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Trade Channel Consumer Products (published since 1947), is a publication for importers, distributors, agents and other large volume-buyers of consumer products.

Trade Channel has a unique and highly effective rotational distribution system. This, combined with the very advanced and easy to use internet-site (www. etradechannel.net), ensures a dynamic readership allowing advertisers (exporters and manufacturers) to reach a very large audience at relatively low costs.

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**MAC2013** 



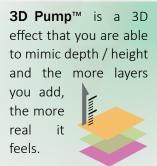
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Current Principal Customers: Dunhill, Cross, Hugo Boss, A.T.Cross, QVC, Armor, Disney etc.

OEM: Yes

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Factory Location: Dongguan, Guangdong Province, China

Factory Audited By : A.T.Cross, Armor

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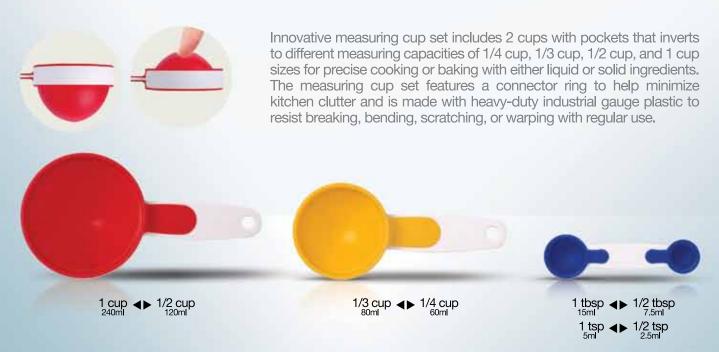




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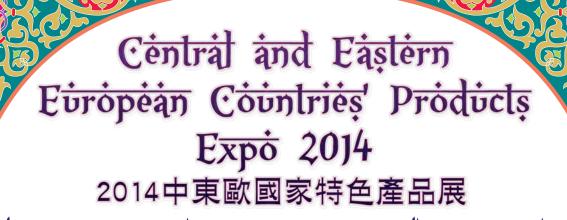
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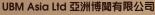


Fashion Jewellery & Accessories Fair

www.AsiaFJA.com







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#### Asia's Fashion Jewellery & Accessories Fair – June



The 16th edition of Asia's Fashion Jewellery & Accessories Fair – June (6FJ) concluded successfully last year at the Hong Kong Convention & Exhibition Centre, with a total of 10,218 visitors from 94 countries and regions passing through its doors.

Of the visitors that came to the key mid-year trade event for the fashion jewellery and accessories industry, about 63 percent were from outside Hong Kong region, reflecting the show's international status. Excluding Hong Kong region and mainland China, the Top 10 source of visitors were the United States, India, Japan, Taiwan region, Korea, Thailand, Australia, the Russian Federation, the Philippines and Singapore. The United States continues to be the leading source, with 336 buyers.

This event gathered 380 exhibitors from 15 countries and regions, namely, mainland China, the Czech Republic, France, India, Israel, Italy, Korea, the Philippines, Spain, Thailand, Turkey, the United Arab Emirates, the United States, Hong Kong and Taiwan regions. More than 80% of the total number of exhibitors is from outside Hong Kong region.





The exhibitors also displayed their classic bestsellers. Star attractions at the Fair included seven group pavilions representing mainland China, France, India, Korea, the Philippines, Spain and Taiwan region. Meanwhile, the popular Stainless Steel Jewellery Pavilion was on board again this year to give buyers a dedicated space to source quality stainless steel jewellery at competitive prices.

"We are glad that 6FJ once again successfully played its role as an ideal marketplace for sourcing the latest fashion jewellery and accessories," Ms Celine Lau, Director of Jewellery Fairs of UBM Asia Ltd said. "We thank the industry for its overwhelming support."

Known for its excellent service to the fashion jewellery and accessories industry, 6FJ continues to showcase a wide range of fascinating collections for every budget. Added Ms Lau: "Our Stainless Steel Jewellery Pavilion got a warm welcome from both buyers and exhibitors. This is our second time to feature this pavilion in 6FJ, which has become a popular destination for buyers who look for quality yet competitively priced stainless steel products."

