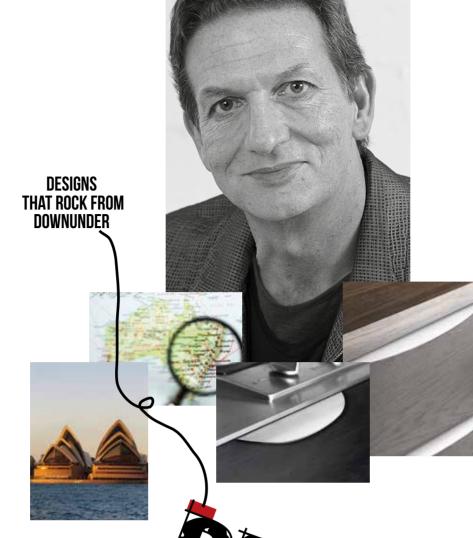
Design Kamper Form Material Aluminium Finish 66 - Inox Iook Centre distance - Length 200 Width 56 Height 19 Diameter - •• trim 408020xxx

#### Design furnipart Material

Aluminium Finish 05 - Natural anodised / 08 -Bright chrome / 66 - Inox look Length For fronts with end size xx5 and xx6 mm Width 20 Height 11 Diameter -

#### •••• malibu curve 416420xxx

Design Adam Laws Material Aluminium Finish 66 - Inox look Length For fronts with end size xx5 and xx6 mm Width 45 Height 12 Diameter -



#### ••• primo 424020xxx

Design Adam Laws Material Aluminium Finish 66 - Inox look Centre distance 7x153 - 2x85 -2x110 - 2x135 - 2x160 - 3x123 - 3x156 - 4x167 -6x145 Length 1189 - 289 - 339 389 - 439 - 489 -589 - 789 - 989 Width 21 Height 22 Diameter -

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#### SAY HELLO TO ONE OF OUR Design Partners, Adam Laws from Australia, And one of his New 014 designs, primo!

Primo is a strong and robust design in both a visual and technical sense. The form is unique for a profile handle in an area where subtle variations are common. The design solves a number of technical shortcomings that are inherent in other profile handles.

#### THE SOURCE OF INSPIRATION

The concept was to design a versatile profile handle that was not limited in application by panel thickness. Form inspiration came from Industrial chic, commercial kitchens and linear building trends in architecture. Although not a conscious decision, the front grip and downward rake resemble a breaking wave - perhaps at some level the design shares a common inspiration with the handle Malibu!

#### SPECIFICALLY SUCCEEDED

The visually continuous edge creates a strong linear statement. Installation requires standard fasteners - no panel profiling is necessary and the design is suited to mounting on any panel thickness or size. Where necessary length can be adjusted to align with the panel edge radius. The challenge was to create a full width handle mounted on the panel front rather than an edge and also still provide swing clearance for an opening door. Primo achieves this by combining the unique extrusion profile with an end shape that tapers to minimal thickness. The profile requires sufficient thread depth and distance from the panel edge for the fasteners. Several variations were evaluated to establish the best fastener location, visual proportions and grip.

#### EXPECTED REACTIONS

Unlike the installer, the end user may not fully appreciate the technical advantages and versatility of the mounting. However, they will appreciate the unique profile appearance, the ability to achieve perfect alignment with the panel edges and the strong and robust nature of the handle.

#### **DESIGN BACKGROUND**

Handles are jewellery for doors and I see this direct association having worked on several jewellery projects. However my design experience is very diverse and also involves highly technical development of projects such as Air Traffic Control workstations and medical products. Perhaps because of this when I develop new handle design I consider the user's needs, a robust technical solution and a beautiful form as equally important. This is a difficult balance but when achieved the result often appears simple and obvious.

BY ADAM LAWS





•••• plinth handle 229030128

Design furnipart Material Stainless steel Finish 25 - Silk polished Centre distance 128 Length 160 Width 45 Height 25 Diameter -



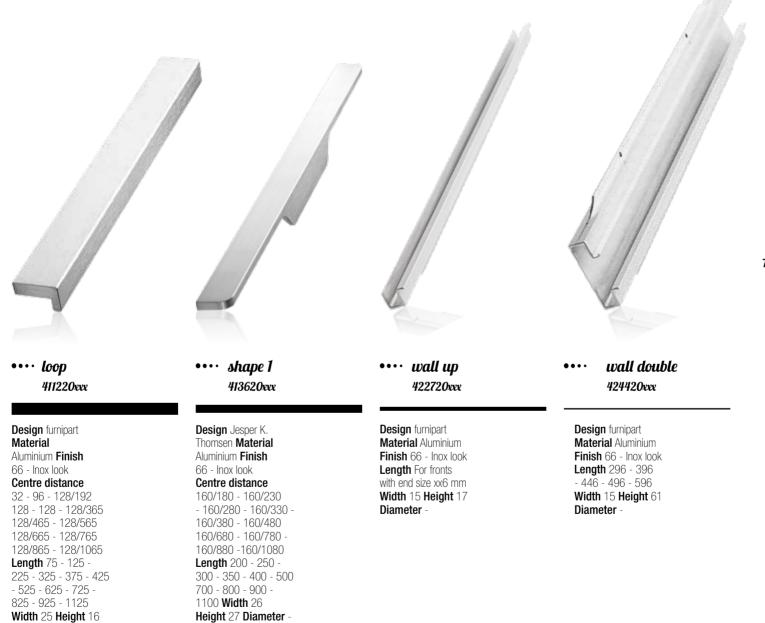
•••• plinth handle 229030096

Design furnipart Material Stainless steel Finish 25 -Silk polished Centre distance 96 Length 120 Width 40 Height 20 Diameter - •••• smooth 3 409220xxx

Design furnipart Material Aluminium Finish 66 - Inox look Centre distance 96 - 128/160 - 128/250 - 128/300 - 128/350 - 128/415 - 128/450 - 128/450 - 128/650 - 128/750 - 128/650 - 128/750 - 128/850 -128/1050 Length 125 - 225 - 325 - 375 - 425 - 475 - 525 - 625 - 725 -825 - 925 - 1125 Width 8 Height 30 Diameter -

## ••• alu round 409720xxx

Design furnipart Material Aluminium Finish 66 - Inox Iook Centre distance 128 - 192 - 320 Length 136 -200 - 328 Width 8 Height 22 Diameter -





"We're good at languages in Customer Support. Customers contacting us can always be dealt with by someone able to speak English, German, French or Spanish," says Anette Kristensen. She's a member of the furnipart Customer Support team, with responsibility for the German and Austrian markets.

