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The Stamford Bridge Stadium is a part of Chelsea Village's Millennium project and the home of the premiere league's Chelsea FC. Enthusiastic football fans can now sit comfortably on furniture fabric from Gabriel when they cheer on trainer Claudio Ranieri as he takes his team to victory, led by the high-scoring Dutch attacker Jimmy Floyd Hasselbaink.

The English G.N. Burgess & Co. have supplied over 2,000 chairs for boxes and conference rooms at the Stamford Bridge Stadium – all upholstered with the Ponduz design.



The technology is concealed in the elegant Ahrend 350 chair.

Ahrend

Ahrend, which is among the top five on the European market for office furniture and the market leader in the Netherlands, has just launched the "Ahrend 350" – an extremely comfortable office chair. With its unique, dynamic sitting principle, it supports the user's natural need to be in movement.

"During development of the chair series, which also includes a guest

and conference chair, we collaborated with Gabriel's designers on the development of a fabric which could match our specifications and emphasise the chairs' elegant appearance", says Nico Prins, Ahrend's technical manager.

Our collaboration resulted in the Pixel design – an exclusive, svelte worsted fabric with a structure which expresses harmony in movement. There is a palette of over 60 colours, suitable for a wide range of materials such as brushed steel, wood and plastic.

Design prizes

The Ahrend 350 series is offered exclusively with Pixel or leather. "We have chosen a scale of 10 international colours for our standard range, but Pixel's other colours are of course also available", says Marcel Wiethoff, who is responsible for Product Management Seating, adding: "The chair series has enjoyed a warm reception and has already won several design prizes".

The Pixel design was developed in close collaboration with Ahrend.



Clothes create novelty and successful furniture



Jørgen Kjær Jacobsen,
General Manager

Dear reader!

You can "improve" and "develop" by letting yourself experiment with new "clothes". Just as a new pair of spectacles or a new hair colour can change your personal style and image, the furniture fabric is a component which differentiates appearance, qualities, positioning and price for an upholstered piece of furniture to the highest degree.

Gabriel offers the market's biggest range of colours together with a comprehensive advisory service in the areas of both design and commerce. We can provide the support which makes it easy and attractive to choose the optimal furniture fabric.

Our most successful customers have a steady stream of new development in the pipeline, so our development department is busy as never before.

"Creativity, innovation and value-creating collaboration" are keywords at Gabriel. This is a part of our conceptual basis as well as of our daily activities and our collaboration with customers and suppliers.

The key international indicators have been subdued from the end of 2001 and here in the first part of 2002. This offers new challenges to all players in the market, from the manufacturer of raw materials to the distributor who supplies upholstered furniture or seats to the user.

What challenges? For us it's a question of being able to live up to users' constant demands for renewal and improvements – for example, new and better choices in the form of comprehensive up-to-date colour ranges, functional designs, documented environmentally friendly materials and, all in all: better value at lower prices.

In this edition of Gabriel News you can read about new developments in the contract furniture sector from Ahrend and Moroso, and exciting references such as the European Parliament and Chelsea FC.

From our sales division Gabriel Transport there is an item on Copenhagen's new double-decker buses.

And read about Gabriel's 150th anniversary, and innovative new initiatives from the development department.

Happy reading!

Yours sincerely,

Jørgen Kjær Jacobsen

PS: See more news on our web site at www.gabriel.dk.

Europost – trend & tradition

Europost is a felt upholstery fabric, in line with Gabriel's long tradition of working with wool – a fabric with a neutral surface which is given life by its colour, but also a felt which, with its uniform surface, has a hard and precise signalling value when used together with the materials of the future, such as concrete, in modern interiors.

Europost is now introduced in a new and improved quality with 50,000 Martindale and an updated range of 60 colours – a range which retains the classic values while at the same time including current and futuristic trends.

Europost – now in 60 colours and with a wearability of 50,000 Martindale.

A word from the designer

"The clear, strong colours appeal in eye-catching interiors. One single bright personal point, or a whole floral bouquet of contrasting shades, emphasises the designs of tomorrow", says Gabriel's designer Mette Mikkelsen, who continues:

"The subdued colours in the range also have a strong futuristic undertone: the neutral colours can be combined in a wide and particularly delicate range from pale to dark. Set against related colours, every single colour's distinguishing feature and radiance is emphasised."

New since last time

Key Account Manager UK

James Dowsett, appointed 8 October 2001, is responsible in collaboration with Lola Monk for sales in the UK.

Key Account Manager SF/S

Jari Nikula, appointed 1 March 2001, is responsible for sales in Sweden from Linköping and areas

north with emphasis on the Stockholm area, and sales in Finland.

