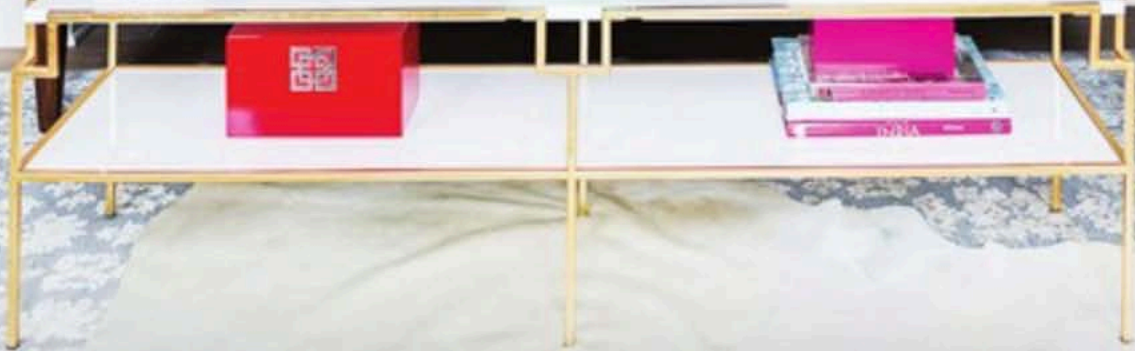


JANUARY 2018

HOME ACCENTS

TODAY®



CAREER MOVES

BY JENNIFER BURTON

Surya has named **Rob Rosenquist** vice president of sales. As an executive sales leader with 23 years of experience in business development, sales operations, channel management and training, Rosenquist will lead sales efforts for Surya across all segments including design, retail and e-commerce channels. Rosenquist most recently served as the vice president of sales at Symmons Industries and has also served in vice president, director and manager roles at Newell Rubbermaid and Black & Decker.



Rosenquist

Jedrey Reich is **Resource Décor's** new president of sales, Americas. Reich has been with Rochdale Spears Group, parent company of Resource Décor, for two years and was most recently sales director, major accounts. Prior to joining, he worked as chief operating officer at Furniture Barn, where he was responsible for directing purchasing and merchandising strategy and operations. He brings with him more than 20 years of experience in the furnishings industry.

Theodore Alexander has appointed **Gregory Heller** as chief creative officer. In this role, Heller will direct and coordinate product management activities and lead the global vision and strategy for Theodore Alexander brands. Product Development, Brand and Product Merchandising, Visual and Marketing come under his remit. This newly created position reflects Theodore Alexander's evolution as a global lifestyle resource. Heller is an experienced luxury home industry strategist with previous roles at Thomasville and Baker furniture.



Heller

Capel Rugs has promoted three seasoned executives to newly created positions within the company. **Cameron Capel** has been promoted to president, sales and marketing. She currently serves as vice president of national accounts. In her new position, she will direct all wholesale sales and marketing activities as well as lead Capel's import division. **Richard Capel** has been promoted to president, manufacturing. He joined Capel Rugs in product development in 1989 and manages the manufacturing operations in Troy, N.C., and Dalton, Ga. In his new position, Richard will retain responsibility for all manufacturing operations and also will direct human resources and customer service. **Ron Capel** has been promoted to president, finance/retail. He joined Capel in 1987. Ron will



Richard Capel (left), Ron Capel and Cameron Capel

retain responsibility for retail and also will be responsible for finance and information technology. The promotions were effective Dec. 31. All three will report to Capel's board of directors. **John Magee**, a partner with the management consulting firm ABTV, stepped down as president and CEO of Capel Rugs on Dec. 31 but remains with Capel as an adviser to management and to the board.

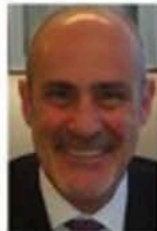
Canadian furniture manufacturer **Palliser** has added a new vice president of stationary upholstery product development as well as a pair of sales executives. **Jeff Katz** has been appointed vice president, stationary upholstery product development. Additionally, **Brooke Barber** has been appointed national accounts manager, Canada, and **Demetre Daratzikis** joins the company as sales manager, Canada.



