

DECEMBER 2018

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HOME ACCENTS TODAY

Pattern Play

VIVID PRINTS
SHOW OFF

Lighting Report

TARIFFS, TRENDS
+ TECHNOLOGY

2019
OUTLOOK

*Industry leaders
reveal wins, worries*

SOCIAL CALL

art THE JOURNAL OF ART, CRAFTSMANSHIP & DESIGN

ARIEL KUMNER
DESIGNER

vedaform

vedaform It's truly an honor to be among such amazing talent and to be a finalist in the Product Designer category for the 30th annual ARTS Awards! It's extra special to be a part of @curreyco receiving their first nomination in the Accent Furniture category for the Manufacturers Award! What a treat it was to see this magazine @homeaccentstoday come in the mail today! Thank you for all of the love and support for doing what I love! Winners will be announced in January 2019. Wishing everyone the best of luck as there are so many deserving talented designers being honored.

One market

So I just wrapped my display. I am still overwhelmed. The exhaustion from wall exhilaration (I felt walking in) has been amazing with for well and hearing the stories... surreal.

LAUREN

jamiemerida

jamiemerida Nice picture in this month's @homeaccentstoday! hanging with my pals in the @chelseahouseinc showroom! Great meeting our new friend @lauren_burkhead at @highpointmarket

BEST OF MARKET FALL 2018

CH chelseahouseinc

chelseahouseinc We spy our Jones Chandelier in @HomeAccentsToday Best of Market!

Dwell by Cheryl

dwellbycheryl Thanks @HomeAccents2day for including our Ivy #settee from the #bellebychl collection for Sylvester Alexander in your Best of High Point Market list from this fall's market. So many beautiful projects, we're honored to be included! #customfurniture #furnituredesign #interiordesign #ncmade #madeintheusa #southernliving

hat HOME ACCENTS TODAY

GOING GREEN
Merging sustainability and sophistication

Surya

suryasocial Surya's machine-woven Rafetus rug is highlighted in @HomeAccents2day's High Point color trend feature. [surya.com/comment-coverage](#)

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Do you know the ABCs of self-examination?



CHUCK REILLY

On a recent tour of City of Hope, I had an opportunity to visit with several surgeons and researchers as they made thoughtful, understandable presentations to our upcoming 2019 Spirit of Life honorees, Larry Klaben of Morris Furniture and Satya Tiwari of Surya. Tours are among the most inspiring experiences for honorees as they see firsthand the impact fundraising has on the campus and patients.

One of our sessions included a roundtable discussion with Dr. Vijay Trisal, City of Hope's chief medical officer. Dr. Trisal's specialty is surgical oncology, and his area of expertise is in melanoma and sarcoma.

Dr. Trisal pointed out that skin cancer remains the most prevalent of all cancers in the United States — more prevalent than all other cancers combined. Many people are quick to self-diagnose, and I often hear friends and family question the differences of age spots versus possible skin cancer.

I asked Dr. Trisal if there was a recommended standard we should follow.

While I am certainly not a doctor, I felt that his answer was very helpful — beneficial to readers of this column. The City of Hope website, cityofhope.org/skin-cancer, has tons of information on skin cancer, including the ABCDE Guide to Skin Cancer, which includes five warning signs:

A = Asymmetry: If you have a mole that you cut in half and the two sides are not symmetrical it could be a warning sign for melanoma.

B = Border: The border of a benign mole tends to be smooth and even where the edges of a melanoma tend to be uneven.

C = Color: Most benign moles tend to be one color. Having a mole with multiple colors is a warning sign.

D = Diameter: Benign moles usually have a small diameter. Melanomas are usually larger than a pencil eraser.

E = Evolving: Common benign

moles look the same over time. If a mole evolves or changes, that's a warning sign.

With the internet's ability to search and find nearly anything, it is nice to know that we have a wealth of information about medical treatments at our fingertips. Self-examination is the first step in awareness, and step two should always be to see a your doctor or a dermatologist.

It was refreshing to hear a world-renowned doctor break down the ABCs of self-examination. Knowing the differences between freckles, age spots and melanoma, while as simple as ABC, is the first step in catching potential cancers in an early and treatable stage. ■

Chuck Reilly, EVP of Arnis Innovation Corp., is chairman of City of Hope's International Home Furnishings Industry Group. Founded in 1913, City of Hope, in Duarte, Calif., is a world leader in the research and treatment of cancer, diabetes and other serious diseases.

HOME FOR
HOPE

On Thursday, Jan. 10, Home Accents Today, Progressive Business Media and AmericasMart will again present **Home for Hope: A Day of Giving**, benefiting cancer and diabetes research at City of Hope. Vendors can donate a portion of showroom sales that day or give at ourhope.cityofhope.org/homeforhope2019. Participants will receive special signage and recognition in editorial, social media and marketing coverage. For more info, write furniture@coh.org.

INFORM NEWS

ATLANTA MARKET: SEMINARS & EVENTS

The following is a partial listing of seminars and events at the Atlanta International Gift & Home Furnishings Market, Jan. 8-15 at AmericasMart. For a full list, visit americasmart.com.

