

1) *What are the types of woods that Brazil Baroque uses?*

To name a few, some of the most common woods we use are Brauna, Canela Preta, Peroba, Cedro, Canela Parda and Jatoba; however, Brazil has thousands of unique species of hardwoods. In fact, the name Brazil was derived from “Pau Brazil”, a type of wood which was found in abundance during Brazilian colonization. Brazilian hardwoods are also called Precious Woods because of their unique characteristics. Not all woods are available to us all the time; when some woods become available, we are able to manufacture a limited number of pieces from the wood, as the wood might not be readily available to us again for some time. More information about our woods can be found online on pages 5-12 of this sales kit.

2) *Which species of woods from the USA relate to the woods Brazil Baroque uses?*

“Brauna” is similar in color to Ebano wood (medium striped brown to deep black). “Canela Preta” and “Parda” have the same hardness as American Walnut. “Peroba” is similar in color to Oak although it is harder and has a textured grain. Because of its fragrance, “Cedro” (Cedar wood) is mostly used to build the interiors armoires and dressers. “Jatoba” (Brazilian Cherry), is strong and has very dense color finish varying from bright pink to golden red.

3) *What does the term “reclaimed woods” mean?*

Reclaimed woods are woods from abandoned haciendas and farms that were constructed during Brazil’s three centuries of European colonization, a time when hardwoods were the most viable resource for building. No new hardwoods are used in our furniture. Our artisans are passionate about recycling woods and there is no waste in our processes; they frequently use a combination of antique recycled wood and sustainable wood to make some of our products.

4) *How much wood is available?* Brazil Baroque has secured a large area in Brazil where we buy old haciendas and recycle the woods for use in our furniture pieces, however, today the sources are not as plentiful as they were twenty years ago, thus the reason our products are very valuable and will increase in value as the antique wood supply becomes rare or non-existing.

5) *Won’t Brazil Baroque eventually deplete its reclaimed wood sources?*

Brazil is the largest country in South America and the fourth largest country in the world. With such a large territory and the world’s most extensive river system, Brazil has the best geographical characteristics to develop sustainable rainforests to supply the future need of hardwoods. In the last five years Brazil Baroque has been building prototypes with other wood species and developing partnerships with suppliers of new sustainable woods. In the future, our sources will include new sustainable woods in addition to our antique and old recycled woods.

6) *Please explain the hand painting process your artisans employ.*

Reminiscent of 16th century European fresco painting techniques, our highly skilled Brazilian artisans meticulously apply seven layers of polychromatic paint to achieve our signature look of timeless beauty, richness, and texture so intrinsic to Brazil, a process that distinguishes our hand painted furniture apart from the ordinary.

7) *How do I go about selecting finishes and colors for the products I want to order for my clients?*

Please refer to pages 24-38 for detailed information on how to order finishes and stains.

8) *What other techniques does Brazil Baroque use to manufacture its products?*

Hand Carved Wood -Wood selection is perhaps the most important step in producing any hand carved piece, as the integrity, grain and structure are critical to achieving a world class result. After the hand carving is complete, the wood is kiln dried to remove residual moisture. Once dried, the wood is hand finished by our artisans to give each piece its own patina, character and texture.

Hand-forged iron - Inspired by centuries-old blacksmithing methods, today's skilled craftsmen still employ these time honored hand forging and hammering techniques. Attention to detail and masterful workmanship contribute to the characteristic texture and beauty of each piece.

Hand tooled leather - Details are everything when our artisans create this intricately hand tooled and embossed leather using a time honored chisel and hammer technique. The quality and durability of the leather contribute to its sophisticated charm and timeless beauty.

9) *Brazil Baroque also sells antiques. Can you explain where they come from and how old they are?*

Antiques - From late 18th century religious icons to turn-of-the-century hand carved armoires, our ever-changing inventory features unique items from Brazil's rich historical past. Brazilian art and antiques arose from a melding of African related rituals, Christian religious traditions, and secular pageants. This commingling resulted in a vibrant folk art culture that Brazil Baroque is committed to preserving for future generations.

10) *Can you briefly describe some of Brazil Baroque's accessories?*

Antique Water Jars - Our best-selling accessory, Brazil Baroque water jars are handmade from clay indigenous only to the Valley of the Paraiba River area in Brazil. We collect the jars, which may have been in use by families for years, thoroughly clean them, then our artisans meticulously apply our trademark seven layer polychromatic color process to each one. The varied themes depicted on our jars reflect the vibrancy and richness of Brazilian culture.

Antique Wine Bottles - Originally used by European immigrants to transport wine, these rare hand blown antique wine bottles are available in various sizes and colors. Because these are original antiques, their size, color and shape may vary.

Recycled Paper Urns - Our urns are made of recycled paper using a unique process of cutting, wetting, blending, filtering, crafting and pressing. The recycling is supported by environmentalist groups, since it reduces the use of natural resources.

Saramenha Ceramics - We use a time-honored glazing technique that was introduced to Brazil from Portugal in the early 19th century, which gives our Saramenha ceramics their signature look. Our alluring collection includes decorative bowls, vases, urns, jars and platters.

Wooden Bowls - For hundreds of years hand carved wooden bowls have been an intrinsic part of the rich cultural heritage of Brazil. Typically, a family has several dozen of these bowls on hand for everyday use. Years of use and distress contribute to the characteristic charm and timeless beauty of these antique bowls. Like the water jars, we collect the bowls, clean them and paint them.

Selma Ceramics - These beautiful hand made ceramics are the creation of world renowned artist Selma Calheira. With special attention to detail and her extensive knowledge of natural pigments, Selma fashions simple ceramic into exquisite art pieces. Each work of art is individually hand made and incorporates a unique process that involves burning the ceramic to achieve the end result of pieces that are amazingly realistic.

Wooden Boxes - Detailed with our hand forged hardware, these hand painted cache boxes are perfect for all your special treasures. Design your own using any combination of our motifs, wood stains and polychromatic paint.