Kian®

# PROVIDING INTELLIGENT FURNITURE SOLUTIONS

**NEWSLETTER AUTUMN 2017/18** 



ISSUE N°12

KIAN's customers know one thing for certain: we strive hard to deliver what we promise:

- Original Designs
- Intelligent Solutions
- Experience

That's the KIAN Brand Promise.

### **ORIGINAL DESIGNS**

A fast growing number of international award-winning designers work closely with us to produce unique designs that belong to KIAN alone and proudly bear the KIAN label of quality and originality. Visit our website at www.kian.com to meet some of the designers who make this possible. KIAN's exclusive original designer furniture even meets the expectations of exacting European standards. Contact us or any of our agents worldwide for more information on KIAN products.

By the way, when we talk about good design at KIAN, we're not just referring to drawings on a piece of paper. The design aspect of a KIAN product encompasses the entire production span: from the drawing board to the factory to how the product is finally fully ready to serve its purpose – sturdily, stably and functionally. KIAN is a global trendsetter because our products are aesthetically beautiful, ergonomic, easy to maintain, safe and even promote a healthier lifestyle. For example, you sit with better posture on a KIAN chair because we also care enough to look into proper lumbar support for your back.

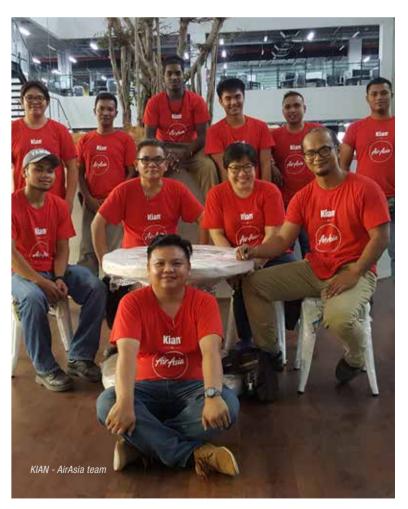


### **INTELLIGENT SOLUTIONS**

KIAN customers know that we think ahead for them and anticipate glitches. We can offer intelligent solutions because we first take the time to listen. Then we go all out and use our considerable resources and extraordinary teamwork to head off problems before they occur. KIAN is led by 'what-if' and 'how-to' people who eat, sleep and breathe furniture. So we're constantly on the lookout for smart solutions that make life easier and less stressful for our customers. We're just hard-wired that way.

### **EXPERIENCE**

There really are no substitutes for experience and passion. Our wonderful industry-experienced employees and partners are the reasons that KIAN consistently offers excellence in products and service. Their individual skills, our deep knowledge of furniture, and a we've-got-your-back kind of attitude and service support all combine to deliver a KIAN product.





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# A MATTER OF TASTE

Restaurateurs, hoteliers and others in the F&B and hospitality industries know that good service is key to the success of their business. But creating the right ambience and having furniture that their customers can be comfortable in is just as essential. We understand this intimately because KIAN has been outfitting successful F&B and hospitality businesses for many years. We know what will work and what won't.

Whether the furniture you're looking for is indoor, outdoor, both or even something in-between, KIAN's extensive range of offerings makes it easy to choose just the right products for your purposes. Just tell us your requirements and we'll help you to put shape to your dream. Have a look at what we have here, or go to www.kiancontract.com.my for loads more products. Let's start the ball rolling with a few of our newest and most popular items.



# ENRIQUE MARTÍ AGUILERA

Enrique is an Industrial Design Engineer who holds a Master in Design and Product Development from Cardenal Herrera, CEU University, Spain. His nine years with the Spanish company Andreu World SA, culminating in the position of Product Manager managing the Design and Technical department, rewarded him with extensive experience in the furniture business as well as with in-depth knowledge of market needs.



Design by Enrique Martí

Based on the European furniture style of the mid-1990s, Cesc looks almost handcrafted, thanks to the care invested in the details. Rounded, soft and organic, the wooden chair seems carefully sculptured by nature itself. It's available as a Chair and Arm Chair, made with beech, oak or walnut.

