



hospitality & home-lifestyle

designershotspot.com

SIT DOWN, RELAX AND LET US 'FURNITAIN' YOU

CATALOGUE '23

designershotspot.com





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MODEL NAME	
	TH TD TW SH SD SW AH
TD= TW	: TOTAL HEIGHT SD= SEAT DEPTH : TOTAL DEPTH SW= SEAT WIDTH = TOTAL WIDTH AH= ARM HEIGHT = SEAT HEIGHT

Back to the nineties

RICHARD MORÉE

De Spinde

Richard: "Back in 1993, when we started our furniture shop, we didn't know that we were at the beginning of an amazing story, which we are still in the middle of today. We wanted something different. We did things differently. I wanted something less traditional, especially with our collection. I wanted to create a mood shop, with painted walls, warm coffee, conviviality and nice items."

Jeroen: "In retrospect, I think we were one of the first lifestyle shops in the Netherlands. We called it 'De Spinde'." Richard: "We did a lot of things differently. We didn't do our purchasing only at fairs. We also visited those suppliers, because we really wanted to know what we were dealing with. Of course, we made all the beginner's mistakes you can think of, but that's part of the process."

Jeroen: "Visiting our suppliers, is something we still do it. But we also had our own take on delivery. Our shop closed at 6PM. We delivered then, so that our clients didn't have to take a day off. We had no staff, so we did the deliveries ourselves. By doing that, we learned a lot. If we couldn't solve a technical problem, we had to get creative. Back in those days, we have done the craziest things. At first, the shop was our priority, but quickly we have been looking for a product that could be sold in quantities. Soon we came up with dining chairs.

We then arrived in Poland and found a partner who first only made the frames for us. We sold those frames in the Netherlands.



By the end of the 90s, we had taken over the factory and modernised it into a high-tech production facility. We of course kept our Polish partner.

The next part went very fast. We quickly found out what was trending, and that people like to have choices in model and fabric. It turned out to be a passion: drawing and making models, modifying something in the back or in the seat at the factory, and then proudly presenting the result during a fair. Meanwhile, we have acquired a clientele, varying from leading retail groups to project architects, hotels and restaurants, all over the world. And we continue to grow. Next year we will celebrate our 30st anniversary, but it feels like it has only been 5 years."

"BACK IN 1993, WE DIDN'T KNOW THAT WE WERE AT THE BEGINNING OF AN AMAZING STORY, WHICH WE ARE STILL IN THE MIDDLE OF TODAY".



Market development

Richard: "Times change. Our customers don't want to buy stock anymore, but prefer small quantities. Commission trade emerged; we then created our Nix Design label. It has become a big and healthy company, that has been steadily developing into what it is today."

"COMMISSION TRADE EMERGED; WE THEN CREATED OUR NIX DESIGN LABEL".

Success

We receive lots of compliments, but we have never dwelled on success. Even today, we don't feel like we have made it. We always want to go further. What is success? We wanted to discover Europe and participate in Maison et Objet in Paris. It took us about 4 fairs to make a name for ourselves in the international furniture market.

JEROEN PRUIJSSERS

Relaxation

Richard: "Sometimes it's hard work, especially during fairs, but even there I can relax. After a long day, we put on one of our favourite tracks by The Band of Horses, push the volume up and get everything ready for the next day. Then we head to the hotel, to have dinner with the whole team."

Marriage

Richard: "We started doing business together in 1993, so we have basically been married for thirty years. It really is like a marriage. Every marriage has its ups-and-downs. Fortunately for us, we have had mostly ups."

Jeroen: "Richard is my sparring partner. We merely need a single word. We trust each other blindly. We never have work meetings. Never. We do everything together. We also go on holidays together: good food, an above all, lots of fun."

We are proud of what we have achieved, and of everyone who works with us. It is also thanks to them that we are here now. And we intend to keep servicing customers worldwide and showcasing them beautiful designs for the years to come.

It sounds cliché but "A day without laughter is a day wasted."

OUR UNIQUE FABRICS AND FINEST LEATHERS

Unique fabrics

With the right fabric, you can create the look and feel you want. To make it chic, you choose 'Brillance' to make it extra comfortable you use 'Marble', to make it stylish you take 'Honey'. We have 8 collection books to choose from. And with 700+ fabrics you can always find something to meet your demands.

Finest leathers

Leather is produced in different stages. It starts with the raw material which is first stored in the tannery. Then it's time for the first tanning where the leather is being preserved. Retanning is then completed to modify the physical characteristics of the leather to suit its final use. Dyeing or waxing adds colour to the leather. The purpose of finishing is to minimize the appearance of grain blemishes, give the required degree of gloss, ensure softness and malleability, and provide a more protective and cleanable surface.

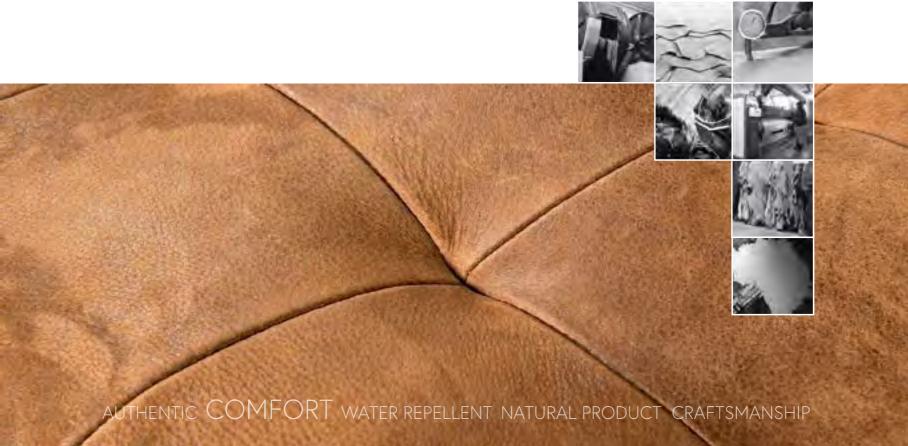


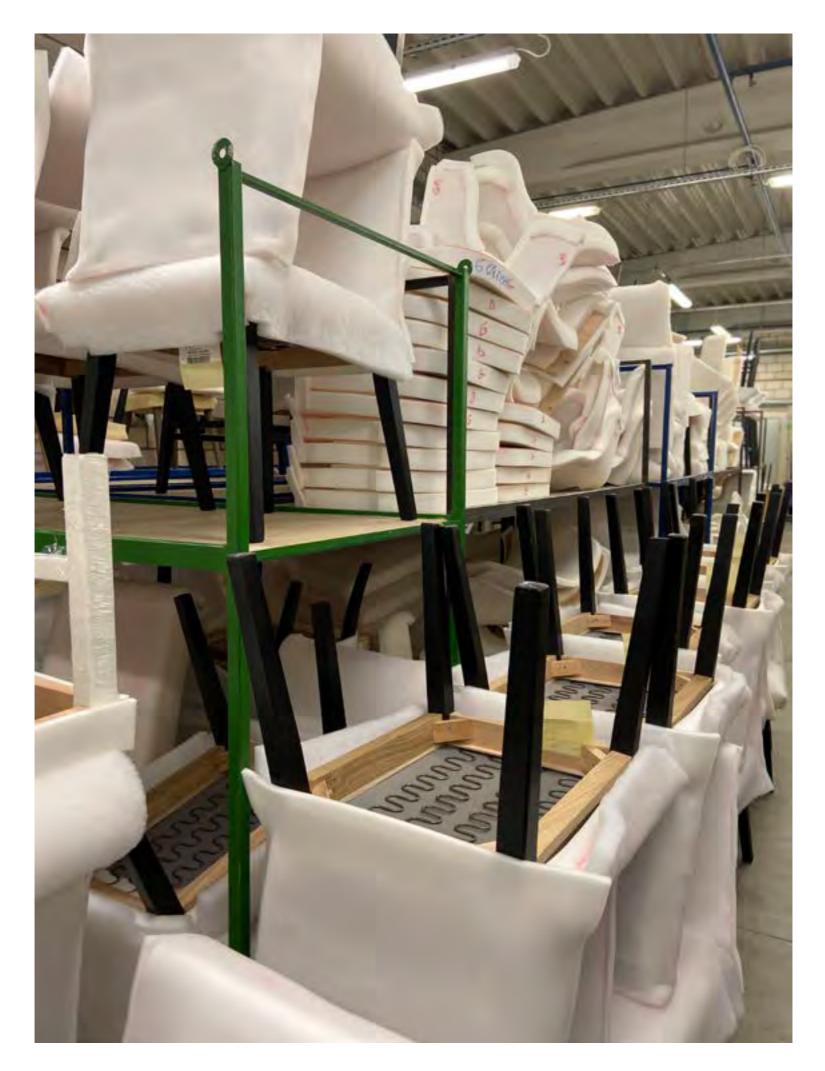
WITH 700+ FABRICS YOU CAN ALWAYS FIND SOMETHING TO MEET YOUR DEMANDS.



IF YOU WANT TO MAKE A STATEMENT AND ADD DURABILITY TO YOUR FURNITURE, THEN CHOOSE FROM OUR FINEST LEATHERS. WE ONLY WORK WITH THE BEST LEATHER TANNERIES IN THE WORLD. SO WE CAN ASSURE YOU WILL RECEIVE THE BEST POSSIBLE QUALITY.







THE DNA OF PMP FURNITURE

"HAND CRAFTED AND SUSTAINABLY PRODUCED, GUARANTEED QUALITY FOR ALMOST 30 YEARS NOW."

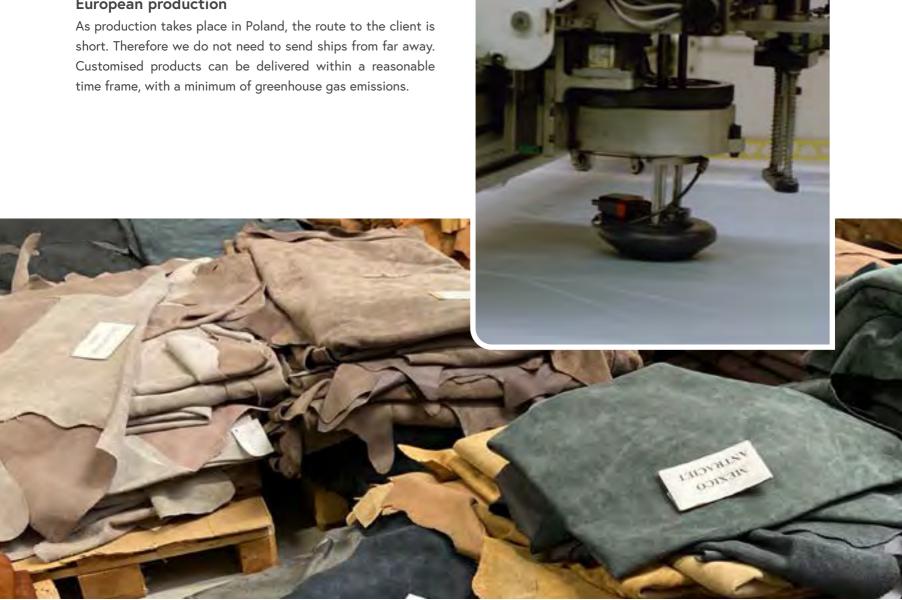
Tradition

Our manufacturing base has been in Poland since 1993. This region has traditionally specialised in the production of furniture. Knowledge is passed on from generation to generation, and both we and our clients benefit from this every day. We have been working together since we founded our company. These last 29 years, we have perfected that collaboration.

European production

Sustainable

Our products are made to be used intensively for long periods of time. A chair or table will last for many years. It is not necessary to replace them often or to order new products quickly. Good for you, and for the environment.





BUILT TO RESIST

One of our factories produces all the tables. The manufacturing process consists of several steps to the final product. One of those steps includes drying chambers. Here, the wood is dried for 6 months, until the ideal humidity level for furniture is reached. It is then manufactured into tables or chair frames. All our wood is European and its origin is easily traceable. Illegal felling is thus excluded.

