

CSD 2017 Press Release

2010-2017: INNOVATION AND TECHNOLOGY THE NEW TECNOFORM PRODUCTS FOR CSD 2017

Tecnoform S.p.A. is a leader in designing and manufacturing technologically advanced components and kits for furniture in the recreational vehicle and yacht industries. For years the company has been working on researching and developing products focused on increasingly specific market requirements, for example weight reduction; this has been and will continue to be the key element around which the work done by the R&D team at Tecnoform revolves, in order to offer the market an increasingly wide range of products and components which are lighter although keeping their mechanical-physical performance levels.

The final client is increasingly discerning and manufacturers are searching for distinctive elements, encouraging a development process which involves both layout and equipment. For these reasons, here are the major innovations we present this year:

- New High-End furnishing concept for the Ducato Van
The new interior designs for the Ducato Van include a stylish and exclusive furnishing solution for the European segment with the highest growth rate: that of Vans. A comprehensive furnishing concept has been designed which weighs about 30% less than mainstream structures, thanks to the planning and implementation of a unique fixing system which, together with the use of ultra-light panels, is soon expected to become the new benchmark on the market. This furniture is also characterised by use of the valuable High-Gloss decorations and backlit overhead doors which use light as a design element; it is worth noting the solutions designed for the innovative kitchen unit which make it possible to use spaces in an increasingly effective way, as well as the style characteristics never seen before on RVs.
- Backlit overhead doors
On the occasion of CSD 2017 the offer of backlit overhead doors has been expanded, by further developing the technological solution presented by Tecnoform last year, with a view to offering plug & play solutions which allow for rapid and easy installation of this system by the manufacturers.
- State-of-the-art tables
A new collection of lightweight tables, resulting from research started in 2016, is presented as a premiere this year. The wooden frame table has been restyled using new materials and colour combinations which enhance this component as a pivotal element for the whole interior design project. The flexibility of shapes and the multifaceted customization possibilities (combination of materials and colours) make this product suitable for the most discerning manufacturers.

ITALIAN DESIGN

Tecnoform S.p.A. is a shining example of Italian excellence in style and design: a well-matched team with a wide range of experiences, know-how and skills, committed to develop furniture which is functional and stylish at the same time. It is true that the trend is towards increasingly global design, nonetheless the difference will be still made by attention to detail: Made in Italy production, Made in Italy finishing will play an essential role in setting the standards, becoming a distinctive factor on a market where the search is no longer for the most attractive design or the best shape, with the trend being rather to strike a balance between product design, costs and usable life in view of actual *Industrial Design*.

ENVIRONMENTAL CERTIFICATIONS AND COMMITMENT

Tecnoform is UNI EN ISO 9001:2008 certified. In 2011 Tecnoform chose as certifying body "TUV Italia S.r.l.", an organisation originally from Germany which – thanks to its widespread international presence - can guarantee to all its partners the best quality standards on the market. Tecnoform conducts constant LCA and LCC tests on its products and production processes, as well as audits on a regular basis with a view to introducing improvements aimed at saving energy. Since 2012, more than 80% of our energy requirement is covered by the photovoltaic panels installed to cover our factories.

The company is especially concerned about its environmental impact; for this reason it conducts audits on a regular basis aimed at saving energy. Examples of this include:

- recovery for energy production of wood-based waste;
- requalification of roofing which has led to increased energy performance in buildings;
- construction of photovoltaic panels to cover over 80% of electricity requirements on our production sites. The electricity produced allows for a reduction of CO2 emissions by 2,174,000 kg/year.

UNIQUE AND EXCLUSIVE SOLUTIONS

Something is changing. Manufacturers of recreational vehicles are more and more focused on a new generation of clients, younger and with a less traditional approach, who look for new settings, unique and exclusive, with a furnishing style that actually reflects their way of being. The style and technology contribution given by Tecnoform to projects developed for the new product ranges based on specific targets is the result of careful analysis: understanding the culture and needs of the users is a key to develop successful furnishing solutions together with our customers. For this reason the design component and uniqueness of solutions now plays a key role in the decision-making phase, and also in this regard Tecnoform has proved to be one of the most successful players thanks to its own *Exclusive decoratives*.