- Chair & Arm Chair versions
- Choice of wood





### **GRADO**

Design by Enrique Martí

A popular chair of the 1980s finds modern expression in the Grado Chair. Light and comfortable, this reinterpreted retro chair is also charmingly uncomplicated in design, except for two signature indents at the base of the backrest which single this chair out from the others. The backrest flows seamlessly into the seat in a single smooth sweep, accentuating Grado's elegance. The Chair version is stackable up to five units.

- Available in beech or oak wood
- Chair & Arm Chair versions
- Chair version is stackable up to 5 units





### BOND

Design by Enrique Martí

Create your own private sanctuary even in a noisy, busy place with this innovative lounge chair. Just release zips to flip up the Aquaclean-upholstered backrest and armrests and you're enveloped in your little haven. When you're ready to face the world again, the 'walls' can be flipped down into comfortable armrests. No complicated machinery is involved. Maintenance is easy with Aquaclean fabric. The name is Bond, and it's licensed to thrill.

- Indoor
- Two adjustable heights for armrests and backrest
- Upholstered with Aquaclean fabric for easy maintenance
- Available as 1-seater & 2-seater Lounge Chairs



Bond 2-seater lounge chair



### **BIRDIE**

Design by Enrique Martí

There's something playful about the Birdie chair. Ingeniously combining the traditional concept of a single rounded backrest with contemporary double-single legs, Birdie brings to mind a charming little bird confidently balanced on a branch. The veneered plywood of the backrest gives this delightful chair unsurpassed comfort. See it in beech or oak, with upholstered or veneered plywood seat.

- Charming design
- Choice of wood

### LAI

Design by Enrique Martí

Imagine being able to change at any time the location of the backrest, the seat, the side table, and even the headrest of your furniture, and have it all still look good. Do it with the Lai, a fully upholstered lounge set which can be combined in countless ways to adapt to any indoor environment.

- Indoor
- Adaptable
- Modular
- Wooden Side Table
- Ideal for public open spaces (hotel lobbies, universities, museums, etc)



### **VERITAS**

Design by Enrique Martí

Named after the goddess of truth in Roman mythology, the Veritas Chair truly gives ease a new meaning. The bigger proportions of this 'traditional terrace' style chair ensure a feeling of roominess and generously add to its comfort. The stackable Veritas Chair is the obvious choice for those who prefer their chair seat to be a little less snug.

- Affordable
- Industrial vintage style and contract look
- Designed for shaded outdoor use
- Mild steel with e-coating and outdoor powder coat
- Available as Chair and Arm Chair
- New! Now also available with metal slats or Artwood slats, and a Barstool version





### **MARITA**

Design by Enrique Martí

The Marita Chair is more than what meets the eye. Light and strong, this chair was birthed from a fusion of ideas and materials. North European classic design, the flexibility of plywood, the strength of solid wood, chair features, arm chair features, and the idea for a new challenging frame – all these merge to deliver a singular chair. Marita would feel at home in both residential and contract environments.

- Mix of materials & ideas
- Ideal for homes & contract projects
- Available in solid beech, oak or ash wood



### FUJI

Design by Enrique Martí

Timeless, uncomplicated and with a strong respect for natural elements, the Fuji Chair seems birthed from nature's patient efforts with wind, water and time. Its smooth surfaces and rounded edges reflect traditional Japanese woodwork wisdom. Fuji is made of solid rubber wood, but it can also be in oak or ash, and the wood seat can be cushioned.

- Timeless design
- Choice of wood or cushioned seat
- Available in solid rubber wood, oak or ash





### ELI

Design by Enrique Martí

Discreet, elegant and stackable, the versatile Eli Chair even has two different sizes to offer. This flexibility makes the chair ideal for the hospitality and contract markets. Move and place it anywhere indoors where a seat is needed and it won't look out of place. A frame of either beech or solid oak gives the chair its strength and sturdiness, and comfort is assured with the soft, upholstered back and seat.