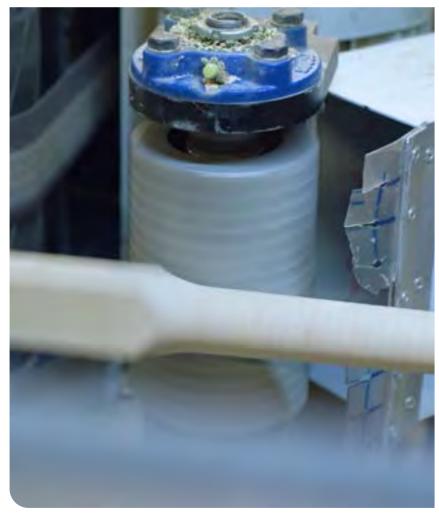
"THE WOOD IS DRIED FOR 6 MONTHS, UNTIL THE IDEAL HUMIDITY IS REACHED"

To dry our wood (it needs to be dried back to a certain humidity level), we use drying chambers which are heated with the sawdust from our factory. The gas emissions hereof are of course filtered in an environmentally friendly way.

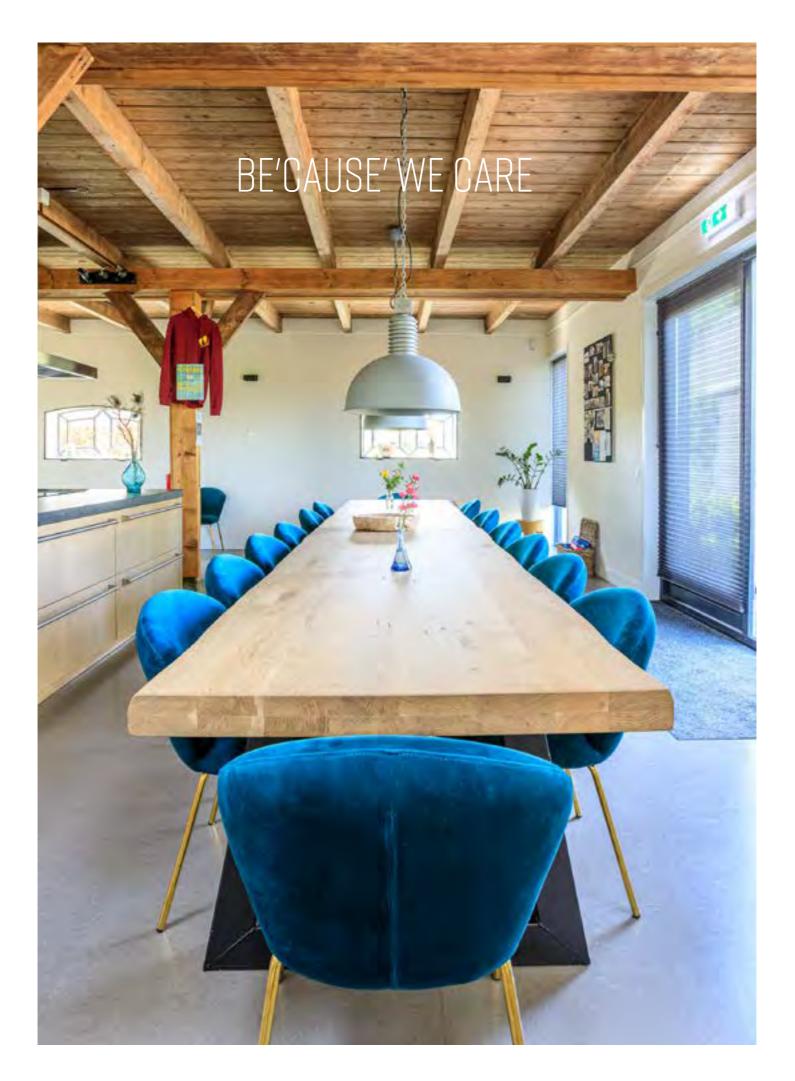


NEXT LEVEL QUALITY

The PMP quality is our number 1 priority. Thanks to producing our furniture ourselves for the past twenty-nine years, we have continued to optimize our quality level, by investing in modern equipment, among other things. Think computercontrolled (CNC) wood and cut machines and advanced lacquer lines. An extra advantage is that these investments have also optimised our production process. As a result, we are also able to control delivery times.











"WOULD YOU MIND CHECKING OUR FURNITURE?"

RICHARD SAID YES TO LEONTIEN. AND BEFORE WE KNEW IT, HE DONATED NO LESS THAN 3 WOODEN TABLES AND 24 CHAIRS. WOW, WHAT AN INCREDIBLY BEAUTIFUL GESTURE!

The Leontienhuis coaches people with an eating disorder and their loved ones towards recovery. They do this with positive support, based on experiential expertise.

The Leontienhuis helps you gather the courage and strength to fight an eating disorder. They

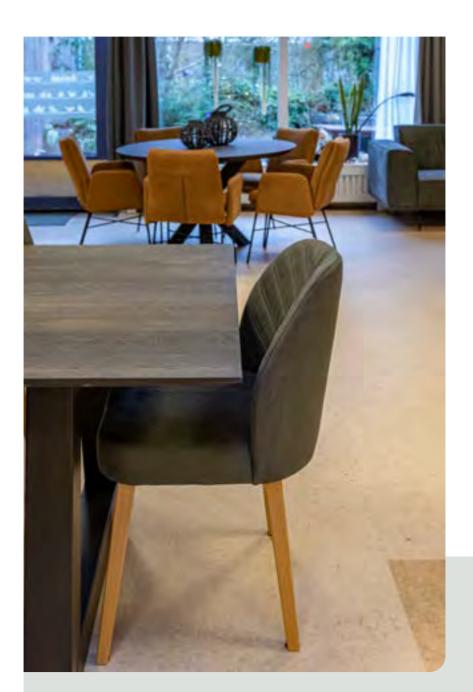
guide and support you in this fight. And not only you, but also your loved ones, such as your parents or partner. Our experience experts are living proof that recovery is really possible. They are ready for you.



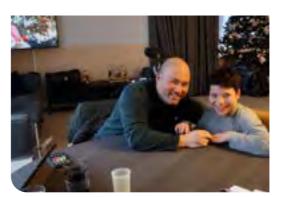














'S HEEREN LOO HELPS PEOPLE WITH INTELLECTUAL DISABILITIES AND/OR OTHER DISABILITIES TO LIVE THEIR LIVES THE WAY THEY WANT. FROM YOUNG TO OLD, IN ALMOST ALL OF THE NETHERLANDS.



My son has been living at 's Heeren Loo in Monster since last year. Although it is a very nice place to live, it did not really feel like a 'home' with all the plastic institution furniture. That's why I just took the plunge and asked if PMP Furniture could do something about this. I expected something like a dining table with some comfy chairs. But Richard wanted to get it right straight away. And so it became a complete interior and more! At the house they were pleasantly surprised and to this day the furniture from PMP is very gratefully used.

POS SERVICE GROUP

INTERVIEW WITH DIRK GRIT

The extension of the furniture manufacturer

Leeuwarden is home to the Benelux office of POS Service Group, an international company specialised in the assessment and on-site repair of furniture. The company was founded 35 years ago, has had offices in the Netherlands for 22 years, and has its own private company In the Benelux since 2016. Dirk: "Our strength lies in repairing furniture on-site, without driving the furniture back and forth. In many cases, we also give more explanation to customers, telling them why something that appears to be damaged, is actually not."

Reports

After a complaint comes in, the local POS Service Group technician visits the customer. "The mechanic reports the damage and takes pictures before and after repair. With that report, we can inform the retailer: 'Please note, we have encountered these production errors with this model. Please contact the supplier.' We send the same information to the manufacturer: 'We have come across this problem a few times, please check the production of this model'. This way we create added value for the customer, but also for the retailer and the supplier. By informing them extensively, we can try and prevent more problems.

Customer-focused solutions

In 85 per cent of cases, repairs can be carried out directly on site by our technician during our first visit to the customer, whether they have to re-stitch seams, repair cracks in the frame or shake up soft, sagging cushions. "We normally resolve a complaint within 10 days of notification. Our company works with local technicians, who can ben on site quickly and, as part of the local community, understand the local culture. This ensures better communication. The technicians work from home with a company car full with materials they need for the repairs: wood, polyether foam, springs, stuff for repairing fabrics and leather, et cetera."





"THOUGH PEOPLE OFTEN THINK IT IS, THE PILLING OF A FABRIC IS NOT A SIGN OF WEAR AND TEAR."

Explanation

During the pandemic, a lot more furniture was sold, and the number of complaints rose accordingly, says Dirk. "This is also because, as a result of the lockdown, people had nowhere to go, sat on their sofa or armchair all day long, and checked their furniture extra carefully: what am I seeing now?

Pilling is a common complaint and is a material-related phenomenon. Some fabrics do it, others don't. People often think it is a sign of wear and tear, but that's not it. With velvet, sometimes a dark spot appears where people have been sitting. Such a complaint is resolved by just brushing it up, but we are called in as an independent party to assess whether it is a justified complaint and, above all, to give the customer more explanation about what they have bought. Folds in the fabric is also a frequent complaint, as are collapsed cushions, especially with lounge sofas. When you sit on the same place on a sofa all the time, it sinks in and after 14 days, it can look as if it was 3 years old. In that case we reinforce the corner where people always sit and/ or fluff up the cushions, giving the happy customer a sofa 'that looks like new again'."

Balancing act

The customer's expectations versus what a salesman may or may not say is a balancing act, and we are well aware of that. If a retailer starts telling a customer everything that can happen to a sofa, they will never sell a sofa again. But explaining that a sofa comes to life through use is important. The customers should know that. Think of the formation of folds or the collapse of cushions. Big shops give their customers a whole booklet with information about the pilling and folding of fabrics, the origin of materials, the maintenance and appropriate use of the furniture, but often people do not read it. It goes in a drawer, and only when there is complaint does it come out to call the number on the back."

Added value

Dirk loves the furniture trade and likes to speak about it: "My wife and I have been doing this work for 25 years, with great pleasure. We have grown tremendously in those years, but we still have the positive feeling of the early years. We know we bring added value to the market with our work. And there are still so many opportunities for further growth. I myself have thought of yacht building as an area of focus. What I like about that sector are the differences in insight and how you can get out of them by sharing knowledge with each other. We are exactly between preventing and solving complaints."





OUR LARGE COLLECTION WILL CHAIR YOU UP

TH= TOTAL HEIGHT - TD= TOTAL DEPTH - TW= TOTAL WIDTH - SH= SEAT HEIGHT - SD= SEAT DEPTH - SW= SEAT WIDTH - AH= ARM HEIGHT





AMAZING TH TD TW SH SD SW AH 85 65 64 49 41 49 64



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LUCILLE TH TD TW SH SD SW AH 80 57 60 52 45 54 -



AURIOL TH TD TW SH SD SW AH 79 55 47 47 45 - -



VALMER TH TD TW SH SD SW AH 79 55 55 47 45 - 71



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RITA TH TD TW SH SD SW AH 79 56 51 49 44 - -



CHAIRS.







SCHOOL TH TD TW SH SD SW AH 86 60 44 50 46 44 -



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EDGE TH TD TW SH SD SW AH 85 60 53 49 46 48 -



SLIDE TH TD TW SH SD SW AH 86 57 58 49 46 49 66



NEMO TH TD TW SH SD SW AH 86 61 59 51 45 46 64



NUDOS TH TD TW SH SD SW AH 86 65 66 50 46 46 65



WILMA TH TD TW SH SD SW AH 86 65 66 49 47 45 65



CHAIRS.