"When a new customer calls us for the first time from a German-speaking market, they usually start out in English, as they are unsure of whether we speak German. When we reply in German and the conversation takes on a natural rhythm, we can cleary sense their relief. There are also three of us here who speak French. That level of capacity and flexibility alone means that we are confident in our dealings with customers," Anette explains.

Anette will be celebrating her 7 years with furnipart in the spring. She has always worked within sales department back offices throughout her career. Her customers have always been international, thanks to her degree in German and French.

At furnipart, her main focus is the major German kitchen and bathroom manufacturers. Germany is one of furnipart's biggest export markets. She also supports the French market on occasionally.

> AN EIGHT To four day

## AN EIGHT TO FOUR DAY

Work cycles for Anette are greatly influenced by the presentation of new handles prior to trade fairs, when things get really busy.

Anette: "After a trade fair, I am personally very busy. Contact reports have to be read to collect information. Responsibility concerning contact reports is very well defined, but I still like to read them in detail to pick up details and as sales backup for CEO & Partner Rasmus Byriel, and for Erwin Merten Sales Manager for Germany. They also have to be checked against any contracts we have with customers, which can concern prices, complaints, deliveries, design details, customisation and next step. The outcome of customer meetings is to send samples of the new models to the

BE A PART OF ANETTE'S Furnipart day

## (OH HAPPY DAY)

customer. We believe strongly in fast reaction - we don't waste time before taking action, something which is enshrined in furnipart's value set," explains Anette.

#### **GOOD RATINGS IS THE AIM**

The major German manufacturers rate their dealings with suppliers on a number of criteria over the course of a year - A, B and C - for performance regarding deliveries, quality, product and design development, sales support and so on. Good ratings are a vital strategic objective for furnipart. "For the same reason, we also strive to meet customer expectations," Anette says. "And to date, they are very satisfied which is how we want them to stay." Anette maintains contact with customers via mail to a large degree, common for this day and age.

Nevertheless, she likes to talk to them over the phone from time to time to maintain personal contact. "Of course, there can also be complicated matters which cannot be dealt with by mail, when a single call can do the job.

#### **PROGRESS - HERE TO STAY!**

Things have changed since Anette joined furnipart. "We've certainly become more efficient thanks to having the right tools, including a CRM system in which we can enter important details on customers. That also means there is a lot of historical data to refer to, in the form of old mails, reports etc. Information

which the sales force can also call upon. The CRM system is to be updated in 2014, which will mean that Customer Support will become even more efficient and service-minded when it comes to customer contact. Anette feels well-informed and has all the data she needs because of the weekly sales meetings with the rest of the team and Team Leader Tina Duus, used to exchange intelligence and information on what's happening on each market. She has nothing but praise for her colleagues. "We're good at Customer Support. We're good at changing and adjusting routines to make things better."

A new service furnipart is offering customers is EDI (Electronic Data Interchange). This is a secure means of interacting with customers for processing orders. Orders are submitted electronically and according to predetermined standards, avoiding double entries and errors. The system means that Anette has to check orders to ensure delivery dates whilst other processes run automatically, such as generating order confirmations, invoicing etc.

furnipart wants to expand its EDI system to cover all its markets in time, as there are benefits for everyone concerned.

"I see a bright future and a special function for me at furnipart," concludes Anette, who also regards furnipart as a metaphoric Audi A6, reliable, functional and high quality. Vorsprung durch furnipart.

••••• chocolate 533260024

Design VE2 Material Zamac Finish 08 - Bright chrome / 66 - Inox look Centre distance -Length - Width - Height 26 Diameter 24

alpai Wheat

- it

78 79

# KNOBS

## KNOBS

banister big curtain block byte chocolate dot flip hole kegle knot lift mushroom oval simple open swan tap treasure tulip turn vote

Knobs - the finishing touch!

Knobs do not take up much space dimensionally, but give a discreet impression and look. Take the latest addition to our range - Chocolate for example. It's exotic, small and elegant. The name alone incites the customer to more. Get a taste for it on the following pages. Enjoy!

#### •••• banister 533960033

Design Jesper K. Thomsen Material Zamac Finish 66 - Inox Iook Centre distance - Length - Width - Height 43 Diameter 33

€



•••• chocolate 533260024

Design VE2 Material Zamac Finish 08 - Bright chrome / 66 - Inox look Centre distance -Length - Width - Height 26 Diameter 24



•••• vote 531360040

#### Design VE2 Material Zamac

Finish 08 - Bright chrome / 66 -Inox look Centre distance -Length - Width - Height 37 Diameter 19/40



••• banister 533960033

Design Jesper K. Thomsen Material Zamac Finish 66 - Inox look Centre distance - Length - Width - Height 43 Diameter 33



•••• *swan* 531560064

Design Jesper K. Thomsen Material Zamac Finish 08 - Bright chrome / 66 -Inox look Centre distance 64 Length 72 Width 31 Height 39 Diameter -





•••• *tap* 528160032

Design Jesper K. Thomsen Material Zamac Finish 66 - Inox Iook Centre distance 2x32 Length 85 Width 40 Height 40 Diameter 40 •••• tap 528160016

Design Jesper K. Thomsen Material Zamac Finish 66 - Inox Iook Centre distance 2x16 Length 62 Width 30 Height 40 Diameter 30



•••• hole 530760032

Design Jesper K. Thomsen Material Zamac Finish 08 - Bright chrome / 66 - Inox look Centre distance 32 Length 80 Width 55 Height 23 Diameter -



•••• treasure 529860032

Design furnipart Material Zamac Finish 08 - Bright chrome / 66 -Inox look Centre distance 32 Length 67 Width 47 Height 20 Diameter -



•••• open 527560032

Design VE2 Material Zamac Finish 08 - Bright chrome / 66 - Inox look Centre distance 32 Length - Width -Height 40 Diameter 60

•••• knob 407020xxx

Design furnipart Material Aluminium / Glass Finish 08/CL -Bright chrome / Clear glass Centre distance - Length -Width - Height 27 Diameter 34 - 45



•••• knot 238030075

Design furnipart Material Stainless steel Finish 25 - Silk polished Centre distance - Length 74 Width - Height 44 Diameter 12



82 83

#### big curtain .... 224240xxx

Design furnipart Material Stainless steel Finish 25 - Silk polished **Centre distance** - Length 50 - 60 Width - Height 40 - 45 Diameter 20 - 22