- Indoor
- Available in two sizes
- Stackable
- Ideal for hospitality & contract markets



### **TUCANA**

Design by Enrique Martí

Never again feel you have to decide between the beauty and warmth of wood and the sensual softness of fabric. Enjoy both in the Tucana Chair. The front-facing backrest and seat are attractively upholstered while the back and legs of the chair show off the charm of beech or oak wood. Little details matter too: a small hole in the wooden backrest makes for easier handling of the chair.

- Two different faces: wood & fabric
- Small aperture in chair back for easier handling
- Choice of beech or oak wood



# HANS THYGE & CO

Hans Thyge & Co primarily works with concept development, product and furniture design for companies in Europe and Asia. A branch of their Danish design studio was recently opened in Shanghai. Their design philosophy is summed up in these words: "Design is about telling stories that evoke memories and dreams. All good objects have their roots in something that their creators lived through or experienced, a sensibility towards materials or forms.

A mix of colours and volumes, combined with tactile feelings, sometimes brings to mind a memory of something that we once smelled, touched or saw. Interesting objects can instantly provoke thought or just remain silently within us, so that when time has passed, our eyes learn to see a little more."







### **GAJAH**

Design by Hans Thyge & Co

Everything is big about this chair. Like its name implies, the Gajah Chair (*gajah* means 'elephant' in the Malay language), offers an invitingly deep seat and a generously wide back, complete with two wings that resemble an elephant's huge ears. This fully assembled chair sits on a solid beech or solid oak wooden frame while the Sofa version has a metal mild steel frame.

- Indoor chair
- Ample proportions
- Upholstered seat and back
- Solid beech or solid oak frame (Chair), mild steel frame (Lounge Chair)



### **PINNA**

Design by Hans Thyge & Co

Simple Nordic designs describe the Pinna series of chairs. Sit snugly within the cosy confines of the Pinna Chair, surrounded by upholstered sides, backrest and an integrated cushion. The fine, tapered legs of solid beech or solid oak wood highlight the chair's elegance. Pinna is an easy fit with any restaurant decor, whether modern, vintage, hi-tech, romantic or country.

Or sink into the great comfort of the Lounge Chair version. The more informal tone of the Lounge Chair version makes it just the thing to have in meeting rooms as well as hotel lobbies and rooms.

- Available as Chair & Lounge Chair
- Ideal for hospitality and F&B places
- Solid beech or solid oak frame & legs



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### T-ARM

Design by Hans Thyge & Co

Integrated arms, a comfortable waterfall seat and an elegant backrest that supports the back's lumbar region single out the T-Arm Chair and the T-Arm Barstool as the right choices for places where longer sitting periods are desired. Constructed out of bent ply seat and back with mild steel frames, both are light, stackable and easily movable, ideal for environments that have space limitations.

- Lumbar support
- Chair is stackable





# SILVIA MARLIA

Originally hailing from Milan, Silvia Marlia has worked in various areas of the design field since 2002 for international companies as a furniture designer as well as a product and interior designer. Combining her passion for design and her educational background, she has run Sand (sandforkids. com) since 2012, a high-end furniture and accessories brand for children. In 2015, Silvia launched in Shanghai a growing family of furniture for adults. She is also a visiting lecturer at the Insight School of Interior Design, Hong Kong, on the subjects of children's environment and furniture design for children.

### WAU

Design by James Tan

The Wau Chair is no flight of fancy although the shape of a Malaysian *wau*, the Malay word for 'kite', inspired the design. The chair's elegant *wau*-shaped backrest and smooth seat, both made of walnut veneer bent plywood, are anchored by a frame of powder-coated mild steel. A Barstool version is available. If desired, the seat can also be cushioned.

