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WINTER '21
PREVIEW

04

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03
11

Editorial Views
Entertaining at Home

Cover Photo: Fab Slabs Page 16

Showcasing Some New Tech – Welcome Juniper

I can't believe I am writing for the last issue of the year! Even though the world has slowed significantly, in some cases even grinding to an abrupt halt, this year did seem to go by quickly...and what a year it was.

In this issue you will find a new product preview for the upcoming Atlanta Market Winter '21 show that will take place from January 12 through January 19. As you browse the issue you will find something new and noteworthy with some of the product listings that have an imbedded URL directing you to the "ShopZio Link". If you haven't heard about ShopZio yet, it is a b2b ecommerce platform that enables retailers to order directly from suppliers on-line, an idea near and dear to my heart. Let me explain.

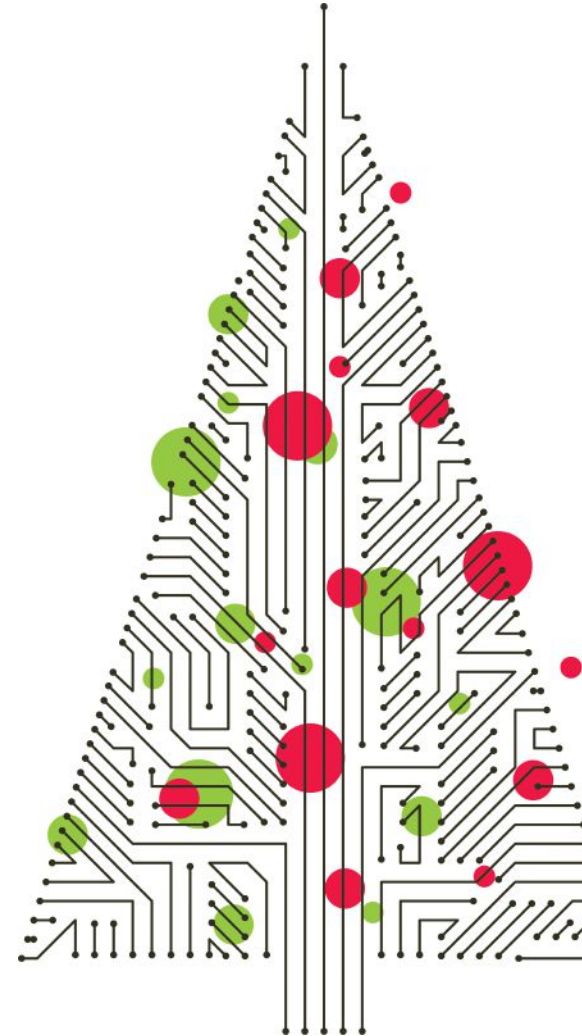
IMC revealed earlier this year that they had started a new division called IMC_di

(International Market Centers' Digital Innovations Division), which would be headed up by my long time associate Eric Dean. Eric was part of Whereoware that rose up out of the dotcom boom at the start of the current millennium. I founded Housewaresdirect around that time, which created a b2b marketplace for the Housewares Industry that was run on the same software platform that was developed for Whereoware targeting the gift and home industry. Both Eric and I understood how important access to information is to the success of the industry, and through our passion for the space and understanding of technology, dedicated our energy to helping industry participants leverage technology to improve business. Although I never expected the adoption of a central ecommerce enabled platform to take so long, I am none the less thrilled that

the time has come, and IMC is brilliantly positioned to drive this forward and seamlessly integrate it into the market experience.

Recently, IMC_di also announced that they have launched a new brand for the suite of newly developed digital tools called Juniper. Soon ShopZio will be known as Juniper MKT, and will join the Juniper suite of products including Juniper WEB, Juniper SNQ, Juniper SLS, and Juniper CRM. I expect retailers will be thrilled to have the ability to order directly from their key suppliers, all in one place, and we have linked you right in so you can get started.

If you are a supplier in the industry, I strongly recommend that you learn more about the Juniper Suite, I have no doubt that it can benefit your business.





A New Atlanta Market Set To Greet Visitors For The Winter '21 Show

The Atlanta Market is set to host the Winter Market to kick off the 2021 season from January 12 through January 19. As always there will be a lot of newness, with suppliers set to roll out their latest unique and artisanal creations. Across the campus you will discover new resources and be welcomed by many new and redesigned showrooms.