The proposal for CSD 2017 is a result of painstaking research, fine-tuning and selection carried out over the past few months by the R&D office at Tecnoform in collaboration with Sales & Marketing and the main suppliers in the industry.

Thanks to the experience accrued over several decades on all world markets, Tecnoform plans to anticipate the trends in terms of decoration and finishing materials for its clientele by presenting six styles (Family (2), Trendy (2) and Classic (2)), which can definitely be expected to become popular also among the most discerning clients.

HYMER AG, ADRIA, LCI EUROPE: A PARTNERSHIP THAT MAKES THE DIFFERENCE

Tecnoform is particularly proud to have contributed to some of the most relevant projects presented in this edition of CSD 2017, really at the cutting edge from a stylistic viewpoint in the RV sector. Tangible examples of this effort are some of the projects completed during the past year, which can be seen in the stands of major players in the industry.

- Hymer Duo Car
Hymer AG has produced this vehicle intended for couples who buy a van. The result is a vehicle designed for two passengers with a highly innovative layout. Its interiors are designed and produced by Tecnoform. It is worth mentioning in particular the new kitchen unit, original in terms of shape and flexibility of surfaces, with hanging concave panels and stylish decors. Duo Car is a forward-looking vehicle for the present day which will definitely make the headlines.
- Adria Van Kitchen Unit
Tecnoform has followed the industrialisation and construction of kitchens designed by Adria on the new Van ranges. An extremely streamlined and stylistically balanced concept, which results in modules that become one of the

characterising elements of interior furnishing. The combination of basic colours such as black and white, and the careful matching of decors and valuable inserts, contribute to creating a modern and stylish environment.

- LCI Europe Smart Caravan

The interiors of the Smart Caravan project, presented by LCI Europe during this exhibition to underscore and promote the use of slide-outs, have been fully designed and produced by Tecnoform. We immediately took on the challenge of designing an “unconventional” caravan for the European market because we are interested in exploring new avenues and accruing new experiences, especially in cutting-edge projects with a potential impact on the future of the RV sector.

Tecnoform today is on the market not only as a skilfully organised and cutting-edge company in terms of technology and service, but also as an innovation hub where new ideas, in a short time, can be turned into functional mock-ups or complete furniture items. Following the mainstream approach, a manufacturer starts by contacting a designer, then looks for a supplier for the furnishing and goes back to the designer with guidelines from the supplier; all this is time-consuming and expensive.

At Tecnoform the design study and furniture construction can be part of the same corporate process; this makes it possible to offer our client a complete package including design study and the supply of a furniture kit or item.

TECNOFORM AND THE RV MARKET: CURRENT AND FUTURE GUIDELINES

Tecnoform will be featuring at Caravan Salon 2017 as a point of reference for suppliers of furniture items for the recreation vehicle industry. In order to consolidate this position a careful study of the final consumer’s needs will be necessary, analysing their culture and unexpressed requirements to offer our direct customers (even the most discerning) successful furnishing concepts.

Tecnoform needs to become a manufacturer of technological solutions which allow clients to move up not only in terms of appearance but also of production, allowing them to increase their volumes; this can also include, if necessary, sectioning the range, allowing for a reduction of stock aimed at producing only what you expect to sell.

The strategic choices implemented by Tecnoform over the past few years have been abundantly rewarded by the market and allowed for relaunching the company with a growth in turnover by 50% over the past three years. The know-how acquired during more than 50 years in business, together with the most advanced industrial production technologies already allow Tecnoform today to set new market standards in terms of quality, style and prompt delivery.

Vision and Mission remain the guidelines for our current and future actions; they can be summarised as follows:

- maintain our position as global leader in the RV sector in terms of style (design), innovation and quality of furniture and furnishing items
- consolidate “Made in Italy” design’s ability to meet the demands of the most discerning clients in the RV sector
- be strongly committed to innovation and the ongoing development of products and in-house processes aimed at efficiently meeting its clients’ requirements
- strengthen its co-design and co-engineering services with manufacturers in order to interpret their needs and provide a highly qualified technological design support.