

# Kian<sup>®</sup>

— *with* —



DAYDREAM  
ISLAND

2019-2020

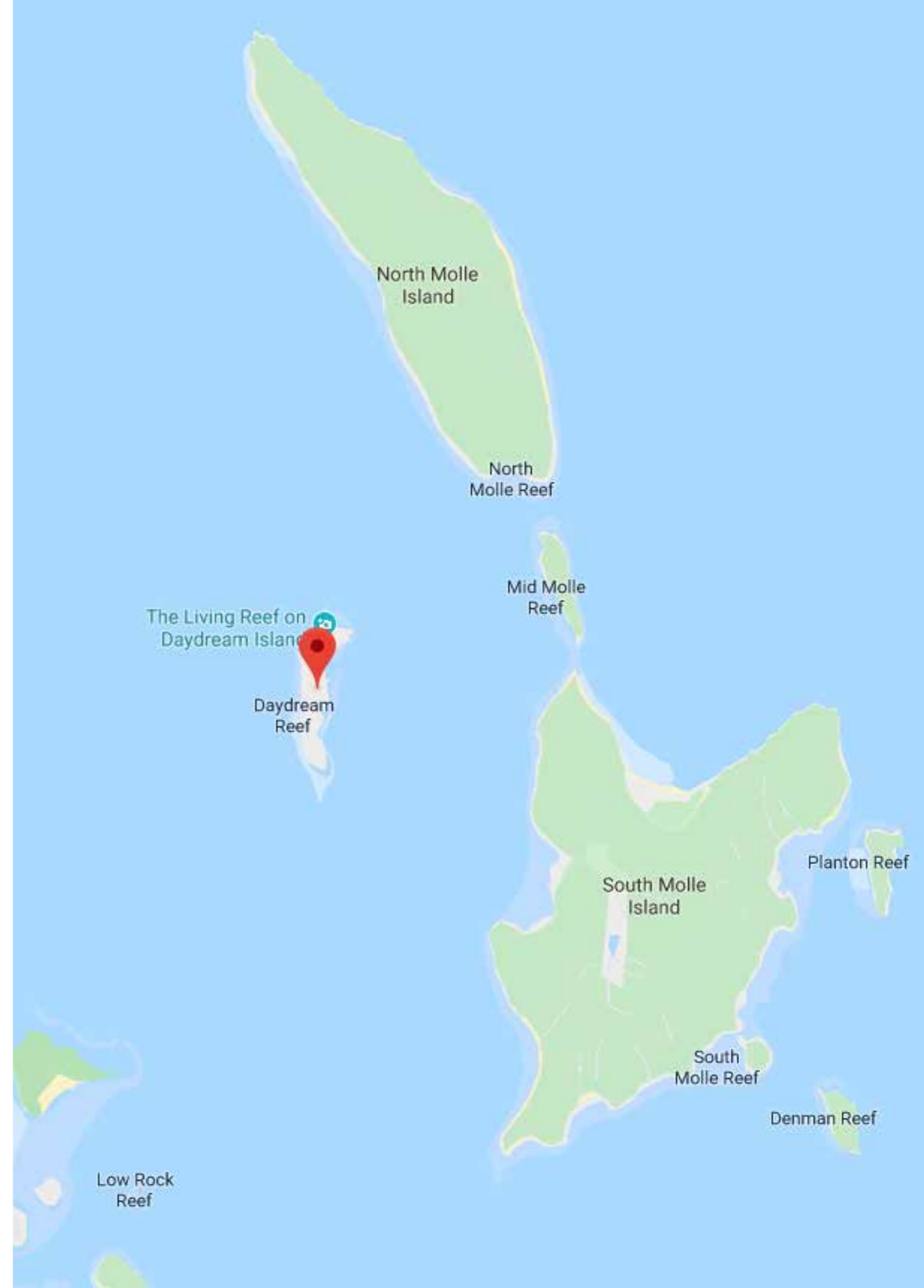


**DAYDREAM  
ISLAND**

# REBIRTH OF A RESORT

On a tiny **remote** island off the coast of Queensland in Australia, there existed a cyclone-ravaged holiday destination named Daydream Island Resort.

