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PATIO & HEARTH™

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PRODUCTS REPORT



Grilling All Year Long | 30

product spotlight



New Ottoman pattern from Para' Tempotest USA



Brisa Distressed Outdoor in Greige by Ultrafabrics

Brisa Original Outdoor in Daisy by Ultrafabrics



Bella-Dura Light Aqua group, featuring Kepler Seaglass, Drybrush Mineral, Edenwalk Anguilla, and Lansinger Seaglass

are futuristic yet familiar. Hugo Benitez, national market manager of design fabrics, explains that “these soft and easy hues are inspired by the powdery midcentury color palettes, but pushed to a more playful and optimistic color direction. The effect is a faded neon quality that is very much inspired by the 1980s.”

New color introductions include Chile Ice Blue, Aquamarine, Papyrus, and Peach Puree—just a few of the more important hues on offer from Phifer. Contemporary furniture styles with clean lines and shapes are continuing for this season, and Benitez sees these trends as ideal opportunities to

use more color in the outdoor space.

Meanwhile, Phifer’s Resort Collection and 2020 Stock program have seen solid sales over the last year, primarily with fabrics sporting navy, mid-tone blue, aqua, and teal hues. Benitez notes that “these sleek styles and soothing colors resonate with consumers because they are seeking hues inspired by nature that will transcend the chaos of today’s lifestyles.”

Part of the chaos stems from the COVID-19 crisis. With that in mind, Phifer’s use of Microban fits nicely with the hyper vigilant focus on cleanliness. “We’ve had Microban in our product for a long time, but in today’s

world, I want to emphasize it even more,” Benitez says. “It won’t have an effect on COVID, but it does keep the product cleaner from bacteria for longer. Microban has excellent features for sling applications, and it is proprietary in Phifer products.”

PARA’ TEMPOTEST USA

The popular Fifty-Four Volume I stock collection from Para’ Tempotest USA (Carrollton, Texas and Sovico, Italy) recently expanded with the introduction of the Tempotest Home Fifty-Four Volume II. According to Jeff Jimison, national sales manager, Volume II features small-scale jacquards, four new up-the-rolls stripes in numerous colorways, and an ottoman woven stripe.

“We have also created a new ottoman solid in 13 different colors,” Jimison says. “This ottoman is very textural with deep and pronounced ribbing, and the colors are deep and rich. Both of these introductions are stocked in Carrollton.”

Tempotest’s long staple offering has expanded to include jacquard patterns. Jimison explains: “The long staple is a worsted yarn spun from solution-dyed acrylic fiber that offers all the great performance features of an outdoor fabric—lightfast, mold-and-mildew resistant, and beach cleanable—with the feel and rich texture of fine linen and other natural fiber fabrics.”

The new jacquards, paired with the long staple solids, give customers the opportunity to use fabrics that have an indoor look and feel in their outdoor space. As a result, Jimison routinely hears reports of customers buying these items for indoor space to take advantage of the performance features.

In addition to its commitment to solution-dyed acrylic fiber for its yarns, Tempotest uses branded Teflon for water and stain resistance. The manufacturer of Teflon, Chemours, requires Tempotest to have third-party testing of its application to verify the performance.

“Other manufacturers of outdoor fabric do not have this added level of assurance that their finishes will perform day in and day out and with the same level of durability as Teflon,” Jimison says. “My advice to retailers is to offer fabrics like these that are beyond the ordinary. Fabrics not typically available at big-box stores can make your store a destination for dis-

cerning customers.”

REVOLUTION OUTDOOR FABRICS

Anderson Gibbons, vice president of marketing at Revolution Outdoor Fabrics (Kings Mountain, North Carolina), knows that many of his competitors favor solution-dyed acrylics. Revolution opts for polypropylene as its building block, content that the product has its own advantages.

“Because we use the correct pigments, and also UV stabilizers and continuous filament yarn, we’re able to create texture and softness along with performance that’s every bit as good as the spun solution-dyed acrylics,” Gibbons says. “The advantages of our yarn being continuous filament is that we can create unique textures and bouclés that don’t fuzz or pill. We actually have test results to prove that statement.”

CEO Sean Gibbons acknowledges that the company’s focus has long been indoor residential design, but these days, they are taking that expertise outdoors. “We started our Revolution brand on indoor five years ago, and our philosophy has been performance fabrics for all,” Gibbons says. “We’re taking that philosophy outdoor, and you’re going to see textures that are beautiful and luxurious. Our goal is to take those textures, styles, and colors, and make them at a price point and value that hasn’t been seen.”

In a move to “change the value matrix for affordability,” Anderson Gibbons singles out one of Revolution’s best-selling linen looks, a pattern called Rumba. “It’s \$4.95 a yard, which for the quality is really amazing. Another one of our big aesthetic drivers has been to take synthetic fibers and make them look like home-spun natural fibers through processes we administer to the yarns here in Kings Mountain.”

“We take an engineering approach, a yarn-forward approach,” Sean Gibbons adds. “We take polypropylene and make it look like cotton or wool or linen, but we get the performance of the polypropylene. Our made-in-the-USA ethos is to make natural-looking fabrics out of synthetic yarns, because they perform, particularly in the outdoor space where that is a necessity.”

SUNBELIEVABLE

Officials at Sunbelievable (High Point,

The Original Pawleys Island Coastal Collection

The Hammock Source's Coastal Collection Rope Chair features incredibly comfortable handwoven seats made with synthetic Dura-Cord rope. The handsome frames are handcrafted with high-density polyethylene (HDPE) lumber made from recycled plastic milk jugs. The Coastal Collection is virtually maintenance-free, made with mortise and tenon joints and marine grade 316 stainless steel hardware that will deliver years of comfort and relaxation. Contact: (800) 334-1078 or www.thehammocksource.com.