•••• knob 208610025

Design furnipart Material Steel Finish 66 - Inox Iook Centre distance -Length - Width - Height 24 Diameter 25



•••• mushroom 216810xxx

Design Søren Holst Material Steel Finish 66 - Inox look Centre distance - Length -Width - Height 22-24 Diameter 22-27



•••• knob 217410020

Design furnipart Material Steel Finish 66 - Inox Iook Centre distance -Length - Width -Height 25 Diameter 20



•••• kegle 217610015

Design furnipart Material Steel Finish 66 - Inox Iook Centre distance -Length - Width -Height 28 Diameter 15



•••• knob 217710022

Design furnipart - Material Steel Finish 66 - Inox look Centre distance -Length - Width -Height 28 Diameter 22



•••• knob 207430xxx

Design furnipart Material Stainless steel Finish 25 - Silk polished Centre distance - Length -Width - Height 20-30 Diameter 10-15



•••• knob 217510020

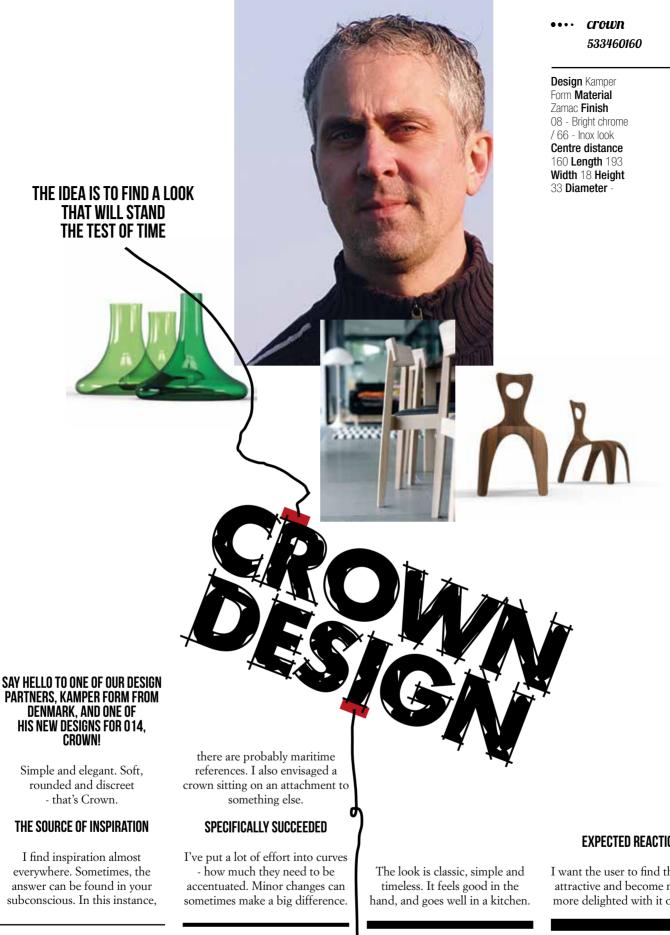
Design furnipart Material Steel Finish 66 - Inox Iook Centre distance -Length - Width -Height 21 Diameter 20



84 85

•••• knob 208110012

Design furnipart Material Steel Finish 66 - Inox Iook Centre distance -Length - Width -Height 24 Diameter 12



KAMPER FORM

#### **DESIGN BACKGROUND**

I have worked a lot with furniture, particularly chairs, but also with smaller items. Apart from being a qualified designer, I'm also a qualified engineer. But I decided to go where my passion lies, which is with art and design. Designing handles for a company that believes so strongly in design is a really exciting challenge!

#### **EXPECTED REACTIONS**

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I want the user to find this handle attractive and become more and more delighted with it over time.

86 87



•••• tulip 224930038

Design furnipart Material Stainless steel Finish 25 - Silk polished Centre distance - Length -Width - Height 36 Diameter 38



• byte 225230019

Design furnipart Material Stainless steel Finish 25 - Silk polished Centre distance - Length 19 Width 19 Height 25 Diameter -



•••• turn 527460023

Design VE2 Material Zamac Finish 08 - Bright chrome / 66 -Inox look Centre distance -Length - Width - Height 25 Diameter 23



•••• dot 511360030

Design Hans Sandgren Material Zamac Finish 08 - Bright chrome / 66 - Inox look Centre distance -Length - Width -Height 26 Diameter 30

88 89



•••• block 512760045

Design furnipart Material Zamac Finish 66 - Inox look Centre distance16 Length 45 Width 45 Height 34 Diameter -



•••• oval simple 525060060

Design furnipart Material Zamac Finish 66 - inox look Centre distance -Length 60 Width 35 Height 38 Diameter 26 •••• flip 521760016

Design Steve McGugan Material Zamac Finish 08 - Bright chrome / 66 -Inox look Centre distance 16 Length 30 Width 63 Height 27 Diameter -



•••• lift 522660012

Design Ditlev Karsten Material Zamac Finish 66 - Inox look Centre distance - Length 45 Width 12 Height 7 Diameter -

## PART 1

## french touch of VINTAGE in furnipart style

(IIII)

## нинининини

**OVAL HANDLE** 514860128

Design furnipart Material Zamac Finish 93 -Antique black brass Centre distance 128 Length 139 Width 19/11 Height 26 Diameter -

## 

MONTMARTRE 534060160

Design Jesper K. Thomsen Material Zamac Finish 22 -Antique grey / 23 - Antique brown Centre distance 160 Length 202 Width - Height 33 Diameter 8/14



### 1.....

SHIP 529660128

Design furnipart Material Zamac Finish 22 - Antique grey / 23 - Antique brown Centre distance 128 Length 165 Width 25 Height 37 Diameter -

#### 

RIO 530660128

Design Kamper Form Material Zamac Finish 22 - Antique grey / 23 - Antique brown Centre distance 128 Length 164 Width 16 Height 30 Diameter - LOCKER 534260128

Design Jesper K. Thomsen Material Zamac Finish 22 -Antique grey / 23 - Antique brown Centre distance 128 Length 140 Width 40/13 Height 32 Diameter -

## 

BULL 528260xxx

Design furnipart Material Zamac Finish Finish 22 - Antique grey / 23 - Antique brown Centre distance 128 - 160 - 192 - 288 Length 139 - 170 - 203 - 306 Width 15 - 15 - 18 - 21 Height 33 - 33 - 38 - 45 Diameter -

