



Hello,
My name is Volpino.

Product: Kusch + Co Volpino
Designer: Norbert Geelen

Inspiring Office Lifestyle
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In order to be environmentally friendly, we use recyclable paper. 为创造环境友好型社会，我们采用可回收纸张。



手艺力量

The Power of Craft

阿里巴巴的选择

玛祖铭立成为阿里巴巴办公家具战略合作伙伴
MATSU became the strategic partner
of office furniture of Alibaba Group

从“视界”到“无界”

CJZ Design Associates 上海总部
CJZ Design Associates Shanghai
Headquarters

不仅仅是“盒子”

系统工作站的全新定义 Leinco+
More Than a Box LENO+
a New Definition of Systematic Workplace

总策划 Publisher: Yanqiu Cai
执行主编 Executive Editor - in - Chief: Leo Liang
执行主编 Executive Editor - in - Chief: Qin Peng
编辑 Editor: Summer, Nicole Tao, Da Liu, Wentao Wang, Mia Huang
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摄影师 Photographer: Fenfang Lu, Da Liu
发行负责人 Circulation manager: Nicole Tao
主办 Sponsor: MATSU Group
地址 Address: No. 666, Zhaojibang Road, Xuhui District, Shanghai, P.R. China, 200030
电话 Tel: +86 21 6431 4885
传真 Fax: +86 21 6431 4886
网址 Web: WWW.MATSU.CN
客服热线 Customer Service Hotline: 400 630 9229

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“盒子”的创作

在崇尚“艺术化生活”的今天，设计师们负责把艺术用他们对设计哲学的理解体现为实物。这个过程，就是创作。设计师们通过双手，进行不断的创作，表现着他们的智慧和精神。

记得小时候，盒子是物品，可以装很多玩具。后来，“盒子”不再是盒子，因为“盒子”慢慢的成了设计智慧和创作故事。2013年，MATSU的设计课用自己的理解对“盒子”进行了定位，解放了空间的束缚，并在格局之间触发着每一寸的灵感，这就是著名的workstation—Lenovo+。现在，Lenovo+ 已经成为一个办公家具界的“明星”家族，在众多的空间里演绎着一个又一个“盒子”的精彩。

创作的艺术

其实，对于秋季来说，任何创作都是必须有收获的，无论是能看到的视界，还是看不到的视界。

因此，当 CJD Design Party 隆重上线，在黑板上郑重写下“MATSU”的名字的时候，CJD 和 MATSU 一起收获了融合。这是建筑设计界和办公家具界的融合，也是不一样的设计在一起的生活的融合。

所幸去年和今年同时获得了 LEED 铂金级认证的两个建筑，被称为全球第一零能耗的摩天大楼——“珠江城”和首都东区地标——“侨福芳草地”，这两个在中国建筑界革新理念的代表，不约而同的选择了 MATSU 开展合作，由 MATSU 提供办公室的整体解决方案。

其实，无论什么建筑，能够跨界和融合，能够充分表达建筑本身的创作精神，那便是优秀的作品，用 CJD 的观点来说：视界之外，便是无界；所以，当创作打开世界的的时候，设计的灵魂才可以表现出新的“盒子”。

本期编辑部

The creation of “box”

In the context of advertising “artistic life” today, the designers are responsible for transforming art into material object with their understanding of design philosophy; the process is the so-called creation. The designer use their ingenious hands to constantly create and show their wisdom and spirit.

In childhood, the box is an object which can accommodate many toys; later, the “box” is no longer a storage box in the field of design wisdom and creative vision. In 2013, engineers at MATSU set a new positioning for the “box”, with their unique understanding and created the famous workstation—Lenovo+, liberating the soul of space and triggering the inspiration from each space unit among the layout. Today, Lenovo+ has become a star family in office furniture industry, showcasing wonderful stories about the “box” one after another in numerous spaces.

The art of creation

Actually, any creation should be fruitful in autumn days, regardless of visible and invisible horizon.

Therefore, when CJD Design Party was officially launched and the name of MATSU was written down on the blackboard solemnly, CJD and MATSU harvested integration together, which is the integration between architecture design industry and office furniture industry, also the integration of different designs in the same life.

In light of this, both the Pearl River Tower, the first zero-energy skyscraper in the world, and Parkview Green, the landmarks in east area of Beijing, have partnered with MATSU, which will plan for the interior environment of office spaces and provide total solution for the office spaces. These two buildings have obtained LEED platinum certificate both last year and this year and are representatives of the innovative concepts in Chinese architecture industry.

Actually, a building can be deemed as an outstanding works as long as it can realize trans-boundary integration and fully express the creation spirit of the building itself. From the perspective of CJD, unbound concept exists beyond the horizon; so only going beyond the boundary can the soul of design walk out of the existing “box”.

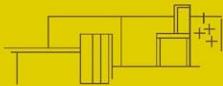
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Editor's Voice



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www.matsu.cn

The MATSU Group has been dedicated to providing customers with personalized, high-quality and exquisitely-designed office space solutions. Our wide range of products includes:
high quality office furniture, public space furniture, LED lighting, office partition systems and carpet
in an ultimate design, aiming to create an inspiring office lifestyle for our customers.

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The Trends of Office Lifestyle

MATSU Wuhan Showroom Event

编辑：黎龙 图片：鲁芳芳 Editor: Lei Long Photographer: Fengfang Lu

2014年6月28日，玛祖铭立在武汉中央文化区有世界文化新品牌之称的楚河汉街，打造出激发灵感的办公生活体验中心——MATSU 武汉展厅。

On June 28, 2014,
Matsu opened Wuhan Showroom on Chuhehan Street,
known as a world culture and new brand center located in the
Central Cultural District of Wuhan.

IMPRESSION

of MATUS



18年来，玛祖铭立作为国内高端办公家具领导品牌，以生活的哲学阐述着对办公空间的理解，和对办公生活方式未来发展方向的坚持。MATSU 武汉展厅的建立，也是玛祖铭立引领国内办公家具行业专业化、规范化发展的见证。

As a leading Chinese high-end office furniture brand, Matsu has interpreted its understanding of office spaces with the philosophy of life and adhered to the future development directions of office lifestyles. The opening of Matsu Wuhan Showroom is another testimony to Matsu's leadership role in the Chinese office furniture industry.



7月18日，一场题为“未来办公生活发展趋势”的沙龙活动在这里正式拉开帷幕。来自武汉各界的知名设计师、各大企业及行业协会领导、湖北高校设计专业的教授和专家作为嘉宾，出席了此次沙龙活动。同时，电视台、报纸的记者也到现场进行了采访。

On July 18, a salon themed Development Trends of Future Office Lifestyles was launched here. This event was attended by famous Wuhan-based designers, senior management from major businesses and industry associations, professors and experts of design from universities/colleges in Wuhan. It was also covered by news reporters of newspapers and TV stations.





作为活动的主办方，玛祖锐立与到场嘉宾进行了“未来办公生活发展趋势”的主题分享，与嘉宾们共同探讨当下引领办公空间发展潮流的全新理念，大家在提升空间审美度的同时，也颠覆了当地市场的原有“办公”印象。嘉宾们除了现场近距离接触和感受玛祖锐立的“高品质、极致设计”的产品之外，还体验到“轻装修、重装饰”带来的高品质办公生活方式。

As the organizer of this event, Matsu shared its views on the “Development Trends of Future Office Lifestyles” and discussed with the participants about fresh new ideas on office space developments. In addition to improvement of aesthetics of the space, the previous “office” image in the local market was also changed. The guests experienced the “high-quality and exquisite design” products of Matsu at close range and first hand. They also experienced the high-quality office lifestyle that “light fixture and heavy adornment” offered.



在活动现场，玛祖锐立于办公空间各功能区域灵动、模块化的办公家具产品组合为嘉宾呈现了一不一样的视觉享受。舒适、人性化的“产品设计”让办公成为一种享受；高科技、智能化组成的多媒体会议系统，让未来的空间界限不再有隔阂，充分体现了玛祖锐立坚持“办公与生活融合”的理念，吸引了参加活动嘉宾的高度关注。

On the spot, the flexible and modularized office furniture products for various functional locations presented the guests with a feast for the eyes. The comfortable and individualized product designs have made office a comfortable place and future space boundaries are broken down by high-tech and smart multimedia conference systems, reflecting Matsu’s ideas of “office and life convergence” and attracting attention from all participants.

可以说，玛祖锐立作为高端办公空间整体解决方案的规划者与实施者，以其“高品质、极致设计”的产品和办公空间整体方案解决的专业，为武汉、乃至华中区域的客户带来了一站式办公家具行业的视觉饕餮盛宴。

As a planner and implementer of high-end office space solutions, Matsu has provided a visual feast for customers in the office “lifestyle” market in Wuhan and Central China with its “high-quality and exquisite-design” products and office space solutions.

未来，玛祖锐立（MATSU）将以武汉为中心开拓华中区域，并与MATSU上海、北京、广州、西安、深圳等地的展厅一起，作为玛祖锐立的产品及形象展示窗口。无论在哪里，都可以通过玛祖锐立（MATSU）的展厅参与未来办公生活方式的演绎，体验创新办公生活理念并无限发展的空间。

In the future, Matsu will expand to Central China with Wuhan as the center and open exhibition halls in Shanghai, Beijing, Guangzhou, Xian and Shenzhen. No matter where you are, you can always participate in the interpretation of future office lifestyles through the Matsu showrooms and experience the indefinite development of innovative office lifestyles.



跨界，艺术与技术

MATSU参与中国建筑学会室内设计分会北京沙龙活动

Transboundary, Art and Technology

MATSU Participated in the CIID Beijing Salon

编辑：王文恬 Editor: Wentao Wang



2014年7月25日，由中国建筑学会室内设计分会(CIID)主办，中国中元国际工程有限公司承办，《建筑技艺》杂志社协办的2014北京沙龙活动，在北京市中国中元国际工程有限公司举行。

On July 25, 2014, Beijing Salon 2014, sponsored by China Institute of Interior Design (CIID), organized by China IPRI International Engineering Corporation and co-organized by Architecture Technique magazine, was successfully held in China IPRI International Engineering Corporation.



此次沙龙活动围绕“跨界—艺术与技术”主题而进行，与北京的设计们一同畅谈设计，聚焦“跨界”这一文化现象。作为高逼办公空间整体规划与实施者，MATSU 受邀参与了此次论坛，并提出模块化建筑系统将重叠层，将负荷对室内空间规划与设计的限制延伸并分享给所有到场的设计师。

Theme “Trans-boundary—Art and Technology”, MATSU has a heated discussion about design with designers from Beijing and focused on the “Trans-boundary” cultural phenomena on the salons. As a total space planner and implementer of high-end office space, MATSU was invited for this session, during which it presented a booth with modular architecture system to present and share with all participants designers its unique understanding on interior space planning and design.

大会开始，首先由中元国际设计分会秘书长，中圆建筑学会室内设计分会常务副理事长，胡晓波女士致开幕辞。此后，来自中国中元国际工程有限公司的首席建筑师兼建筑设计院院长孙炳烈先生为大家发表讲话。在此大会上，国家一级注册建筑师，中国中元国际工程有限公司建筑创作设计主任杨晓东先生为大会讲嘉宾，“跨界”为主题，浅谈高档住宅设计中的跨界趋势。郭强认为，高品质的生活，绝不仅限于居住和工作的范畴。真正的富豪豪门，既要从地段、身价、定制设计、附加服务、市场营销等各个领域进行跨界思考，才能打造出世精品。

At the start of the event, Ms. Zou Huiying, President and Executive Director of CIID, delivered the opening speech. Afterwards, Mr. Sun Banglie, Chief Architect of China IPRI International Engineering Corporation and Vice Director of Architecture Design Institute, made a speech. At the salons, Mr. Qiao Jun, national registered architect and Director of China IPRI International Engineering Corporation Architectural Creation Studio, shared with the participants his great trans-boundary vision on high-end residential design with a theme of “beyond the boundary” as a guest speaker. In his opinion, the creation of high-end residence definitely not only about design and price. Only with trans-boundary thinking than multiple fields as location, origin, customized design, value-added service as well as marketing can we truly create a true masterpiece.



Transboundary Art and Technology

随后，美国联合设计集团（北京优思设计）董事长，董事总经理王平生先生从设计思维上进行阐述，解开了设计回归本真的“跨界”方式。方正元国际工程有限公司民用建筑设计院院长吴国华先生用自己独特的收藏式，将沙龙活动推向另一个高潮。他将“跨界”分为进行剖析结构，分为多变、整合、突破和创造四个部分，其风趣的演讲活跃了会场氛围，并在最后的问答环节，提出了“跨界”的理念。并将其概念应用于妇婴医院设计的实际项目中。

Mr. Guo Jings, Chairman & Design Director of Beijing UN Design (branch of US UN in China), elaborated the trans-boundary means that make design genuine from perspective of design thinking. Moreover, Ms. Wang Pingsheng, General Manager of Design Department of Civil Engineering Business Division, Civil Architecture Design Institute of China IPRI International Engineering Corporation, presented the idea that “breaking the boundary” must come before “trans-boundary” by enumerating various cases, which has been applied to the actual design project of a Maternity and Infant Hospital.

此次沙龙动员设计师们围绕室内设计界与交界的革新平台，通过分享，激发出更多的设计灵感，并开拓更多的合作商机。强调设计与空间的完美结合，室内、家具三者之间协调性。只有三者之间相融合共存，才能发挥空间的最大价值。

Beijing Salon 2014 aims to create a new platform of communication and exchange for the interior design industry in China. It brings more inspiration and motivates more cooperation opportunities. MATSU knows well that design integration plays a critical role among architecture, interior furniture; the space value, which can only be realized with the integration and harmony among interior, interior and furniture.