Katz



Barber



Daratzikis

Katz's experience includes buying roles for Levitz and Homelife as well as manufacturing positions with Broyhill and Magnussen, where he led the upholstery division. Barber joins Palliser directly from Natuzzi Americas, where she served as national accounts manager. She previously held key roles in sales with Lexington, Drexel Heritage and La-Z-Boy. Daratzikis joins from Sealy, where he began his career in 1992 and was promoted and recognized repeatedly, serving as VP of sales, national accounts before accepting the position with Palliser.

Executive Chairman **Terry Lundgren** will retire from the **Macy's** board of directors effective Jan. 31. The board has appointed **Jeff Gennette**,

who has been CEO since March, to the additional role of chairman effective Jan. 31. This will complete the planned transition that was announced in June 2016. Marna Whittington remains lead independent director. Following Lundgren's retirement, the board will have 10 directors. "I am proud of our company's growth, accomplishments and the talent we developed during the 14 years I have led Macy's," Lundgren said.

Meridian Specialty Yarn Group has promoted several employees at the company's plants in Valdese and Randle, N.C. MSYG is nearing completion of a new state-of-the-art manufacturing plant and dye house in Valdese, which will open in this year. "These promotions reflect the beginning of an exciting new era here," said Tim Manson, president of MSYG. "We anticipate major growth and expansion as we finish construction of our new manufacturing operations in Valdese and expand into several new markets. I'm proud of our staff for the hard work that has brought us to this point." The moves and promotions include:

- Stephen Hudson, senior vice president, specialty markets.
- Amy Isenhour, vice president of sales and marketing.
- John Marlowe, vice president of manufacturing at MSYG's Valdese plant.
- Rob Bratcher, director of operations at the Randle facility.
- Doug Mosk, director of production engineering at the Randle plant.
- Danny Whisnant, director of process improvement engineering.
- Hillary Barlow, sales representative.
- Lucy Reynolds, planning manager at the Valdese plant.
- Connie Hardin, customer service and procurement manager, Valdese plant.
- Janet Barrier, lab manager, Valdese plant.
- Sarah Buchanan, recruitment manager for both plants.
- Jenny Renner, lab manager, Randle plant.

JLA Home Fabrics has hired **Allison Hocker** as director of design and product development. With 22 years of design experience in the textile industry, Hocker will be responsible for new product development, product sourcing and merchandising, and she will be working alongside JLA Director of Design Alana Hernandez. "The addition of Allison gives us the unique opportunity to have two of the top designers in the industry developing product for our market. This tandem will give us a significant competitive advantage as we continue to provide the best value product to our customers," said Mike Grimsley, vice president of sales for JLA. Prior to her tenure at Seven, Hocker served in similar design roles at TieTex Interiors, Craftex Mills and Burlington Industries.

Send industry career news to Jennifer Burton at jbarton@homeaccentstoday.com. ■

PAIRINGS

BY TRACY BULLA

BROUGHT TO YOU BY OLLIIX



Meg Caswell for Couture, \$475 |
Napa Home & Garden, \$300



Ollix, \$119 | Bloomingville, \$290



Bradburn Home, \$997 | Luxxu



Jamie Young, \$325 | Kindel, \$6,407



John-Richard, \$637 | Abbyson, \$459



Surya, \$264 | Uma, \$129

*First credit, lamps; second credit, tables



SHOP TALK

TRACY BULLA

No Shrinking Violet

Dare we say that we're under the spell of Ultra Violet, Pantone's 2018 Color of the Year? Emphatically, yes. We love the mystic, creative unconventionality of this enigmatic purple hue, conveying both visionary thinking and artistic expression with an intuitive lens into the future. ■



Coalesse



Dynasty Gallery



Surya



Flos



Roche Bobois



FROM THE FLOOR UP

CECILE B. CORRAL

Goodbye to 'good,' hello to 'better'

RUG COMPANIES BID FAREWELL TO 2017 WITH HIGHER HOPES FOR NEW YEAR

AREA RUG COMPANIES ARE feeling optimistic about 2018, encouraged by the momentum that started in last year's fourth quarter.

