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one of a kind
wholesale show NYC

Introducing One of a Kind Wholesale Show™ NYC
AUGUST 16-19, 2008

During The New York Gift and Home Textiles
Market Week at 7 W New York™
AUGUST 15-21, 2008



this week in home décor

Week ending May 30, 2008

Hello. This week in home décor:

A retailer to know

Every Sunday morning, hundreds of Seattle residents visit the Ballard Farmer's Market to buy organic produce, farm-raised meats, handcrafted soaps and free-range eggs. Some then cross the street to **Greener Lifestyles**, a 1,200-square-foot store selling eco-contemporary furnishings and accessories.

Shoppers find wool-stuffed couches, bamboo barstools, modular carpet tiles, silk-cocoon pendant lamps and recycled-silver servingware. **Owner Aimée Robinson** also carries salvaged-wood coffee tables, recycled lamps, organic cotton linens, recycled-glass dishes, felt pillows and locally produced modern art.

Home Décor Buyer contributing editor Lora Shinn writes that Robinson's sales have increased 400% since she opened the store in 2003. In the past year alone, sales increased 25%. Green is good. Read the complete profile of [Greener Lifestyles](#) in the June issue.

See the **May 16 newsletter** for an item about Chicago retailer [Mobili Mobel](#), which also carries green products.



Sustainable sofas and accents at [Greener Lifestyles](#), Aimée Robinson's store in Seattle

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A product we like

Looking for sustainable? Prefer made in the U.S.A.? **Khoury Furniture** meets both criteria. This family-owned Michigan-based firm builds bedroom sets, bookcases, home office furnishings and media centers with solid wood harvested from sustainable forests and with recycled materials. It uses water-based paints and stains, and its glues do not contain formaldehyde. The company's Michigan sawmill is certified by the Forest Stewardship Council.



[FSC-certified and made in the United States](#)

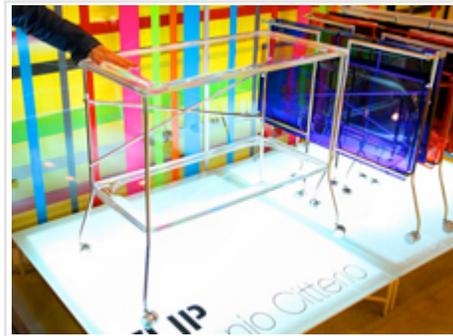
We feature this bedroom collection (in ash) in the June issue of *Home Décor Buyer*, which went into the mail this week.

Log on to *Find It!*® to see wholesale pricing and additional details about this [product](#), and to see more [furniture, lamps, rugs, wall decor and decorative accessories](#).

Walking ICFF with a museum curator

It's a pretty standard journalism assignment: follow an expert as he/she walks a trade show. Among the best examples is Craig Nakano's recent report in the Los Angeles Times as he walked George Little Management's **International Contemporary Furniture Fair** with Cara McCarty, the curatorial director of the Smithsonian's [Cooper-Hewitt National Design Museum](#). He captures her withering comments, including "There is a lot of bad design" and "That's just different for the sake of being different." Then she turns a corner and finds objects to go ga-ga over.

If you were at the show and want to compare your take with McCarty's, read "Cooper-Hewitt curator walks the International Contemporary Furniture Fair" and watch the slide show in [the May 22 LA Times](#).



Kartell's Flip folding bar table in plastic. Photo by Michael Nagle.

Licensing update

April Cornell Holdings signed a licensing agreement with **Global Amici** to produce the designer's floral interpretations and nature-inspired color palettes on drinking glasses, metal serveware and decorative accessories.

The **Trump Organization** launches its Mar-a-Lago collection at the summer markets. In addition to a fragrance line with **Pearlessence** (see May 16 newsletter), Trump's partners are: **Lexington Home Brands**, **Elk Lighting**, **Miresco Decorative Rugs** and **IMAX**.

Jane Seymour is partnering with **Highland Design** to develop case goods and upholstery to launch no later than January 2009.



Home décor people

Umbra appointed **Matt Carr** its director of design, a newly created position. **Michael Deveau** joins Company C as a sales rep for the Northeast region. **Larry Stevens** joined Kalalou (formerly Country Originals) as sales manager. **Matthew Wakeham** is the new marketing director at W.A.C. Lighting.

Birthday greetings to: Cyan Design's **Carol Lowry** (May 30), In-Detail's **Georgina Weddell** (June 3) and Deco Breeze's **Phil Weil** (June 4).

Strictly personal—Congratulations to coach **Kelly Amonte Hiller** and the Northwestern University [women's lacrosse team](#), which won its fourth consecutive NCAA title on May 25, defeating the University of Pennsylvania 10 to 6.

Datebook

The [Portland \(Ore.\) Gift & Accessories Show](#) gets under way tomorrow (May 31) and runs to June 3. There is a sample sale at the [Northeast Market Center](#) in Billerica, Mass., June 6 to 7.

Register online for the [Accessories Resource Team annual conference](#) in Charleston, S.C., Aug. 21 to 24.

See more shows in our [Datebook](#).

That's it for this week.

Buy-Buy.



[Jim Carper](#)
Editor
Home Décor Buyer