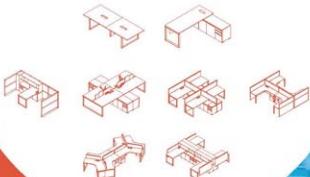
不仅仅是“盒子”

系统工作位的全新定义: LENO+⁺

LENO+⁺, a New Definition of Systematic Workplace

编辑: 彭刚 Editor: Peng Gao

MORE THAN A BOX



时代在变,且变化的速度日臻加速,它仿佛在高速跑道上迅猛前行。而唯一不变的就是变化。因此,企业的变化能力自然而然地就成为其竞争力的核心之一。

那么,与企业息息相关的办公空间是如何进化的?未来办公空间到底是什么样子?

Times are changing in an accelerating pace, like on a high-speed runway. The only thing that does not change is change itself. As a result, an enterprise's adaptability has naturally become one of its core competitiveness.

So how does office space closely related to enterprises adapt to these changes? And what will the future workspace look like?

脱离“二元制”,多元化办公

以往,每个人都被又高又窄的屏风“盒子”中。而今天,网络的普及,办公设备的集成与简化,人工作的地址点可以慢慢摆脱传统区域的限制,越来越多的人能够感受随时随地办公的高效与便捷。比如,在跑道中,通过手机与同事沟通工作、处理邮件、甚至可以进行简单电子文本查阅与批注处。

传统的空间规划已不能满足所有性质的工作要求。人不一定非要“固定”在 5 平米大的工作位上。他们可以自由根据当下的状态选择适合的工作环境:专注思考的“盒子”,或开放的工作台;或充满灵感碰撞、无限遐想的公共区域;或正式严肃的会议空间;或过于宽松,极度便利的非正式对话区。

现今,已不是黑白分明的“二元制”社会了;世界充满了各种可能性,这也就塑造了多元化的工作生活方式。

Diversified workspace

In the past, everyone is restrained in a tall, narrow folding screen-like box. While today, with the popularity of network and integrated office equipment, the location of work can be more flexible. People can work from anywhere and anytime, and more people can benefit from the efficiency and convenience of working anytime and anywhere. For example, they can communicate with colleagues over phone on the road, check emails or even consult and approve electronic texts, etc.

Traditional spatial planning can no longer meet work demands of all nature. People are not necessarily “fixed” in a square-meter workstation. Instead, one can choose a suitable working environment according to his current status, which can be a “box” that allows them to focus on their work, or an open working station that promotes communication and exchange, or a meeting space for formal discussion, or an informal discussion area in close proximity, or even in a large, extremely convenient space.

Today, a society is no longer a “dual system”; instead, it is full of possibilities and allows for a variety of working lifestyles.



LENO+⁺, 不仅仅是一款产品

多元化的办公生活方式在这个时代跳出“盒子”的同时,如何在隔断办公与交流开放式办公空间之间操作隐私、专注工作、协作,让空间不再像“盒子”一样单调而是充满生命力?这成了多元化办公空间的最新挑战。

全新的 LENO+⁺ 全部采用模块化设计。这样,无论办公环境中各个职能部门有不同需求,亦或是空间发生任何变化,它都可以灵活“适应”环境的改变。Adaptable, 就像是自然界的物种进化一样,因为 LENO+⁺ 的 DNA 具备这种功能。他不仅仅是一款产品,更是一个办公空间系统家具。

LENO+⁺, more than a product

While diversified working lifestyles take us out of the “box”, how shall we deal with the challenges between partitioned office and open office? How to operate privacy, focus work, collaboration in an open workspace that promotes communication and exchange, while infusing it with vitality and preventing it from becoming a monotonous homopoly? That has become a latest challenge in offering a diversified office space.

To do such a task, we need to design a “systemic approach”. A new LENO+⁺ modularized system which can always “adapt” the environmental changes no matter how the space changes. Adaptable is a feature of LENO+⁺ in its DNA like the evolution of species in nature.





40% 在办公室
40% 在户外
40% 在办公室
40% 在户外

行，互动中追求灵感

行走之人，他们的事务基本在办公室内可以解决。如：产品经理、销售支持，他们的工作有大量的外出时间，也需要同事之间互相激励的灵感火花，便能更好的完成工作。

Interaction-Inspired working

某些员工如产品经理、销售支持等，他们的工作需要大量的外出时间，也需要同事之间互相激励的灵感火花，便能更好的完成工作。

浙江前程石化有限公司总裁 员工办公区

前程石化的办公区将屏风做了半开放式，员工可在自己的工作位上随时随地，无论是在天马行空的创造，还是充满逻辑思维的思考都可以在个小时内天地随意切换。

Staff workspace, like at Jiangsu Baoding Petrochemical Co., Ltd.
The staff's workspace of Jiangsu Baoding Petrochemical integrates the whiteboard feature into the screen. Employees are free to play with graffiti infused with abstract ideas or logical thinking in their work position.



↓
Lenco® 半开放式的工作位，带有舒适的侧柜，随时适合同僚对谈沟通的需要，创造出即时的合作区。

Lenco® semi-open workstation with cushioned side cabinets, catering to the needs of a heartfelt talk with colleagues by offering comfortable seats



↑
120 度屏风，将员工台面面积最大化，适用于空间较大的设计研发部门，部门主管会与员工融合在一起的时候，外侧合面搭配上体椅，则保证了主管待客与小型讨论的需求。

The 120 degree screen offers maximized desktop area and a great fit for Design and Development Dept. with larger office space. While bringing immediate support closer with the employees, the estimated desktop usage with lounge chair ensure the demands of hospitality on the supervisor's side as well as discussions.



轮换制办公方式，让原本只能容纳 6 个人的工作位，可以容纳 6~12 个人在不同时间在此进行办公。对于 2 小时固定工作的他们，甚至不需要专注于人机工学的座椅。一个非正式、开放型的会议区就可成为他们临时的办公据点。

For staff taking work shifts, workstations designed for 6 can now accommodate 6 to 12 employees working in different hours of a day. For them who usually spend 2 hours a day in the office, ergonomic chairs are not even a necessary option. An open, non-official meeting room could be their temporary working location.



78% 外部工作
18% 工作位
4% 在户外
4% 在办公室

迁：移动中追求高效

迁移之人，其则为在外奔波之人，如销售人员。无论“居所”，移动化办公，在任意的时间，任意的工作地点，可高效快速地完成任意的工作。

Mobility-based efficiency

People like sales staff travel a lot outside the office. They don't have a fixed workstation and mobility is the feature of working. They can work anytime and anywhere on any job in a fast and efficient manner.



Lenco® 全开放式的工作位完全可以满足此类人移动化的需求。对于平均每天仅在办公室 2 小时的外销销售人员来说，解放他们的工作位才是激发办公效率的最好方式。

Lenco® open workstation can meet such employee demands for mobility and more than 2 hours per day in the office. If less than 2 hours in office every day on average, a liberted workstation can be the best means to enhance their work efficiency.





靠墙的侧柜适用于需要空间容纳多员的员工，添配上立架，更可以储存大量文件，也可以用作外衣壁橱。

A whole row of side cabinets offers a perfect fit for employees demanding large storage space, such as a clothes closet suited for storing jackets.

76% 固定办公 76% at the workplace
18% 办公流动 18% out and about in the office landscape
4% 外部工作 4% outside the office



居：安定中追求质量

身处之人，指围绕公司为主的人员，如，财务、行政庶务工作者，大量文书档案统计与历史文档的存放管理，他们也应拥有更多且高；而企业财务状态、数据核算处理、员工薪资管理，都需更安静、私密的办公环境，才得以专心伏案工作，以确保大数据的准确性。

Stability brings out quality

Such as finance, administration general affairs workers stay mainly at the workstation who usually works on statistics of a great amount of text information as well as storage and management of historical documents. The enterprise financial status, data calculation speed, high. Management of employee salaries, data collection and processing, as well as employee payroll processing all require a quiet and private working environment to ensure concentration and accuracy of mass data.



40% 固定办公 40% at the workplace
20% 办公流动 20% out and about in the office landscape
40% 外部工作 40% outside the office

合：合作中追求双赢

合众人之才，需与合作伙伴、外部供应商频繁互动交流，对不同的合作方式制作针对性的方案。如：咨询、协商类项目工作。

“Win-win”-targeted cooperation

Another type of people who are engaged in consultation, negotiation and other jobs need to interact frequently with their partners or external vendors and develop programs targeted for different forms of cooperation.



咨询、协商类工作需有相对独立的私密空间，考虑思考：由于大量咨询沟通常需腾放，因此便于他们灵活使用的御空间是必要的。基础的方式可能需要较好的私密性，又保持空间的通透性。

Such jobs as consultation or negotiation require a relatively independent private space and great concentration. Also, as a large quantity of consultation need to be stored properly, large space offering great clarity is essential. Hanging screen is a great means to ensure privacy as well as greater transparency by means.

而对于主管，也不用再局限于四面都是堵的封闭空间，LENCO™ 是过墙带屏的运用，它也可以是空间隔断最便利的收藏“隔断”。在营造私密空间的同时，让空间整体保持透彻、开放。这样就有利于加强与下属的互动沟通，更好的监督工作；如果加上 2-3 张休闲椅与某一两个专员小型的储物空间就这样轻松的实现了收纳兼办公。

The person-in-charge will no longer be confined to an enclosed space surrounded by walls. Through the use of floor screen, LENCO™ offers the most convenient furniture “partition” in space planning to ensure privacy as well as greater transparency and openness of the entire space, which allow for better interaction with subordinates and better supervision. With 2 or 3 additional lounge chairs or coffee table, an exclusive area meeting space is easily created to facilitate communication with partners.

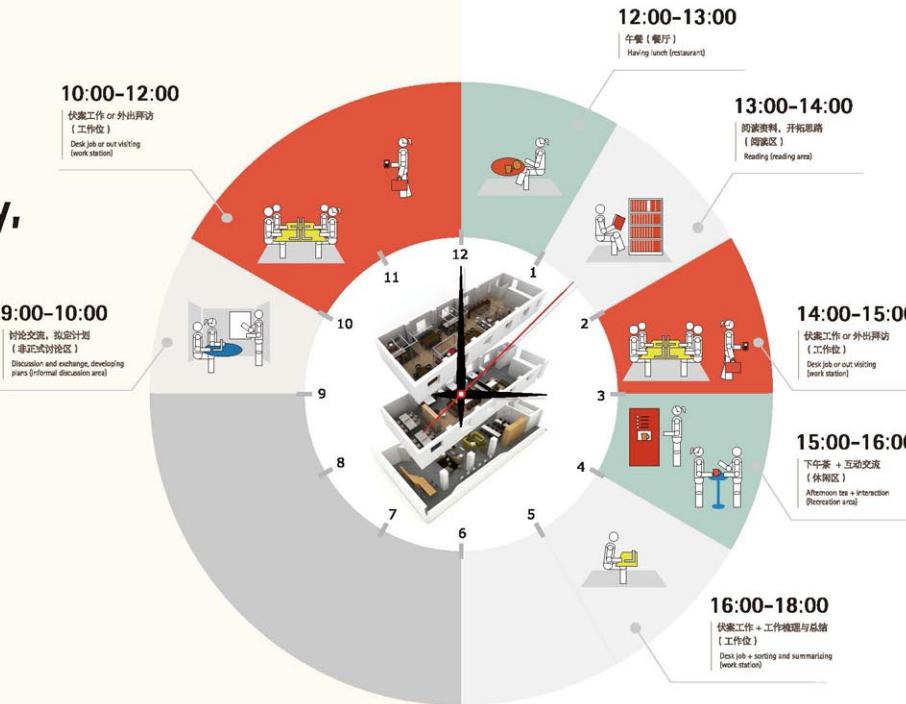


Different hours of a day, changing working state and different workspaces

同一天，
不同时间，
不同状态，
不同区域

四种不同的工作人群，每一种对空间的需求与家具组合需求
不同：面对个人的安静度需求，一个人在一整天的不同时间段，
也有不同的办公空间与家具组合不同的工作状态。

The four different working groups have diverse demands for space planning and furniture combination. Moreover, from a personal dimension, one in different time of a day should be offered with different workspaces to match with neither changing working state.



办公 & 休闲
现今，空间界限越来越模糊。3-5 人小群体的讨论空间从茶水间、高间隔墙的阅读区、前台接待区转移到员工办公区间。
专注工作与享受休闲空间同样重要。

Work & Leisure
Today, space boundaries are becoming increasingly blurred: space for discussion is in a small group of 3-5 people separated from the party, discussion areas within high partitions, reception area to staff's work stations. A space for concentration can also be inspirational in an instant.



Lenco+4 人工工作站，可以快速工作，可以与相邻的休闲区域结合，构成 6-8 人的开放讨论区。将笔记本上的画面共享 Mini-media 多媒体电视屏幕上，即时即刻分享全新的创意解决方案。

Lenco+4 工作站 for 4 提供的灵活性 of desk job as well as combination with adjacent recreation area to create an open discussion space for 6 to 8. By sharing your notebook screen with Mini-media screen, you can instantly share with others your latest creative solutions.