## PART 2



## 

**OVAL** 514960060

Design furnipart Material Zamac Finish 93 - Antique black brass Centre distance -Length 60 Width 35 Height 38 Diameter 26



**A** 

## нинининини

**OVAL SIMPLE** 525060060

Design furnipart Material Zamac Finish 22 -Antique grey / 23 - Antique brown Centre distance -Length 60 Width 35 Height 38 Diameter 26



## 

BANISTER 533960033

Design Jesper K. Thomsen Material Zamac Finish 22 -Antique grey / 23 - Antique brown Centre distance - Length Width - Height 43 Diameter 33



### 

SWAN 531560064

Design Jesper K. Thomsen Material Zamac Finish 22 -Antique grey / 23 - Antique brown Centre distance 64 Length 72 Width 31 Height 39 Diameter -



### 

PHARMA 534360064

Design Jesper K. Thomsen Material Zamac Finish 22 - Antique grey / 23 - Antique brown Centre distance 64 Length 95 Width 38 Height 22 Diameter -

### 

TREASURE 529860032

Design furnipart Material Zamac Finish 22 - Antique grey / 23 -Antique brown Centre distance 32 Length 67 Width 47 Height 20 Diameter 52



CUBICO 518660192

Design Designit Material Zamac Finish 22 - Antique grey / 23 -Antique brown Centre distance 192 Length 201 Width 15 Height 33 Diameter -

•••• hide 515565128

Design furnipart Material Zinc Finish 66 - Inox Iook Centre distance 128 Length 201 Width 16 Height 17 Diameter -

back

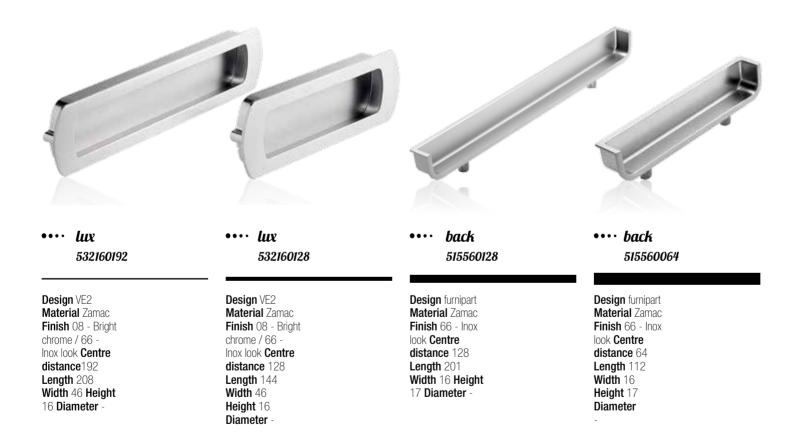
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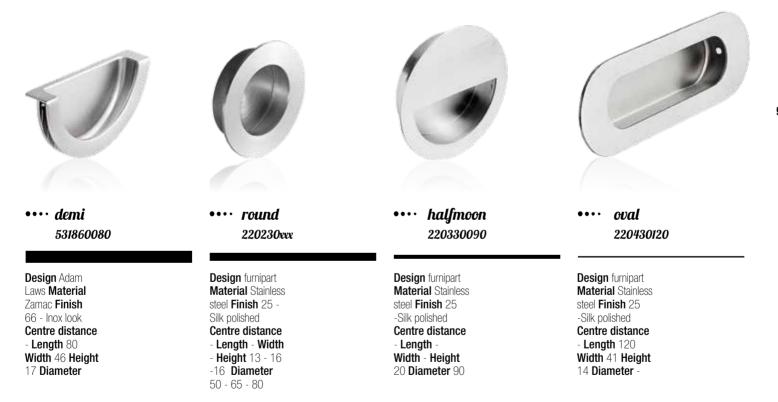
clap round demi duet duo flush halfmoon hide inn lux maui oval push 2 round slide spring 2