So dreadfully damaged was the site, that refurbishing Daydream with new furniture seemed a nightmare to the resort owners..



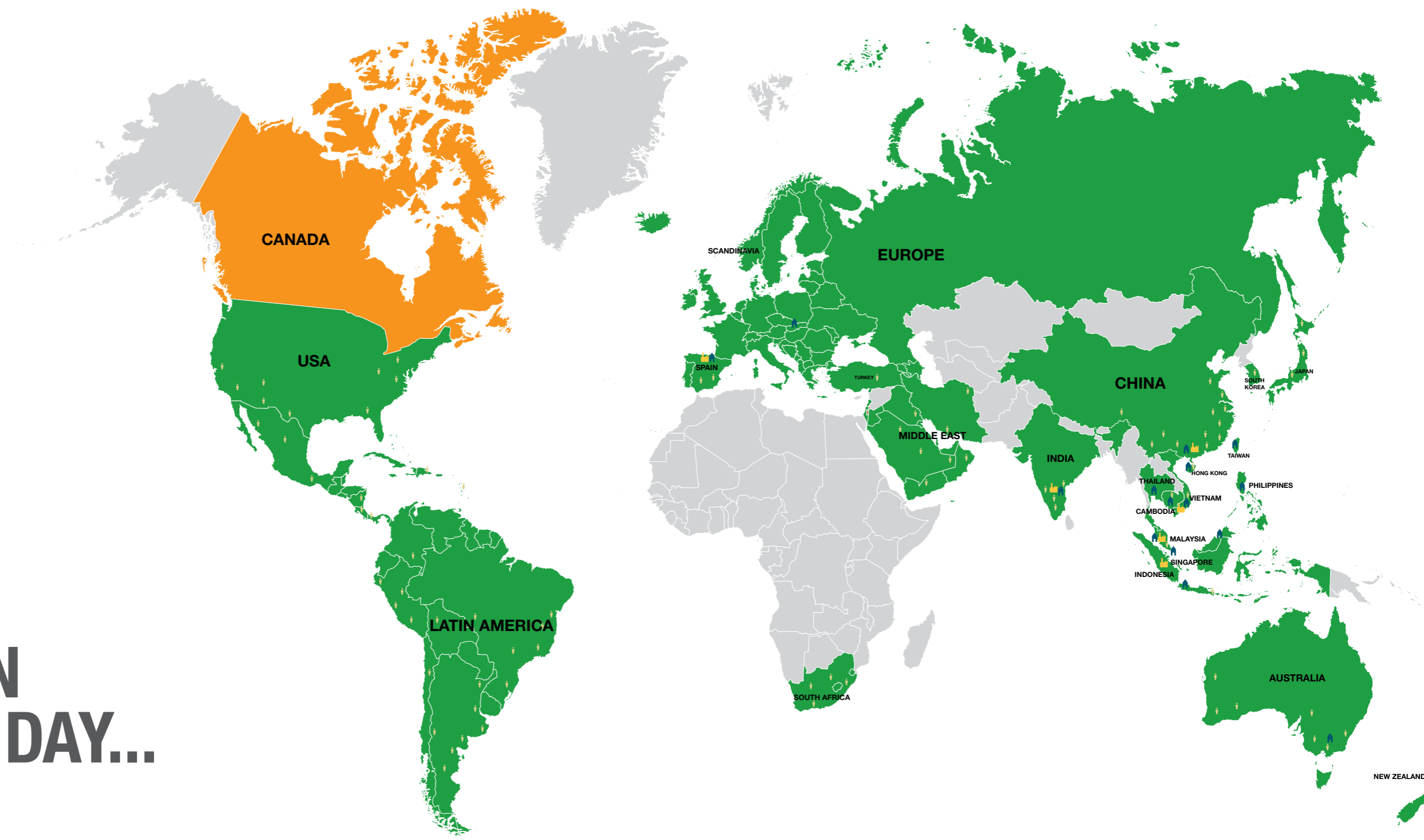
# THE DILEMMA

Buying furniture directly from overseas manufacturers was cheapest, but **risky**. On the other hand, using middlemen to import, deliver and install the huge variety of furniture meant **expensive mark-ups** at every stage.

