

TOTAL HOME RETAIL INNOVATION & INSPIRATION

HFN

January 2018

**WINTER MARKETS
PREVIEW**

PAGE 44

**SPARKING RETAIL
SALES WITH COLOR**

PAGE 32

OUTLOOK 2018
Home furnishings retailers
make their predictions

trending

NEW YEAR SPARKLE

How about a little shine and sheen to start the New Year? These statementmaking introductions provide a glimmering fresh look for the home. —Andrea Lillo

1



1

The Ceres machine-made rug collection from **Jaipur Living** offers subtle sheen for the floor in a contemporary polyester design.

2



2

With metal "branches" draped with handmade glass icicles, the Willow lighting fixture from **Maxim Lighting** brings nature indoors.

3

Surya's Andrina pillows add a glamorous touch to the home, woven with champagne gold, silver and bronze reversible sequins.

3



4



4

Global Views' Linen Fold cabinet stands out with an Art Deco inspired, textured starburst pattern made of white alloy metal with a protective coating.

6



5

Alessi turned to the age-old metalsmithing technique called Etruscan granulation to create the Extra Ordinary Metal collection, which has a textured surface and a food-safe protective coating.

6

Named after actress **Rita Hayworth**, the Hayworth is the newest addition to **Kalco Lighting's Designer Wall Sconce** program and features a Mother of Pearl inlay backplate.

5





1 Perfect for tall ceilings, the Enigma from **Troy Lighting** is a 7-light pendant. **Dallas**

2 A modern look for covered outdoor spaces or interior areas, the Hilo wet-rated collection from **Feiss** comes in an oil-rubbed bronze. **Dallas**

3 The Madeira linear chandelier from **Renwil** makes a stylish statement in a matte black finish with a black fabric cord. **Dallas, Las Vegas**

4 **Kenroy's** Courtney 8-light Island fixture adds a touch of modernity to any dining area in a black and gold finish. **Dallas, Las Vegas**

5 This oversized, 32-inch-high table lamp is part of **Art Max Furniture's** Offset collection. **Las Vegas**

6 The Hinton table lamp from **Surya** has a modern, Moroccan-reminiscent look due to its matte glazed, curved, ceramic body. **Atlanta, Dallas, Las Vegas**



CAREER MOVES

Jill Ramsey



RETAILERS

Pier 1 Imports appointed **William H. Savage** to the newly created position of executive vice president of global sourcing. Savage's retail and sourcing experience includes positions at Tesco, Walmart, Sears and Kingfisher. Most recently, he spent two years as president of the home division for Sears Holdings.

Macy's, Inc. named **Jill Ramsey** chief product and digital revenue officer, effective Jan. 8, tasked to focus on reimagining how people shop, bridging the physical and digital worlds. Ramsey will have oversight of both product and revenue for macys.com and the Macy's app, and will report to Hal Lawton, president of Macy's. She was most recently vice president, GM of vertical businesses at eBay, and prior to that spent 15 years at Walmart.com.

SUPPLIERS

Capel Rugs promoted three executives to newly created positions. **Cameron Capel** has been named president, sales and marketing. **Richard Capel** president, manufacturing, and **Ron Capel** president, finance/retail. John Magee, a partner with the management consult-

ing firm ABTV, stepped down as president and CEO last month.

Specialty bedding manufacturer Classic Brands named **Mark Owen** executive vice president of sales and business development, a new position. Owen was most recently senior vice president of strategic business development for Serta Simmons Bedding.

Resource Decor appointed **Jedrey Reich** president of sales, Americas. For the past two years he was at Rochdale Spears Group, the parent company of Resource Decor, most recently as sales director, major accounts.

TwinStar International expanded its executive leadership team: **James Junker**, is now vice president of product management; **Lisa Cody**, vice president of marketing; and **Todd Outten**, vice president of sales. Each has at least 20 years of experience in their fields.

Surya appointed **Rob Rosenquist** vice president of sales. Rosenquist will lead sales efforts for Surya across all segments. Rosenquist most recently served as the vice president of sales at Symmons Industries.

Luigi Bormioli President **Michael Duncan** has left the U.S. subsidiary of the Italian glassware company. Vin-

cenzo Di Giuseppeantonio, CEO of Bormioli Luigi - Italy, assumes the president's role in the U.S.

Spectra Home tapped **Gregory Curry**, founder and former owner of upholstered furniture supplier Engender Furniture, as marketing manager. Prior to this he served as national sales and merchandise manager for Lloyd's of Chatham, as well as an independent sales representative. He succeeds Priya Inman, who left the company.

A.R.T. Furniture made three key appointments. Longtime A.R.T. employee **Jonathan Stoll**, previously director of quality, has assumed the role of director of product development. **John Wilborne** was named director of quality and will report to CEO **Jeff Cook**. Wilborne has been working in the furniture industry since 1980, setting up and overseeing quality processes and standards. **Emily Severson** was named demand and sales coordinator, reporting to Bryan Edwards, senior vice president of sales.

Valdese Weavers added **Nikki Rubalcaba** as a sales representative in New York.

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