- Graceful design
- Choice of bent plywood or cushioned seat
- Available as Chair & Barstool



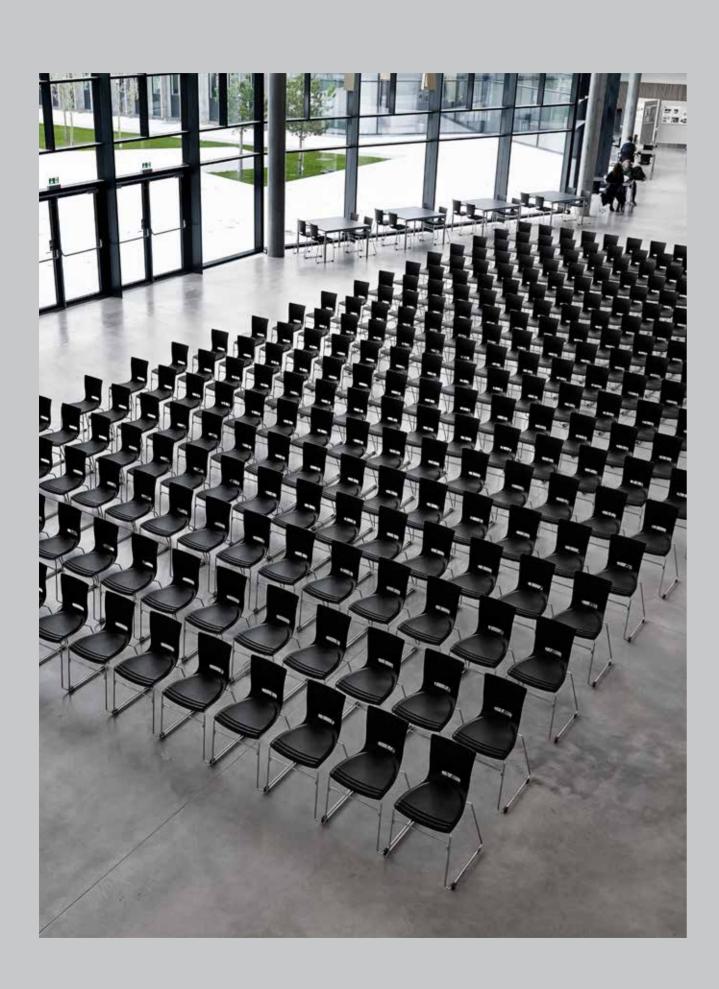
### **VIENNA**

Design by Silvia Marlia

The 1930s are back again in the re-interpreted Vienna Collection. The design and aesthetics of indoor furniture are brought outdoors, complete with aluminium castors for easy manoeuvrability in open-air spaces. In a contemporary twist, a shiny powder-coated aluminium mesh replaces the classic cane feature; all frames are made of aluminium; and the cushioned seats and backrests are in Sunproof outdoor fabric.

- Classic design
- Easy manoeuvrability
- 2-seater Sofa and Side Table





# KIAN EDUCATION

The Labofa Collection, a combination of Danish design and KIAN knowhow, is the first of KIAN Education's range of furniture solutions for the education market. Labofa A/S is a Denmark-based furniture manufacturer that specialises in the development and production of chairs and furniture which are targeted at educational environments as well as public and private offices. Since 2008, the company has focused on offering high quality, innovation, flexibility, ergonomics and design in its furniture; standards which mirror KIAN's own.

### **GROOVY**

True to its name, the elegant Groovy Chair sports grooves that prevent you from sliding off the chair, but the chair offers more than that. The one-piece shell seat is ergonomically designed with excellent lumbar support to encourage good sitting postures during long periods of sitting. A deep curve in the lower back softens the 'tough public use' image of the chair and gives it a feminine look.

