



## Secondhand is second choice?

I've just returned from two lovely days in Belgium thanks to Childhome – see below for a short report. Unlike many visits to suppliers, this was not just about learning about their gorgeous products but also a time to discuss many aspects of the nursery trade.

Many of the problems we are facing as an industry are not confined to the UK. I'll be considering some of these in future 'rants' but for now, I'll just cover the secondhand market in nursery goods which is booming. The problem will only get worse as we become more conscious about the environment and the reluctance to send goods to landfill.

However, buying on the second-hand market means the parent does not know whether the product is compliant with the current (or indeed, any) safety standards and nobody checks that the product is safe. We have heard of an attempt to sue a supplier for product which was broken by the previous owner! Nobody checks anything; there are no regulations on second hand whereas suppliers of new have many hoops to jump through to prove their product is safe.

Stefan Aerts, founder of Childhome commented "Besides a more efficient regulation for manufacturers, there is also need for much more control of the second-hand market. We are aware that young parents buy approximately 50% of their strollers, car seats and furniture for children's rooms second hand. Often people pay a lot of money for so-called 'vintage' stuff compared to new things. Nobody seems to care whether these baby products are still complete and if they comply with the current, strict safety standards. And then there is the problem of the invisible defects. What is the history of a baby car seat? Perhaps it has been involved in a car accident? Is safety suddenly no longer important? Apparently not for the consumer..."

We can only agree.

- Cathy

PS: Spotlights for this month are Mattresses and Bedding with a copydate of June 10th and Comforters and Soothers with a copydate of the 24th. Lyn is on holiday for the next two weeks – lucky thing! – so contact Cathy on 07736 180017 if you need any further info.

And don't forget our International Newsletter which will go out on the 19th – your news is, as always, free to publish (just make it readable and relevant!!)

## International Press Day 2019

This week Childhome, the Belgian manufacturer of baby products and furniture, organised the second, successful International Press Day at their offices located in Kontich, Belgium.

They invited journalists from all over the world: Russia, Germany, Italy, Spain, Poland, the Netherlands, Belgium and of course Nursery Online from the UK, for an inspiring day.

The program was packed starting with a tour around the Inspiration Showroom filled with innovative baby products, a strong debate about the second-hand market and an interesting guest speaker: Maryke Hanneman from the European Nursery Products Confederation (ENPC). The second day we visited some baby shops to get an in-store experience with the Childhome products (and to see how they differed from those in the UK!).

Of course, there was also time for pleasure. Childhome took us on a city tour through Antwerp and together we enjoyed a typical Antwerp beer 'Bolleke'.

The two days were very interesting and some great memories - and contacts - were made. We flew back home with a box of Belgian chocolates and a personalised Mommy Bag. Of course, we have all said Yes Please! for the next Childhome International Press Day.