Instead of popping headache pills, the resort owners began searching for someone reliable to take on the entire process.



**THEN  
ONE DAY...**



- Customers (in over 100 countries)
- Factories (Malaysia, China, Vietnam, Indonesia & India)
- KIAN sourcing and project installation offices (Malaysia, Singapore, China, Taiwan, Hong Kong, Indonesia, Cambodia, Vietnam, Australia, Latin America, Spain, India, Thailand, New Zealand, The Philippines, Turkey, Scandinavia & Central Europe)
- Global Network, Local Service
- Partnership in progress

News came of a **global furniture manufacturer**, an approved supplier to the Olympics, no less. A company that designs, manufactures, imports, delivers and even installs in Australia.

Someone with offices in over 20 countries, servicing a host of global brands like McDonald's, Starbucks, Accor and Holiday Inn around the world.

#### Global Supplier to Global Brands



# CRIQUEY!

So the owners called **KIAN** and asked 3 questions:



# *CAN KIAN SUPPLY 2,000 PIECES OF FURNITURE?*

No worries, we nodded. We have a huge range of original designs and a production capacity to match.

## DESIGNERS

Meet the designers who give KIAN our eclectic range of furniture.



Enrique Martí



Hans Thyge



Danny Fang



Sakura Adachi



Silvia Marlia



Jerry Low



Morten Georgsen



John Kelly



Antonio Eraso



Design preparation



Furniture prototype

***DOES KIAN  
MANUFACTURE  
CUSTOMISED  
FURNITURE?  
90% OF WHAT  
WE NEED MUST  
BE TAILOR-MADE.***

Sure do, we replied. So they sent images over to our industrial design team, and hundreds of drawings later, we air-freighted 20 prototypes to the island.

***WHAT ABOUT  
HICCUPS ALONG  
THE WAY?  
CAN YOU LOOK  
AFTER THE  
WHOLE JOB?***

That's our hallmark, we said. We do it all from **beginning to end**, so things don't go walkabout. Even if they come from 5 different countries.

*Good on ya*, said the client. *Let's get started.*



# BEGINNING TO END

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- 1 Design
- 2 Prototype
- 3 Production
- 4 Shipping
- 5 Import
- 6 Installation
- 7 Local Support



# BRING IT ON

We looked at what lay before us. A remote island, 9 hours from the nearest port, beach landings in pouring rain, outdoor storage in monsoon season, and dodging kangaroos on slippery, untarred roads.



# WE KNEW WHAT TO DO

We stationed people onsite for 5 weeks to oversee the unloading and installation.

We used trucks, trains, ships, boats, turtle barges, flatbed trucks and forklifts to transport the furniture.





Loading up furniture in KIAN Foshan factory



Transporting the furniture to the island



Trucks on the transportation ferry



Furniture arrival at the island



Moving the furniture to project site



Transportation ferry



Furniture cargo



Unloading the furniture



Furniture installation



# HAPPILY EVER AFTER

Eleven months from that first phone call, every item was delivered on time and within budget. Daydream Island Resort was finally fully ready to face the world again, bigger and better than before.