As several rug companies relayed to me, 2017 was a period of ups and downs.

The second and third quarters weighed on businesses as many retailers shuttered hundreds of stores collectively, resulting in chopped retail placements and shrunken sales for rug suppliers.

Thankfully, that was offset by the first and last quarters, which bookended the year with strong sales, especially with online retailers, furniture chains and interior designers/decorators.

"Last year was interesting. We had a new president, people were wondering what was going to happen, what would change, they didn't feel sure about what to expect in many ways," said Satya Tiwari, president of **Surya**. "People now have more clarity."

Surya, which Tiwari said had "positive growth" in 2017 across diversified channels, is expecting strong retail and designer traffic at its AmericasMart showroom during the Atlanta International Area Rug Market, Jan. 10-14.

"Our growth has a lot to do with the investments we've made in recent years to diversify our business in design, furniture and e-commerce," Tiwari said. "We had a good year last year because of the work we've put into our business. But I think 2018 will be even better, and we will be more profitable."

Nourison is also hopeful about the winter markets. At the Atlanta market, the company is opening a second location in Building 1 to showcase its high-end area rug collections, broadloom and home accents under the Mina Victory division. Adjacent to the HD Home Temporary collection, the new



From left: Amer Rugs, Kaleen, Surya and Oriental Weavers

space will be open during markets and year-round to serve the interior design community.

"Nourison's relocation to Floor 1 brings home and rug product back to the lobby level," said Chelsea Peabody Bohannon, AmericasMart's strategic relations and media relations manager. "It's going to be a great welcome for the design community who shop the markets."

Oriental Weavers is investing in new looms as well as "revolutionary new yarn systems" to expand its domestic production operations this year, based on increasing demand for its broad offering of machine-made products.

"2018 will definitely be a better year for rugs and accessories over 2017," President Jonathan Witt said. "A focus for us is to continue growing our manufacturing base here in the U.S."

He added: "There has been a huge movement for soft rugs. All you hear from buyers is soft, soft, soft. Microfiber rugs are great for accent sizes, but they aren't practical for area and room-size rugs. That's why we are working on new and innovative polypropylene collections that offer durability, stain resistance and a very soft hand."

The launch for these new programs is set for this month at

the company's showrooms: B1 3-A-2 in AmericasMart; and C-395 at Las Vegas Market.

Also investing further on its manufacturing as well as warehousing operations here at home is **Natco Home Group**, noted David Litner, principal.

"Our domestic business is growing nicely," he said. "We're expanding our tufting operation in Dalton (Georgia) with more capacity and expanding our woven business in Maine, adding more warehousing and production floor space by the middle of this year."

Encouraged by customers' reception of its recently launched Revival Collection, made of repurposed wool and cotton, **Couristan** is adding a related category of rugs this year, said Larry Mahurter, vice president of sales and advertising.

From its two showrooms (B1 6-D-11 in Atlanta and A-408 at Las Vegas), Couristan will show those four new collections.

"Each rug tells a story," Mahurter said. Fiber content includes recycled denim, chindi and sari, which are then woven into a variety of patterns like geometrics, stripes and abstracts, and then overtufted with wool and cotton.

Descending upon winter markets its "most ambitious new product

launch" in the company's 32-year history is **Amer Rugs**. The new offerings encompass 11 new collections plus new additions to several existing collections, all across handmade and machine-made constructions.

Amer Rugs shows in Atlanta in B1 5-D-2, and in Las Vegas at B-431.

Kaleen is bringing three new collections and an expanded broadloom offering — 15 new styles — to the winter markets.

"If we can maintain the momentum we have now, I think we are in for a very good 2018," noted Blake Dendard, senior vice president. "Demand will be there, from what I'm seeing in the economy right now. Dealers and buyers have a very positive attitude, and they are happy with how well their businesses are doing, both in stores and online, and I think that will translate into stronger numbers in 2018." ■

SPONSORED BY



MODERN GREEK

An updated take on classical styling, this crisply collected look gives a nod to simple, yet stunning designs in a sparkling Mediterranean Sea palette.