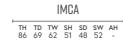














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LEX TH TD TW SH SD SW AH 85 56 54 50 46 46 -



LEXUS TH TD TW SH SD SW AH 85 56 63 50 46 46 64



JEMENU TH TD TW SH SD SW AH 90 57 66 51 43 48 67



WORX TH TD TW SH SD SW AH 88 56 53 50 48 46 66



MODENA TH TD TW SH SD SW AH 90 50 64 t 51 46 50 -



WESTSIDE TH TD TW SH SD SW AH 82 58 54 47 51 52 -



CHAIRS.













COOKIE TH TD TW SH SD SW AH 84 60 52 50 47 52 -





SHELBY TH TD TW SH SD SW AH 85 52 53 53 42 43 67



TOMMY TH TD TW SH SD SW AH 85 54 53 53 42 43 -



BINK TH TD TW SH SD SW AH 87 64 64 49 45 50 66



 BRIDGE

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PATRON TH TD TW SH SD SW AH 83 62 63 53 - 44 66



MILLER TH TD TW SH SD SW AH 86 61 56 51 44 45 64



BOSTON TH TD TW SH SD SW AH 85 63 60 50 46 46 63



BALL TH TD TW SH SD SW AH 81 55 54 50 46 50 68

CHAIRS.



CLAIRE TH TD TW SH SD SW AH 78 58 51 49 44 51 -



PICCOLO TH TD TW SH SD SW AH 76 58 51 50 45 47 -



BOW TH TD TW SH SD SW AH 82 58 54 47 51 52 -



TORO TH TD TW SH SD SW AH 79 59 65 51 44 53 71



EGON TH TD TW SH SD SW AH 86 60 56 50 46 48 63



BUCO TH TD TW SH SD SW AH 86 60 56 49 48 48 64



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ZIPPER TH TD TW SH SD SW AH 90 67 59 51 46 59 -90 67 51 51 46 51 -



low DINING



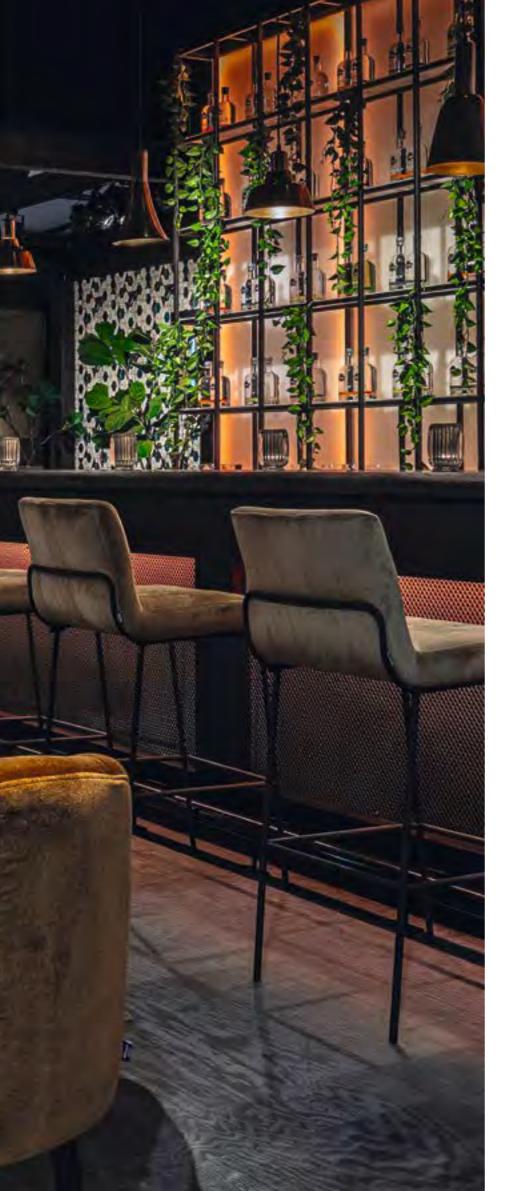
CHAIR CONCEPT

6 Seat options and 6 metal leg options



Seats: A Egon B Bow C Claire D Buco E Lex F Miller 1 Boss 2 Christoff 3 Marlin 4 Grace 5 Meadow 6 Westside

THE CHOICE IS YOURS



CHAIRS.







JUST RELAX

THE FINISHING TOUCH FOR EVERY INTERIOR

TH= TOTAL HEIGHT - TD= TOTAL DEPTH - TW= TOTAL WIDTH - SH= SEAT HEIGHT - SD= SEAT DEPTH - SW= SEAT WIDTH - AH= ARM HEIGHT





BARISTA TH TD TW SH SD SW AH 88 80 64 47 52 50 65



ANDREA TH TD TW SH SD SW AH 95 93 79 45 54 47 61



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LEONARDO TH TD TW SH SD SW AH 89 79 62 47 54 62 -





MIA TH TD TW SH SD SW AH 85 75 75 47 52 50 -



MAMBO TH TD TW SH SD SW AH 85 73 67 44 53 45 64



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ARMCHAIRS.





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CATCHOFTHEDAY



JOE TH TD TW SH SD SW AH 90 88 78 47 44 62 62



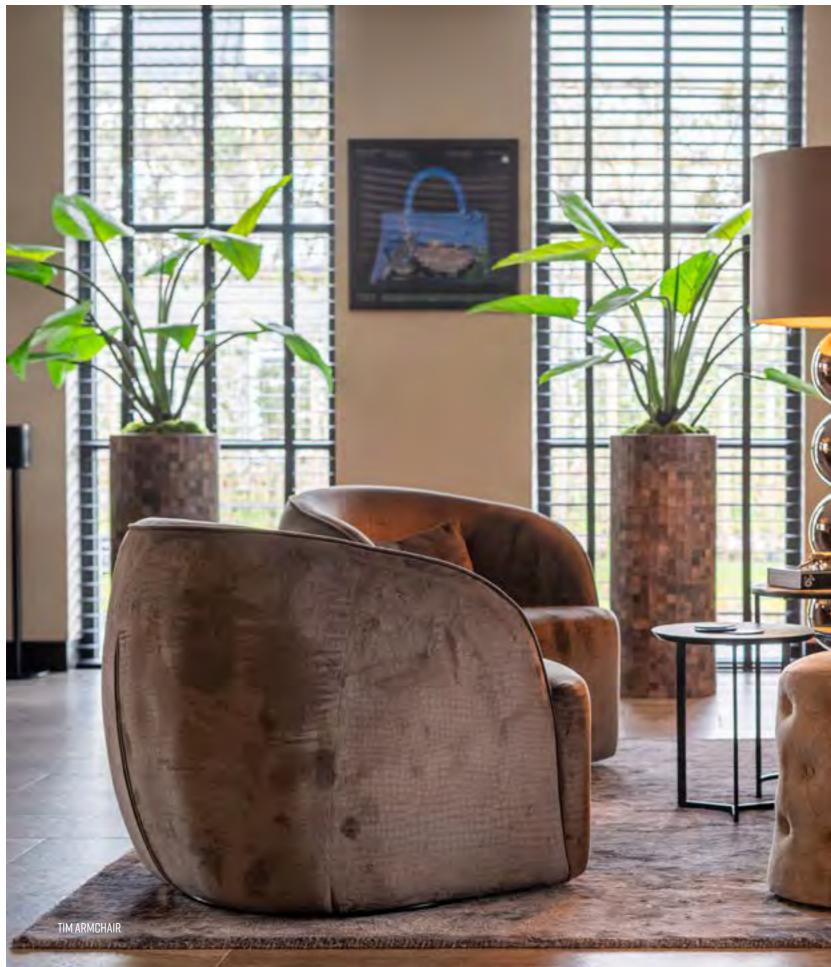
VALERIE TH TD TW SH SD SW AH 95 85 68 44 52 42 60



COPA TH TD TW SH SD SW AH 80 75 70 40 55 53 -



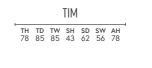
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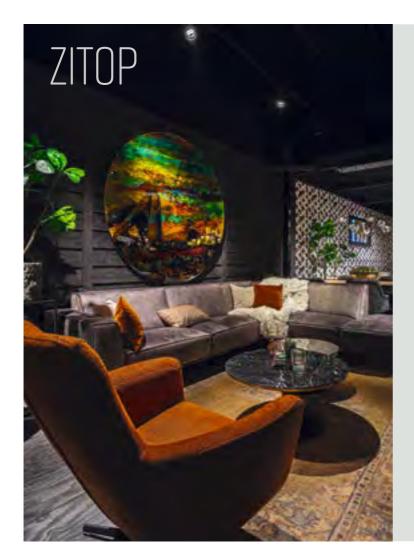


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ZACK TH TD TW SH SD SW AH 67 90 85 39 63 85 -

ARMCHAIRS.





GASSIN LOUNGE

ZIRAF TH TD TW SH SD SW AH 89 83 83 45 50 50 61



NICO TH TD TW SH SD SW AH 77 90 103 42 64 97 -



NICO LOVE LOUNGE

CLOCKWORK



CLOCKWORK TH TD TW SH SD SW AH 95 77 79 45 48 52 60



CLOCKWORK SOFA TH TD TW SH SD SW AH 95 77 140 45 48 112 60







ALL BAR STOOLS ARE AVAILABLE IN TWO SEAT HEIGHTS

TH= TOTAL HEIGHT - TD= TOTAL DEPTH - TW= TOTAL WIDTH - SH= SEAT HEIGHT - SD= SEAT DEPTH - SW= SEAT WIDTH - AH= ARM HEIGHT







ELIO BARSTOOL TH TD TW SH SD SW AH 91 58 48 65 41 48 -106 58 48 80 41 48 -



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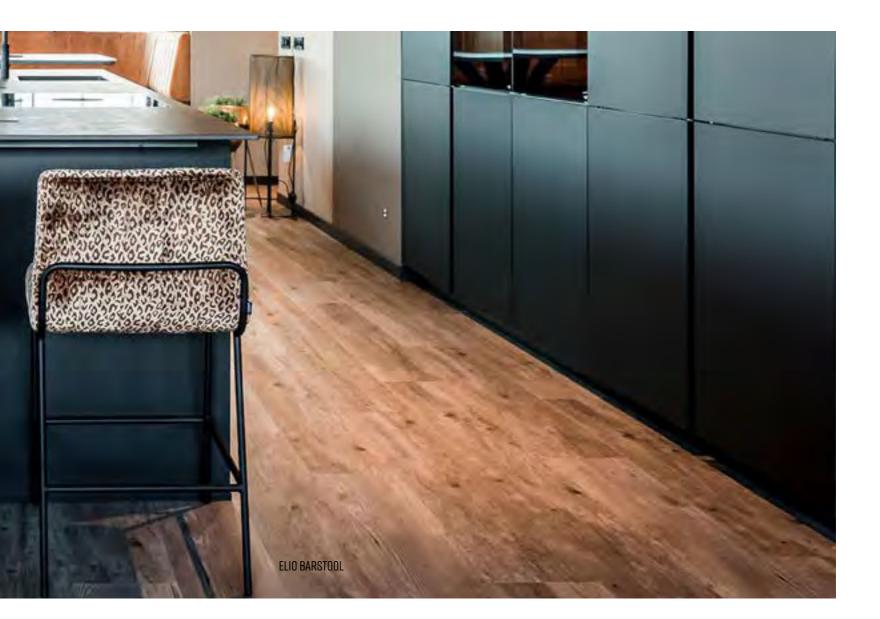


GEAR TH TD TW SH SD SW AH 98 53 44 65 39 44 -113 53 44 65 80 44 -



COOKIE						
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114	61	52	80	47	52	-

BARSTOOLS.