- Ergonomic design
- Robust construction
- Polypropylene shell for the seat
- Quiet & vibrant colours available
- Rubber-coated or upholstered armpads





Groovy 4-legged chair with upholstery

Groovy 4-legged chair



Groovy 4-legged arm chair with upholstery

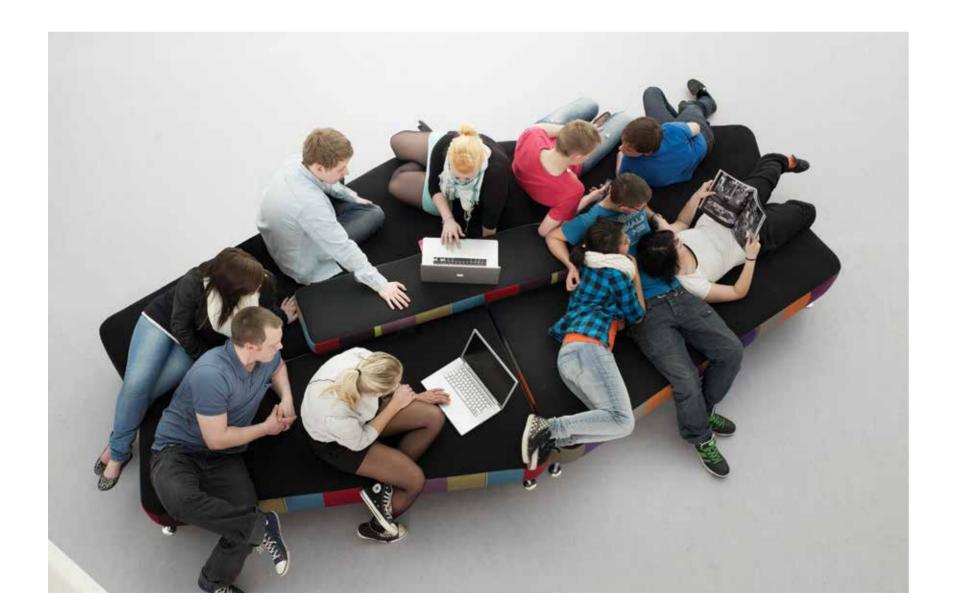
Groovy chair with sled base



### **REEF**

Designed to encourage playfulness and to prompt creativity, the Reef Collection is a range of lounge furniture that challenges you to explore possibilities. The final exciting result is limited only by your imagination; whether it invites you to sit or to recline depends on how the seating modules are arranged and combined. The Collection includes the practical 'trolley'-style Reef Table. Constructed of bent metal, it can easily be repainted to look as good as new if scratched.

- Versatile
- Left-facing & right-facing versions available
- 3 different types of backs
- Backrest & armrest can hold books & laptops
- Strong & rigid construction
- Frame of solid pine & thick plywood
- Wide range of applications: reception areas, waiting rooms & open spaces





(Above: Left - Right) Reef sofa & Reef tables (Below: Left - Right) Reef modular sofa & Reef high sofa





# THE EUROPEAN CONNECTION

Check out the newest outdoor furniture ideas from Italy and Spain! Place them in the right spots indoors and it will look as if those spaces were specially made just for them too. All products featured in this section have UV protection and also carry a warranty of 24 months.



### NET

Imported from Italy

The beauty of the Italian-made Net Collection is in the details. This sophisticated outdoor set is made of uniformly coloured high quality 100% recyclable fibreglass polypropylene resins that are UV-resistant, non-toxic and have antistatic qualities.

The Collection's theme of contrasts is seen in the light-dark (*chiaro-scuro*) effect cleverly achieved with a perforated mesh pattern. It's also seen in the coloured PP resins juxtaposed against an array of padded seats. The Net Bench, a romantic two-seater love-seat, is complemented by an extensive range of cushions. Net Relax, the arm chair version with the non-slip feet, also has a soft fabric cushion in a contrasting colour to the matt finished chair. And there are no totally dark shadows under the cool Net Coffee Table.