两个天数创意策划有限公司 设计办公区
设计办公空间需要灵感的空间。由 Lenco+120° 办公工作站与 Singlex 休闲沙发结合，以柔形成一个开放式创意聚集地。设计师和业主，可以轻松的分享。三五个人在吧台随意交谈；亦可在工作站与沙发前随意创作或站，或坐，或躺的交谈；亦可在工作站与沙发前随意创作或站，或坐，或躺的交谈。

Design office, two floors for Creative Planning and Communication Co., Ltd.

A design office needs to be implemented Lenco+120° work stations work together with Singlex leisure sofa to create an open pool of creativity. Designers are meant to share in easy split here. A group of five can talk leisurely at bar, or you can invite your partners to sit at work stations or sit, standing or seated.

阿里巴巴的选择

玛祖铭立成为

阿里巴巴办公家具战略合作伙伴 (Matsu Reference)

The Choice of Alibaba Group

MATSU became the strategic partner of office furniture of Alibaba Group

编辑：宋龙 彭晋 图片：陈芳芳（部分图片）

Editor: Leo Liang, Jian Peng. Photographer: Some parts of photo by Fengfang Lu

阿里巴巴，这个全世界最受欢迎的 B2B 电子商务品牌之一，运营着覆盖全球 240 个国家和地区的网上贸易市场，客户群 600 多万。2014 年 9 月 19 日阿里巴巴在美国纽交所上市创造了一个神话。而藏于美国彭博新闻社发布的亿万富豪指数显示，阿里巴巴的创始人马云已成为今日中国首富。

ALIBABA GROUP, ONE OF THE MOST POPULAR B2B E-COMMERCE BRANDS WORLDWIDE, OPERATES AN ONLINE TRADING MARKET COVERING 240 COUNTRIES AND REGIONS WORLDWIDE AND BOASTS A CUSTOMER BASE OF OVER 6,000,000. ON SEPTEMBER 19, 2014, ALIBABA GROUP SUCCESSFULLY COMPLETED ITS IPO ON NEW YORK STOCK EXCHANGE (NYSE), CREATING A MYTH IN THE NYSE IPO HISTORY. ACCORDING TO THE BLOOMBERG BILLIONAIRES INDEX PUBLISHED LATER, JACK MA, THE FOUNDER OF ALIBABA GROUP, TURNS OUT TO BE THE RICHEST MAN IN CHINA TODAY.



从一位英语老师到领导的 IT 起家团队，从互联网上“大风作浪”的 IT 企业老板人，到今日巨富首富，马云与他的带领下的阿里巴巴已经历了一次次蜕变与成长。而每一次发展，阿里巴巴都选择了最正确的合作伙伴，包括作为高端办公家具品牌的玛祖铭立。



From an English teacher to the leader of the IT startup team consisting of 18 members, from the head of the most popular and successful IT company - a "rule-maker" in Internet industry - to the richest man in China, Jack Ma has led his team through many challenges, including undergoing sustainable transformation and growth, which may in a way owe to the selection of the right partners, including the high-end office furniture brand MATSU.



↓ Matsu Cross Table 沙发椅
Kusch+Co Hotel Lounge Chair 休闲椅



善用人才，创大业

在媒体问及阿里巴巴的一位投资人：是什么东西吸引你，给马云持续的投资？他说：**阿里最初创业的18人团队，至今无一人离席，这在任何一家创业型企业，几乎是不可能出现的现象。**对于今天的成功，马云不仅对人才的珍视和对管理人才的用心，更注重为阿里人提供与其相匹配的高品质办公室空间。

Making the best of
people to achieve big success

2009年，在阿里巴巴成立的第十个年头，阿里巴巴6000多名员工“乾坤大挪移”迁至位于滨江的新总部大楼。该大楼由Hassell建筑事务所担纲设计，并选择了高端办公家具品牌玛祖铭立。为其塑造激发灵感的功能区域，玛祖铭立将先进的办公理念与生活哲学相融合，打破了单调的办公职能。

S. A. KALYANARAMAN

A wise decision-maker
2009 marked the tenth anniversary of Alibaba Group, and over 6,000 employees were relocated to the new headquarters building located in Binjiang District, Hangzhou. The new office building was designed by Hassell Studio and Alibaba selected high-end office furniture brand MATSU to create highly inspiring functional office space. MATSU integrated state-of-the-art office concepts and living philosophy, subverted the monotonous office functions and redefined the multiple functions of office space.

“拥抱变化，积极适应”——阿里巴巴文化中一直倡导这八个字，投射于阿里巴巴的办公空间中时，就是可以自适应的、灵动的办公氛围。

"Embracing change and making positive adaptation" is a motto highly advocated by Alibaba, which means adaptive, flexible and dynamic office atmosphere reflected in the office space of Alibaba Group.

- Kusch + Co Uni_verso Stoolbar 吧椅
- Kusch + Co Vopie Lounger Chair 休闲椅
- ↓ Motu+ Lema+ reedition 工作椅

A modern office break room or cafeteria area. It features a long white rectangular table with black chairs, a round white table with a single black chair, and a bar-height table with four green stools. The room has light-colored walls and a dark tiled floor.

在过去的 18 年中，玛祖铭立不仅仅为阿里巴巴、百度这样的一流电子商务公司提供办公空间解决方案，更为诸如宝马、罗氏等著名外企规划了高效和契合企业文化并充分体现品牌内涵的办公空间，体现了玛祖铭立作为中国高端办公家具品牌的专长与专业。

Throughout the past 18 years, MATSU has not only provided office space solutions for leading e-commerce companies as Alibaba and Baidu, but also planned for world-famous multinational corporations as BMW and Roche, efficient office space highly fitting with their corporate cultures and fully reflecting their brand connotations. All of the achievements reflect the concentration and professionalism of MATSU as a high-end office furniture brand.

↑ Kuach + Co Uni_verso Lounger Chair 休闲椅
↓ Kuach + Co Uni_verso Lounger Chair 休闲椅
Kuach + Co Uni_verso Stoolbar 吧椅



Link-P10-P17 MatsuLenco[®] Workstation 系統工作站产品介绍

从“视界”到“无界”

CJ2 Design Associates上海总部 (Matsu Reference)

From a "space of vision" to a "boundary-free space"

CJ2 Design Associates Shanghai Headquarters

编辑：黎雨 图片：鲁芬芳 Editor: Dan Peng Photos Provided by Fenfang Lu

→ Matsu Lenco+ Workstation 工作站
Kusch + Co Peplito Swivel Chair 办公椅

项目名称 Project: CJ2 Design Associates 上海总部

项目地址 Location: The 16th Floor B building, 788 West Tianhe RD, SHP, P.R.C.
设计公司 Interior Design Company: CJ2
完成时间 Completion: 2014
主要材料 Main Materials:
Matsu Lenco+ Workstation 工作站
Kusch + Co Peplito Swivel Chair 办公椅
Matsu Vex Soft 布艺
Matsu Modul LED



Link: P10-P17 Matsu Lenco+ Workstation 系统工作站产品介绍

诗人弗里德里希荷尔德林写过这样一句诗：人充满力量，但还诗意地安居于这块大地上之上。

2002 年，两个年轻人——Chris Yang 和 Julian Zhou 带着这样的一份对于“浪漫”生活与“视界”空间设计的思考，创建了 CJ2 Design Associates；并与同样执着、沉迷于空间策划与设计的玛祖铭立，共同营造了一片创意的“净土”，或者说“无界”的“视界”空间。

The poet Friedrich Hölderlin wrote, "Humans, despite enormous achievements, poetically live on the vast land". In 2002, two young people Chris Yang and Julian Zhou founded CJ2 Design Associates with thinking on design of a "romantic" life and "space of vision". CJ2 Design Associates, together with Matsujiro Mizuno, the same persistence and commitment to space planning and design to create a creative "pure land", or a boundary-free space of vision.



↑ 瑛秀墨瑞斯所称神妙式的空间设计？或者说，“有界即为外”的设计理念在应用。在这里，能看到第一份充满诗性的空间精神，与设计师的诗乐土设计等有着密切的联系。

Matsu Vex Soft LED



↑ Matsu Co-Unit, Lenco+ Workstation 工作站
与 CJ2 一起成长的视觉设计伙伴们，他们的名字已经铭刻在 CJ2 创始人的“净土”空间上，未来他们与 CJ2 一同成长的路途，也将由他们自己来书写。



在过去 10 年中，CJ2 用独特的建筑和空间规划的设计理解，为他们的客户解读着每一份作品，并将他们对于立体世界的包容体现在每一个方寸之间。CJ2 一直致力于发展一个国际化的设计平台，在这个平台上，大多数 CJ2 成员都非常年轻，他们和 CJ2 一起成长，伴随着成为领航员的使命。如今，他们的名字被铭刻在 CJ2 空间内的一个“净土”舞台上，我们在这里看到的，是一份责任和他们对 CJ2 的热爱。

In the past 10 years, CJ2 has provided customers with interpretation of each work by using its unique understanding of architectural design and space planning and has reflected its tolerance of a dimensional space in the smallest place. Most CJ2 members are very young, and they grow with CJ2 and gradually become key talent. Today, their names are engraved on a "desolate" sculpture in a CJ2 space from which we see their responsibility and love for CJ2.

无界的“视界”
C's 的办公空间是一个开放性的工作室，它完全呈现出“裸子”概念。桌上离地最近的摄影棚可以随时撤掉，“界限”在哪里？使用者根据自己的状态来定义。而这些小幅度在视觉上没有丝毫束缚的使命时，也为了更自由地创造了些许运动、丰富的层次，从而让整个离群的屏风甚至可以定期更换，灵活的通过微调角度或改变方向调整。

视界由“无界”的爱

CJ2 带着他们对“视界”的认知，从材料到设计，从绝构建筑的理解，与“界”一起成长，并基于“界”打造了一个更大的平台，他们称“CJ2 Design Party”。这个平台将吸引更多的合作者，因为这打破了行业的壁垒和浅见，让所有的资源集中到一个平台，这也是从视界到界的深刻呈现。

SELF-NARRATION OF HORSES

马驹的自述

麻兔 - CJ2
或许在世人眼中我步履蹒跚
或许在众人面前我不如皮毛
我执着前行
等待……
那一刻的进发
我要大声告诉这世界
我是麻兔，你们不懂我的惊

Red-rabbit horse - CJ2
Although I stumble and refuse to run fast before the people" s eyes
I keep advancing
And wait for...
The burst of the moment;
I will loudly announce
to the world that
I am a red-rabbit horse who are not discovered by you



以“马驹的天空”为主题的首届公益展示活动于今年8月3日启动，公展为期一个月。所有作品由CJ2的设计师及乐赞誓与WABC无数懂得艺术的小朋友共同绘制。18匹五彩斑斓的木马安静的停在展厅里，或充满童趣、或灵动活泼、或生动幽默、或高贵明朗，它们都被披上“梦想的盛装”，等待着自己的主人前来领养。

The First public welfare exhibition themed as "Sky of Horses" was launched on this August 3 and would last one month. All the works were drawn and produced by CIZ's designers and the children from Beacon of Love and World of Art Brut Culture (WABC). 18 colorful wooden horses were exhibited silently in the showroom. Being fun, or lively, or humorous, or noble, all of them were dressed with "the clothes of dream" and waited for their owners.

→ 相信我，我们可以更快地
因为谎言只是一种点缀



As a high-end office space solution provider, MATSU was invited to participate in the "Boundary-Free Space" charity program and bought the "red-rabbit horse" at auctions. At the end of the exhibition, the pink "red-rabbit horse" that carries the dreams of children, the MATSU people's concern for children with congenital heart disease or autism and their persistence and passion for design and anticipation and desire for dreams will be happily displayed at MATSU Shanghai Flagship Showroom to deliver the positive energy and warmth of design to more people.



CJ Julian 与 MATSU 斯利与所缔结的“赤兔”合营企业
Group photo of CJ Julian,
MATSU's Peng Li and their auctioned "red-rabbit horse"
左: CJU 设计公司创办人之一，资深设计师 & 项目总监 Julian
Lei, CJU's a founder, senior designer & project director Julian
Lei 右: 鸣鹤独立 Matsu 斯利与设计 创始人
Right: Matsu's a senior director Peng Li



风之谷

珠江城 (Matsu Reference)

Pearl River Tower 编辑: 邓颖 Editor: Dan Ying

THE VALLEY OF WIND



项目名称 Project: 广州珠江城大厦 Pearl River Tower
项目地址 Location: Guangzhou, China Project
威斯设计 Architectural Designers: Skidmore, Owings & Merrill LLP (SOM) 建筑
事务所, 阿德里安史密斯 (Adrian Smith)
占地面积 Area: 10,856 m²
项目面积 Project Area: 214,100 m²
层数 Number of Stories: 71
建筑高度 Building Height: 309.00 m
办公家具品牌
Kusch + Co Trix Cantilever Chair 会议椅
Kusch + Co Profession Training Table 培训桌

广州珠江城大厦 (Pearl River Tower) 位于广州珠江新城 CBD 的核心区域。珠江城大厦建筑面达 21 万多平米的楼高 309 米, 共计 71 层, 由中烟烟草总公司广东分公司开发, 广州珠江城置业有限公司为出售, 美国 SOM 公司设计。高塔设计被评为阿德里安史密斯 (Adrian Smith), 世界最高建筑奖得主 (艾弗特有奖设计) 与上海金茂大厦同是他的代表作。

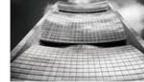
Located in the heart of Guangzhou's Zhujiang New Town, China, the Pearl River Tower houses a footprint of over 21,000 sqm, totaling 71 stories. It is developed by China Tobacco Corporation Guangdong Branch, invested by Guangzhou Pearl River Tower Real Estate Co., Ltd and designed by US Skidmore, Owings & Merrill, with both designed as Adrian Smith, whose masterpieces include the world's highest building Burj Khalifa Tower in Dubai and Jin Mao Tower in Shanghai.