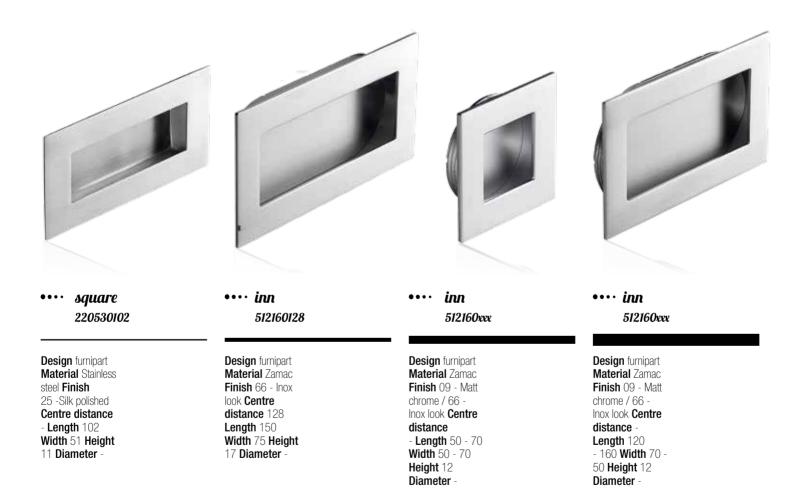
## RECESSED HANDLES

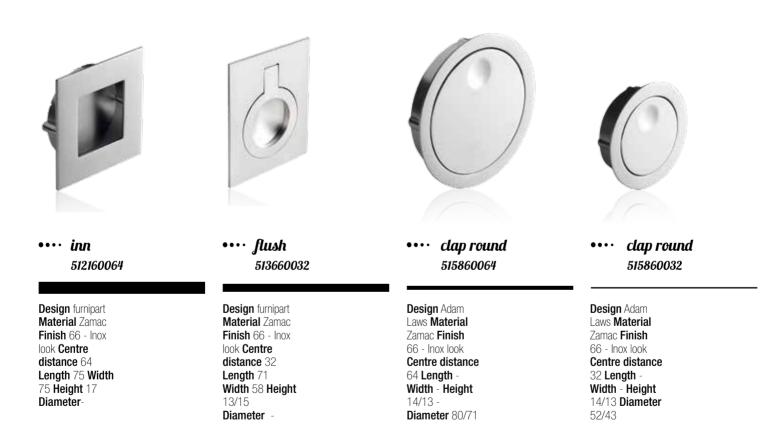
Surprising functionality

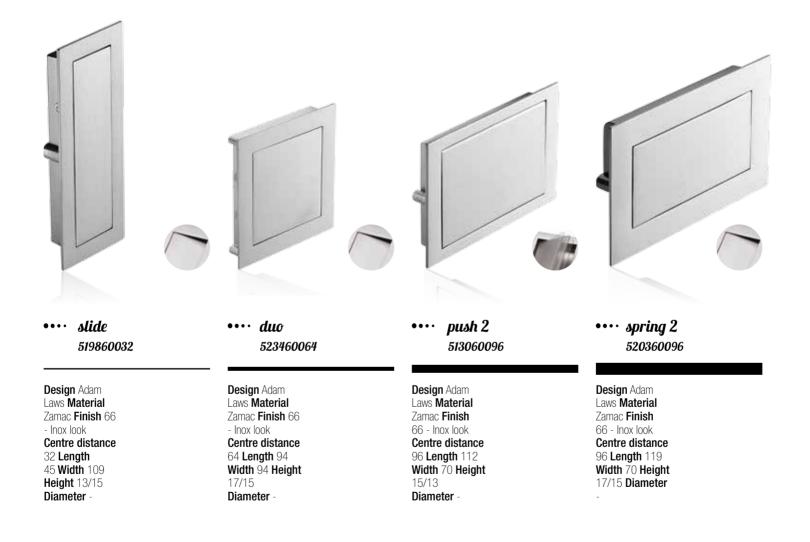
It's the details that make the difference. The little feature that you don't notice initially, but which surprises you later. 'Recessed' is a range featuring small, unique functions that make them surprising the first time you see them.

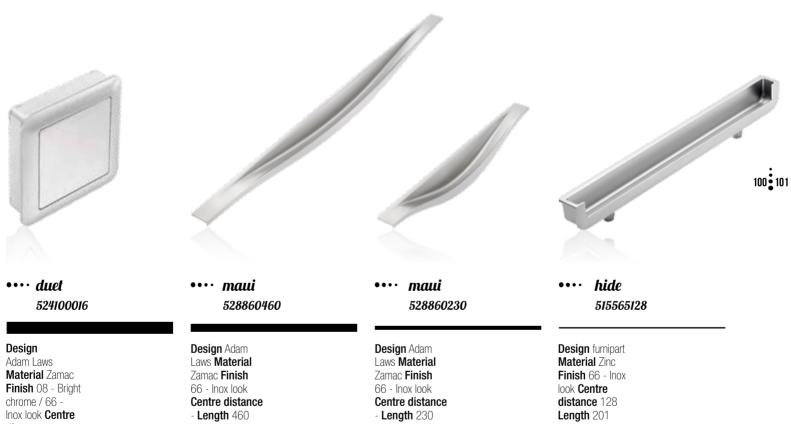












distance 16 Length 75 Width 75 Height 19 / 15 Diameter -

Centre distance - Length 460 Width 18 Height 36 Diameter -

Centre distance - Length 230 Width 18 Height 38 Diameter -

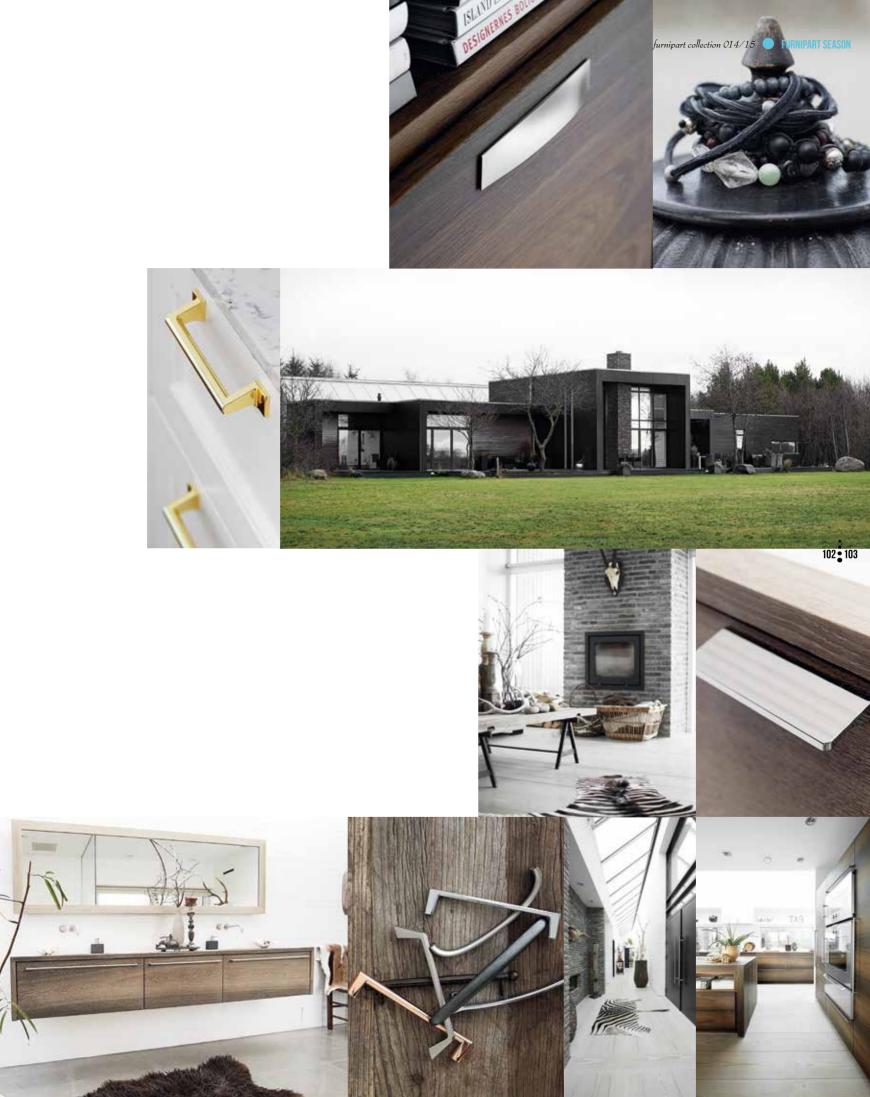
Length 201 Width 16 Height

17 Diameter



Handles expression and impression

We dedicated an entire day in January to play with a selection of new handles within carefully predetermined physical constraints. Here's the result in pictures. We hope you can find inspiration here for using the furnipart 014/15 collection.