BARLEX							
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GRACE TH TD TW SH SD SW AH 95 54 52 65 41 47 -109 54 52 80 41 47 -





CLAIRE TH TD TW SH SD SW AH 95 55 53 65 44 52 -110 55 53 80 44 52 -



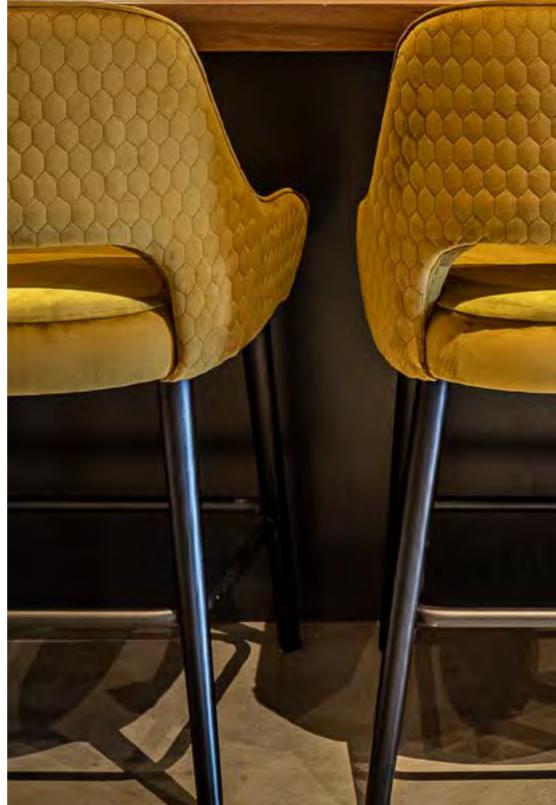
PEEL TH TD TW SH SD SW AH 95 57 52 65 52 49 -110 57 52 80 52 49 -



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48 Furnitainer 8



BARSTOOLS.



PARIS TH TD TW SH SD SW AH 97 64 57 65 42 46 70 112 64 57 80 42 46 70



PORTO TH TD TW SH SD SW AH 97 64 57 65 42 46 70 112 64 57 80 42 46 70





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PLISSE TH TD TW SH SD SW AH 98 59 55 65 46 46 78 113 59 55 80 46 46 93



DEF TH TD TW SH SD SW AH 103 57 56 65 48 45 79 118 57 56 80 48 45 95



SAAR TH TD TW SH SD SW AH 103 57 56 65 53 45 79 118 57 56 80 53 45 95



ACERO TH TD TW SH SD SW AH 102 61 56 65 44 45 79 115 61 56 80 44 45 95



BARSTOOLS.



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MERRY TH TD TW SH SD SW AH 101 63 56 65 44 45 79 116 63 56 80 44 45 95



SAM TH TD TW SH SD SW AH 99 60 56 65 46 48 78 114 60 56 80 46 48 93



MOOS TH TD TW SH SD SW AH 99 60 56 65 46 48 78 114 60 56 80 46 48 93



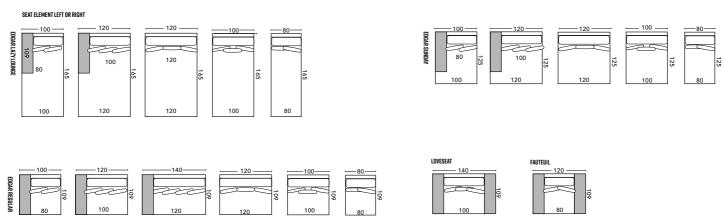


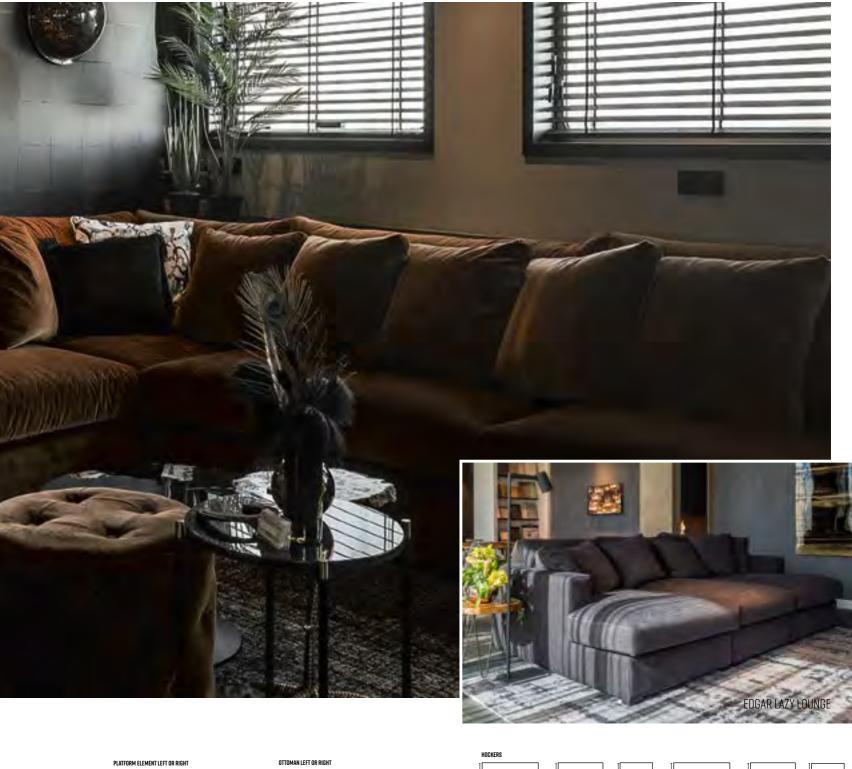


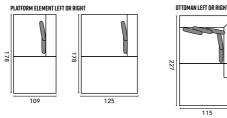








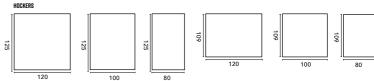


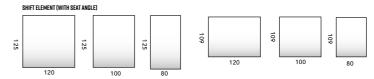


CORNER ELEMENT

109

109





55

SOFAS.

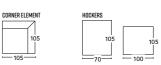


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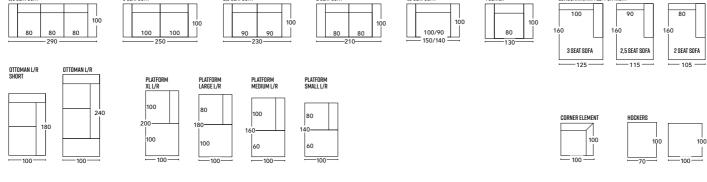
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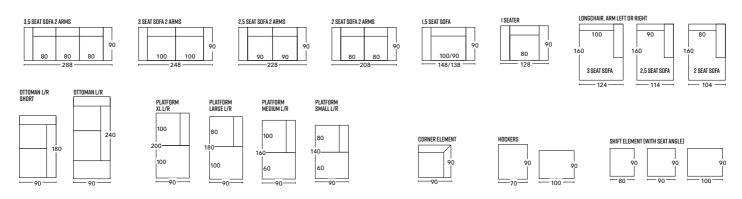






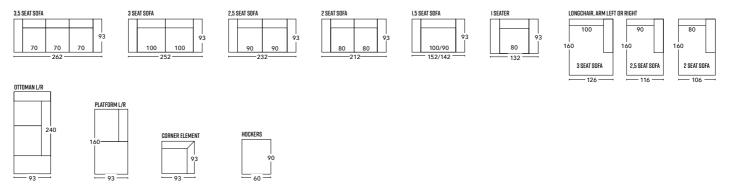




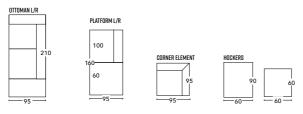




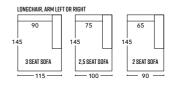




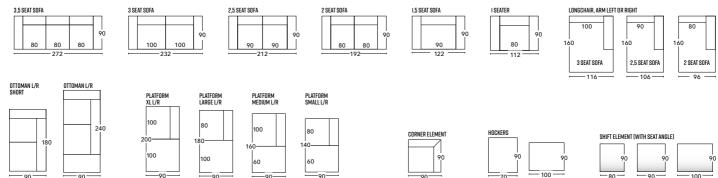




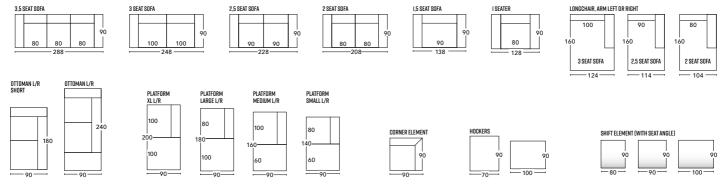
93















The Bean sofa is a very comfortable organic shaped sofa.

Bean sofa: 260 x 120 cm Bean hocker: 120 x 70 cm





90

2,5 SEAT SOFA

115

100

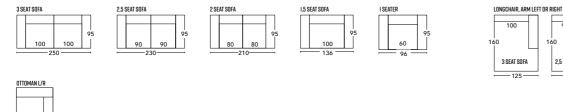
3 SEAT SOFA

- 125

80

2 SEAT SOFA

105

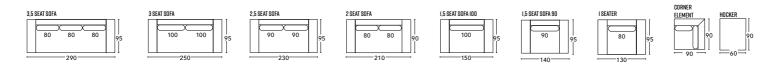


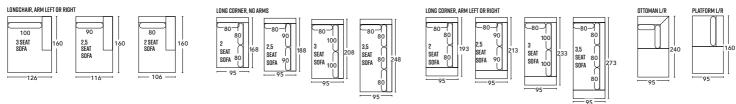
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CORNER ELEMENT

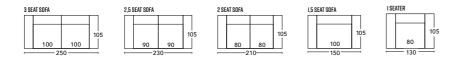
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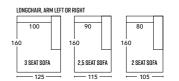






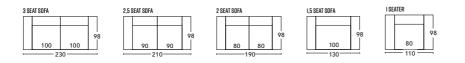


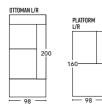












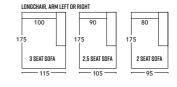
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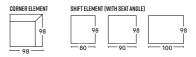
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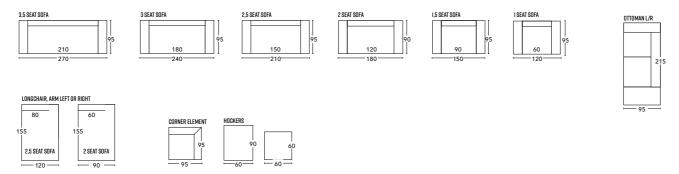
PLATFORM L/R

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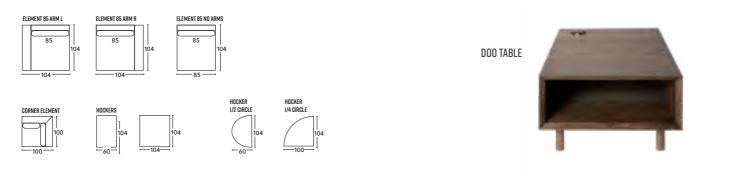




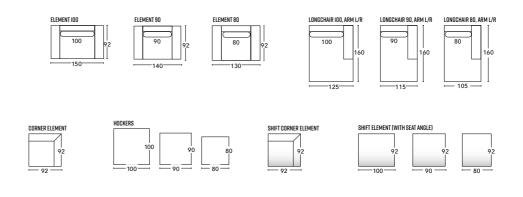




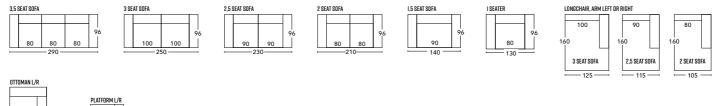


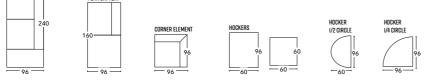














SOF	A 150 ARM LEFT	
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	122	
-	150	

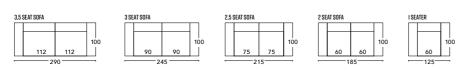
SOFA ISO ARM RIGHT



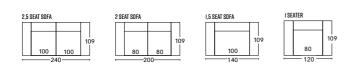
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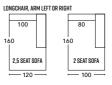
HOCKER ________100

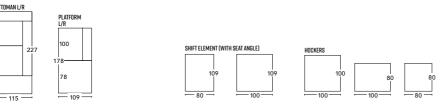






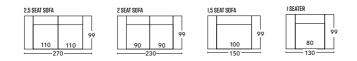


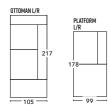


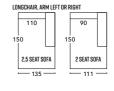


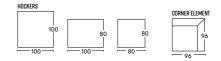
















KENNY

50 x 50 x 37 50 x 50 x 45 140 x 70 x 45 140 x 70 x 45



 KENNY ROUND

 ø50 x 37
 ø50 x 45

 ø60 x 37
 ø60 x 45



LUIGI 650 x 37 650 x 45



	MOPS	
42 x ø40	42 x ø50	48 x ø80
48 x ø40	48 x ø50	42 x ø100
65 x ø45	42 x ø80	48 x ø100



PEAKY ø42x43



ROB 37 x 37 x 49







THE PLACE WHERE IT ALL COMES TOGETHER



















BRACE 80



BRACE 80



TABLES.