The Atlanta NEXT renovation program is well underway, with some big changes to the building 1 lobby already completed, including redesigning the entry to be a contiguous level floor. As you step off

the shuttle under the newly designed overhang, you will notice that there are new escalators for the Portman Street entrance to the lobby. The lobby makeover includes new flooring, elevator lobby, registration desk, and new showroom for Currey & Company. The re-arrangement of showrooms should make it easier for everyone to find all of their favorite showrooms in close proximity.

In the following pages you will be introduced to some of the great gourmet specialty products that will be available for you to consider during your visit to the market.



HANDLES WITH STYLE COLLECTION ▼

From Pampa Bay

Werner Frank - B2, Showroom 12-1200

www.pampabay.com

Pampa Bay extends its popular Handles with Style Collection with five new items including this functional Chip and Dip. The product features high-fired porcelain with titanium accents, and is generously sized and easy to handle. The entire collection is food safe, dishwasher safe, and can go from freezer to oven to table.

MSRP: \$62.50



HAND PAINTED STONEWARE PLATE SET ▲

From Creative Coop

B2, Showroom 10-1080

www.creativecoop.com

This set of three nesting appetizer platters is made of stoneware with a special reactive glaze. The hand-painted plates have a modern and delicate grid pattern in a neutral white with a blue plaid pattern and blue trim. The three sizes lend themselves to be used for serving a variety of dishes.

MSRP: \$21.99

SEA GRASS LEAF PLACEMAT ►

From Bloomingville

B2, Showroom 10-1081A

www.bloomingville.us

This placemat is hand-woven from natural sea grass. The leaf shape is round on each side with a thick stem down the middle. This leaf placemat instantly adds a tropical vibe to an otherwise plain dinner table.

MSRP: \$14.99



LIFE IS BETTER AT THE LAKE PLATE WITH SPREADER SET ▼

From Demdaco

B2, Showroom 6-685

ShopZio Link: <https://www.atlantamarket.com/exhibitor/98390>

www.demdaco.com

Demdaco invites hosts to delight guests with the unexpected. These stoneware plates encourage moments of awe and time spent wandering. Matching stainless steel spreaders complete the set for entertaining or gifting that's sure to spread excitement.

MSRP: \$23



COZINA BAKER ◀

From Carmel Ceramica

Werner Frank - B2, Showroom 12-1200

www.carmelceramica.com

The Cozina bakers are beautiful and practical, being able to sustain oven temperatures to 475 degrees. The handles on both sides allow for easy maneuvering. Made in Portugal, the product is dishwasher and microwave safe, and available in blue, white, gray and red.

MSRP: \$70

BOURBON SMOKED PECANS ►

From Bourbon Barrel Foods

Gourmet Temporaries

www.bourbonbarrelfoods.com

These Bourbon Smoked Pecans are sweet and savory with a hint of spice. Perfect for cheese trays, salads and of course as an accompaniment for special bourbon cocktail. The pecans are seasoned with the Bourbon Barrel's unique Bourbon Smoked Salt, Bourbon Smoked Pepper, Bourbon Smoked Paprika, and a blend they call Bourbon Smoked Chef's Blend.

MSRP: \$12



VEGGIE DRILL ▼

From Betty Bossi

Synergy Sales Associates, Inc. - B2, Showroom 8-837

www.bettybossi.us

Vegetables and fruits are easily scooped out with our Veggie Drill. Conjure amazing snacks and dishes with savory or sweet filling for an impactful presentation. The Veggie Drill easily cores and scoops hollows into the desired fruit or vegetable, creating a cup for filling. The item is boxed and contains 4 drilling heads for a variety of size needs, and includes a recipe book.

MSRP: \$12



ARTISAN HOME CHARCUTERIE BOARDS WITH HANDLES ▲

From Brownlow Gifts

B2, Showroom 625B

ShopZio Link: <https://www.atlantamarket.com/exhibitor/97584>

www.brownlowgift.com

Beautifully crafted charcuterie boards, made from acacia wood, and laser-etched for a light-hearted, positive feel. The boards measure 16" x 5 1/2" x 1/2".



EIVISSA COLLECTION ▲

From Casafina Living

B2, Showroom 12-1208B

ShopZio Link: <https://www.atlantamarket.com/exhibitor/99713>

www.casafinagifts.com

The new organic-shaped collection from Casafina is called Eivissa. The natural curves of the collection are enhanced by its artful reactive glazes that create perfectly imperfect patterns of beige-sand and sea-blue on the interior. No two pieces will ever look the same, giving to the table an eclectic look, without losing its casual feel. Made in Portugal of fine stoneware.