自给自足的绿色建筑

“珠江城”在双层幕墙之间设立 330 毫米的进气层, 内侧环形吸气槽可以通过一个机械通风系统来控制空气质量, 将室内冷空气、热空气以及穿堂风通过内侧的蓄余热量盘式排出。利用内侧空调系统的轴流风机和幕墙排风装置将室外空气送至内空中的需求。不仅如此, 双层玻璃幕墙隔层悬置了内部的自动调节叶片装置, 它可以捕捉太阳光的直射面和反射面角度, 智能变换百叶的角度, 随时进行遮阳。外墙是中空 Low-E 玻璃, 具有很强的红外线反射率和良好的隔热性能。

Self-Sufficient Green Building

Triple-glazed facades with exterior blinds are located on the east and west elevations, and internally-ventilated double-glazed facades on the north and south. Both incorporate automated blinds, greatly contributing to the building's energy efficiency. Return air is raised through the cavity of the double-layer curtain wall, increasing in temperature as it travels toward mechanical floors. This hot, dry air serves as an energy source to dehumidify the outside air.



会议厅设计

Kusch + Co Trix Cantilever Chair 会议椅
Trix 一触即动的 3D 坐椅, 扶手也贴合于人体骨骼的曲线, 其独特的背骨骼与会议厅的线条相呼应, 形成空间与家具的强视觉联系。



SOM 设计公司通过最新的绿色技术与能源的推进与运用，创造了可持续设计理念建筑的巅峰。设计师将风能引入至大楼的两个设备层，建筑独特的曲线外形可以增加风速，透过风力涡轮机进行风力发电。除此之外，该建筑还集结太阳能电池板，双层呼吸式 Low-E (低辐射玻璃)幕墙，智能遮阳百叶、冷辐射空调吊顶系统，地下酒风井和日光采光等，这些都有助于建筑物的能源效率。所以，这栋大楼可以在能耗上做到“自给自足”，并获得 LEED 绿色建筑铂金级认证。据美国能源部的专业软件计算，珠江城每年将减少二氧化碳排放 3000 吨，比常规节能建筑节能 30.4%，因此，珠江城被誉为“世界节能环保的摩天大厦标杆”。就如同《风之谷》中净化自然的苗族，珠江城在现实社会中也成为绿色能源建筑的标杆。

①

智能双层玻璃试验建筑集成了风力发电系统、冷辐射、空调系统、地热通风和日光采光等，这些都有助于建筑物的能源效率。所以，这栋大楼可以在能耗上做到“自给自足”，并获得 LEED 绿色建筑铂金级认证。据美国能源部的专业软件计算，珠江城每年将减少二氧化碳排放 3000 吨，比常规节能建筑节能 30.4%，因此，珠江城被誉为“世界节能环保的摩天大厦标杆”。就如同《风之谷》中净化自然的苗族，珠江城在现实社会中也成为绿色能源建筑的标杆。

SOM creates the peak of sustainable design concept by incorporating the latest green technology and energy technology advancements into the Pearl River Tower. The designer directs the traveling wind into the two mechanical floors of the Tower, whose unique architectural curve can help increase wind speed to drive the turbines that generate electricity. In addition, the building also integrates sustainable elements as solar panels, double-layer Low-E curtain wall (see Note 1), an intelligent solar shading system, a radiant cooling ceiling system, under-floor ventilation and daylight harvesting, all of which contribute to the building's energy efficiency.



↑ 大型会议厅
Kusch + Co Trio Cantilever Chair 会议椅

Trio 会议椅 3D 模型，提供类似椅子令人舒适的质感。其柔美的轮廓线条与会议厅的木质背景相得益彰，形成既现代又雅致的视觉效果。



↑ 办公、会议空间
Kusch + Co Trio Cantilever Chair 会议椅
Kusch + Co Profession Training Table 培训桌



家具的空间艺术

注重环保的珠江城自然选用了与之有着共同理念的合作伙伴——玛绍独立。玛绍独立是亚太地区第一批荣获国际最高奖项的 Greenguard 室内空气质量认证证书品牌（中国分公家具有品质局，也是中国本土办公家具品牌中第一家行业展厅荣获美国绿色建筑委员会 (USGBC) 授予的 LEED 金级认证）。

Spatial Art of furniture

As a leading focusing on environmental protection, the Pearl River Tower chose Matsu, another company with the same concept. As a Chinese office furniture brand, Matsu is among the first batch of brands winning the world-class Greenguard (IAQ certification); one of its exhibition halls is also the first to win the USGBC LEED Gold Certification among the local brands in China.

珠江城以其大型会议厅、会场、培训厅选用了玛绍独立的家具合作伙伴 Kusch + Co Trio 席椅。The 300 张 Trio 黑色真皮的质感，整齐划一的排布，让整个空间的氛围大为提升。

The Trio cantilever chair and the Professor training table which are both from Kusch + Co, a German partner of Matsu, are 300 pieces of black leather texture are arranged in order creating a grand and magnificent space.

珠江城的 Trio 席椅的质感，整齐划一的排布，让整个空间的氛围大为提升。The Trio cantilever chair and the Professor training table which are both from Kusch + Co, a German partner of Matsu, are 300 pieces of black leather texture are arranged in order creating a grand and magnificent space.

The available Trio cantilever chairs and the Professor training tables which offers opened a variety of possibilities for the spaces. Regardless of the traditional training rooms accommodating 20 people or small interaction and discussion, the flexible combination of Trio and Professor can create various atmospheres along with the mobile partitions.

Skidmore, Owings & Merrill LLP (SOM) 设计事务所
成立于 1936 年的 Skidmore, Owings & Merrill 是世界著名的建筑设计公司之一，1991 年它在 1998 年获得机构实践奖，成为第一个获得此奖项的中国公司。Matsu 展示厅，也是中国本土办公家具品牌中第一家行业展厅荣获美国绿色建筑委员会 (USGBC) 授予的 LEED 金级认证。

Skidmore, Owings & Merrill LLP (SOM) 是全球最大的和最有影响力的建筑师事务所之一，成立于 1936 年，它已经在 50 多个国家完成了 1 万多个设计项目。

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Njord 的“秀色可餐”

NJORD, AN EYE CANDY

Matsu & Kusch+Co Reference

编译：彭寅 Editor: Gien Peng



用餐氛围的营造已成为各大餐厅提升服务质量的关键。除了空间设计之外，家具的选择与空间的搭配也至关重要。甚至，它们与美食一样，可以成为餐饮空间的主角。

The dining atmosphere has become a pillar for restaurants to improve their service quality. In addition to space design, selection of furniture and its matching with the space are also essential, which could dominate a dining space as much as food.

Njord 酒椅无疑是这些空间的亮点，它仿佛和“美食”秀色可餐，烘托整个用餐氛围的同时，舒适的坐感让顾客拥有完美的用餐体验。

Njord chairs are undoubtedly the highlight of these spaces. They serve as an eye candy to set up the dining atmosphere, while providing comfortable seats to perfect visitors' dining experience.

神秘的绅士——丹麦 uformel 餐厅

Uformel 餐厅的空间设计由 Søren Vester 与 Njord 的设计师之一 Antonio Scalfidi 合作完成。将 Njord 席捲先驱融合在浓浓的黑色“神秘”中，仿佛穿着礼服的绅士，优雅的含蓄使他多了一分神秘感。

A Mysterious Gentleman —— Uformel Restaurant, Denmark

Uformel's space design is a joint effort by Søren Vester and Antonio Scalfidi, one of the Njord designers. Njord chairs are perfectly wrapped in the mysterious black, like a gentleman wearing in a hat, the low brim of which grants him a charming sense of mystery.



由 Scalfidi & Johansen 设计的 Nord，设计非常富有曲线感，先后来荣获 红点、IF、Interior Innovation Award 等四项设计大奖，纤细的木腿与弧性的木颈深得其精华特点，将木质部件环形的边缘，带来扶手椅的舒适享受。Njord 轻便小巧，仅重 4.5kg。

Njord，被誉为设计界“黑武士”，让座椅的黑色由内而外，带给人工朴自然与神秘感，秉承了 Mamm 的设计哲学，将椅子的线条与人体完美结合。

Returning the black keynote and under a specific layout of light sources, the space is wrapped in mystery. A gentle warm coffee color brings out the flavor, while the dark wood leg and the curved neck of the wooden armchair, like a gentleman in a gray woolen coat, complements a refined and fascinating picture with the chair.



A Nord design winning four design awards with its crimson cushion, slender wooden legs and wooden chair legs. Integrates with the introducing Cappuccino at Miele House to ensure a perfect MAM encounter.

Miele House's interior design by Antonio Scalfidi & Johannesen, has won four design awards, namely, Red Dot Design Award, IF Interior Award, IF, and Interior Innovation Award. Slender wooden structure combined with soft felt is its greatest feature. The cup-shaped edge of the backrest brings the comfort of armchair type, also smart and lightweight, weighing only 4.5kg.

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MATSU 与 Miele 的邂逅**——Miele House (神秘之家)**

2010年，资金雄厚的 Miele House (神秘之家) 在中国落成。这栋三层的中国“宫殿式”大厦直面黄浦江，由著名建筑师大师沈祖海的手笔，坐落于静安区石门一路 22 号。

Miele House 是一个将生活艺术化的地方：MATSU 玛瑙锐立，一直在探索未来办公与生活的融合，秉持高品质和极致设计的方向，这才是 MAM 第一次邂逅。

Where MATSU meets Mie

In 2010, the first Miele House in the world was completed construction in China at No. 82, No.1 Shimen Road, Jing'ao District, Shanghai. The 3-flloored Chinese palace-style large roof building was a work by master architect Fan Weizhan.

The architecture of Miele House reveals the common understanding of "home" in China and the west. This story-loaded mansion is especially designed for the Miele House, which is a symbol of history, which endows the encounter an unusual significance, as well as the peculiar splendor of history and future, and tradition and innovation.

**黑森林中的 Njord****——德国弗赖堡 Dorint Hotel**

弗赖堡(Freiburg)是一座位于德国 Baden-Württemberg 州西南，德、法、瑞士三边交界的古城，人口约 20 万的弗赖堡(在希腊语中大意为“自由”)之所以在德国享有盛名，主要是由于它一直是德国气候最宜人、阳光最温暖和灿烂的城市，以及声名远扬的黑森林。

**Njord in the Black Forest — Dorint Hotel, Freiburg, Germany**

Freiburg is an ancient city located in the southwest of Baden-Württemberg, Germany, at the foot of the German Black Forest in Switzerland. It is a city with a population of about 200,000, which is already in Western Europe) is highly famed in Germany for its most pleasant climate and warmest sunshine, as well as the world-famous Black Forest.

因此，弗赖堡作为一座旅游城市每年吸引着大批德国本土或欧洲各地的游客前往休闲、度假。Dorint Hotel 是一家在弗赖堡及其周边地区最有名的度假酒店。整个酒店位于伦巴赫与穆斯卡赫河的交汇处的“黑森林”外，这里空气清新，适合游泳泡温泉。阳光极为秀美，是疗养、休闲的绝佳去处。

This is why Freiburg as a tourist city is attracting a large number of local or European tourists every year. Dorint Hotel is a famous hotel in Freiburg, located at the junction of Lemberg and Muschbach rivers in the "Black Forest" surrounded by pine and fir. Dorint Hotel is a prestigious upscale resort for Freiburg and its surrounding areas. The terrain is steep and weaves with streams and lakes, offering wonderful scenery for recuperation and leisure activities.

**Njord 的不同角色扮演——荷兰 Dunea Duin & Water 公司**

除了在餐饮空间担当主角外，Njord 在公共休闲区客是一些非正式员工办公区也扮演着属于它的独特。

Njord different roles — Dunea Duin & Water, Zoetermeer, Netherlands

Besides its leading role in dining spaces, Njord also offers a unique existence to public recreation spaces or even some informal staff's offices.



除了图片上所呈现的公共空间，Dunea Duin & Water 公司在其员工区也选用了 Njord，可见它超出休闲之外的角色游走度与实用功能。Njord 拥有轻盈、一体成型、完全没有木框结构支撑，特殊材料与独特的结构造就了其柔柔、温暖而又独立、有韧性的骨骼支撑。

Some Njord lounge chairs are used in staff's office as those placed in public spaces, reflecting their great comfort and practicality beyond the functions of ordinary lounge chairs. Njord back is made of a one-piece felt without a support of a wooden frame structure. Special materials and unique structure comprise a back support soft, warm, upright and tough.

Nimbus LED

点亮知识的殿堂

德国Ergolding中学 (Nimbus Reference)

Nimbus LED Illuminates the Temple of Knowledge

Ergolding High School, Germany

编辑：王文娟 编译：Worran Wang



设计师选用 MATUS 德国战略合作伙伴 Nimbus 领致设计的 LED 灯具产品，为孩子们打造先典学习、生活环境。

Our designer uses ultimate LED lighting products from Nimbus, a strategic partner of MATUS in Germany to create the ideal learning and living environment for students in this school.