## •••• square 10 510360xxx

Design furnipart Material Zamac Finish 08 - Bright chrome /09 - Matt chrome / 66 - Inox look Centre distance 96 -128 - 160 - 192 - 224 - 320 - 448 Length 106 -138 - 170 - 202 234 - 330 - 458 Width 10 Height 32 Diameter -

104 105

# BASIC

HANDLES angle bow handle d-handle rail handle square 10 square 12 square 14

Musthaves

Basics are evergreens that live for ever. Passed on from generation to generation. They set the tone for the design of the future. Basics are simple, classic handles, suitable for any surface. Pure must-haves, always the safe choice.



••••• d-handle 200112xxx 200132xxx

#### Material

Steel or stainless steel **Finish** 07 -Matt Nickel / 08 - Bright chrome / 09 - Matt chrome / 66 - Inox look or 25 - Silk polished **Centre distance** Contact furnipart **Width** - **Height** 35 **Diameter** 10 ···· bow handle

### 203612xxx 203632xxx

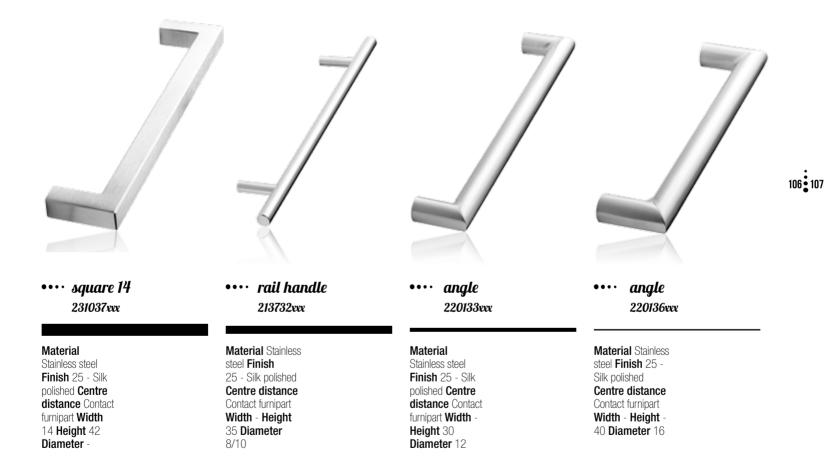
Material Steel or stainless steel Finish 07 - Matt Nickel / 08 - Bright chrome / 09 - Matt chrome / 66 - Inox look or 25 - Silk polished Centre distance Contact furnipart Width - Height 30 (96 - 128) 32 (160 - 288) or 31 - 35 (cc 320) Diameter 10

## •••• square 12 509560xxx

Material Zamac Finish 09 - Matt chrome / 66 - Inox look Centre distance 160 -224 Length 172 - 236 Width 12 Height 32 Diameter -



Material Zamac Finish 08 - Bright chrome /09 - Matt chrome / 66 - Inox look Centre distance 96 -128 - 160 - 192 - 224 - 320 - 448 Length 106 -138 - 170 - 202 234 - 330 - 458 Width 10 Height 32 Diameter -



••	ginger
	533760160

Design Neuhaus Material Zamac Finish 08 - Bright chrome / 66 -Inox look Centre distance 160 Length 171 Width 12 Height 33 Diameter -

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PACA

DESIGN THAT Brings a content Smile to The End User's face

#### SAY HELLO TO ONE OF OUR DESIGN Partners, Neuhaus from Germany, and one of Her New Designs for 014, Ginger!

The goal is to give puristically designed furniture fronts a unique face, by adding a dash of emotionality.

The handle "Ginger" has to be seen as a soloist in an orchestra: while being an integral part of the ensemble, it is its individual appearance that lends the characteristical touch.

#### THE SOURCE OF INSPIRATION

With "Ginger", the symbiosis between technology and nature creates a harmonious couple. I am continously inspired by my environment with all its facets - 24 hours a day, 7 days a week.

#### SPECIFICALLY SUCCEEDED

The combination of functionality and emotional detail gives "Ginger" a distinctive character. The challenge of design is always to create tomorrow's classic, i.e. to develop a creative line which ensures long-lasting pleasure.

BY MEIKE

NEUHAUS Industriedesign This requires a lot of heart and soul; digital modeling instead of engineering.

#### EXPECTED REACTIONS

I want to bring a content smile to the end user's face, every time he looks at this handle. "Ginger" is designed for people who prefer authenticity, consistency and

validity over non-lasting fashion trends, for people with a taste for clarity and an eye for the detail.

#### **DESIGN BACKGROUND**

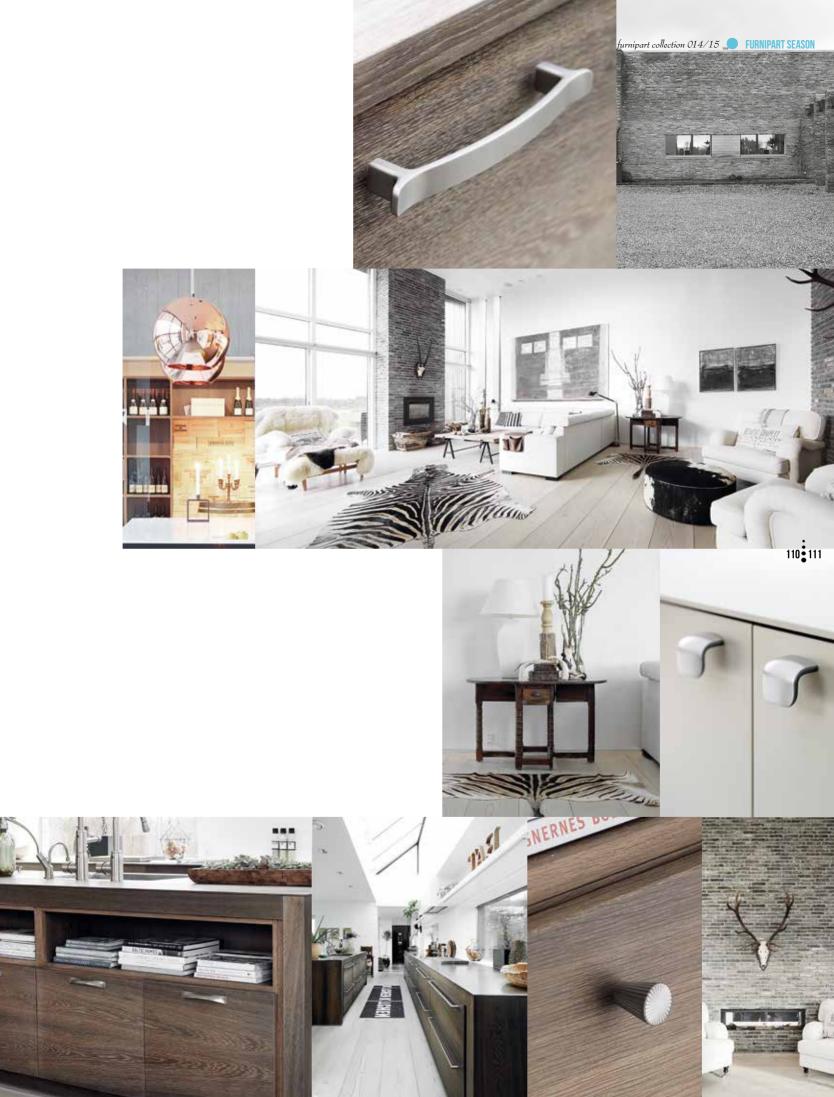
As a fully-qualified cabinet maker/ joiner, and after having graduated with a diploma in Industrial Design at the University of Wuppertal, I have been working for various national and international enterprises and design companies and founded neuhaus industriedesign in 2004. My work covers the whole field of industrial design, e.g. tools, machinery, children's vehicles, office supplies and furniture as well as trade show and shop design, and has been honored with several German design awards.