ALL TABLES ARE AVAILABLE IN DIFFERENT LENGTH, WIDTH, AND COLOUR COMBINATIONS, ALSO CUSTOM SIZES ON REQUEST













TABLES.



SPIDER WOOD 12X12









COOPER HANGOVER

65x50x38



JAAP ¢40x43 ¢40x50 ¢50x43 ¢50x50 ¢60x43 ¢60x50 ¢70x43 ¢80x50



 cRosby

 ø40x36
 ø40x42

 ø50x36
 ø50x42

 ø60x36
 ø60x42

 ø70x36
 ø70x42



PIO ¢40x43 ¢40x50 ¢50x43 ¢50x50 ¢60x43 ¢60x50 ¢70x43 ¢80x50



CURVE ¢40x43 ¢40x50 ¢50x43 ¢50x50 ¢60x53 ¢60x50 ø80x43 ¢80x50



VANDISSEL @40x43 @40x50 @50x43 @50x50





D00 96,5x60x37,5



PIECE 115-130x55-65x40 150-165x55-65x40 170-185x55-65x40

TABLES.



ANGUS ROUND Ø80 H38 Ø110 H40 MOPS Ø50 H31 Ø80 H35



ANGUS SQUARE 80x80x45 100x100x45

60x60x32 80x80x32













SKIP NIGHTSTAND 54x40x52,5

TABLES.



IN BETWEEN...STYLES







NAMES









STECCA I 55X6IX80 - SH 45

STECCA 2 6IX6IX80 - SH 45





VILLA I 50X52X79 - SH 45

VILLA 2 54X52X79 - SH 45



70X70X74 80X80X74







STECCA 7/8

43X46X45 43XI20X45

OUTDOOR.





STECCA 6 6IX64XIIO - SH 75

MOMO I

52X55X81 - SH 45



STECCA 5 59X64XIIO - SH 75

VILLA 3

50X5IX96 - SH 75



ł

MOMO 2 58X55X8I SH 45





48X49X95 - SH 65 48X49XI05 - SH 75

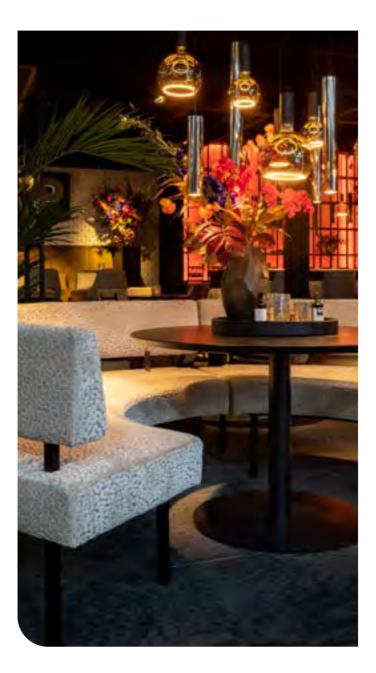
PIAZZA 3

FAIRS AND EVENTS

We are always looking forward to run international trade shows. It's a feeling like you're hosting a big party. We then build a beautiful, attractive stand and furnish it with the latest designs and fabrics. Of course we entertain the customers with drinks & bites with wonderful music in the background. The ideal place for business and social talk.

Upcoming fairs and events:











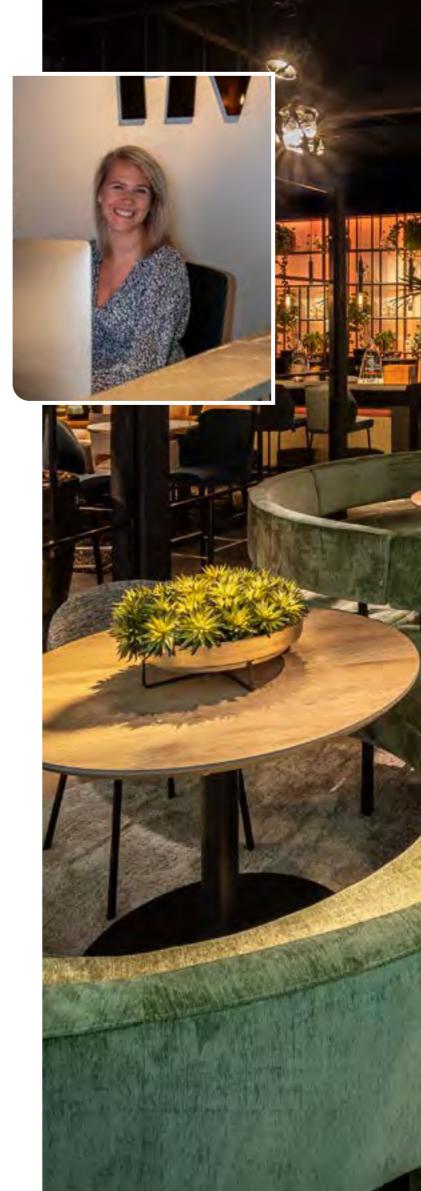
INTERIOR DESIGN

WE TRANSLATE TRENDS AND FASHIONABLE COLOURS INTO PMP FURNITURE'S COLLECTIONS

PMP Furniture's collection contains several models dining chairs, armchairs, sofas and tables. Every year, the supplier based in Zwijndrecht adds a few standard models, but for a large part of their projects they propose tailor-made solutions. PMP Furniture's customers also like the wide range of fabrics: they can choose amongst some 700 fabrics, which are practically categorized in theme books, focused on retail or project furnishing. Anne Smilde, interior designer is also responsible for compiling those books and selecting the fabrics for the different collections.

"I love entering hotels, especially the smaller boutique hotels are a great source of inspiration for me," says Anne, who studied at the HMC (the Wood and Furnishing College) and at the Art Academy as an interior designer. "Even when I'm not staying at a hotel, I step inside and ask if I can take a look around the lobby and the restaurant. That is never an issue. I take pictures and make mental notes. I do the same during fairs like in Paris, where PMP Furniture also participates, in Milan during the Salone del Mobile, and at other fairs." In addition to the furniture itself, she also looks at the stand constructions she sees during fairs, because those too can be inspiring for PMP Furniture's own stand during fairs. "I look at the materials used, whether the stand is open or closed, as you see with many big brands in Milan. That does not suit us. We like open, inviting stands."

"EVEN WHEN I'M NOT STAYING AT A HOTEL, I STEP INSIDE AND ASK IF I CAN TAKE A LOOK AROUND".





Selling atmosphere

The choice for an open stand is not accidental. Besides being more welcoming and transparent, it also reflects how the company wants to come across to its customers: "We sell atmosphere on the stand, the furniture is a part of it. We also play with lights and scent. Everything is set to make the visitor feel welcome. The employees' focus on service is also part of this." Anne takes lots of pictures on the streets, in hotels or during trade fairs. "I use most of them later, when deciding on the colours and prints for the new fabrics on our collection. Then I come back to older pictures and think: this is exactly what I'm looking for. As a company, we are no trendsetter, but we follow the trends closely. This also applies to the majority of our customers. There is a certain time lag between the haute couture that I photograph and the segment in which we are active, before the trends are 'translated' and accepted, which is why my older pictures are helpful."

"WE SELL ATMOSPHERE ON THE STAND, THE FURNITURE IS A PART OF IT."

Theme books

Which trends did Anne see during the last edition of the Salone del Mobile in Milan? "Even more rounded, flowing forms for seating and tables. Those organic shapes are really the dominant visual language of the moment. Later this year, we will also introduce a table with an organically shaped top. This shape appears more and more, so we are now also picking up on this trend. It will complete our tables' collection." According to her, it is the finish, the eye for detail and the upholstery that make a seating from PMP Furniture recognisable. She collects the more than 700 fabrics in the various theme books to this end. "The management indicates when new books are needed, and then I visit fabric suppliers or they come and visit me here in Zwijndrecht. The responsibility for the choice of fabrics is left entirely to me."

Colours

Whereas previously grey and cognac were setting the tone, Anne now sees sandy shades, a lot of warm orange and certainly brown as trend colours. "We still sell lots of green. As for the fabrics, velvet has made way for bouclé fabrics. It is still striking me how trends and colours reappear every few years; it really is a cycle that repeats itself." What ultimately determines the choice of a fabric? "It is a balance between what I like and what sells. I translate a huge idea into a practical and workable model. We are a very flexible supplier and everything can be adapted: a chair as a bar chair, custom-made sofas, you can even combine different fabrics on a model. Each model is given a new identity by applying a different fabric. The feedback I get on some projects can be very surprising: I would never have chosen a particular fabric for a model, and then I see the result and I think: 'How well did this turn out! Maybe I can also do something with it."

"IT IS A BALANCE BETWEEN WHAT I LIKE AND WHAT SELLS"



PROJECT BKLYN

When a few years ago we were on holidays in the Netherlands, we went to our home town Zierikzee and ate out at our friends' Brasserie Maritiem. We instantly fell in love with the new interior, especially with the furniture's comfort. We took a beautiful brochure from PMP Furniture back home with us. Once we got the keys to our new project, all kinds of plans were made. After a call to Zierikzee, we heard that our friends were still very enthusiastic about the furniture, so we quickly decided that we would need the same beautiful furniture for our BKLYN.

We wanted our company to give a home feeling with a big focus on comfort, class and big city vibes, but of course that is very difficult to achieve with an entire ocean between the parties, and COVID made it impossible to travel. After a long online conversation with Anne, she understood perfectly what we were looking for and effortlessly filled in a 3D-drawing of our place with the furniture and colours we love. Despite all sorts of restrictions, everything was delivered here in Curaçao without too many problems or delays.

Everyday we get complimented on our interior and we are very proud of it. It is with pleasure that we look back on a very enjoyable cooperation.



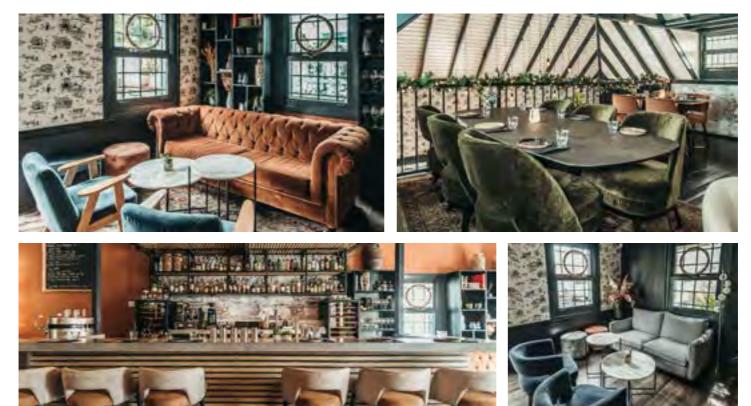


BEFORE





AFTER



RESTAURANT FRED

NEW ADDRESS, TRUSTED CHAIR SUPPLIER FOR RESTAURANT FRED

Fred Mustert is a Michelin-starred chef, with two stars to his name. His restaurant, named after him was crowned best restaurant in the province Zuid-Holland, and is in the national Top 10. This summer, the restaurant will move from Kralingen to the centre of Rotterdam, to the ground floor of one of the Terrace Towers. PMP Furniture is also moving with the restaurant, as supplier for the restaurant's dining chairs. There are chairs from PMP Furniture in the current location, and in the new location there again will be chairs form the supplier based in Zwijndrecht. The new model has been exclusively designed for Restaurant Fred.