#### Dates of Upcoming fairs

#### Asia's Fashion Jewellery & Accessories Fair – June (19 - 22 June 2014)

Asia's Fashion Jewellery & Accessories Fair – June is one of the most popular events in the first half of the year in Asia. In 2014, the fair will be held alongside the June Hong Kong Jewellery & Gem Fair in Hong Kong Convention & Exhibition Centre, from 19 to 22 June 2014. The fair will showcase a wide range of latest fashion jewellery and accessories.

#### Asia's Fashion Jewellery & Accessories Fair - September (15 – 18 September 2014)

Asia's Fashion Jewellery & Accessories Fair – September (9FJ) is a dynamic marketplace for sourcing the latest Spring/Summer collections. The fair will take place at AsiaWorld-Expo, Hong Kong from 15 – 18 September 2014. It is held alongside the September Hong Kong Jewellery & Gem Fair, the world's number one fine jewellery event.

For more information please visit: www.AsiaFJA.com



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## Engage the Consumer with Smart Uses of Color and Design, Eiseman and Mirabile say at <a href="https://doi.org/10/41/11/2014">the 2014 International Home + Housewares Show</a>

















While everyone wants to know the perfect color for their product, not one solution exists. In the world of color, housewares manufacturers and retailers need to be smart, savvy, educated and investigate each usage of color within its own context in order to reach the consumer. "There are generalizations and trends with color, but the magic bullet doesn't exist. You need to know the audience, the consumer, lighting, competition and more," Lee Eisem an told an audience at **the 2014 International Home + Housewares Show**.

In a presentation, "Engaging the Consumer - Facts vs. Fiction in Lifestyle and Color" Eiseman, leading color and design forecaster and executive director of the Pantone Color Institute, a vlong with Tom Mirabile, senior vice president of Global Trend & Design for Lifetime Brands and consumer trend forecaster for IHA, discussed the changing realities of today's consumer and the essential role of color in both serving and connecting with them.

Owned and operated by the International Housewares Association (www.housewares.org), the Show was held March 15-18, at McCormick Place in Chicago, featuring 2,100 exhibitors and 60,000 total attendees from more than 125 countries.

After discussing attributes of the four generations of consumers – Gen Y, Gen X, Baby Boomers and Active Seniors – Mirabile noted that color is important to each generation, although in different ways. For example, he said, baby boomers are very color savvy, as color is a part of their nature. Gen X seeks color as they are exposed to it with their children. And Gen Y are using color in their homes to express their independence.

The generations respond to colors differently, noted Eiseman. "From my perspective, color is about emotion, and each person has their own attachment," she said. "Color delivers emotions to consumers. Baby boomers are appreciating it even more with the proliferation of eye surgeries – many can see far more clearly than before. The Y generation as new parents is inclined to be savvy with trends and you as a retailer or manufacturer needs to stay on top of those trends and be more educated than they are."

Mirabile agreed, saying "We have never dealt with a consumer that is as educated as the consumers of today. People are so exposed and they are expecting you to be knowledgeable as well." While color is limitless, it is expected to be prominent in retail.

"As retailers you have to do your homework," Eiseman said. "What colors have historically sold well for you? Blue, for example, is an international favorite and many customers are dedicated to it. I rarely work on a product line where I don't recommend some shade of blue. But even though it's been a big seller, you need to ask yourself what shade of blue and what intensity do you use to get newness out there?

"Of course white is always a safe bet, but what can we do with it to make it different? Can you work with the form or shape or contrast? Black and white is a given that never goes away but still we need to create something new those colors," she added. "Engage consumers' other senses and ask what makes them want to reach out and touch it? And while red is popular it needs to be skewed. So you need to arm yourself with the necessary information to make informed choices."

Eiseman also noted that there have been notable shifts in color and design that could make a retailer's knowledge of color trends even more critical; for example, the usage of celebrities to sell products, technology that can transform color hues and use of lighting. She cited the color orange as the example of how the consumer mindset has changed.

Inexpensive fast food outlets such as Arby's and A&W had orange logos so it was a hard sell to sell anything associated with orange at a high price point, she said. That changed when Apple, Inc. introduced laptops with colors, including orange. "That opened up ideas to use orange in a far reaching way. We now see the color orange at every price level, and that will continue. Orange is a color that has amazed me and has gained so much acceptance, so quickly. These are the types of trends in today's consumer and how color is essential to connect with them," she said.

## **TRADE**CHANNEL

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# Consumer Products 6ffs & houseware

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