

## They said what?



For this month's chance to win the Moët et Chandon, tell us what you think this pair, standing behind this table from Cul de Sac might be saying to one another. Email your suggestion to cabinetmaker@cmpinformation.com or fax: 020 79218452, not forgetting your contact details.

## Good showing from Lukehurst

Kent retailer, Gerald Lukehurst, has bucked the retail trend and nailed a bumper summer by taking an unusual route to getting more customers. The Rainham and Sittingbourne-based business ran a stand at the Kent County Show and as well as snagging £20,000 worth of orders in three days, it also won an award for the quality of its stand.

## GOOD WEEK

It was a good week for Manchester retailer, Stocktons. Not only has the high end contemporary store scored back to back appearances in Offcuts, it has also shown up on TV and in The Observer newspaper. Breck Stockton, md, has become something of a style icon of late, with his home turning up in Donovan, ITV's Mancunian equivalent of CSI, starring Tom Conti. The following week we get a fawning critique of the house (the house, not the programme) in The Observer from Fiona Rattray. She said she might have turned over if •Donovan didn't live in such a great house! I'm not convinced that Conti's character would live in a modern, glassy box like this, but who cares? It's not often that TV offers this much eye candy to design lovers.

## BAD WEEK

It was a bad week for lovers of clean pants. There is no proof Richard Mackay could be soiling his, but it would be worth a punt. For the owner of Richard Mackay Furniture and Carpets is about to embark on his annual 14,000ft charity skydive, with a one minute freefall. So far, he has raised around £70,000 for various charities including a school for children with learning difficulties. This year part of the proceeds will go to Build Aid, a charitable trust which is renovating two schools in India damaged by the December tsunami. Mackay hopes to raise £30,000 and is urging contributors to write cheques.

## Master challenge

Unbeaten speed demon, Multimaster, has added to the FTBA's karting capers by throwing down the gauntlet and issuing a brand new challenge to this year's competitors.

Revvng up for another successful stint on the track, the two-time winners have entered three teams (one being a ladies team) for the Furniture Village/FTBA annual karting championships and put up £2,500 for the furniture industry's only dedicated charity ..should they be beaten.

Now in its third year, the challenge takes place at the Daytona International Race Track, Milton Keynes, on 2 October. Competing teams will race round the mile-long track in 400cc karts at 70mph.



Peter Wardleworth is a designer at Glassdomain, a new glass table company

## Knowledge transfer pays off

### How did you get started in the industry?

I gained a first class degree in furniture design at Birmingham School of Art and Design. My final year project ..the Boom chair ..was a finalist in The Furniture Awards Young Designer award in 2002.

### What was Boom?

It was a take home in a bag product, designed for use in small rooms. It folded flat when not in use. I then completed a MA in product design, leaning towards furniture. I was lecturing part-time while working for a graphic design company and a website design company when I was asked to apply for the Knowledge Transfer Partnership position at Bromsgrove Glass and Windows in January 2004.

### What is the Knowledge Transfer Partnership?

It is a DTI backed scheme that was designed to get graduates into jobs and to create links between academia and industry in an effort to improve British industry.

### So are you designing double glazed windows and doors now?

No, glass tables. Graham Southhall, Bromsgrove md has a passion for glass. He wanted the company to diversify and produce the products itself. So he approached the school and I became involved. The company has just set up Glassdomain to sell the tables and we have 30 product options which I designed.

### Had you worked with glass before?

No, but this can be an advantage. I found that furniture is such a massive, diverse market that it can clog your mind. So I kept to my design principles. People are living in smaller homes and glass can make rooms seem a little less claustrophobic.

### How have retailers responded to your designs?

We've had some interest from retailers but at the moment we are selling online and there is a showroom at Bromsgrove. We are looking at selling through retailers but we need to think it through.

### What one thing would you change about the furniture industry?

I think it is already happening ..greater importance of design. There was a long time in the furniture industry where companies did the same thing and the smaller design companies were on the sides. Now more people are trying to help their business and brand by using design, although there is a risk that it can become a bit of a commodity.

### If you weren't in the industry what would you be doing?

I think I'd be in the graphic design industry, because I have spent time in it and have a passion for it. As well as designing the tables for Glassdomain, they got me to create the brochures and the website.