Fred Mustert sets the bar high, not only for the culinary part of an evening in his restaurant, but also when it comes to the design and the atmosphere in the room. "I have a very good reputation with my restaurant, and always strive for the very best for our guests. That also applies to the interior. I was looking for a very comfortable and yet practical chair; a chair which our guests can sit on comfortably for the whole evening." The menu at Restaurant Fred, of which the cuisine is described by Fred himself as 'French with modern influences', consist of 7 to 8 courses, so guests spend a lot of time at the restaurant. "Therefore, the first feature I was looking for in the chair was: the ultimate comfort while dining."

Customizing

PMP Furniture and Fred chose an existing armchair which was raised higher, and whose back and seat were 'pinched': the back and seat were somewhat folded to the centre for



hasn't been made yet. For the interior design, Fred is again working with architect Jeroen Smeele, from SMEELE Design in Breda, which specialises in designing high-end restaurants. "He also designed the current establishment in Kralingen, where we also chose for chairs from PMP

"THEREFORE, THE FIRST FEATURE I WAS LOOKING FOR IN THE CHAIR WAS: THE ULTIMATE COMFORT WHILE DINING"

a sense of embrace and additional support for the body. Fred: "I am very excited about the prototype. We are going to make a few more adjustments and then we will order about sixty chairs." For the upholstery, the definitive choice amongst PMP Furniture's more than 700 in-house fabrics Furniture. They do everything themselves: designing, adapting to the requirements or the preferences of the customer, manufacturing and delivering. This is way more difficult with other suppliers. I see this as the real strength of the company."

Appropriate

Together with Jeroen Smeele, Fred checks whether the new chair fits in his interior. "We are in the final phase of the chair's design, Jeroen and I are now looking for the appropriate upholstery. We are dotting the i's and crossing the t's, making sure the chair fits perfectly. We expect our guests to spend the whole evening at the table without noticing." Speaking of tables, PMP Furniture also supplies dining tables and Fred is thinking of a possible combination with the chairs. Part of the interior will be a custom-made

The nicest items in the world

There will be about 60 chairs in the new establishment, approximately the same as in the current location in Kralingen, but the area is a lot bigger: "We won't add any place settings, though. My two Michelin-stars are moving with me to the Terrace Towers, and in order to maintain this qualification, there is no point in adding extra guests. We are already fully booked every evening, and I don't expect it to be any different at the new location." He stresses that for his interior, he is always looking for the nicest items in the

"WE ARE IN THE FINAL PHASE OF THE CHAIR'S DESIGN"

table fit for sixteen places, made of leather and attached to the ceiling with cables, so that it looks like it is floating. "We will need 16 special chairs to go with it." Incidentally, he is not taking anything from the existing furnishings with him to the new address: "I'm giving the new owner the keys and everything that is in the building, including the furniture from PMP Furniture. I have been a PMP customer for 15 years, and know that the furniture is of very good quality. If he wishes, the new owner can benefit from it for a long time to come."

world, be it for the furnishing, the crockery, the cutlery or the glasses: "Guests often ask if they can buy the glasses or the crockery. Who knows, they might soon do the same with our exclusive chairs." The move is already buzzing through the city and culinary Netherlands; the opening of the new Restaurant Fred is planned for December 1, 2022.

Image: Terraced Tower, Rotterdam



GINVI

CUSTOMISATION AND BOUNDLESS CREATIVITY

Ten years ago, Frank Janmaat opened the GINVI Art Gallery in Rotterdam. He did this because, from the lettering business in which he was (and still is) active, he received requests to also decorate the interiors of hotels, catering establishments, offices and, later on, even houses. In the meantime, GINVI has become a well-known name with works of art that are often imitated but never equalled. Frank: "You have to see with you own eyes why our works of art are so unique; it isn't something you can explain by phone or through a computer screen. That is why I always invite people to come and visit the gallery here in Rotterdam."

Almost 30 years ago, Frank started his company The Letterfreak, which shares the beautiful, bright showroom



on the Mariniersweg in Rotterdam with the GINVI Art Gallery. "We did and still do all kinds of lettering for the outside and the interior of buildings. We heard more and more often the same question: can you also decorate a wall with a beautiful print? But we also got requests for paintings and edited photographs, as separate items but then customised and thus unique. I wanted to separate that from The Letterfreak and so created GINVI."

Epoxy

From the start, the purpose was small runs, own designs and epoxy as the basic material. "Working with epoxy is quite simple: you can easily add paint, glitters and such in between the epoxy layers. We currently work a lot with gold leaf, silver leaf, copper leaf and other metals which can be applied to an image and which combines wonderfully with epoxy." Each work is custom-made. Practice shows

"YOU HAVE TO SEE WITH YOU OWN EYES WHY OUR WORKS OF ART ARE SO UNIQUE".

that what you can see on the walls of our showroom serves merely as example or starting point for your own version of a work. "Our products are always a mix of creativity, design, craftsmanship, passion and a sense of atmosphere. That combination is our strength and makes for great word-ofmouth advertising." The epoxy used by the team contains UV-blockers, to slow down the discolouration caused by direct sunlight.

Paris

PMP works together with GINVI. The first contact with Frank came when we wanted to letter our business premises.

"I immediately had a good feeling with Richard and Jeroen. From that moment, I accompanied PMP to the fair in Paris, Maison et Objet. This year we were there again, and it was again a success. I think it's a beautiful fair, where we can meet with the public we're looking for for our artworks." But as I said earlier, word-of-mouth from satisfied customers is the best advertisement and produces many new orders. For me, the most important is getting as many people as possible coming themselves to the shop. Experience has shown that once they have been here, they usually do not leave empty-handed." Another way of making our name known, is hanging QR-codes in bars and restaurants in Rotterdam and in the surrounding area. Visitors of, for example, wine bar 1nul8, Finca or Hotel New York can scan this code, which gets them to the GINVI website. "The next step is to get them here in the gallery."

GINVI Art Gallery, Rotterdam

Cheap copy

Frank emphasises the importance of seeing the art with your own eyes, especially to see the difference between a GINVI piece and the many imitations which are popping everywhere. "Competitors look closely at what we do and copy the works in large, cheap editions. No customisation, no exclusive details, an obvious lower quality, making their works quite cheaper. But if you stand here and look at our work, you immediately see the difference. That also explains the price for our art works." He points out that the competition's cheap copies are also made for a very high turnover rate. "We make works of art for the long term. They are meant to be kept, not to be disposed of quickly because they are discoloured or damaged." He is currently looking for a cooperation with stylists and interior designers: "They are looking for distinctive items for interiors, unique pieces of high quality. If their designs get good reviews, we in turn benefit from that." He also asks his own clients for good reviews online, after his team has installed a new work of art. "It is part of the process."

Experience

As a Rotterdam gallery, GINVI likes working with Rotterdam artists (like the local graffiti artists Withjeej and vanDyson) for objects, but artists from out of town also know how to contact Frank and his team. Every Saturday, permanent designer Anna creates new concepts which are tested online for reactions. "That way we know immediately if something catches on. She looks around online and knows what people like on Instagram. It is a very important source of inspiration." Frank no longer sells through dealers: "I used to, but our works do not lend themselves to this system. What we make is almost always custom-made and unique, and it requires too much text and explanation



which the dealer couldn't or didn't want to give. So now we do it all ourselves. The fact that we can work together with PMP Furniture the way we do is because they understand our way of working very well. We complement each other perfectly and there is a good synergy between us."

GINVI Art, Maison et Objet 2022









JOOST - SALES DIRECTOR

What is your favorite model from the collection and why?

The Egon model remains my favorite! This is the mother of many other models in the collection. And in the hospitality industry, this is one of the best-selling chairs. The ideal model.

What is your favorite music and movie?

There isn't really one type of music that I like. What I listen to depends on my mood. But Dutch music has my preference. I especially like humorous movies. But the James Bond movies are always good too!



MAX - SALES SUPPORT

What is your favorite model from the collection and why?

I really like the Edgar Lazy Lounge, for relaxing in.

What is your favorite music and movie?

Favorite movie: The usual suspects, because I absolutely love a plot twist. Favo Music: Alternative 80's music such as; the Cure, Tears for Fears and Paul Young. Because I really like to play this music myself.



MANON - AFTER SALES

What is your favorite model from the collection and why? My favorite model is the Miller chair because of the beautiful, playful appearance and the seating comfort.

What is your favorite music and movie?

Depending on the moment, I listen to different types of music, but if I have to name favorite music styles, it would be Latin, R&B and Dutch Folk music. In terms of films, I prefer watching (romantic) comedies, sports films or documentaries.









LUCAS - OPERATIONAL MANAGER

What is your favorite model from the collection and why?

My favorite model is Sofia, besides the fact that this is a beautiful sofa, this model also sells the best.

What is your favorite music and movie?

Favorite music: R&B and House, because with this music I can show off my fantastic dance moves.

Favorite movie: Catch me if you can, because Leonardo DiCaprio plays very well in this.



CELINE - ACCOUNTMANAGER EXPORT

What is your favorite model from the collection and why?

My favourite model is the Praag chair. Elegant, practical, and so comfortable! The model isn't too pronounced, giving everyone the luxury to give it their own style by choosing a fabric they love. The chair is available as a bar chair, too, completing the array of possibilities.

What is your favorite music and movie?

I am not really a movie fan, I can never decide what to watch. I have the same problem with music, because I love too many things. But however I'm feeling, I can always enjoy a track from Bear's Den, Charlie Cunningham or Passenger. They all help me relax and put me in a good mood.



CEEL - SALES SUPPORT

What is your favorite model from the collection and why?

One of my favorite model is the new Monk table, this is pure craftsmanship with our own wood from Poland.

What is your favorite music and movie?

My favorite music is definitely Dutch music and all other kinds of music. Favorite movies are the Fast and Furious, the Mission Impossible and the entire James Bond collection.









COEN - SALES SUPPORT

What is your favorite model from the collection and why?

My favorite model is the Zitop, because the name is "top" and it is also great because I have it at home.

What is your favorite music and movie?

My favorite music is Reggae. I love listening to this music, especially when the weather is nice. My favorite movie is The usual suspect.



HOVYD - ACCOUNTANCY

What is your favorite model from the collection and why?

I can't really name a favorite model, but the Clockwork armchair is very comfortable and looks cozy. You can sink into it wonderfully, it feels like you are embraced by its shaped backrest.

What is your favorite music and movie?

In terms of music I am very diverse, from the 80s-90s to now, as long as it is danceable and I can sing along. The Lord of the Rings is not necessarily my favorite, but this film is very nicely made and also very easy to watch... I think.



CLAUDIA - AFTER SALES

What is your favorite model from the collection and why?

To me, the Zitop is a very nice armchair. The lines of the chair are very beautiful, a real eye-catcher, and of course it sits wonderful.

What is your favorite music and movie?

I've seen Three Billboards Outside Ebbing, Missouri at least 5 times, what a great movie' so was Abel by Alex van Warmerdam. 20th Century Women was also a pleasant surprise. I prefer an arthouse film, rather than those intended for the general public. What I play on my way to work goes from Underworld to Drauf & Dran, but classical also participates. It all depends on my mood.





SANDER - ACCOUNTMANAGER HOSPITALITY NL

What is your favorite model from the collection and why?

Favorite model: "Laguna" because of the beautiful round shapes with an "Italian design" look. The armchair can be used everywhere. Lounge, Low dining and livingroom.

What is your favorite music and movie?

Music: 70s and 80s. I grew up in the 70s and mainly got this music from home and the 80s was the first time I listened and experienced music myself.







MARIE - ACCOUNTMANAGER EXPORT

What is your favorite model from the collection and why?