EBI Projects 德国 中学
SBU Address: 埃格巴赫利齐恩 Ergolding 小镇
Ergolding, Germany, a Bavarian town
15 km from Munich
建筑设计 Designer: Behnisch Architects
摄影师 Photographer: David Mathiesen
产品商 Product:
Matus Modular R LED
Nimbus Modul Q LED



Ergolding 中学是位于德国巴伐利亚州 Ergolding 小镇，距离州府慕尼黑仅有约 70 公里。这里自然风光旖旎，景色迷人。

Ergolding High School locates at Ergolding, a Bavarian town in Germany, only about 70 km. from the state capital Munich. It is a beautiful town with charming scenery.

Ergolding 中学由 Behnisch 建筑事务所担纲设计。整修建分为四层，可容纳 800 多名学生同时在此接受教育。整个设计突破传统学校“墙庄重，而学生古板”的沉闷氛围，采用活泼、跳跃的色彩，分区清晰，使包括教室、走廊、实验室、教师办公室在内的每一个学习空间区域划分明晰，便于在此学习的 800 多名学生快速、便捷的找到自己所前往的地方。

Ergolding High School was designed by Behnisch Architekten. The building has four floors, which can accommodate more than 800 students at the same time. The design breaks through the traditional school "heavy wall, students are solemn" atmosphere of conventional schools and adopts lively and vibrant colors for each area, enabling clear divisions of each school space, including classrooms, corridors, laboratories, teacher offices, helping more than 800 students to find their destination quickly and easily.



Erdgymnasium Schlossbergschule的中心部分有一个开放中庭。作为学校功能区域的共享点，在这个区域通过四扇玻璃门实现视觉上的分离。
Nimbus Modul P 和 Modul Q 灯饰系列对光源和照度的占比高达 20%，从而在教室、走廊和活动室中提供 12000K 的暖光。天花板下方有数个灯具，真正的白天光线与整个大窗户区域的色彩交相辉映，更能激发孩子们的探索欲。

Ersgymnasium Schlossbergschule 是一座教学建筑，其设计宗旨是为学生创造一个充满活力的环境。通过将不同功能区域的界限模糊化，从而促进学生之间的互动。Nimbus LED 灯饰系列帮助营造出一个温馨、明亮且充满活力的环境，鼓励学生积极参与学习和社交活动。



在教室里，柔和的照明有助于提高学习效率。Nimbus LED 灯饰系列能够满足教室的需求。

根据不同的区域选择合适的灯具。设计师将一盏奥尼姆斯 Nimbus LED 灯饰系列灯放在教室中央，以确保光线均匀分布。同时，教室的两侧还装有壁挂式灯具，以满足不同区域的需求。

在活动室、休息室、会议室或多功能厅，Nimbus LED 灯饰系列灯能够满足各种需求。

在 Erdgymnasium Schlossbergschule，Nimbus LED 灯饰系列灯被广泛应用于不同形状和大小的房间，以确保光线均匀分布，从而营造出一个舒适的学习环境。

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值得一提的是，这些灯具符合可持续发展的标准，能够在晚上自动地调暗，从而节省大量的能源。此外，奥尼姆斯 Nimbus LED 灯饰系列灯具有极高的光效，可以达到每瓦 120 流明，这对于需要长时间阅读的孩子们来说非常有用。最后，Nimbus LED 灯饰系列灯的使用寿命长达 15 年以上，从长远来看也非常划算。

It's worth mentioning that the program meets the requirements of the energy efficiency standard. A ground-source heat pump is provided in the program, which can meet approximately 70% of the building's heating needs. Moreover, compared with traditional lighting, the use of Nimbus LED lighting can save up to 70% of energy for the building. Also, for kids who need to read for a long time, the warm light of about 3000K has a protective effect for the eyes. Finally, Nimbus LED has a long service life of more than 15 years, which can help save a lot of costs in the long run.





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Roxxane LED 促销活动

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Nimbus Roxxane LED Promotion Campaign

MATSU18周年庆
金秋感恩回馈
A Celebration Event for
MATSU's 18th Anniversary

Roxxane LED
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罗克索尼LED台灯
罗克索尼LED台灯
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2014.9.28-12.28

个人礼品兑换
个人礼品兑换
个人礼品兑换

This promotion campaign is offered to individuals to accumulate points from 1 to 100000 points.

【奖项】
Roxxane LED

500 点数兑换
500 points exchange

1 person can only apply for one.



● Matsu 18周年庆典活动之罗克索尼LED促销活动
Matsu's 18th Anniversary celebration campaign of Roxxane LED promotion

促销细则 Promotion rules

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所有参加抽奖的顾客均有机会获得折扣，具体折扣详情请见
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Any customer who joins the drawing activities can get discount. Please see the details of the discount at
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400 630 9229 抽奖订货。营业时间：
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凡购买本公司产品，选择购买本公司产品，并在个人微博或公司微博发布此信息，即可享受MATSU上海、北京、
广州展厅或官网的设计师折扣优惠。

500元
500 RMB with cash back

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广州展厅或官网的设计师折扣优惠。

抽奖
Lottery draw

Roxxane LED 促销颜色与型号
Roxxane LED colors and model for promotion

型号 Model	颜色 Color	预约 (A) Pre-order
Roxxane Office	黑色 Black	14,500
	银色 Silver	
	白色 White	
	红色 Red (Mother edition)	28,300

MATSU SHOWROOM 上海市徐汇区漕溪路 666 号

No. 666 Caotun Road, Xuhui District, Shanghai, P.R. China, 200036

北京总部国际中心 M6 号楼国际中心 A 座 15 层

M6 Tower A, China International Center, No. 66, Meihua Dongmen Road, Chaoyang District, Beijing, P.R. China

广东顺德乐从镇乐从国际皮革城 B-2 号馆四层 15A

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优雅的建筑

专访全球著名建筑师饶爱理 (Ali Rahim)

The Elegant Architecture Interview with world famous Architect Ali Rahim

编译：黄晓 编辑：Editor: Guo Feng, Ma Hong

饶爱理作为一名国际知名建筑师与建筑学专家教授，当代建筑实践商务所创始人，擅长扩展未来城市的建筑空间，同时，也与纽约现代艺术博物馆，路易·杜邦合作设计了相关产品，此次将与
何雷独立设计，设计顾问系统。

All Rahim is a world famous architect and an architecture professor, founder of the Contemporary Architecture Practice, who is skilled in expanding future urban architectural space. At the same time, he also cooperates with MoMA and Louis Vuitton to design related products. All Rahim will work with He Lei independently to design and advise system.

1999 年他与 Hina Jumelle 在纽约合作开设了当代建筑实践商务所，2012 年 5 月在中国上海设立工作室。当代建筑实践商务所专注于最能未来主义的数字技术应用于建筑设计和构造中，从家具到别墅的建筑布局规划能力打造“优雅”的建筑。获得多项殊荣。

He is also the Co-Director (with Hina Jumelle) of the Contemporary Architecture Practice, which was founded in 1999 and since then he has established an award-winning profile in futuristic work using digital technology for the design and construction of architecture. His office in Shanghai was opened in May 2012.

关于建筑

饶爱理在世界闻名的麻省理工学院攻读建筑学学士学位，获得学士学位后，他进入哈佛大学攻读建筑学硕士，之后在耶鲁大学攻读建筑学博士学位。目前，他是耶鲁大学建筑系的客座教授，同时，也是加州大学伯克利分校的客座教授。

About Ali Rahim

Mr. Rahim is a Doctor of Philosophy at the University of Pennsylvania where he is the Director of Post-Graduate Studies in Architecture. He is also a Professor at the Massachusetts Institute of Technology (MIT), Cambridge, MA, USA. He is also a Master of Science in Architecture at Harvard University, Cambridge, MA, USA. He is also a Doctor of Philosophy at Yale University, New Haven, CT, USA. He is also a Professor at the University of California Berkeley, Berkeley, CA, USA.

饶爱理在麻省理工学院攻读建筑学学士学位，获得学士学位后，他进入哈佛大学攻读建筑学硕士，之后在耶鲁大学攻读建筑学博士学位。目前，他是耶鲁大学建筑系的客座教授，同时，也是加州大学伯克利分校的客座教授。

Contemporary Architecture Practice's research projects have been commissioned by Disney, IBM, 3D-printing, MIT Manufacturing, and the Wharton School to name a few. Mr. Rahim also does that projects that they are a good fit for his architectural philosophy. This can be seen in his projects design that have been commissioned by the National Gallery of Art, Washington DC, USA; the National Museum of African American History and Culture, Washington DC, USA; the National Building Museum, Washington DC, USA; the National Portrait Gallery, Washington DC, USA; the National Gallery of Art, London, United Kingdom; and the Royal Geographical Society, London, United Kingdom to name a few.

饶爱理关于“现代建筑设计”的作品：

Al Rahim Selected Works (2011) 中文版

Ali Rahim Selected Works (2007) 英文版

Ali Rahim Selected Works (2006) 中文版

Ali Rahim Selected Works (2005) 英文版

Monographs on the work of Contemporary

Architecture Practice:

Co-edited by "Tatlin" with Chen and Shi Sizhu (2011)

"Contemporary Architecture Practice" (2011)

"Contemporary Techniques in Architecture" (2010)

"Contemporary Techniques in Architecture" (2009)



关于饶爱理建筑项目的具体

作品

包括：

《当代建筑实践》(2011)

《当代建筑师》(2007)

《当代建筑师》(2006)

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Q 您了解当代建筑实践事务所对于建筑领域参数化设计的研究与实践。那么，能否与我们谈谈您对它的认识与体验？
What is your understanding and experience of parametric design? Is parametric design still your main research direction and focus?

A 参数化设计在中观层很有趣味，也是当地设计师们对各种感兴趣，并能发展此方面的教育事业，以培养专业人才，最后会运用到中观实践项目中。当然，在设计过程中，参数化设计会使建筑师们更需要变化的画笔，在作品中，虽然我们运用目前的参数化设计，但设计师们所追求的是建筑美。是的，我们这次是希望通过参数化设计来设计的，同时也会结合其技术与工艺让建筑更具美感。结合技术和艺术美学的观点提升建筑整体的视觉感——一直指引着我们的设计。

Parametric design has a very large audience in China. Several institutions are very interested in the topic and I want to educate students and professionals alike to participate in proliferating it through China. Usually the problematic is that it also needs to be applied to the local context. In our projects, we always try to make sure that the project is good. So yes we were probably first at using parametric but we have always used other techniques as well to develop elegance & think you will find it in grace. A work of combination of aesthetics with technique always guides our project.

对于我们来说，参数化只是一种设计方法，只有通过设计师的大脑，将其与美学设计融合，才能创造出优雅的效果。没有智慧设计参数，只能是美学设计的单薄，他不能成就一个成功的建筑。

In our opinion parametrization is just a kind of design approach. Only by integrating it with aesthetic design via the expertise of the designers can we create elegant architecture. The parameters without intelligent design are just the simple permutation of numbers and can never create successful architecture.

Q 您被称为“优雅的建筑师”，可以谈谈你对此的看法吗？你的设计理念是什么？

You are called "the architect with grace". What do you think of grace in architecture? What is your design philosophy?

A 我们被你们称为优雅的建筑师，有几个方面的原因，最显著的是因为我们本身就是优雅的。每栋作品从设计到落成，从形式到施工，从计划到细节都是优雅的。一些建筑师在空间中享受愉悦感，雅致而有内涵，那就是我们所谓的“优雅”。我们还做了建筑书籍《优雅》，这本书中介绍的设计以及参数化设计特别的优雅，它所涉及的建筑平衡、精确度以及人与环境的正确的高贵气质。优雅总结了大众对审美的渴望，代表人们对于建筑上一个侧面，细节的自豪与欣赏。

Well yes, we are considered elegant architects for several reasons. Most importantly that is who we are—elegant. Everything from how we behave to what we design is elegant. People like good and sophisticated things. We are elegant. We are refined. We are polished. We are professional. We are elegant. Our architectural design in London titled "Elegance". In this issue we describe design being beyond the austries of digital technique, elegant concerns refinement, precision and formal opulence. Elegant integrates an aesthetic desire, unleashing a visual intelligence pertinent for all design fields at all scales.

优雅是一种非常特别的美，来自于技术的高超把握和控制。我们的建筑风格就能集成所有必要的因素，包括功能、所有的审美需求，包括空间质感、结构和规则，而且我们非常注重体验，每个人都会常常沉浸在他们的建筑中的体验，他们没有意识到所有的必要要素竟会引起这么多困难。这就是为什么我们设计建筑作品总是带给人感觉轻松、一直以来就是我们所要呈现的。这将很难达到，因为所涉及的每一个部分都必须与其它的部分相关联，这就使得得上去了轻盈的建筑风格设计起来十分困难。点光源、材料、形式以及所有的技术因素都密切相关，共同构成我们的目标。如果你在体验我们的建筑空间时，感觉自己能够穿墙打洞黑色地带的优雅的建筑的魔力那将是你极致实现了我们的设计。

Elegance means something very special. It's a美来自于技术的高超把握和控制。我们的建筑风格就能集成所有必要的因素，包括功能、所有的审美需求，包括空间质感、结构和规则，而且我们非常注重体验，每个人都会常常沉浸在他们的建筑中的体验，他们没有意识到所有的必要要素竟会引起这么多困难。这就是为什么我们设计建筑作品总是带给人感觉轻松、一直以来就是我们所要呈现的。这将很难达到，因为所涉及的每一个部分都必须与其它的部分相关联，这就使得得上去了轻盈的建筑风格设计起来十分困难。点光源、材料、形式以及所有的技术因素都密切相关，共同构成我们的目标。如果你在体验我们的建筑空间时，感觉自己能够穿墙打洞黑色地带的优雅的建筑的魔力那将是你极致实现了我们的设计。

Q & A

Q: MATSU 玛仕立
A: Ali Rahim 何理强

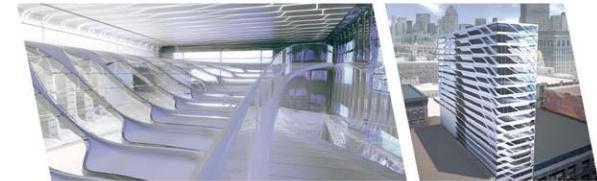


当代建筑实践事务所上海团队

Q 当代建筑实践事务所在产品设计方面也有很多作品。请您谈谈对产品设计的看法？什么样的艺术形式或对您的设计创作有影响？
What do you think about product design as an architect? Are there other art forms which have influenced your design?