Designer

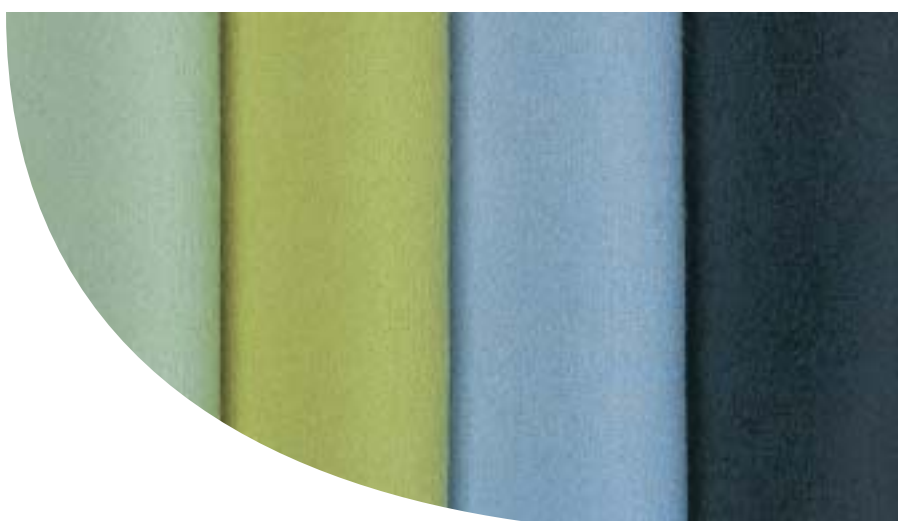
Inger Mosholt Nielsen, appointed 1 June 2000, develops new designs, mainly for the contract market.



James Dowsett.

Inger Mosholt Nielsen.

Jari Nikula.



The European Parliament

The German Fröscher GmbH & Co KG has supplied over 100 sofas to the European Parliament in Strasbourg. Sales Manager Jürgen Heidinger of Fröscher says: "The order included the sofa systems Taos and Cubis and accompanying glass tables. The sofas were presented in leather and Comfort, and the great majority chose

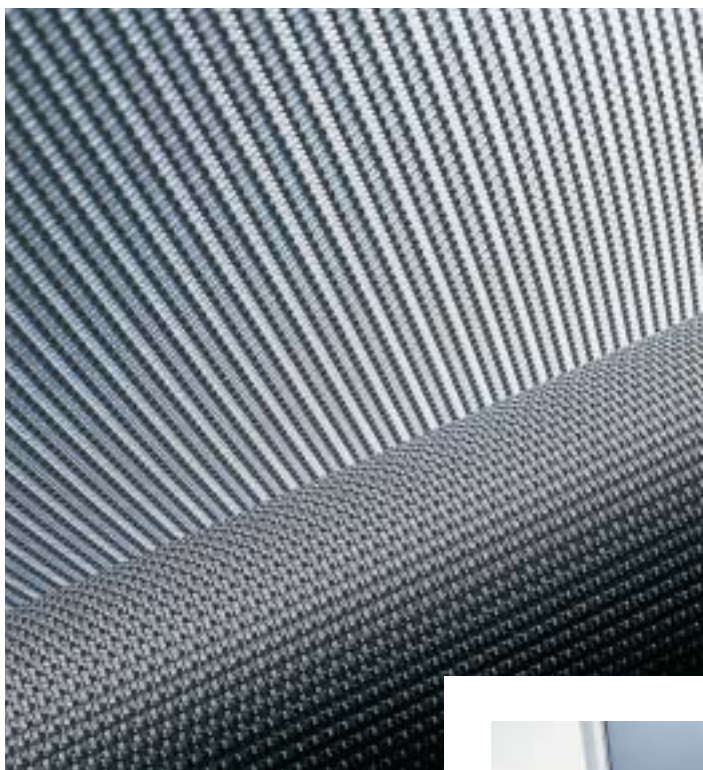
Comfort because of its exclusive touch and attractive range of colours".

The sofas were placed in Members' private offices, where they provide a place for quiet relaxation in the hectic political agenda and create pleasant surroundings for waiting guests.

The Members of the European Parliament chose Comfort for their offices.



Partners in development



Space was developed for the modern office, where lightness, transparency and exchange of information are code words.

Gabriel Design Team.

At the end of 2000, Gabriel established a new development department to promote innovative initiatives in close collaboration with its partners. The level of activity since then has been high, and many new relationships have been formed.

Techno textiles

"We've moved into a new area – technical textiles – through cross-

sector collaboration and in close dialogue with leading office chair manufacturers. Design Space is a new self-sustaining, transparent textile which appears light and simple in structure – an innovative design, which presents man-made-fibres in a surprising and exclusive composition", says Gabriel's designer Inger Mosholt Nielsen, who goes on to emphasise: "The concept of plastic has gained an entirely new value and status".

With its stable form and its strength, the fabric is excellent for independent load-bearing surfaces in furniture. It is also excellent for screening, where the semi-transparent character is a quality in itself.

Soft woollen fabrics

Designers in the private furniture sector and in soft contracts are practically waiting in line to join the fashion. Trend-setting Italian furniture manufacturers showed the first prototypes at the fairs in Cologne and Milan, where woollen fabrics were clearly the height of fashion.

