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## this week in home décor

### Week ending June 6, 2008

Hello. This week in home décor:

### Chicago retailers to feel the Domino effect

Store owners sometimes get a little parochial when it comes to joint promotions. "Why should I cooperate with my competitors?" they ask. This weekend, retailers and restaurateurs in Chicago's upscale Lincoln Park neighborhood will see what happens when a major consumer magazine puts the full weight of its marketing and public relations departments

behind an event and invites its avid subscribers to shop, shop, shop.

Conde Nast's **Domino magazine** is hosting its first-ever "Domino Design District 2008" weekend in Chicago. The shops along Armitage Avenue are "very Domino" in how they look and how they are managed, the magazine's Adam Roth told me. "It's very representative of our brand. It's a walkable, shoppable neighborhood," says Roth, the publication's senior merchandising manager.

To participate, retailers have to offer a discount (the lowest is 10%); some are offering a gift with purchase. Some Domino editors will be [leading seminars or holding in-store demonstrations.](#)

*Home Décor Buyer favorites* [Art Effect](#), [Jayson Home and Garden](#) and [Tabula Tua](#) are among the participating home décor stores. Other retailers include **Argo Tea**, **L'Occitane**, **Salon Blo & Day Spa** and **Vosges**. **Jonathan Adler** and **Bloomingdale's**, though located outside of Lincoln Park, are also participating.

[Domino](#) promoted the weekend with postcards to its Illinois subscribers and e-mail blasts to all subscribers. Participating retailers also e-mailed messages to their customer lists. Co-sponsors are Bloomingdale's, Kendall Jackson, Subaru and Urban Shop Guide.

### Vermont Tubbs sold to furnishings group

**Vermont Tubbs**, [a 168-year-old case goods maker](#) based in Brandon, Vt., has been sold to **BSF Transition LLC**, headed by Kyle and Adam Tager and Elwin Wright. The Tagers bought Brownstreet Furniture from Wright earlier this year. In 2003, the Tager twins bought softgoods source **Mystic Valley Traders**.

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[Participating retailers](#)



## A product we like

On June 1, **Kalalou** (formerly Country Originals) introduced a stunning line of white stoneware named organix. Each piece is slip-cast and then carefully given a pinch here and there by hand for a one-of-a-kind look. The company has showrooms in Atlanta, Dallas and Las Vegas. It also has a retail store in Jackson, Miss.

Log on to *Find It!*® to see more about this [product](#) (including wholesale pricing) and other items from Kalalou, as well as [furniture, lamps, rugs, wall décor and other categories](#).



*Slip-cast stoneware from Kalalou.*

## Market moves

**Midwest** will host Girls' Night Out events at its showrooms in Dallas (June 20) and Atlanta (July 12). The receptions will feature in-store event ideas and tips, prize drawings of Girls' Night Out event kits that retailers can use in their stores, a guest appearance by artist and author **Suzy Toronto**, and food, cocktails and gifts.

**7 W New York**, the permanent showroom building at 7 W. 34th St., has added the One of a Kind Wholesale Show NYC. A juried selection of original work from leading artists, artisans and designers will be exhibited on the 11th floor from August 16-19.

**George Little Management** reported a more than 40% increase in attendance over last year at its Global Home Textiles and Global Home Décor shows held last month in Las Vegas.

**Nova** opens a 3,100-square-foot showroom (#10020) in the World Trade Center, Dallas. **Besa Lighting** signed a lease in Building C, on the 10th floor of the World Market Center in Las Vegas. **The Howard Elliott Collection** is doubling the size of its showroom the World Market Center (third floor, Building A).

## Watch it

The website [PointClickHome.com](http://PointClickHome.com) goes behind the scenes to show how **Aviva Stanoff** transfers plants to textiles to create her unique pillows and table linens. The video is about three minutes long. The site also has video interviews with **Candice Olson**.

## Another product we like

Annette Savio developed the **Finer Designer Wastebasket Liner** because she thought pretty wastebaskets need a more elegant liner. She has seven patterns—including leopard prints, fleur de lis, ferns and Eiffel Tower—in two sizes. They fit square and round baskets.

A set of 12 liners wholesales for \$4. See more at Savio's [website](#) or call her at 203 687-2064.



*Wastebasket liner in the fleur de lis*

## Home décor people

**Debbie Dusenberry** of [Curious Sofa](#), Prairie Village, Kan., was named Retailer of

living AND giving™

THE CHICAGO MARKET

**The  
Chicago  
Market:  
Living and  
Giving™  
7.17.08–  
7.23.08**

**Market Suite  
Temporaries,  
including  
Beckman's  
7.19.08–  
7.22.08**

shopchicago  
market.com

the Month, a new program sponsored by *pattern*

The Chicago Market: Living and Giving, the Merchandise Mart's gift show in Chicago.

Nine students received a [Celia Moh Scholarship](#) for the 2008-2009 academic year. They are: **Nicholas Blair and Lillian Stoltz** (Kendall College of Art and Design), **Emma Neidert and Ashley Albrecht** (High Point University), **Irina Skalova and Anne Michener** (East Carolina University), and **Hugh Owings, Joel Valente and Katherine Watts** (Appalachian State).

Milwaukee furniture retailer **James John Steinhafel** died June 2. Mr. Steinhafel was 80. He is survived by his wife, Jean, and children Gary, Gregg, Eric, Linda (Stark), Lisa (Kassuba) and Ellen (Lappe).

Paragon promoted five employees to vice president: **Kathy Opolka** (vp business development), **Fred Barhorst** (vp finance), **Ricky King** (vp global supply and costing), **Johnny Masters** (vp information technology) and **Ralph King** (vp manufacturing operations). **Malanta Glassco-Knowles**, who was vp marketing, has been named VP design and marketing. **Joey Duncan** continues as vp product development.

Propac Images promoted **Samantha Floyd** to vp sales.

**Birthday greetings to:** Peconic Sales' talented **Anne Holton** (June 10).

## Companies

About 750 log swings distributed by **Far East Brokers and Consultants**, Jacksonville, Fla., have been recalled by U.S. Consumer Product Safety Commission because a missing nail connecting the back of the log chair to the seat can cause the back to separate from the seat while in use, posing a fall hazard to consumers. The units were sold at **Grand Union Family Markets, Ingle's Markets, VG's Food Center, Plumb's Valu-Rite Foods** and **Central Shoprite** stores nationwide from February 2008 through May 2008 for about \$150.

Multichannel Merchant Award in the Gifts category went to **L.L. Bean**, "Christmas Favorites 2007" (gold); **Harry & David**, "Holiday Preview 2007" (gold); **orvis.com** (gold) and **Williamsburg**, "Holiday 2007" (silver). In the Home and Gardening Products category, **Jackson & Perkins**, won a gold for Wholesale Roses for 2008 catalog and **L.L. Bean Home** won a silver for its Summer 2007 catalog. The awards were announced at the [Annual Conference for Catalog and Multichannel Merchants](#).

**S.E.E. Imports** is closing its Hayward, Calif., warehouse this summer. The company will focus on helping retailers with direct import programs.

## Datebook

[Tendence](#), the summer gift show in Frankfurt, Germany has moved its dates to July 4 to 8. (The show traditionally has been held in August.)

"The Scandinavian Influence On Trends, Entertainment, Style And Living" is the theme of [Designer Day](#) on June 10 at 7 W New York. Consultant Susan Hansen speaks at 11 a.m.; a complimentary lunch follows.

See more shows at [Datebook](#).

That's it for this week.

Buy-Buy.



**[Jim Carper](#)**

**Editor**

**Home Décor Buyer**