My favorite model is the Laguna! That's the perfect chair to read a book. The armrests are at the right height for chilling out with friends.

What is your favorite music and movie?

My favorite movie is Les Intouchables. I like drama/comedies. Sometimes life is not easy but you should always try to look on the positive side I like jazz and salsa! All music with brass instruments! Time to chill and dream.



BART - SALES SUPPORT

What is your favorite model from the collection and why? My favorite model is the Edgar, because you can fall asleep on it.

What is your favorite music and movie?

Favorite music: Radiohead, because you can fall asleep to this. Favorite movie: Total Recall (1990), because Arnold Schwarzenegger.



HOSPITALITY TABLES

ALL TOGETHER

MADE TO MEASURE















PEPPER 70x70x76 SURF 70x70x76 SALT 70x70x76 ROUND CORNERS 3,5 CM PEPPER 70x70x76

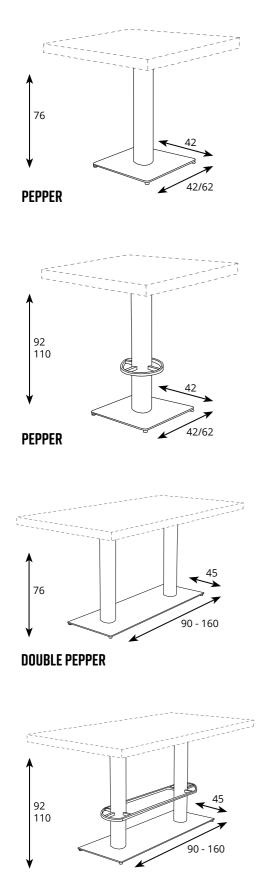
HOSPITALITY TABLES.





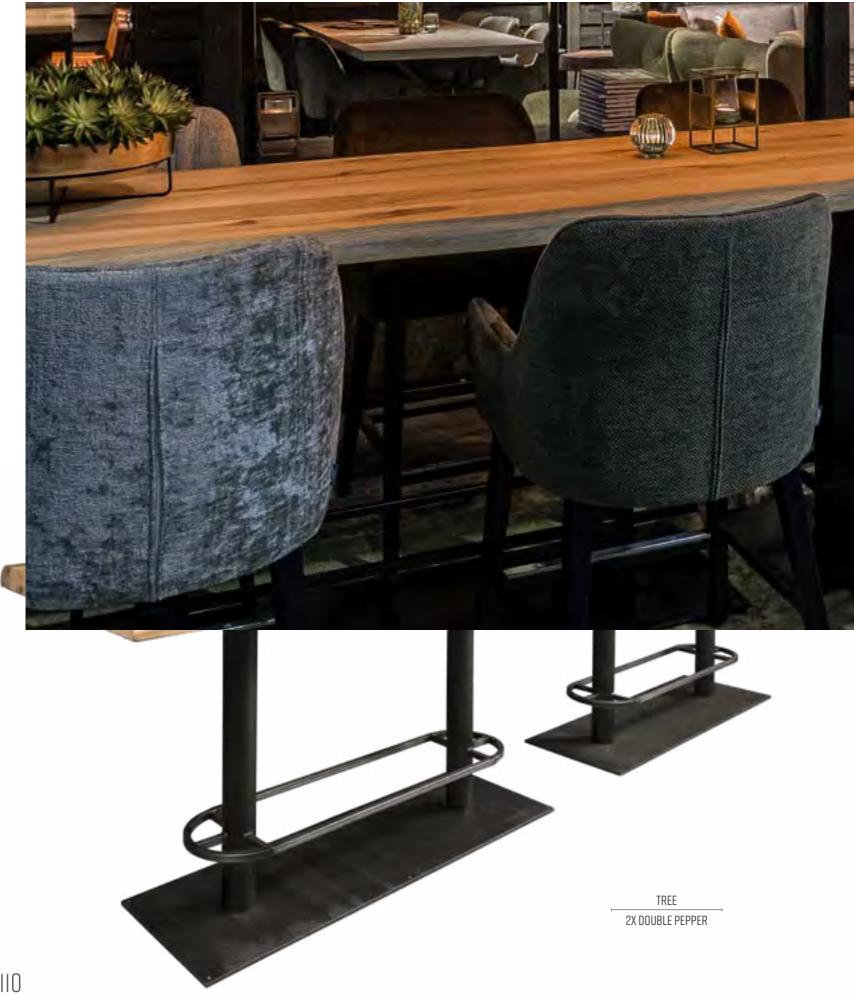


HOSPITALITY TABLES.









HOSPITALITY TABLES.



MARBLE COFFEE TABLES.

STOCK MODELS





DUVEL END TABLE WITH marble glass top in white or black. ø40x50, ø50x60, ø60x40



KITEMAN Table in white or black marble glass with gold brushed edge. ø40x61, ø50x45, ø60x34, ø80x40



BEE-PUT End table with marble top in green or black. 60x70x40, 75x85x35





MARBLE DINING TABLES.

STOCK MODELS













MARTINI



KITEMAN Table in white or black marble glass with gold brushed edge ø70x76





ALL BARSOFAS ARE MADE TO MEASURE













BARSOFAS.





JUDITH PLAIN SINGLE made to measure



MADE TO MEASURE







CHESTERFIELD made to measure



TUBE STRAIGHT made to measure



MADE TO MEASURE



BARSOFAS.



MADE TO MEASURE



MADE TO MEASURE





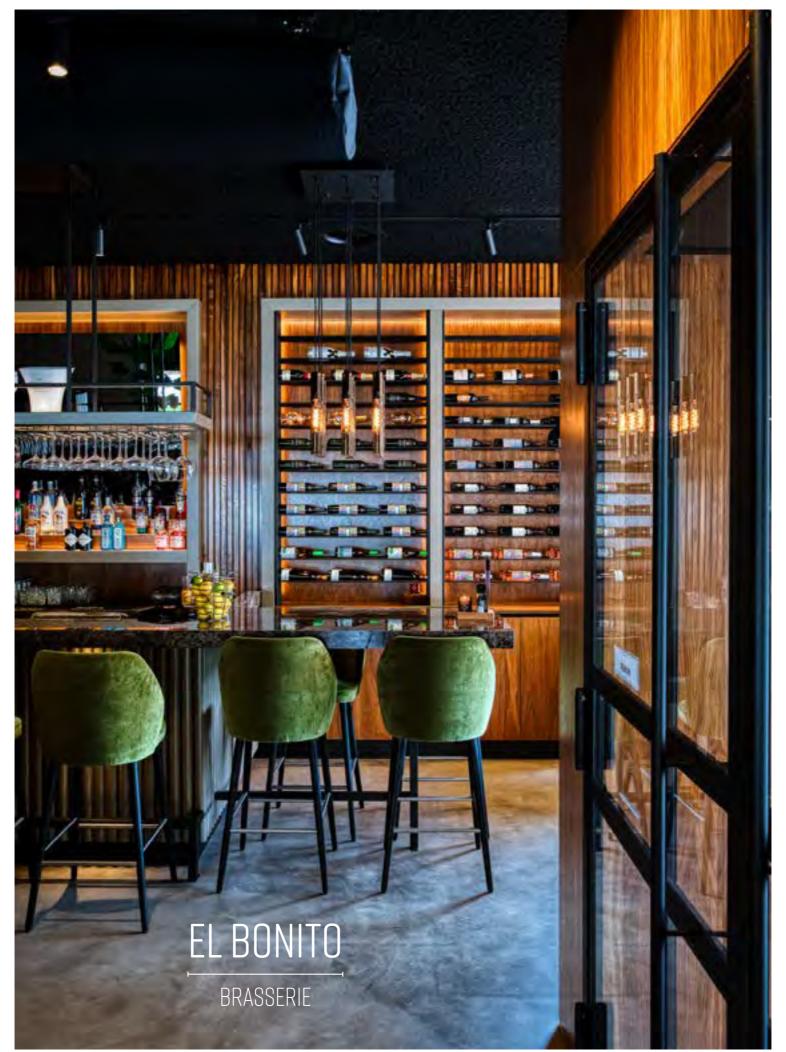
PROJECTS

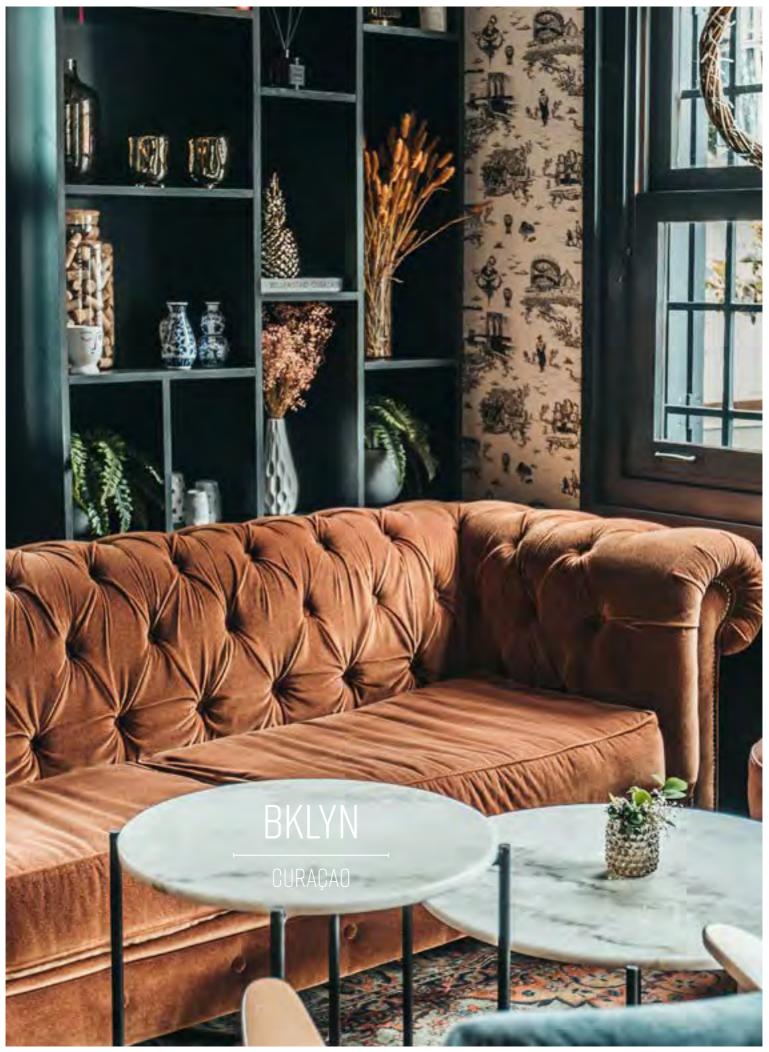
HERE WE PRESENT OUR LATEST PROJECTS AND COLLABORATIONS.