BY TRACY BULLA



Zoe Blos Creative triptych, \$5,385



Palecek hand-tooled marble links, \$1,298



Textill hand-stamped batik pillows, \$65 each



New Pacific Direct chair, \$173



Barbara Cosgrove ceramic lamp, \$438



Jamie Young wood mirror, \$488



Auskin baby alpaca throw, \$220



Surya hand-woven rug

NEW PRODUCTS: WINTER MARKETS



SURYA

Atlanta, Dallas



TRANS-OCEAN

Atlanta



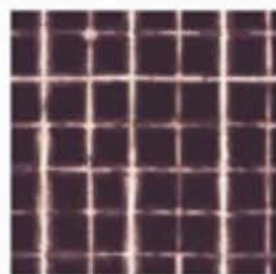
UTTERMOST

Atlanta, Dallas, Las Vegas



WILLOWBROOK

Atlanta, Dallas, Las Vegas



TEMPAPER

Las Vegas



TROY LIGHTING

Dallas



VANCE KITIRA

Atlanta, Las Vegas



VILLA HOME

Atlanta, Dallas, Las Vegas



WOODSTOCK CHIMES

Atlanta, Dallas, Las Vegas



THUMPRINTS

Dallas



TWIN-STAR INTERNATIONAL

Las Vegas



UMA

Atlanta, Dallas, Las Vegas, Los Angeles



VITERRA

Atlanta



WORLDSAWAY

Atlanta, Dallas, Las Vegas, New York



TOV FURNITURE

Las Vegas



URBIA

Las Vegas



VOTIVO

Atlanta, Dallas, Las Vegas



YEDI HOUSEWARE

Atlanta

Design Center at theMART celebrates

AT YEAR-END, THE DESIGN CENTER AT THE MERCHANDISE MART (theMART) is celebrating a year of expansion.

The Chicago-based luxury design destination welcomed six additional tenants in 2017, including Artisan Electronics Group, Dedon, Eddie Bauer Home Outdoor, Elizabeth+Grace, Moore & Giles and Style Library.

Opening in early 2018 will be rug, lighting and home décor manufacturer Surya, and Forward Space Studio, manufacturer of residential and work environments.

In addition, 13 companies renewed their commitments: Baker, Bradley USA, CAI Designs, David Sutherland, Ebanista, Gloster, Hickory Chair, Holland & Sherry, John Rosselli & Associates, Michael-Cleary, Nour's Oriental Rugs, Samuel & Sons and Stark.

Together, the new leaseholders and renewals encompass more than 100,000 square feet of investment.

"We are committed to upholding the Design Center's rich tradition as a world-class resource for luxury design through an unwavering commitment to industry relationships and steadfast support of our showrooms," said Toni McIntosh, vice president, leasing. "The growth we have experienced this year serves to bolster the Design Center's status as the place where design ideas are discovered."

Overseeing the Design Center is Merchandise Mart Properties, Inc. (MMPI), a division of Vornado Realty Trust and the owner and operator of The Merchandise Mart. ■

Napa Home & Garden teams up with Barclay Butera

NAPA HOME & GARDEN AND designer Barclay Butera will kick off the launch of their new collaboration at AmericasMart Atlanta this month with a party and book signing in Napa's showroom (B2 1210), Friday, Jan. 12 at 5 p.m.

Butera will sign copies of his book "Barclay Butera: Past, Present, Inspired," which will be given to the first 100 buyers whose orders include items from his collection. Each Barclay Butera design will be marked with an easily identifiable hang tag.

Butera's signature nod to coastal chic interiors will enhance Napa's California-inspired brand.

"Having been a loyal customer of ours for many years, there have been occasions where Barclay's needs couldn't be met," said KC Cunningham, Napa's

president and creative director. "That's when it hit us; he should design them. This partnership was the next step in a natural progression for us."

Butera agreed: "I'm thrilled to collaborate with KC on this stunning collection of chic accoutrements for the home and also thrilled they happen to pair perfectly with my Newport Collection furniture collection with Lexington Home Brands that we just launched!"

Cunningham said this month is Napa's most ambitious in terms of market intros, and this relationship with Barclay Butera continues the company's expansion. In the past year, Napa broadened its offerings with new candle and scarf lines.