- Indoor and outdoor use
- Eco-friendly: 100% recyclable PP resins
- Colour contrasts
- Stackable Arm Chair & Bench





### **SKY SUNLOUNGER**

Imported from Spain

The Sky Sunlounger is a model of elegance and strength. A tough fibreglass polypropylene frame supports the refined mesh fabric of strong, individually PVC-polyester-coated yarns (Batyline). Discreet wheels add to the sophistication and easy transportation of this outdoor sunlounger. Sky has five positions for the backrest and is stackable up to 20 units. It also has UV protection and meets EN581 standards for outdoor sunloungers.

- Reclining backrest (5 positions)
- Wheeled, for easy manoeuvrability
- Stackable up to 20 units
- UV protection
- Meets EN 581 standards

### GINA

Imported from Spain

It has a quiet presence, fits anywhere, and seems oddly familiar. That's because the Gina Chair is an updated edition of a popular historical design. Injected with fibreglass and PP using gas-assisted injection moulding technology, this light and stackable modern chair is put together with stainless steel screws and has UV protection. An Arm Chair version is also available.

- Indoor or outdoor use
- UV protection
- Stackable
- Available as Chair & Arm Chair
- Meets EN 581 standards



### MASTER SUNLOUNGER

Imported from Spail

Strong, stackable and easily manoeuvrable, the wheeled Master Sunlounger is just the thing for relaxing by the pool and soaking up the sun. This fully assembled white sunlounger has a classic slatted design, UV protection and an adjustable back support with five levels of settings. There are even spaces to hold a drink or two, and to store a cellphone and other knick-knacks. Master stacks up to 10 units high and meets ASTM F standards for outdoor sunloungers.

- Adjustable back support (5 levels)
- Wheeled, for easy manoeuvrability
- Store-&-hold features
- Stackable up to 10 units
- UV protection
- Meets ASTM F standards





### BOB

Imported from Spain

Simple and functional – that's the Bob series of chairs. Just put several chairs together to form a continuous cushy seat! Constructed of rotary-moulded polyethylene foam and aluminium legs, the Spanish-made Bob Chair and its Sofa version can fit almost any indoor or outdoor environment. Both versions have UV protection.

- Bold striking colours
- Easy fit in indoor or outdoor spaces
- Available as Chair, Sofa & Footrest

# COOL **SOLUTIONS!**

Great furniture is meant to be enjoyed. But what if your lovable, furry, scratching, somewhat grimy pets also enjoy it? We've got a solution that outsmarts your pets.

Or what if the customers at your F&B establishment love your food and will revisit, if only the drinks wouldn't keep getting spilled because of wobbly, unbalanced tables? We've got an intelligent solution for that too. Just read on.





Learn more about FLAT®

### **FLAT® EQUALIZERS**

Stop tables from wobbling once and for all. Install FLAT Equalizers in your existing table bases to instantly stabilise the tables with just a press of the tabletops. The fully sealed Equalizers are highly durable reinforced plastic feet fitted with stainless steel threads and FLAT's hydraulic stabilisation technology that immediately autoadjusts the tabletop to the height required. For group parties which require more table space, simply push several tables together and seamlessly align them by tilting a table to match the one next to it. No more joined tables with uneven heights. Various sizes are available to fit almost any table with screw-in feet.

- Instantly stabilises and aligns tables with a press of the table top
- Fully sealed, safe, strong and highly durable. Exceeds international standards (BS EN 581-3:2017)
- Installs in seconds. No tools required
- Keep your existing table bases
- Various sizes available
- Saves time, money and frustration
- Perfect for hospitality and F&B establishments
- 4 pieces per box. Table bases sold separately.





### **AQUACLEAN®**

Imported from Spain

Fabric maintenance is easy when your furniture is upholstered with Aquaclean textiles. Aquaclean uses revolutionary fabric technology to form a flexible, invisible molecular layer that prevents dirt from penetrating the fabric. Common sofa stains such as wine, ink, sauce, fat, mud, chocolate and cream can also be cleaned away with just water.