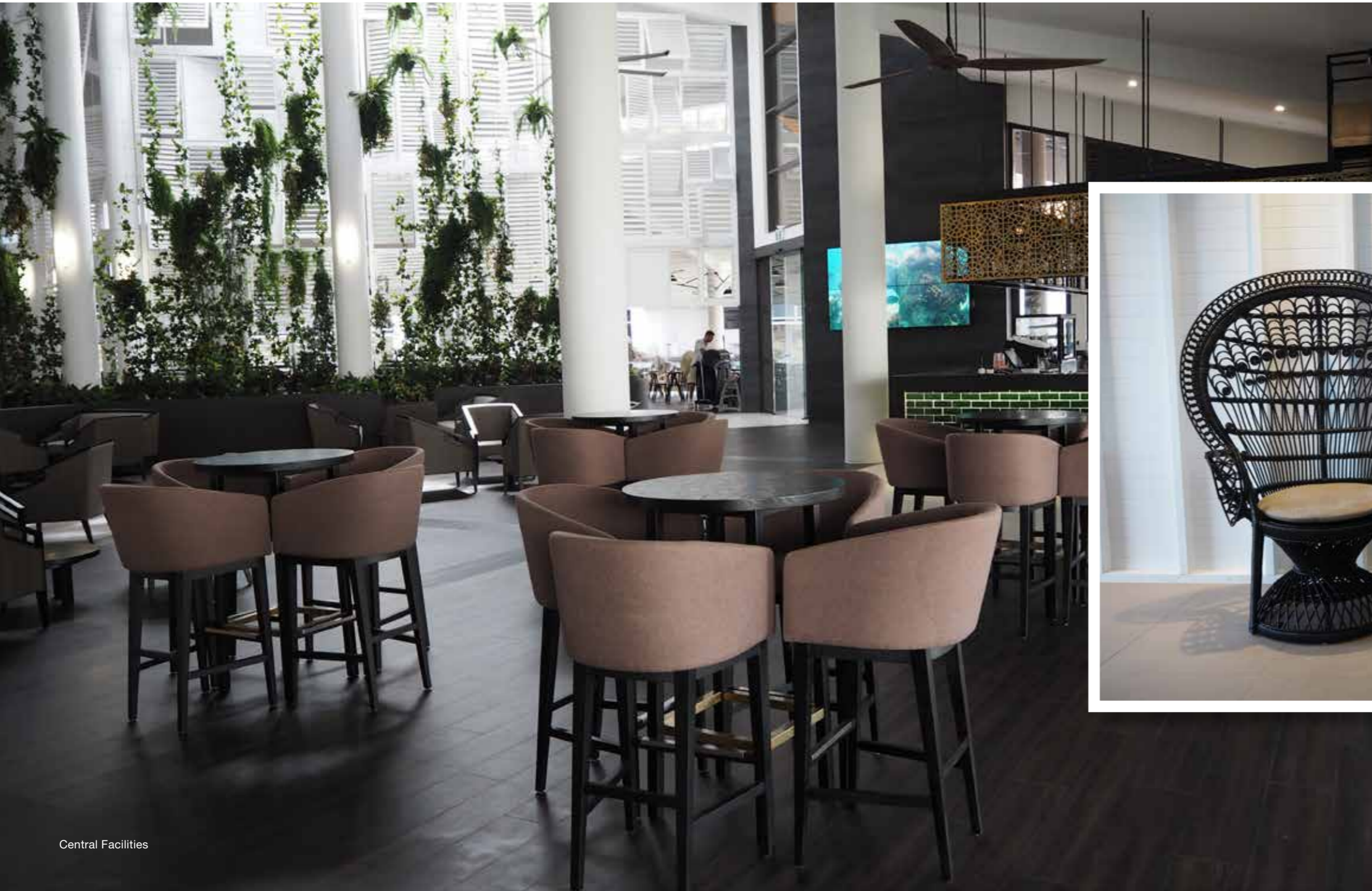


Accommodation





Lounge Area





Teppanyaki Suite









# WHAT ABOUT YOU?

KIAN has almost 40 years of experience in the furniture industry - worldwide.

Have your daydreams turned into reality too. Just email or call us to say G'day – we're right here in Australia.

**Kian<sup>®</sup>**

— *with* —



DAYDREAM  
ISLAND

# Kian®

Better Design, Better Value, Better World

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