A 是的，我们作为产品设计有 10 多年了。我们为当代艺术博物馆，为知名的艺术家设计过他们的相关作品，同样，也为商店设计了照明灯具等产品，还与杜邦公司合作开发了新型材料。我常常觉得产品设计最令人非常兴奋的。特别是当产品被放于市售后，它能影响非常多的人民；不像建筑设计，需要很长一段时间设计与建造，而影响其成就是瞬间的事情的人，或者说是居住其地的人。

Yes, we have been designing products for over 10 years. We have designed products for the Museum of Modern Art as well as Artists Space in New York, light fixture for Lutron as well as other items for Lutron. We have also designed materials that goes into the building. I always feel product design is most exciting than architecture. Unlike architecture, it takes a long time to design and build and when it is built affects and influences lots of people.



▲ 内部空间
↓ (左) 黑色 Lutron HT Orthodoxes VIP 贴身
(中) 不锈钢贴身 Vixen 大堂灯

Q 您对玛仕立的印象是什么？据悉，当代建筑实践事务所客户与玛仕立开始有关于设计照明系列方面的合作，这是怎么回事？希望此次产品设计在世界上有什么突破？
What is your impression of Matsu? We have started a collaboration with Matsu on the design of a series of light fixtures for their collection. What is your expectation of this series and the Chinese market?

A 是的，我们和玛仕立已经签约为其设计一些展厅照明。我们非常兴奋能有这样的机会，因为这意味着我们有机会对项目产生实际影响。

Yes, we have an agreement with Matsu to design a series of light fixtures for their collection. We are very excited by this opportunity as we love the scope and scale of this project so that we can have an impact and affect the work environment in China.

对玛仕立印象非常深刻！在我第一次参观玛仕立总部的时候，我就对产品质量深感折服。玛仕立的设计与制造工厂在中国运营并组队一起的。这也使我常常惊讶于与合作伙伴的原因。我也希望通过与玛仕立的合作使其产品畅销中国，并将高品质的产品销往其他国家国际市场。

I was very impressed by Matsu, and find the quality incredible! I was impressed by the quality and range of products that I was introduced to when I first visited Matsu. The overall quality of design and manufacturing is very high, so I am confident that why it is such a pleasure to collaborate with Matsu on a series of light fixtures for the Chinese market. I concur that the quality of the product will be at the highest level, so that I can import them to Europe and other parts of the world. Matsu, I am confident that we can achieve this goal working with Matsu. The Chinese market is more important to us, and want to add to that number by moving into the international market.

另外，我对马仕立成立的企业精神也非常欣赏。对我而言，所接触过的马仕立的创始人都有所有员工的敬业态度和企业关怀非常深刻，虽然马仕立是一家中国本土民营企业，但他可以与任何一家企业媲美。这是非常难得且自豪的！

In addition to the expertise that Matsu as a technical and refined over time, I am very impressed with the professionalism that is brought forward by the ownership and all the employees that I have dealt with. Matsu is a Chinese company that rivals any family owned business in the west—and that is something to be proud off!

赛道上的“绿色”领跑者

Nimbus与保时捷战略携手

Nimbus and Porsche Formed a Strategic Partnership

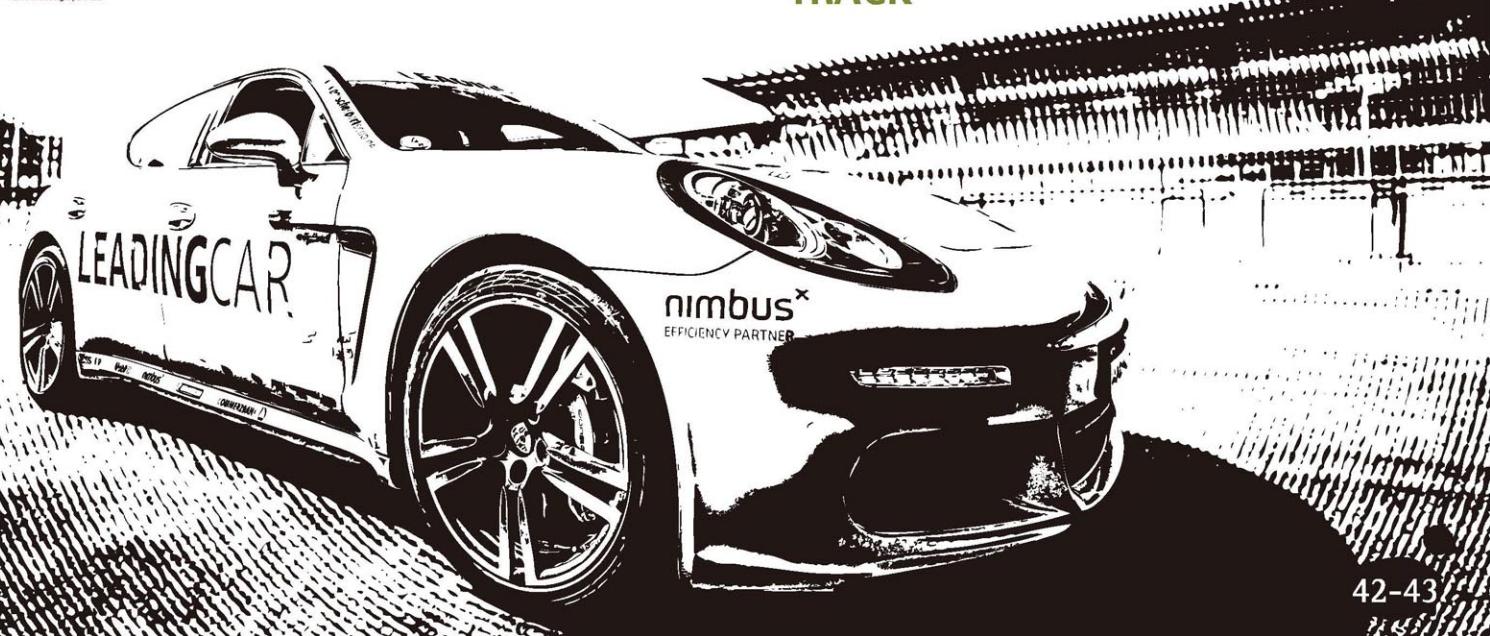
编辑：王文娟 Editor: Wenzhuan Wang



皆是来自德国南部工业重镇斯图加特，同为各自行业的高端品牌与业界典范，同样关注绿色环保与清洁能源，Nimbus 与保时捷这两家公司在2014年走到了一起，以战略合作的身份共同亮相Porsche Sports Cup (保时捷赛车杯)的赛场。

Both Nimbus and Porsche are headquartered in Stuttgart, an important industrial city in southern Germany, both of them are high-end brands and models in their respective industry, both of them focus on environmental protection and clean energy. In 2014, the two giants appeared on the racing track of Porsche Sports Cup in the name of strategic partners.

- Nimbus 与 Porsche 两家公司 Logo 在车身多处被并肩而立，这辆车仿佛是一个载体，它见证了两位“斯图加特巨人”。在节能环保领域不断深化合作、拓展交流的决心。
- The corporate logos of Nimbus and Porsche are painted on several locations of the car body; the Leading Car seems a carrier, witnessing the determination of the two Stuttgart giants in deepening cooperation and expanding communication.



Nimbus & The Leading Car

作为长期战略的精诚战略合作伙伴，Nimbus 在本次赛事中，参与了保时捷“安全引领车”(Leading Car)的设计工作。赛车比赛中的引领车非常普遍，更实用且极其重要。它不仅在赛前的暖胎圈中负责领跑，更关键的是，一旦比赛中出现撞车等事故，安全引领车便会被激活命令，引导所有赛车避让障碍，并保护涉事事故维修工作的安全。

As the German strategic partner of MATSU, Nimbus participated in the design of Leading Car for the first time. Despite of less importance in the competition, leading car is very important. In addition to its role of leading during the sighting lap before the competition, more crucially, in case of any accident (car-crash) before the competition, the Leading Car will immediately appear to lead all the other cars to avoid the obstacles on the track and ensure the safety of personnel for accident handling on the site.

“GREEN LEADER ON THE RACING TRACK

About Porsche Sports Cup

该项赛事由保时捷公司于2005年推出，每年在德国各地的专业赛道举办六场比赛（其中包括 Hockenheimring 这样的著名 F1 赛道）。该赛事最大的特点在于，比赛是由“专业队”、“业余队”等多组别构成。普通的赛车爱好者也能通过支付一定的费用，在专业的指导下，开着自己心仪的保时捷赛车在真正的赛道上一展身手。

Initially launched by Porsche AG in 2005, Porsche Sports Cup already holds six competitions in professional tracks throughout Germany, including the famous F1 track as Hockenheimring. The distinctive feature of the event is that the participating drivers consist of multiple groups including professional teams and amateur teams. Ordinary racing fans can also get professional guidance from coaches by paying certain fees and show themselves on the real tracks driving their beloved Porsche racing cars.



The Nimbus Lounge

Porsche Sports Cup 不仅仅是众多专业及业余车手们展示实力的竞争赛场，更是个保时捷车主们休闲娱乐、聚会交流的重要平台。而在今年的赛季中，Nimbus 公司也以“Nimbus Lounge” 为形式参与其中。车迷们不仅可以在此休息，更可以在其中了解 Nimbus 公司的产品、品牌，以及理念。

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SÃO PAULO (圣保罗)

座椅荣获FIRA最佳人体工学大奖

编辑：陶然亭 Editor: Nicole Tao

são paulo
chair
holds
the
fira ergonomics
excellence
award



关于 FIRA 最佳人体工学大奖

FIRA 奖于 60 年前在英国设立，竭诚为消费者和全球家具行业提供一个广泛独立的专业服务。被誉为“FIRA 人体工学优秀奖”的作品必须具备以下要求：杰出的人体工程学特性和对品质的要求需超出欧洲标准；能促进用户使用的安全性、高于平均水平的人体化操作舒适度，而 kusch+co 推出的 São Paulo 系列工作椅不仅符合所有获奖标准，并且还有出色的外观设计。

About FIRA Ergonomics Excellence Award

First established 60 years ago in Great Britain, FIRA provides a wide range of independent expert services dedicated to both consumer safety and to the sciences. The much-coveted “FIRA Ergonomics Excellence Award” is only granted to products that have outstanding ergonomic qualities, exceed the requirements of European standards, and promote an above-average level of user safety, user-friendly handling, and comfort. Our new task chairs and armchairs of series São Paulo fulfilled all the criteria, which also included aesthetic appeal, with flying colors.

玛祖纳立合作伙伴德国高端品牌 品牌 Kusch+Co
公司，于 2013 年正式推出的由 Norbert Geelen
设计 São Paulo (圣保罗) 座椅系列，在 2014 年，
荣获了欧洲家具工业研究协会 (FIRA) 的认可，荣
获了 2014 年 FIRA Ergonomics Excellence
Award 奖项 (FIRA 最佳人体工学奖)。

The São Paulo chair series, designed by Norbert Geelen and formally introduced in 2013 by German high-end chair brand Kusch+Co, a partner of MATSU, now hold the much-coveted “FIRA Ergonomics Excellence Award”.

舒适的人体工学

人体工学是设计师所设计不可或缺的重要部分，它设有同步伸展、坐姿调整、深度调节、扶手高度调节，通过不断调整满足使用者的舒适度，使用户适应更长时间，避免潜在工作后，或长时间坐在座位上等不正确的坐姿，减少办公室受伤，从而有效工作。

舒服的 ergonomic design

As standard, the swivel chair features a dual synchronised mechanism as well as seat height, seat depth, and forward tilt adjustment to encourage the user to frequently change his posture which is the best prevention strategy against slouching and hunching in an office chair.