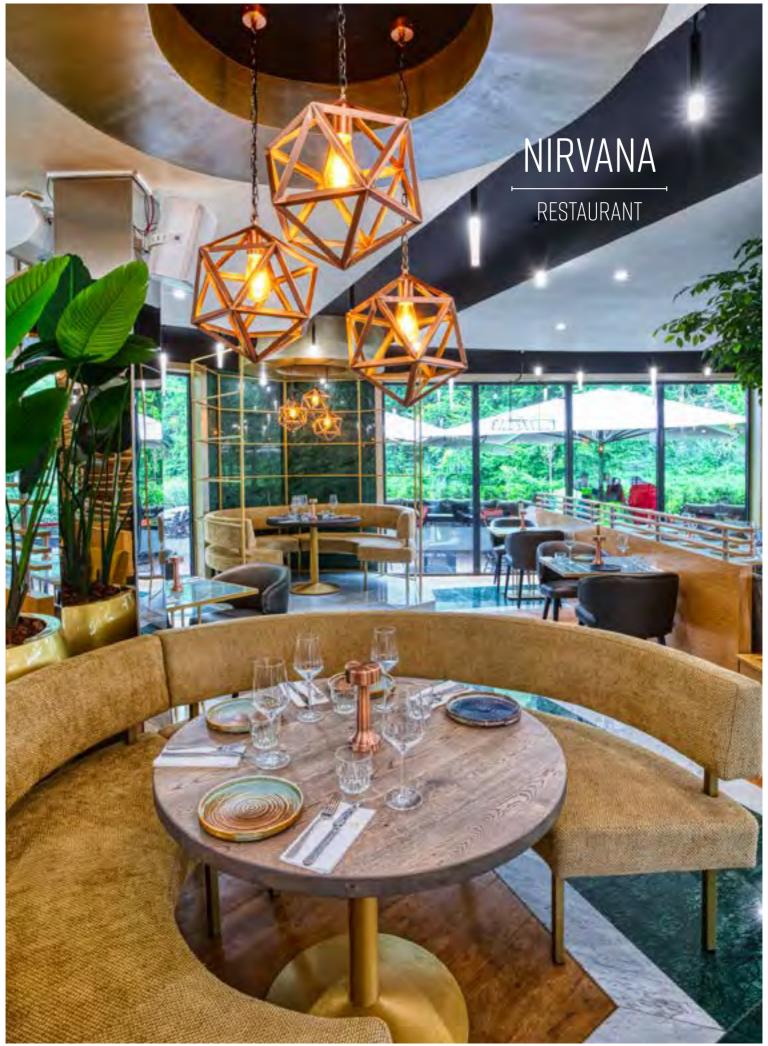
DO YOU WANT US TO DESIGN YOUR PROJECT? CONTACT US: SALES@DESIGNERSHOTSPOT.COM

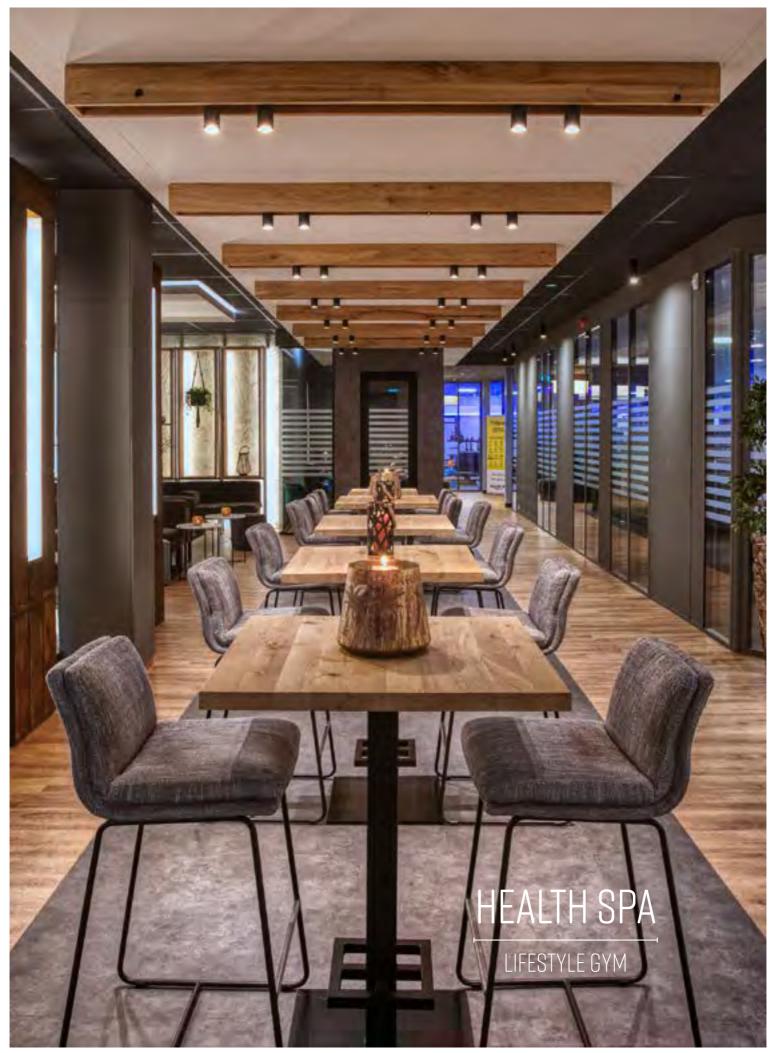


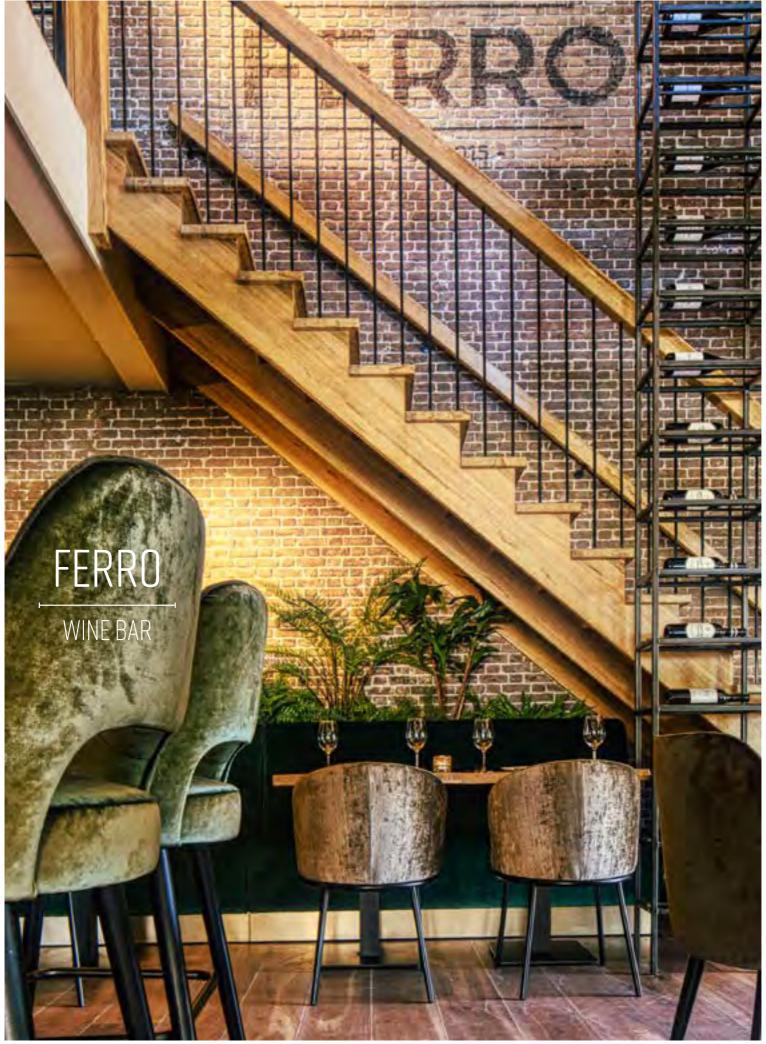












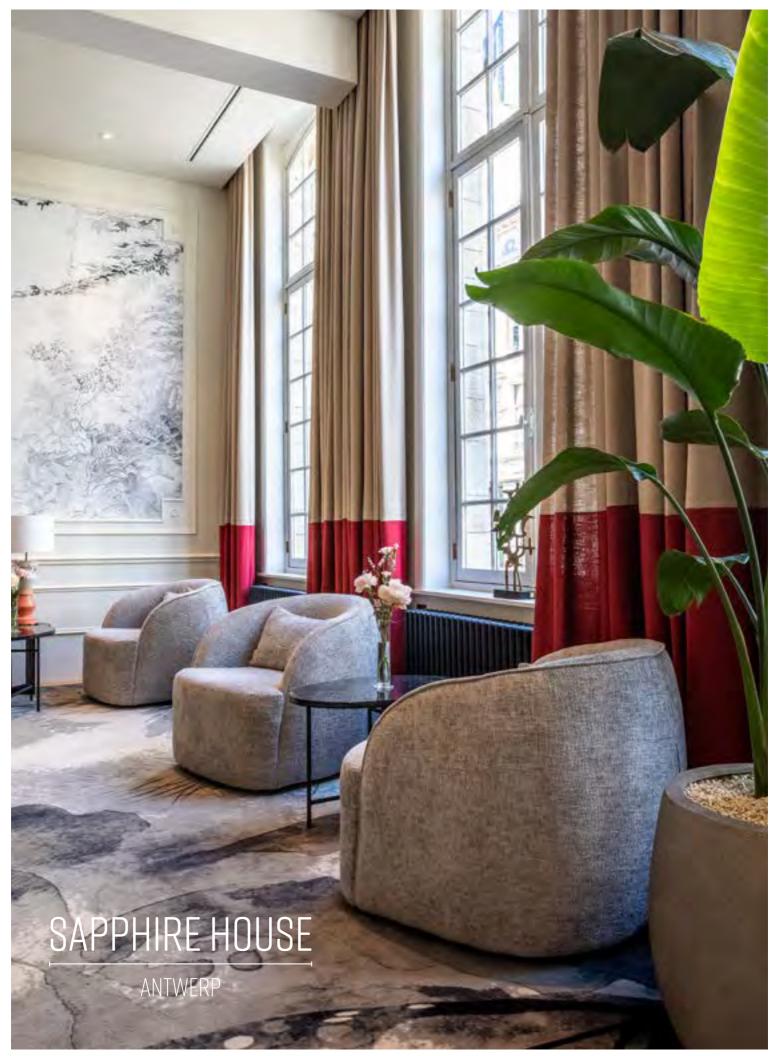


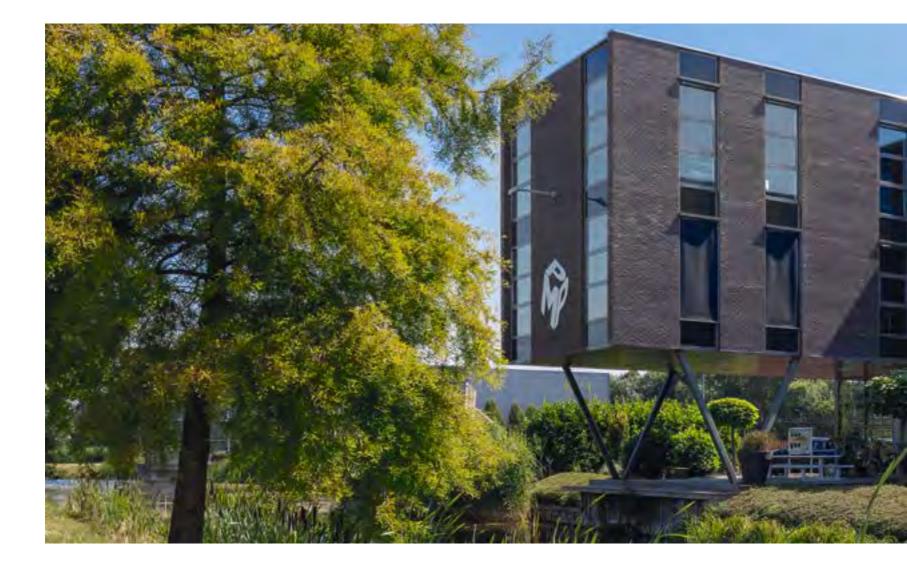












PMP Furniture B.V. "Established in 1993" has its origins in retail. Over the past 27 years, we have grown to become an internationally operating company with its own production facilities in Poland and customers all over the world. Delivering custom commissions at a competitive price is the driving force behind our strategy. A wide range of models that can be combined with over 700 unique fabrics and leathers completes the picture.



All our wood is European and the origin is easily traceable. Illegal logging is hereby excluded.

To dry our wood (wood must be dried back to a certain moisture value) we use drying rooms that are heated with the sawdust from our factory. The emissions of this are of course filtered environmentally friendly.



Designed in the Netherlands.

Made.

JuMa Trading bv

P.O. Box 69409 1060 CL Amsterdam The Netherlands sales@designershotspot.com



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FURNITURE



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