Circle Reader Service No. 133



Savannah

An updated version of mid-20th-century rattan seating, Kingsley Bate's Savannah collection maintains a balance between casual and formal design. Rustproof aluminum frames are antiqued to look like genuine rattan, then handwoven with all-weather wicker in a classic artisanal pattern. The collection, which includes a full suite of lounge seating and coordinating tables, is stocked in a Classic Rattan color. Contact: (703) 361-7000 or www.kingsleybate.com.

Circle Reader Service No. 135



Custom Cushions

FiberBuilt Umbrellas & Cushions' custom cushions are made to order, in large or small quantities, to fit any size, style and shape of your furniture. A full range of fill options, decorative elements and furniture-grade fabrics enhance and personalize your order. Complete the décor with a coordinating FiberBuilt umbrella, such as the popular Market with Tilt option (shown). Contact: (866) 667-8668 or www.fiberbuilumbrellas.com.

Circle Reader Service No. 134

Tempotest StarScreen

Tempotest USA has introduced a new screen fabric, StarScreen, that provides shade and privacy—and absorbs up to 97% of the heat caused by solar radiation—while allowing for the passage of light. The 11 designer colors add to the beauty of any structure and can be used indoors or outdoors. Made from recyclable PET solution-dyed yarns, the fabric is PVC free and fire retardant. It is fade resistant and is treated with Teflon for easy cleaning. Contact: (972) 512-3534 or www.tempotestusa.com.

Circle Reader Service No. 136



OW Lee Introduces Marin Urban Scale Seating

The new Marin Urban Scale deep seating is designed with the same style and comfort as Marin, but at a smaller scale. This seating group is perfect for smaller spaces and balconies. Marin Urban Scale seating includes a lounge chair, swivel rocker lounge chair, love seat, and sofa. Contact: (800) 776-9533 or www.owlee.com.

Circle Reader Service No. 137

New Vista Wood Pergola

The new Vista Wood Pergola offers the best combination of modern, sleek design and the rustic warmth of wood. The minimalist style and coastal vibe help to create a beach resort atmosphere in your backyard! Contact: (866) 885-7847 or www.gazebo.com.

Circle Reader Service No. 138





Tempotest Home Fifty-Four Collection-Volume II

Parà S.p.a and its U.S. subsidiary, Tempotest USA, have introduced their latest collection

of solution-dyed acrylic fabrics. Building upon the success of the Tempotest Home Fifty-Four, they have added Volume II to the collection. The new collection builds upon the up the roll stripes of the first collection and adds three new jacquards in four colorways, along with a new ottoman stripe that is receiving rave reviews. Fully stocked in the U.S. for immediate shipments from Tempotest USA in Carrollton, Texas, these new additions are Teflon treated and come with Tempotest's best in the industry 6-year warranty. Contact: (972) 512-3534 or www.tempotestusa.com.

Circle Reader Service No. 170



Silver Rocket Medium Grill

This best-selling Silver Rocket grill made with 304 stainless steel is a perfect size for the average homeowner. Use the all-in-one unit as a grill, convection oven, smoker, pizza oven, baker, and cooker! You'll love the full insulation and durability of this wood and lump charcoal-fired grill as you use it for family gatherings or even competition grilling. Contact: (260) 463-4026.

Circle Reader Service No. 172

Sunbelievable

High-performance fabrics that perform beautifully together: The Sunbelievable collections are created to coordinate perfectly. Drawing from many sources for inspiration, the designers at Sunbelievable don't simply follow trends—they establish them. "Pool Party," from the Vintage Novelties collection, features a uniquely retro design further enhanced with chenille and bouclé accents. Practical for the patio—luxurious in the living room. Contact: (336) 210-2630 or www.sunbelievable.com.



Circle Reader Service No. 173

Louisiana Grills Black Label Series

The Louisiana Grills Black Label Series is flavor redefined. With its most impressive features yet, the Black Label Series completely redesigns the original Louisiana Grills Series. This fully enhanced series delivers Wi-Fi and Bluetooth connectivity, PID technology for intelligent temperature control, and superior grilling performance with an all-new cutting-edge burn system. It's an elevated experience fit for the modern outdoor chef. Available in 800 sq. in., 1,000 sq. in., and 1,200 sq. in. Contact: (877) 972-2474 or www.louisiana-grills.com.

Circle Reader Service No. 175

Newport Direct-vent Gas Fireplace

The Newport is the second largest contemporary direct-vent gas fireplace designed and manufactured by Woodbridge Fireplace. It features a satin black clean face around a 60-inch-wide viewing area. The linear flame between hand-detailed driftwood logs reflects on the black enamel panel, making this fireplace an attractive addition to larger rooms or public spaces. The Newport input rate is 35,000-52,000 BTU (NG) and 42,000-52,000 BTU (LP). The Newport is available with standing pilot or electronic ignition control systems. Contact: (844) 636-3473 or www.woodbridgedealer.com.

Circle Reader Service No. 171



Havenwood Collection

The newly introduced Havenwood collection offers four contemporary gas firepits for complete customization, with every Everblend top featuring a handcrafted, one-of-a-kind color, texture, and pattern. A stainless steel 12x24-inch Crystal Fire Plus Burner provides warm, inviting flames and is the focal point of all Havenwood gas firepits. Each fire feature comes set up for liquid propane and includes a conversion kit for natural gas. Contact: (866) 303-4028 or www.outdoorrooms.com.

Circle Reader Service No. 174