PREMIUM CHOCOLATE ASSORTMENT ▼

From Coblentz Chocolate Company

Gib Carson Associates - B2, Showroom 13-1319

www.coblentzchocolates.com

These gourmet chocolates come from the heart of Ohio's Amish country. Coblentz uses premium quality chocolate in both their milk and dark chocolates and pay careful attention to safety and quality standards to ensure a perfectly delicious product every time. They have a wide variety of products including classic gift boxes and other top selling giftable and impulse packages.



GINGERBREAD DIP MIX ▼

From Country Home Collections

Gourmet Temps

www.countryhomecreations.com

The Country Home Collection Gingerbread Dip Mix is a perfect balance of sweet molasses, ginger, and spices. Easy to enjoy, Just add cream cheese and sour cream to complete the recipe. Serve with fresh fruit or apple slices to create an interesting flavor combination. Delicious served with vanilla or lemon cookies too, or add whipped topping or homemade whipped cream for an easy parfait.



LIVIA TABLETOP COLLECTION ▼

From Costa Nova

Werner Frank - B2, Showroom 12-1200

www.costanova.pt

COSTA NOVA's new organic-shaped stoneware collection is called Livia. The complete tableware collection is available in two contrasting glazes: a lustrous white and a matte black. The new design has modern and sophisticated appearance together with handcrafted appeal. Made in Portugal of fine stoneware.





PIE DISH ▲

From Emile Henry

Kasperzak & Associates, Inc. B2, Showroom 8-876
www.emilehenryusa.com

A perfect homemade pie needs to be cooked slowly and evenly without drying out and the secret to a flawless pie is Emile Henry's HR ceramic®. The beauty and performance of Emile Henry's iconic pie dish elevates pie baking from ordinary to extraordinary as it insulates and evenly distributes heat during baking. The graceful ruffled edge on the dish is inspired by vintage French bakeware and simplifies cutting and removing a tidy portion. Great for baking classic apple pie, tart key lime or savory quiches and potpies.

MSRP: \$45



ENDURANCE NESTING MEASURING CUP SET ◀

From RSVP International

**Kasperzak & Associates, Inc. - B2,
Showroom 8-876**
www.rsvp-intl.com

This set of six measuring cups is designed to nest compactly together for easy and efficient storage. Made of 18/8 stainless steel with wide, sure-grip handles, the set includes the following cup sizes: 1, 3/4, 2/3, 1/2, 1/3, and 1/4 cups. They are dishwasher safe and have a lasting beauty and durability that will make them a favorite kitchen staple.

ZEN GARDEN WHISKEY SET ►

From In The Sand Golf

General Gift Temporaries
www.inthesandgolf.com

This clever Cigar Whiskey Glass Zen Garden from In The Sand Golf comes with miniature golf balls, rake, sand, and whiskey glass with cigar holder on top of glass all inside a wooden etched box.



DIDN'T MAKE BAKER SET ▼

From Mud Pie

B2, Showroom 6-680

ShopZio Link: <https://www.atlantamarket.com/exhibitor/97636>

www.mud-pie.com

The 2-piece Didn't Make Baker set includes a fluted ceramic baking dish with debossed sentiment, and a silver-plate spoon. The dish is 3" x 13" x 8", and the spoon is 9".



PRETZEL POPSICLE MOLD ◀

From Lekue

Kasperzak & Associates, Inc. -

B2, Showroom 8-876

www.lekueusa.com

The new platinum silicone molds from Lekue are perfect for making healthy, homemade, 100% natural Pretzel-shaped popsicles. Each mold contains a lid to protect the ice cream from odors. They are stackable for storage and space saving in the freezer. Its horizontal design allows a much easier and safer filling. The popsicles are very easy to remove of the mold thanks to platinum silicone. The product is 100% natural, and dishwasher safe.

ONE CUP SCOOP & SIFT ▶

From Tovolo

Ben Tally & Associates - B2, Showroom 8-8109

www.tovolo.com

This multipurpose tool removes lumps and aerates flour to be effortlessly incorporated into batters. With a 1-cup capacity, the baker can go from the flour tin into the mixing bowl with just a scoop and level. Also great for sifting confectioners' sugar and cocoa powder. The scoop has an ergonomic design for easy scooping, and is dishwasher Safe, BPA Free, and food safe.



MULLING SPICES ▲

From Raven's Nest

Best of Show - B2, Showroom 12-1201

www.ravensoriginal.com

The perfect blend of cinnamon, nutmeg, clove, orange and lemon, these seasonal flavors make up the timeless recipe for the Mulling Spices. Whether sipping on a cup of hot cider, enjoying a glass of mulled wine, or baking that special holiday recipe, these Mulling Spices will become a warming tradition for countless families all-across the United States.