SÃO PAULO



01. 高背弧度调节

02. 高背弧度锁定调节

São Paulo 背可调节角度或是在低不同角度的锁定调节支持，锁定角度与人体背部姿势以达到一种平衡，调整锁定角度下的舒适程度，全身心的，并且可以向后倾斜锁定的位置 São Paulo，如果锁定此点，只将锁定调节时。

03. 高背弧度调节

当你的工作时，背部的前倾，会造成肩膀的僵硬，结合高工作，需要背部的工作状态，给予背部更多的支撑，让你在曲线的腰部，找到更好的办法。

04. 高背弧度调节

- 05. 人体工学调节 (T型) 06. 人体工学调节 (T型)
- 07. 气压调节 (气压调节按钮)
- 08. 气压调节 (气压调节按钮)
- 09. 多功能脚踏调节装置，底座用户调节 (气压调节，扶手椅/用户支撑)
- 10. 五脚脚轮，730mm 大面积稳定性，确保坐着的稳定性
- 11. 可拆卸扶手，拆卸扶手
- 12. 高度调节扶手，拆卸扶手并调节中中天然座垫
- 13. 舒适的坐垫，舒适的坐垫
- 14. 安全的椅子 (塑料有一定的木材限制)，预防久坐，以及没有透气功能的限制下，预防不适当的呼吸地)

05. 腰带调节装置

06. Tension adjustment of dual synchronized mechanism

São Paulo 可以实现不同的腰带支撑强度，根据你的需求，调整你的腰带，让你在工作中更舒适，当你调整时，让你的背部更舒服，给予你最大的舒适度，当你调整时，让你的背部更舒服，给予你最大的舒适度。

07. 气压调节

当你坐下来时，它会自动调节，以适应你的体重，让你在工作中更舒适，让你在工作中更舒适，让你在工作中更舒适。

08. 多功能脚踏调节装置

底座用户调节 (气压调节，扶手椅/用户支撑)

09. 五脚脚轮

730mm 大面积稳定性，确保坐着的稳定性

10. COST HANGER

绳子在座位下方时使用。

11. COMFORT SUPPORT

柔软的坐垫，柔软的坐垫

12. INTRICATE DESIGN

复杂的线条，复杂的线条

13. COMFORT GAS SPRINGS

100% permanent gas cushioning

14. SAFETY CHAIR

塑料有一定的木材限制，预防久坐，以及没有透气功能的限制下，预防不适当的呼吸地)



手艺力量

编辑：张爱玲 Editor: Summer

THE POWER OF CRAFT

Theo Jansen 用手创造了一个独立
生存于滨海的机械生物。赋予了生
命形态浪漫多样性。

Theo Jansen created by hand a mechanical
creature existing independently on strand
monkton and diversity into life
forms.

手艺·新生命形态

用双手创造的力量具有源远流长的生命力，它不同于我们常
说的机器化的冰冷感。在技术发达的今天，计算机不一定成
为主宰我们创作的一切工具。相反它可以辅助我们，更加强
力地支撑双手和心灵，去创造鲜活。

Craft & New Life Forms

The power of crafting by hands is full of life, warm and vivid, different from
machinery operations that usually sound cold and insipid. Today in a techni-
cally developed world, computer is not necessarily the only tool that deter-
mines our creation. On the contrary, can assist us in a better way to
create with our hands and our soul.



craft & architecture

手艺·建筑

“这已是一个新的世纪，尚未必是唯一的答案，倘能创造一种新的生命方向。老子的《道德经》可以提醒我们一个古老的原则：未来的智慧将真正地来自对自然敬畏的态度。在老子看来，天地之间，万物皆有其自然的本性，人与自然应该和谐共处，而人对自然的破坏，必会受到自然的惩罚。”——荷兰建筑师 Theo Jansen 和巴西建筑师 Marco Casagrande 对自然敬畏和探索的态度在“弱建筑”里实现；它也许预示了一个新的建筑方向——一个古老的未来！

This is another century, where "Strong" has become the only answer, and we must seek a new one. Lao Tzu's Tao Te Ching can be seen as an external derivation of a new life. It's an inspiration to the contemporary life upon rapid development. "Weak" is to do deep introspection to singularity and self-concernedness. It is a beginning to true harmony and undoubtedly the true direction of wisdom. The interpretation of the West (Made by British architect Marco Casagrande and Xie Virgin and Rusti Gargya, well-known architects in Taiwan and might depict a new urban development model, an ancient future)

“弱”建筑，一个古老的梦想

渺小、原始材料、粗糙的制作，象征了早期人类居住的环境。在高速发展城市化、疯狂流行的商业化、现代化建设的今天，它仿佛显得很弱，不那么精良，算不上精良、漂亮，也没有效率，但在芬兰建筑师 Marco Casagrande 的眼里，它却象征了未来城市发展的一种新方式！

Marco 从上个世纪 90 年代开始，就在用艺术的手段观察和思考着未来社会的发展方向，他的作品大部分都是自己用双手打造而成，以此来“抵制”大规模的工业化建造。在台北的数学实践与理论研究后，让 Marco 更加坚信只有自给自立的工业化与城市化并不完全是社会真正的出路。与此同时，来自台湾的知名建筑师谢宾和岳岳也深刻地意识到这一点，他们三人共同组成了“弱”建筑团队，发起了“弱”宣言。他们的创作作品“弱”，被誉为参与 2009 年深圳智慧城市建筑双年展，并备受瞩目。

“Weak” Architecture—an Ancient Future

Creats, new material, simple tools, and labor reflect early human living environment. In this case, it might even rather work in a world of rapid urbanization, mad parameterization and modernization as it's hardy up to scale, sophisticated, efficient, nor pleased to the eye; however, in the eyes of famous architect Marco Casagrande, it symbolizes a new mode of future urban development.

Since 1990s, Marco has been observing and delivering on the future development of architecture by means of art. Most of his works were built by hands to testify the direction of the future society. After the mathematical practice and theoretical research in Taipei also convinced him that industrialization and urbanization standing against nature is not the real way out for humans. At the same time, the famous architect Xie Bin and Yue Yue, two well-known architects from Taiwan, led to the foundation of the Weak Building team as well as "Weak" manifesto. One of the works created by the team, "Weak", was exhibited at the 2009 Shenzhen Bi-Hong Kong Architecture Biennale and attracted much attention.



“当”整体全部由竹子为材料建造而成。与周围也有设计感的大楼相比，这个建筑仿佛有着自己的生命。这个作品的灵感来源于广西壮族以竹子为原料的建筑工艺。Marco 重新诠释其状态：“对我来说，简直就是一奇葩——他们用火与竹子做出了所有的施工工具，然后像变魔术般地把这个结构修建了出来”。

“Cooen” was a structure entirely made of bamboo. Compared with the densely packed surrounding reinforced concrete buildings, this construction, inspired by a construction technique using bamboo as raw material prevalent in Zhuang Nationality, Guangxi, seems to have a unique life of its own. Marco still remembers it quite clearly: “It was a miracle to me – they used fire and bamboo to work out all tools needed for construction and built the structure like magic.”

- ↑ 节节高天的设置
- ↗ 为“弱”建筑竹子建造工艺为灵感而来的“弱”建筑。
- * 内饰空间



craft & new life forms

手艺·新生形态

↑ “弱”建筑的独特艺术表现，很好地复活了本土的造物知识。它们才让城市拥有新的活力和生命的活力。

↗ 计算机自动控制，利用风能驱动一个制造生命形态构造出来。

➤ Theo Jansen 在 TED 上大数次演绎他的造物。

对于 THEO JANSEN 来说，STRANDBEEST 不只是一件艺术品、材料、概念，力学融合出来的材料有机体，他用自己的智慧和双手赋予了它的生命。同时他也希望赋予他们生命的技能。

To THEO JANSEN, STRANDBEEST is no longer a bunch of data, a structure, a movement, nor a lump of material or mechanism. It is a living organism shaped by mechanics. He gave them life with his brain and hands, and surely hoped to offer them survival skills.



STRANDBEEST 就像《风之谷》里的昆虫机器，依靠着一根不断更新的长腿前行。每当风起，他们就利用安装在底部的水管或气罐储存风能，开动这个风能驱动器（用滑轮比例、细水管道、高度差、管的长短比例）的运动。

STRANDBEEST is the thin old insects appeared in Nausicaä of the Valley of the Wind, which moves forward with a row of long legs constantly replacing one another. Whenever the wind blows, they will store wind energy using the pipes or gas tanks, and then move by the wind and driven by the energy, their feet (in exact proportion, identical horizontal height and made to proper pipe length and distance) are able to move too.



The story is just as legendary as Miyazaki Hayao's cartoon, with the hope of being a legend until the end of the world. However, he is not capable of actually being a legend in science and studied computer power first; later he left the arena of science, where constant examinations were required to prove his theories. After a period of time, he became interested in art again and lasted for over 20 years. In his program, THEO JANSEN was able to create a number of strand species named STRANDBEEST with the same genes as the ones in the Valley of the Wind and assisted by computer power technology. These new species were endowed with the ability to survive on their own even under harsh environments.

↑ 现今依旧坚持每一件产品都经过手工的修饰
↓ Wittmann 裁缝师的手工皮具**Wittmann, 当工艺成为艺术**

风靡世界的欧洲奢侈品牌很多，一时间我们家族纷纷地称赞。对 WITTSMANN 来说，他们更愿意自豪于他们对工艺的执着热爱，以及对美学的追求。WITTSMANN [司徒曼] 所造作的设计新多为建筑设计师。在 WITTSMANN 坐落，家具是建筑不可分割的一部分，无法脱离建筑而出来。而建筑的改变直接导致了家具需求的改变，这是一个不可逆的过程。

超越时光与界限的经典设计

在设计语言上，Wittmann 追求的是时间与地域的融合，二战后即开始与设计师合作，如 Jean Nouvel, Friedrich Kiesler, Toshiyuki Kita, Paolo Piva 等。WITTSMANN 所造作的设计新多为建筑设计师。在 WITTSMANN 坐落，家具是建筑不可分割的一部分，无法脱离建筑而出来。而建筑的改变直接导致了家具需求的改变，这是一个不可逆的过程。

Timeless Design Transcending Time and Boundaries

In terms of design language, Wittmann pursues timeless design transcending time and boundaries. It began to work with designers including Jean Nouvel, Friedrich Kiesler, Toshiyuki Kita, Paolo Piva, etc. Wittmann's furniture is an integral part of architecture and cannot be divorced from the latter. Meanwhile, changes in architecture lead directly to changing furniture needs, which is an irreversible process.

**Wittmann, When Craft Becomes Art**

A large number of European luxury brands have appeared in the world, owing to the family's long tradition and craftsmanship of the century-old philosophy and Humanistic aspects as well as their quest for excellence of craftsmanship (a partner of the ALESSI). And the famous furniture brand has been through two processes in its history. First, it was a small manufacturer in 1888. Wittmann began high-quality handmade furniture manufacturing after World War I. Second, it became a large-scale manufacturer in 1920. Wittmann's history has undergone four generations of development in its history of 118 years, during which it has been recognized around the world for its quality and uniqueness, and with Wittmann's steady craftsmanship, its century-old work has now become a museum in Norway.

Wittmann 的手工传统体现在每一处细节的关系：对设计的不懈，对材料与制造工艺近乎严苛的极致要求。

Wittmann's handicraft tradition is reflected in its attention to every detail: design tenacity, as well as stringent standards on materials and manufacturing.

**工业时代的独有“手艺”**

手工艺在工业化时代，越来越显得尼采说：为了这种情感，人们愿意以工业产品高得多的价格去支付它。而时代的潮流前行，注定这种“手艺”只能是小众的部分存在。于是，为了大批量生产，工业产品不得不一再地从头到尾地颠覆“人文情感”的部分，而并非停滞不前的守护。正如尼采身上最伟大的女雕像一样 - 扎拉·哈洛普自信满满而又诚恳的表达：我不相信审美之前的和审美的之后，时间应该达到平衡，但这样学会，并不代表以“停滞”作为代价。

在这看似缺少人情味的机械时代背后，在这成千上万件如梦般的“品定之时”，是凝聚设计智慧的乐章画面，是他们如“工匠”般打磨修改而几近完美的杰作。这是连接设计与情感的研究阶段，是设计师对世界的理解、对市场的观察、对产品近乎偏执的热情。设计师对产品的钟情不亚于工匠师对工艺产品的钟情程度，他们不仅关心设计的创意，甚至取之于市场的功能故事。设计师们对产品的热爱，他们都不想错过。对于能体现产品的设计来讲，这件作品必须好，当然包括了真才独创性的“精情感”，但它与不同消费者互动，半生光影的历险就此而产生。这种独特的精神性正是工业时代所赋予的“手艺”价值，就是百变且充满张力身体力行并注入研发产品中的精神信念。

**craft
Et lifestyle**
手艺·生活方式**近乎苛刻的选材要求：**

选用具有绝对透气性、自然、亲肤的牛皮牛皮。

选材来自阿尔卑斯的山间牧场牛皮，不仅因为这些公牛体形大，可能就拥有大的优质皮质，减少撕扯损伤，达到最好的视觉效果；还是因为这个地区的公牛生长期条件优越，皮质好，且性格温和、不暴躁，皮肤致密无杂质。

另外，牛脚等区域因为褶皱多，韧性不足，则不被采用。

Strong material requirements

Only natural, skin-friendly first layer of牛皮 of excellent breathability is adopted.

Skin of young cows from Alps is chosen as such ones are huge, providing large pieces of quality leather while reducing scarring and stitching to achieve better visual effect; also because the living conditions in this region are superior, which helps produce high quality leather, a gentle and soft right-pointing temperament, and thus less skin damage.

Also, the foot areas are not option due to too many folds and insufficient tensile strength.

工艺铭刻经典时光

百年的发展，Wittmann 也积累和发展了一批手艺精湛的工匠，工匠们独具慧眼，对细节完美怀抱热情，成就了 Wittmann 独有的经典。

提供一种长久舒适的座感，Wittmann 对可持续性的理解。他们常收到顾客咨询三十年前购买的旧款家具，对顾客来说，这家企业能与久远的陪伴见证了使用者的成长，因此他们希望对家具进行维修，然后重新使用。哪怕翻新的价格比买一款新家具更高昂。

Classic moments engraved by craft

Through over a century's development, Wittmann accumulated and developed a group of skillful craftsmen, whose extraordinary craftsmanship and enthusiasm in perfect details have become classic features of Wittmann.