That's not all. Opt for furniture that's upholstered with Aquaclean fabrics if you have pets at home, and enjoy a healthier, more hygienic environment. A completely smooth Safe Front Hygiene Protector layer protects against scratching by pets as well as accidental snagging by sharp objects, and makes removal of pet hairs easier. It also combats mildew, bacteria and mites which can cause allergies, especially in children and the elderly. Aquaclean is PFC-free and 100% fire-retardant.

- Healthier & more hygienic home
- Quick & simple fabric maintenance
- · Cleans with just water
- Protects against scratching & snagging
- Smooth surface for easy removal of pet hairs
- PFC-free & 100% fire-retardant





Remove any excess residue on the upholstery.



STEP 2

Apply water over the stain, either directly or using a damp cloth. Wait for a few seconds.



STEP 3

Press down over the stain with a damp cloth and rub gently over the fabric in circular movements. If the stain does not come off completely, repeat the process as required.







# INSPIRATION, TASTE & FLAVOURS

Makhan by Kitchen Mafia



Hungry? Drop in at Makhan By Kitchen Mafia in Petaling Jaya (PJ) to treat your taste buds to some amazing food and do it on some amazing furniture.

Sherson Lian and Johnny Fua (both dislike being termed a 'celebrity chef') are co-owners of Makhan By Kitchen Mafia which serves food with East-meets-West twists, coupling classic British fare with Indian favourites. Both chefs starred in Asian Food Channel (AFC) productions such as *Great Dinners of the World* and *Reality Bites*.

Recently opened in May 2017, Makhan By Kitchen Mafia is already chockfull of appreciative customers, especially on weekends. The new restaurant follows hot on the heels of Hello! By Kitchen Mafia in PJ's Section 13, another successful gastronomic venture of the enterprising duo.

Just as good cooks blend different ingredients together to create a far more delicious dish than by using a single ingredient, KIAN's partnership with Makhan By Kitchen Mafia shows how shared values like originality, practicality and functionality can make something great even better – the industrial-chic look of Makhan By Kitchen Mafia is perfectly complemented by KIAN's original designer furniture.

In Makhan By Kitchen Mafia, you'll sit on comfortable and trendy KIAN chairs such as the playful Birdie, Zeat Arm, Country and lota. You'll also be dining on stable tables with bases that feature innovative FLAT technology, an intelligent solution to wobbly tables.

Come on down to:

Makhan By Kitchen Mafia

The Gasket Alley Lot 15, Jalan 13/6 46200 Petaling Jaya, Selangor

**Opening Hours** 

Monday to Saturday - 12:00pm to 1:00am

Reservations

+603-7931 8426

# NEW SHOWROOMS

KIAN is expanding yet again! We are opening more showrooms to be nearer to where you are. Pay us a visit at any of our four new locations the next time you are in the area.



### KIAN CONTRACT SDN BHD (368362-W)

**Georgetown Showroom** 

17B, Jalan Sultan Ahmad Shah 10050 Georgetown Pulau Pinang, Malaysia t: +604 229 6028 f:+604 229 6029

### Juru Showroom

Block C-1, Wellesley Home 1264 Jalan Perusahaan Kawasan Perusahaan Perai 13600 Perai, Pulau Pinang, Malaysia t: +604 504 0938

### **Myanmar Showroom**

4088, Taw Win Centre Level 03, Dagon Township Yangon, Myammar t: +09 259455550 / 5554

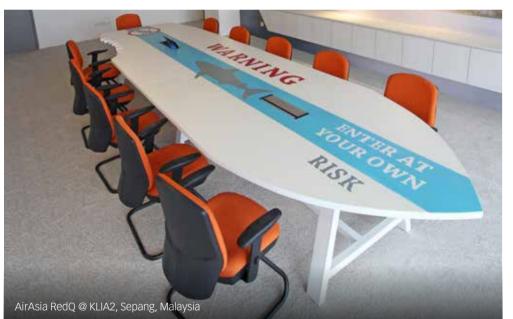
### Cambodia Showroom

#19 BC (Level 3), Street 271
Sangkat Boeng Salang
Khan Toul Kork, Phnom Penh, Cambodia
t: +855 07177 07177