"Mix of materials and the soft woollen surface are in focus", says Gabriel's designer Anne Lasthein, who has found inspiration for the new designs across geographic borders.

There's something for every taste – from glitter and bold trend colours which will appeal to people who want cheerfulness and fantasy to reign supreme in an otherwise serious workday – to tweed, bouclé and retro-inspired patterns which will appeal to constructive relaxation and functional aspects.

The transport sector

"The international train sector is undergoing substantial restructuring. Many trains are being renovated and completely new types of trains are being developed", says Gabriel's designer Mette Mikkelsen, who is currently working on exciting projects for the European train industry. The level of activity is also high in other parts of the transport sector, and new solutions are constantly appearing for buses, planes and cruise ships.



Moroso

Patricia Urquiola's sofa Springfield upholstered with Cube in a bold magenta.



It's not by chance that Moroso's attractive furniture is to be found in exclusive private homes, among the famous and among royalty, and in the design-oriented part of the soft contract sector. Moroso has been designing and making upholstered furniture in collaboration with such famous designers as Ron Arad, Antonio Citterio and Massimo Iosa Ghini for 50 years.

"Words such as feedback, design, quality and respect for the environment are not merely empty rhetoric, but an integral whole in every single

detail of our work", says Patrizia Moroso, design manager at the trend-setting Italian furniture manufacturer.

Wool trend

"In the soft contract sector, there is a long tradition of using woollen fabrics because of their high wearability and fire-resistance. Woollen fabrics are fashionable now, and are also gaining a footing on furniture for private homes. At the Milan Fair 2001 we introduced Springfield, a new sofa designed by Patricia Urquiola. The sofa was upholstered in Cube, a soft and glossy worsted with an

almost three-dimensional structure. Both the material's structure and its colour emphasised the sofa's design and created a big eye-catching effect".

"Wool from Gabriel is a recyclable natural product which also supports our high environmental profile in the best possible way. In 1999, Moroso was the first Italian furniture manufacturer to gain certification under the environmental standard ISO 14001", concludes Patrizia Moroso.



Special exhibition at Scandinavian Furniture Fair.

150th anniversary

Gabriel's history began in 1851, when three enterprising men started a sustainable production. Since this tender start, wool and its processing have been a core competence. It was not until the 1980s that the company concentrated on a niche production of highly refined furniture fabrics. At the same time, focus was placed on exports, which now account for 75% of production.

"Gabriel's function, now and in the future, is to be a centre of competence for quality furniture fabrics developed in close collaboration with our partners", says Jørgen Kjær Jacobsen, general manager.

Royal visit

His Royal Highness Crown Prince Frederik honoured Gabriel with a royal visit to the special anniversary



Anders Kærgaard, graduate in history, outlines the company's historical background up to the modern present-day Gabriel group in the anniversary book "The Sustainable Company – 150 years".

exhibition during the Scandinavian Furniture Fair. A 44 metre-long bridge was enveloped in textiles and colours. The architect Anders Nørgaard was responsible for the creative concept, which displayed Gabriel's furniture fabrics in a new and exciting context, and which guided visitors through a sensuous experience of the circle of colour.

Copenhagen's buses

The capital city's development council "HUR" and its transport division is responsible for the bus lines in Greater Copenhagen. HUR does not own the buses itself, but subcontracts the running to 6-7 bus companies which together run about 1,250 buses.

But it is HUR's transport division which sets the requirements for the buses, covering everything from technical specifications through the number of seats to colours and patterns in the seat coverings.

Design collaboration

Rene Clausen, engineer in the transport division, says: "In 2001 we took about 150 new buses into use, all upholstered with a specially developed design from Gabriel. We wanted to give the buses a modern and contemporary interior, and the choice of

material for the seats fell on an easy-to-clean wool plush with a high wearability of over 100,000 Martindale. The design was developed in close collaboration with Gabriel's designers and the consultancy firm Carl Bro A/S, which was also responsible for the new design in the city trains".



Bus passengers in Copenhagen can enjoy the view from the best seats in one of HUR's 36 new double-deckers.



"Not many companies can fulfil all the criteria, but we succeeded in finding one", said Lasse Nyby, general manager of the bank Spar Nord, before he handed over the award to Jørgen Kjær Jacobsen.

Business award

The North Jutland Business Award was made for the second time in December, and the award this time went to Gabriel.

The award is made on the basis of the following criteria:

- sound leadership
- good initiative
- competence
- a healthy workplace
- a safe workplace
- development-oriented.

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Publisher: Gabriel A/S
Editors: Tina Mai, Rudi Bjørn, Jørgen Kjær Jacobsen.

Responsible under the press law: Jørgen K. Jacobsen
Text: Tina Mai
Layout: 2 Krogh
Printing: Handelstrykkeriet

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No. 10, May 2002