Handles expression and impression

We dedicated an entire day in January to play with a selection of new handles within carefully predetermined physical constraints. Here's the result in pictures. We hope you can find inspiration here for using the furnipart 014/15 collection.



# (HISTORICAL FURNIPART EVOLUTION HIGHLIGHTS) 1977

Any business has to start small before it gets bigger. That's a truth furnipart's founder & Chairman Lars Ole Hansen can subscribe to, after starting his business at home. Two bedrooms were converted to offices with one employee - Bodil Finderup Jensen - still within the company today.

A collection of wooden handles in teak, palisander, oak, maple and beech. Target market is furniture factories and wholesalers.

Turnover year 1: 230.000 Euro

1979

The ambitions go much further. furnipart grows and move into larger and rented premises at 160 m<sup>2</sup>.

#### 1983

Plastic handles represent the biggest range produced by furnipart using its own toolings, sold with profiles, knobs and metal handles to manufacturing and trading companies within the European furniture industry.

#### 1985

furnipart invests heavily in designing its own range of handles produced using its own toolings. The foundations are laid for all current and future handle collections.

Now, the handles are produced in metal.







# 1991

More space required. The company employs 6 people and builds a new 600 m<sup>2</sup> building as head office and factory.

#### 1995

As demand and turnover grows, production is outsourced using furnipart's designs and toolings.

The Bridge and Melon handle designs are created - and are still bestsellers.

#### 2001

Outsourcing increases the need for warehouse capacity. Architect Tommy Falch is retained to design furnipart's current head office and warehouse on a 10,000 m<sup>2</sup> site.

#### 2005

Development of new handles intensified, and worldwide protection of design rights taken out.

Annual handle collections created in partnership with national and international designers.

# 2007

Standards for quality assurance and management become yet another focus point. Dedicated furnipart personnel focusing on quality hired to be present during production to monitor processes and become an important supplement to furnipart's own growing internal set-up for quality management, including its own laboratory for performing tests etc.

# 2008

Gradual change of ownership initiated. Rasmus Byriel joins as partner and ceo. Lars Ole Hansen steps down from day-to-day management actvities to handle sales in the Far East. He maintain his position as Chairman of the Board.

#### 2013

furnipart becomes a market leader within Northern Europe.

Turnover passed a double-digit million Euro amount.

The handle collection is now sold worldwide, primarily to the kitchen and bathroom industry and via a network of distributors in over 50 countries.















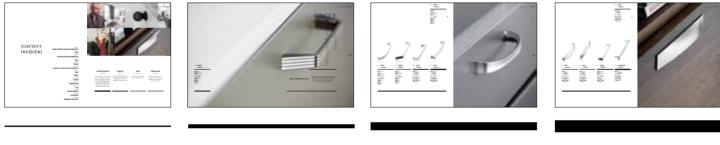


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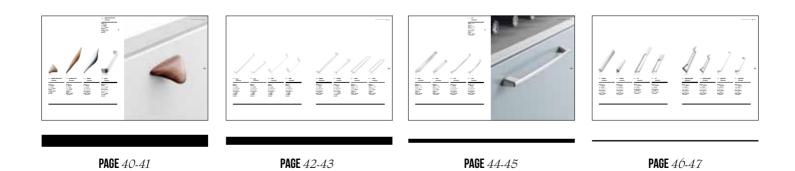
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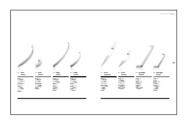
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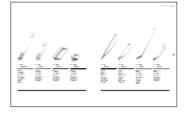


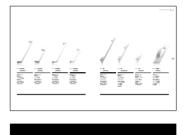
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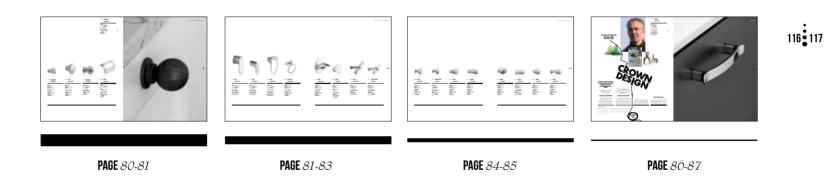


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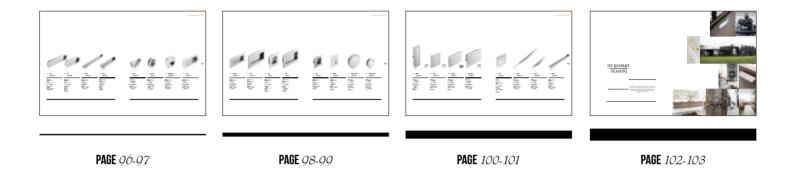


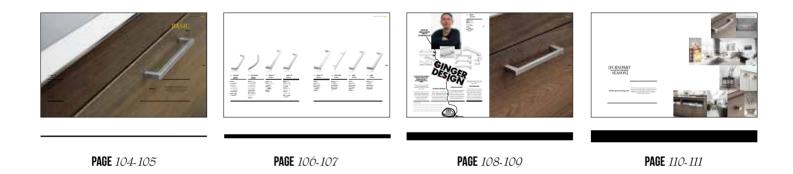


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Subscribe to our newsletter at furnipart.com to keep informed of news from furnipart and our handle ranges.