# **Iconic Projects**









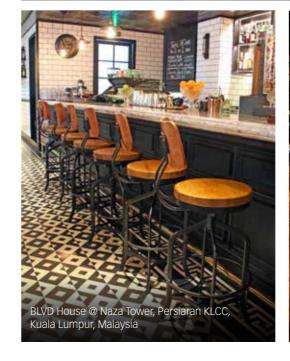


# **Iconic Projects**



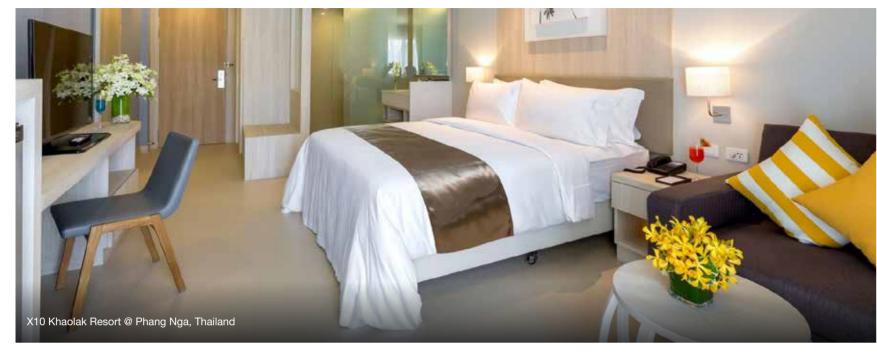








# Hotels









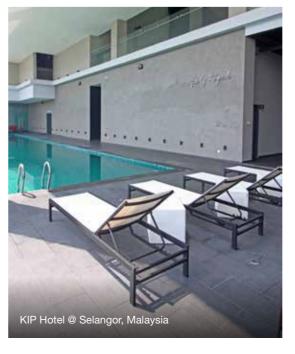


# Hotels











# **Lifestyle Restaurants**





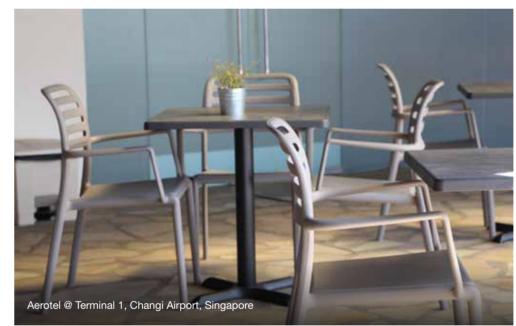






# **Lifestyle Restaurants**











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## **F&B Brands**









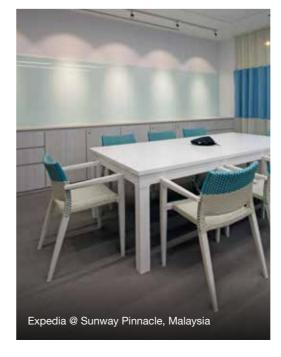


# **Corporate Workspace**











# **Theme Parks & Cruises**











# **Educational Institutions**











# WHERE NEXT?

If you missed meeting us at the last big international furniture event, don't despair. We'll be present at more upcoming exhibitions, so come on over to our booth and see our latest designs.

### IN-HOUSE SHOW, FOSHAN

March, 2018

### VIFA, HO CHI MINH CITY

March 7-10, 2018

### FHA, SINGAPORE

April 24-27, 20°

### ARCHIDEX, KUALA LUMPUR

July 4-7, 2018

See you there!

Q GUANGZHOU, CHINA

O HO CHI MINH CITY, VIETNAM

V KUALA LUMPUR, MALAYSIA V SINGAPORE

# Kian®

**Providing Intelligent Furniture Solutions** 

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