They often receive old furniture from customers, who bought them two or three decades ago and required refurbishing of them so as to put them back into use again. The price of this would cost them more than purchasing a new item. That's because that piece of furniture to them is a witness of their growth over the years.



Unique Craft in Industrial Age
Today, handicraft has become more and more precious in an industrial age, for which people are willing to pay a price never seen before. This is not only because the production speed has increased the high velocity in the times evolve determines the high quality of the products, but also because the price of the products is high. For this reason, industrial product lines, instead of playing a passive role, have to take a more active role in the market. They must find a way to make "handmade emotions" in an alternative way to make way for mass production. The world's greatest craftsmanship is not necessarily the most confident yet straightforward statement - I don't believe that harmony can be found between the old and the new. However, we have to find a balance between protecting the old and making something new. However, such concessions will be made. I made the case of progress.

Behind the mechanical era seemingly lack of human touch, tens of thousands of pieces are waiting to be produced. This is not only well in the air in the most perfect; motifs polished as if by "craftsmen" before they are finished. The reason is that the old craftsmanship stories and emotions are infused with each other's understanding of the world and the market, as well as the market's understanding of the old. They surely love their products as much as the amazement for the market. For this reason, the products and developments, they won't miss a bit of the dynamic story (terminal design) for the market. After the products are customized after the products are launched. For designers who create those products, before producing, they must consider the products' sustenance for the creator; however, upon interaction with customers they are asked to find out for the market history. If a certain spirit infused into the process creates the value of "classic" in the market, in the industrial age, the market will be more and more competitive. MATSU puts into its product development.

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对于匠来说来说，手工制作是品质能力大师的代名词，已不是奢侈品的象征。设计师们开始尝试用“工匠”来制作，从而上升成为开模试制，尤其是那些非常传统的手工制作。Gutenberg 制作《圣经》时，他的木版印刷术，是当时最先进的技术，也是当时最贵重的物品之一。然而，他的木版印刷术却在当时没有得到广泛的应用，而 MFC 打印机则完全不同，更是赢得了消费者的青睐。

For brand names, craftsmanship is still a killer to achieve the status of prestige, a name that is based on the quality of products, which the handcrafts are as a part of historical heritage especially often go beyond practice to timeliness and human sentiment on the level of philosophy. Handcrafts represent unique and irreplaceable value under the business model. Handcrafts are unique and irreplaceable compared with large scale and efficient machinery operations. It leads to a situation that offers a valuable experience in the rapidly developing world of today.

青湖.蓝海
穿越无垠的骑行

编辑：刘达 摄影：刘达
Editor: Da Liu Photographer: Da Liu

THE DEEP DEEP "BLUE SEA"

A bike tour on the boundless highland

"A BIKE TOUR ON THE BOUNDLESS HIGHLAND
THE DEEP DEEP "BLUE SEA"
"IT'S A STORY ABOUT COMMITMENT, A PROMISE ABOUT RETURN".
从来是双向统一。承诺的路又有何距离
“这是一个关于承诺的故事。一个对归来的承诺”



“海”或者“海子”出自蒙古语，指的是湖泊水潭。北京、内蒙古、青海、西藏、新疆、四川许多湖泊都是以海命名，但用汉语“海”字义无法兼顾，有时特意在后边加一个“湖”字，以示区别。

“Hai” (the sea) or “haiye” is from Mongolian, referring to the lake or pool. In Beijing, Inner Mongolia, Qinghai, Tibet, Xinjiang, Sichuan, many lakes are named after “Hai” (the sea, which don’t actually have the literal meaning of “Hai” in Chinese). Therefore, “Hu” [lake] is sometimes added behind it in order to differentiate.

作为为一个上班族，也不可能抽出几周的时间去锻炼一段漫长的路，而得干坐着。那种骑行也不是自己喜欢的——更喜欢一边骑行一边欣赏风景，让心放松，充分体会到骑行带来的自由的快感，既挑战身体，又不至于过分地透支。于是选择夏天，这里气温相对较低，于是选择骑行，最自由的方式。

It's unlikely for a white-collar to spend a few weeks challenging a long way around, that's hardly my dream or reality. I prefer to ride while enjoying the beautiful scenery, let the heart relax, fully experience the freedom of riding by riding, by which means I can get enough exercise while preventing exhaust of energy. Then I choose to go there again in its warmest weather - summer and in the freest way - cycling.



高原通透的空气“可以看得极远，可以看到蓝海对岸的祁连山，但是仍然感觉像海一样的天空无垠，沿海 300 多公里，穿越荒原、草原，还有沙漠，这一段中国的公路，却又如同美国的西部片一样，青藏铁路、沙漠，还有骑车的“牛仔”。

The Highland air allows for great vision, even as far as the Qilian Mountains on the other side of the blue sea, which itself still features the boundlessness of the sky. The vastness of the sky is like the ocean, spanning over 300 kilometers along the coast, crossing deserts, grasslands, and deserts – it is somewhere in western China, but as magnificent as those places in American western movies there were the Qinghai-Tibet Railway, desert, as well as the riding “cowboy”.

在高原，有无数蓝宝石一样的湖泊，但是玉龙沧海海拔四千多米的天湖，和有点晶莹透亮是山脚下湖之上的静谧的湖的湖，都不及这个高原特有的“蓝海”。青藏湖，也许是最特别的，第一次见她的时候，便是美丽的“大眼睛”，内地的形容词，在高原却完全适用，然而那清澈到骨的湖面碧蓝得一望无际，所长发，真好看，她似乎的美会像任何一种风景。

There are numerous sapphire-like lakes in the highlands, but none of them is able to compare with the Qinghai Lake, or “Lan Hai” (the blue sea) in Mongolia, which is located at an altitude of more than 4,000 meters. The lake is clear and transparent, above sea level or the quiet Lugu Lake located between Sichuan and Yunnan. Perhaps it is also about the time you go there. The first time I saw her, she was the most beautiful “big eyes”, the words used to describe her in内地 are completely applicable in the plateau, however, that clear to the bone lake surface is bluish-green and boundless, so long hair, really good looking, she seems to be like any kind of landscape.



说到长途或是高海拔骑行，很多人可能会情不自禁地想到那条“难于上青天”的川藏公路，5000 多公里的 318 国道，其实，青藏高原有很多地方十分平坦，气候也不恶劣，具备一定骑行基础和经验的人，都可以轻松来一次说走就走的旅行。

Talking about long-distance or high-altitude riding, many people will associate the extremely difficult Sichuan-Tibet Highway and the 5000km State Road 318. In fact, many parts of the Qinghai-Tibet Plateau are flat roads with a moderate weather. Those with certain riding skills and experiences can just enjoy a very multi-dimensional riding trip at ease.

高原的阳光似乎永远那么炙热，尽管气温并不高，但是如果没有很好的防护，身体就像被烧一样。夏季，也是高原雨水多的时候，往往都是暴雨连绵，来的急，去得也快。暴雨倾盆的时候天和湖几乎贴在一起，狂风似乎可以把人都吹走，而雨则也变得狂暴，远处的山也淹没在浓厚的云层中，这时候又是最幸福愉悦的好时机。风、雨，还有在空中漫舞的事，这种画面实在太壮观了！

Sunshine on the highland is always scorching hot. Even though the temperature is moderate, without proper protection measures, you will feel like your body is burning. Summer on the highland is often a lot of rain, which is usually heavy and continuous. Coming quickly and leaving quickly. When it rains, the sky and the lake join almost together and the wind could blow people away. The lake is also easily stirred too, the distant mountains are hidden in thick clouds when it's a gale. Wind, rain, and dancing in the air, what a spectacular picture!

当地的藏民在这里堆积石块、堆上石堆，祭拜着神灵、和守护着他们，与他们共生的圣湖——青海湖；而作为最真的它，今日已有能形容大于精神的“信仰”指向了。

Local Tibetans set up stones. They build heaps of stones to worship their gods and safeguard the sacred Qinghai Lake that thrives with the people. As a tourist attraction, it has now acquired a “faith” featuring more form than spirit.



Contact Us
www.matsu.cn

400 630 9229

Customer Service Hotline

MATSU GROUP Head Office

T+86 21 3338 0166

F+86 21 6431 4886

E:info@matsu.cn

上海市徐汇区漕河泾开发区 68 号
No. 686 Zhejiangxian Road, Xuhui District,
Shanghai, P.R. China, P.C. 200030

MATSU OFFICE FURNITURE
BRAND OFFICES

MATSU SHANGHAI FLAGSHIP SHOWROOM
T+86 21 3338 0166

F+86 21 6431 4886

E:info@matsu.cn

上海市徐汇区漕河泾开发区 68 号
No. 686 Zhejiangxian Road, Xuhui District,
Shanghai, P.R. China, P.C. 200030

MATSU SHANGHAI SHOWROOM

E:info@matsu.cn

上海市徐汇区漕河泾开发区 68 号
No. 686 Zhejiangxian Road, Xuhui District,
Shanghai, P.R. China, P.C. 200030

MATSU BEIJING SHOWROOM

T+86 10 5964 8539

F+86 10 5964 8538

E:bj@info@matsu.cn

北京市朝阳区来广营西路 59 号
来广营SOHO 小区 A 座 15 层
55 Tower A, Comefang International Center,
No. 56, Middle Dongsihuan Road,
ChaoYang District, Beijing, P. R. China
P.C. 100025

MATSU GUANGZHOU SHOWROOM

T+86 20 8732 6988

F+86 20 8732 6326

E:guangzhou@info@matsu.cn

广州市天河区猎德大道 76 号中海大厦 2 楼
2F, Zhonghai Office Building,
No. 76, Middle Hantai Road,
Guangzhou, P. R. China
P.C. 510095

MATSU SHENZHEN SHOWROOM

T+86 755 8237 5099

F+86 755 8237 5099

E:sz@info@matsu.cn

广东省深圳市罗湖区深南东路
4032 号京基金融中心 B 座 11A
15A, 16A, 17A, 18A, 19A, 20A
No. 4032, Jiingke Financial Center,
Luzhu District, Shenzhen,
Guangdong Province, P.R. China
P.C. 518000

MATSU JI'AN SHOWROOM

T+86 529 6866 9900, 6866 8911

F+86 529 6866 9922

E:ji'an@info@matsu.cn

武汉市高新区豹澥街 69 号创业园 A 区 11 号 3 楼
3F, No. 11 Building,
Pioneering Park Part A, No. 69 Jinye Road,
Xiaoyao District, Wuhan, Hubei, China, P.C. 430048

MATSU WUHAN SHOWROOM

T+86 027 8732 2928

F+86 027 8732 2927

E:wuhan@info@matsu.cn

湖北省武汉市洪山区珞瑜路 888 号
Unit 901, Tower B, Jingye International Building,
No. 886 Zhenghai Road, Wuchang District,
Wuhan, P.R. China, P.C. 430000

REPRESENTATIVE OFFICES

MATSU TAIPEI

T+86 02 5890 5330, 5899 5331

F+86 02 5890 5332

E:taipei@matsu.com

台湾省台北市信义路五段 14 号 19 楼
Room H1, Blue Diamond
International Building,
No. 383 Shennet Jiefang Road,
Neihu District,
Taipei, P. R. China, P.C. 200042

MATSU KOREA

韩国首尔特别市江南区三成洞 288 号

健英国际 1 楼 3 楼 7-8 号
7-8, 1FL, Unit 3, Building 1,
Jintan International Building,

No.288 South Taeheng Road, Gwanggyo District,
Seoul, Korea
P.C.: 130-0717

MATSU LABORATORY

SHANGHAI MATSU LABORATORY EQUIPMENTS CO., LTD.

T+86 21 5475 8235

F+86 21 6278 0217

E:labb@matsu.cn

上海市徐汇区漕河泾开发区 68 号
No. 686 Zhejiangxian Road, Xuhui District,
Shanghai, P.R. China, P.C. 200030

MATSU GUANGZHOU FACTORY

T+86 20 3740 0259

F+86 20 3740 0269

E:guangzhou@matsu.com

广州白云区新嘉福工业区北楼 628 号
No. 628, New Jiafu Industrial Park, North
Building, Xiangfutown, Guangzhou, P. R. China
P.C.: 510545

Our Partners

Burkhardt Leitner construct
Burkhardt & Co. KG

Burkhardt Leitner 17

70565 Stuttgart
Germany

www.burkhardtleitner.de

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Head Office and Showroom

Rathausstraße 61
71756 Burgstetten

www.holzmedic.de

Nimbus Group

Sieglerstraße 41

70468 Stuttgart
Deutschland

www.nimbus-group.com

Plannobild Eggemann

Vorfrühs GmbH + Co. KG

Königstraße 3-5

53110 Bonn, Germany

Postrich 1413, D-52238 Eschelkamp

Kun-Li Hee Stahlmöbelwerke GmbH & Co. KG

PO Box 1551

Gundingshausen 5

59995 Heiligenberg

www.klh.de

Wittau - Ressi GmbH + Co. KG

Henne-Kleinstraße 35

71034 Möhlbach

www.ressi.de

Hohenloher Spezialsteinwerk

Schiffraad GmbH + Co. KG

Irchenheimerweg 22

74613 Oerlinghausen

www.hohenloher.de

Toucan® Carpet Manufacture GmbH

St. Stephan Str. 64

47803 Krefeld

www.toucan.de

Wittmann Frans Möbelarbeitsstätten GmbH

Obere Marktstraße 5

A-3492 Ederndorf, Austria

www.wittmann.at



Matsu China
www.matsu.com.cn



Matsu India
www.matsu.com.in