

hospitalitydesign

marketplace fall 2019 hospitalitydesign.com



swept away
100+ products





THE TRENDSETTER

Janice Feldman, JANUS et Cie

Before JANUS et Cie founder and CEO Janice Feldman opened her New York showroom in 2000, she confronted her lifelong fear of heights in the most dramatic way possible: trekking up the Himalayas to 16,500 feet. The experience gave Feldman the confidence she needed to take her business to the next level. "I always trust my instincts, which has been essential to the success of the company," she says.

Feldman developed a strong appreciation for nature while growing up in California's San Fernando Valley. As a child, she developed her artistic skills, creating murals on long butcher paper and taking wood shop instead of home economics. After college, she relocated to Europe where she supported herself by painting portraits of tourists and selling antiques. In fact, a 16th-century walnut highboy in nearly mint condition is one of the assets she used to acquire a loan to open her first showroom at the Pacific Design Center, which her husband founded, in Los Angeles in 1978. She considers this "a groundbreaking moment in my career, as it allowed me to grow and define the JANUS et Cie brand into what it is today."

This led to such milestones as creating furniture from recycled materials when it was still unprecedented, as well as opening 19 showrooms around the globe. Notably, her collaborations with designers like André Fu and Paola Navone, among others, have embodied her daring ethos. Like Feldman herself, they're "not afraid to push the limits of their imagination," she says. Today, the company's catalog lists more than 6,000 items, including decorative accessories and performance textiles.

In 2016, the high-end outdoor furniture provider became part of Poltrona Frau Group, the parent company of luxe brands including Cassina and Luminaire. "We are continually looking to what's next," she says, "and we have some exhilarating things on the horizon."



The Palmia collection consists of a lounge chair, side chair, and three-seat sofa

Photos courtesy of JANUS ET CIE