"Our collaboration with Barclay is another sign of our continued growth," added Napa CEO Jerry Cunningham. ■

Port 68 opens new showroom at Dallas Market Center

PORT 68, PURVEYOR OF lighting, accessories, wall décor and more, has moved from its existing Dallas Market Center showroom to The Gallery at the new Interior Home + Design Center. The IHDC, which debuted in June, is home to many design-driven home accent companies including Palecek, Phillips Collection and Ralph Lauren Home.

"We're thrilled to launch our licensed Williamsburg Collection at market, but the big excitement is our brand-new showroom in IHDC," said Mark Abrams, Port 68's vice president of design and marketing. "We couldn't be happier to be open daily, year-round, and can't wait to work with the Dallas design trade."

President Michael Yip said, "We're excited to show our continued support not only for the Dallas Market Center, but also for the local interior design community."

Port 68 is a finalist this year at the 29th ARTS Awards in the category of lamps. Among the new designs Port 68 is bringing to Dallas is the Williamsburg Collection, featuring a selection of iconic designs culled from the archives of Williamsburg. Notable introductions include Braganza,

"WE'RE EXCITED TO SHOW OUR CONTINUED SUPPORT NOT ONLY FOR THE DALLAS MARKET CENTER, BUT ALSO FOR THE LOCAL INTERIOR DESIGN COMMUNITY."

— MICHAEL YIP,
PRESIDENT, PORT 68

an Indian chintz-inspired pattern, applied to lamps and ceramic accessories; the Garden Parterre artworks, based on original prints in the Colonial Williamsburg Museum, modernized with Lucite shadowbox framing; and the Governor's Palace artwork, a giclee-printed architectural rendering of the Colonial Williamsburg restoration in 1936.

Port 68 will kick off the Williamsburg launch with a brunch party at 11 a.m. Saturday, Jan. 20, featuring a meet-and-greet with curators from Williamsburg, as well as light bites and bubbly in their new space at IHDC-Gallery 96. ■

Sagebrook Home doubles Atlanta showroom space

SAGEBROOK HOME IS moving to B2 1119 at AmericasMart, more than doubling its space in time for the winter Atlanta International Gift & Home Furnishings Market.

"In our less than two years in business, we have experienced amazing growth and are excited about the opportunity to now present more than 5,000 items in a spacious location," said Justin Kachan, co-CEO, Sagebrook Home. "With our mix of home accents, wall décor and accent furniture, our new showroom will allow our customers to easily

shop our complete line in a spacious and comfortable environment. We are working hard to remodel this new showroom into something really special."

"Our increased space allows us to bring something a little different to market. We're introducing products inspired by cutting-edge trends as well as staple pieces. We have something for everyone — from major retailers to mom-and-pops, to interior designers, both domestic and international," said Jason Kachan, co-CEO. ■

COLOR WHEEL

BY TRACY BULLA



Howard Elliott, \$388



Makrosha, \$118



Vietri, \$65



CR Laine, \$1,500



Lazzaro Leather



Kaleen, \$1,075, 8x10



Surya, \$198



Dorothy Draper by Kindel, \$8,475



Ailstate Floral, \$26



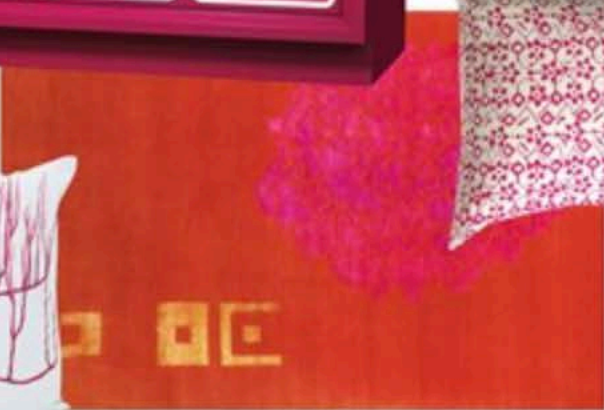
Roche Bobois, \$270



Diamond Home, \$78



Textil, \$76 to \$86



Emma Gardner Design, \$4,800, 5x8