#### LOOKING FOR NEW INSPIRATION? Take the grand tour of the Furnipart virtual showroom

furnipart makes it easy to explore the use of the numerous handle designs in the collection. Go to our website furnipart.com to challenge your creativity and seek new inspiration by entering the furnipart Virtual Showroom. Change the handle, change the environment from kitchen to bath and back again. It offers you

a virtual, but realistic experience of how the different handles look when mounted on a kitchen or bathroom environment. Jump on the grand tour for new and exciting handle inspiration.

# **ONLINE BROWSABLE CATALOGUE**

furnipart's latest catalogues can be found at furnipart.com. They are browsable, making them handy to refer to wherever you are. You can of course also download a PDF version.





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## NEED ACCESS TO OUR Extensive image library?

We have an extensive library of catalogue images featuring handles either alone or mounted, that can be downloaded. Contact furnipart Customer Support for more details.

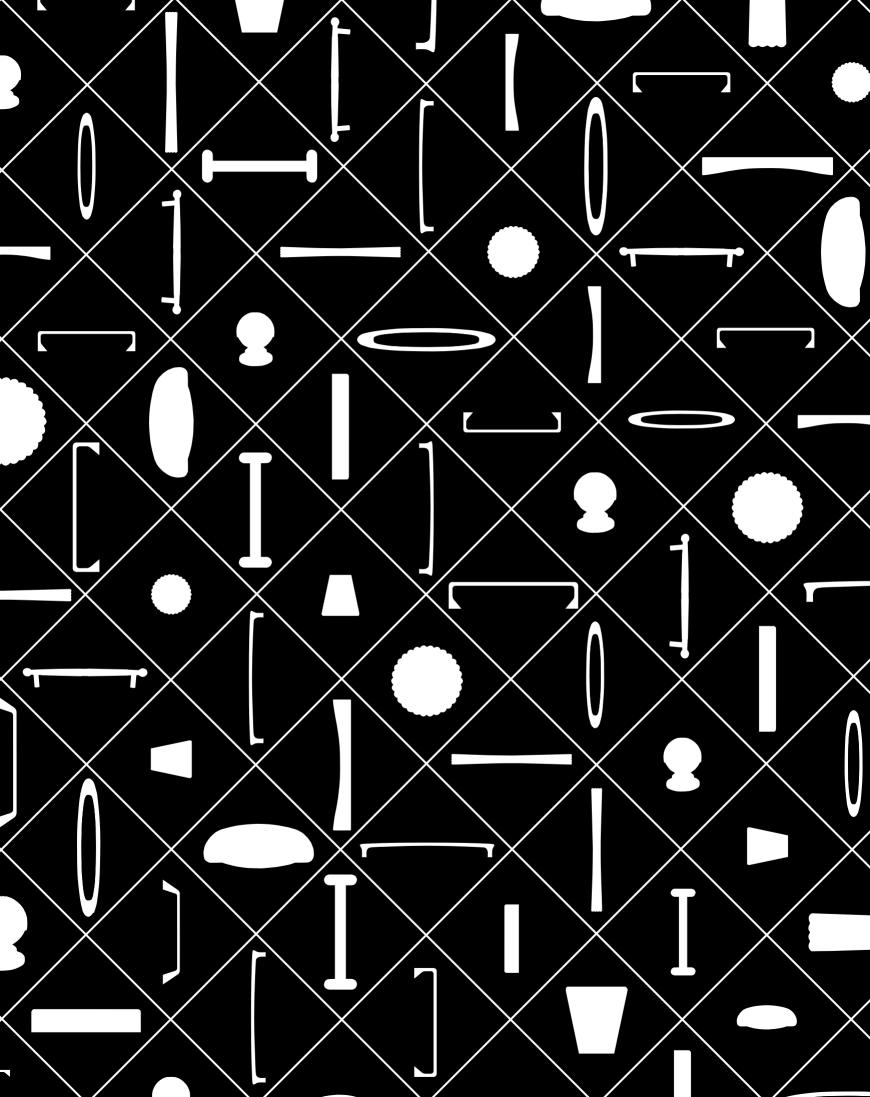
# **MARKETING MATERIALS**

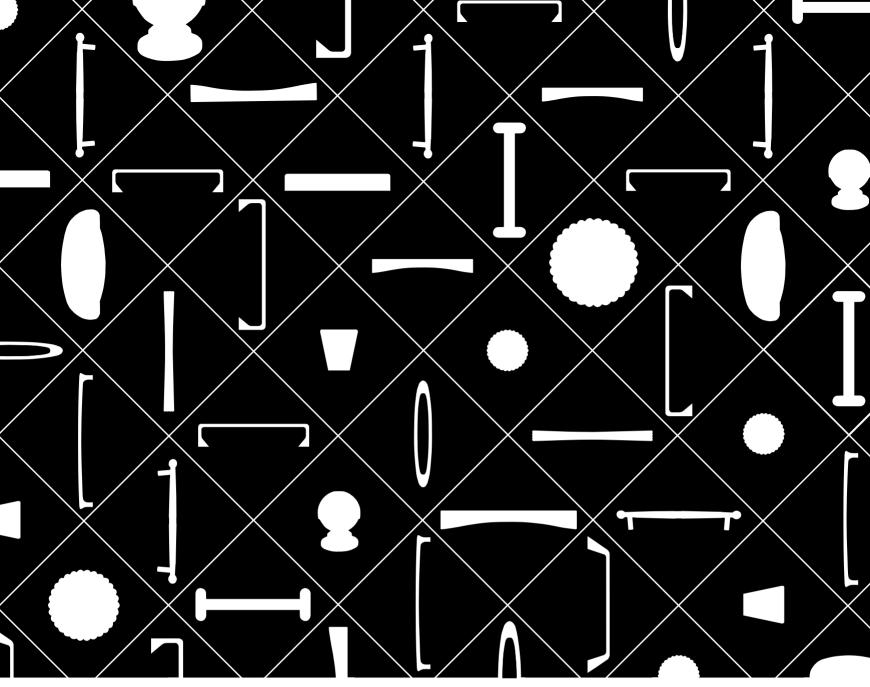
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