DAILY

9 a.m.-6 p.m. Modern Luxury Headshot & Glam Studio. Complimentary for buyers. Walk-ins available from 3-6 p.m., Wednesday through Saturday, appointments are encouraged. AmericasMart.com/GlamStudio, B1 Floor 7

9 a.m.-6 p.m. Museum of Introductions Gallery. The rug and home industry's new product introductions in a museum setting. B1 Floor 4

WEDNESDAY, JAN. 9

4-6 p.m. Safavieh Welcomes 2019, The Year of Timeless Style. Safavieh debuts its one-stop-shop experience with its "Fully Furnished

Rooms" layout. B1 3-F-2

THURSDAY, JAN. 10

10 a.m.-noon Styling & Photo Workshop with Annette Joseph. Two hour workshop teaches tricks of the trade for styling and photographing projects with a smartphone. RSVP americasmart.com/Styling, B1 14-D-9

2-3 p.m. Selling Beyond the Store: Embracing Online, Social, Events & More. Store owners at various stages of their businesses dive deep into the strategies they've adopted to embrace the future of sales and build million-dollar-plus businesses. Panelists include Roxy Te Cwynes of Society Social and Marti Tolesson of Two Friends St. Simmons. Tech guru Natasha Murphy of Nicely Built will discuss technical aspects. B1 14-D-9

4-6 p.m. La Dolce Vita: A Shop The Show Soirée. Enjoy an evening in Italy at this floorwide cocktail party

and mixer with "Shop the Show" participants; Annette Joseph, author of *Cocktail Italiano*; Kelsey Nixon, author of *Kitchen Confidence* and participant on *The Next Food Network Star*; and Atlanta-based retailer Mandy Kellogg Rye. Light bites, giveaways, music and more. Hosted by Vietri. B2 Floor 9

5-7 p.m. America's Magnificent Carpets Awards Reception. Toast the winners of America's Magnificent Carpets Awards and celebrate the latest in rug design. B1 Floor 4 Museum of Introductions Gallery

FRIDAY, JAN. 11

10-11 a.m. What Colors Are Next? Pantoneview 2019 Color Trends for Home. Lisa Charcowick explores the color road map for the future and discusses the selection of Pantone's 2019 Color of the Year and its role in home furnishings. B1 14-D-9

11 a.m.-noon Cooking with Paula.

Paula Deen bakes while sharing stories about family and friends. A meet and greet will follow in Young's showroom (B2, 1318) at 2 p.m. B2 Floor 8, Fiesta Dinnerware Demonstration Kitchen

2-3 p.m. Meet and Hear the Story of HGTV & DIY Network's Tamara Day. Designer Tamara Day, a busy wife and mother of four, styles for the spirited home, mixing glam, comfort, and family. B2 Floor 10, Creative Commons

2-3 p.m. Licensing Demystified. Genevieve Gorder, Denise McGaha and Madcap Cottage's Jason Oliver Nixon and John Loecke discuss all aspects of licensing. B1 14-D-9

SATURDAY, JAN. 12

10-11 a.m. Closing the Social Media Sale: 3 Easy Steps to Turn Followers into Customers. Learn how to target customers using free and paid social media strategies. B1 14-D-9 ■

Everyone's talking tariffs

RUG COMPANIES, RETAILERS REMAIN CONCERNED AS NEW YEAR APPROACHES



CECILE CORRAL

@cecilecorral_pbm

Tariffs. There, I said it. Again. It's what everyone in this home furnishings industry is talking about these days — from manufacturers, designers and importers to retailers.

And in particular, area rug companies across the board.

Top of mind is the 25% import tariff President Donald Trump has ordered on certain Chinese imports, including several home furnishings categories like rugs, effective Jan. 1.

This is in addition to the 10% tax on several Chinese products, including memory foam rugs, which went into effect Sept. 22.

And more recently, Trump's presidential proclamation "to modify the list of products eligible for duty-free treatment under the Generalized System of Preferences (GSP)."

Included are 50 Indian-made products — among them hand-loomed textiles and rugs — that were previously duty-free but as of Nov. 1 are subject to regular tariffs.

Customs attorney Robert Leo, who serves as legal counsel of the Home



Robert Leo



Santhi Yarlagadda



Satya Tiwari



Patricia Ben-Zvi

mented. That is the bigger concern."

To date, List 3 tariffs are still scheduled — even though the industry is largely hoping for a cancellation or reduction by or before Dec. 31.

List 4 is not planned but is said to be under consideration by Trump.

"The problem is, no one knows for sure," Leo said. "Trump has threatened several times."

As it relates to India's exemption from duty-free treatment under GSP on 50 specific product types, Leo said the newly imposed 2.7% tax is "normal" compared to tariffs on other countries for similar goods.

"It's a small rate," he said. "From a tariff perspective, it's not a high tariff. It's about the same rate everyone else

slowly as we find out more info. We are not planning for any price increases at this time, and we'll be monitoring the tariff conversation carefully," added Hari Tummala, Kas Rugs' executive vice president. "As things develop and solidify further, we will react accordingly in the best interest of our business and our customers."

The new tariff affects about 5% of Surya's total line, said President Satya Tiwari.

"We didn't realize [the tariff] would go after carpets; we thought it would impact bigger things," he said. "Our plan is to hold prices for the first six months or mid-year 2019. Then we will see how it plays out. We don't want to have a knee-jerk reaction. And because we order products enough in advance, we are well stocked so we don't expect an impact short-term. We are waiting and seeing for now."

Looking at the bigger picture is Obeetee, which offers strictly hand-made rugs from India.

"We are concerned about [the tariffs]," said Patricia Ben-Zvi, president of Obeetee. "But we still have more favorable import rates versus other countries, particularly China."

At least for now, as Leo noted.

"With our president, you have no idea what will happen," he said. "Right now, he is in a pro-tariff mood." ■

"IF LIST 4 GOES INTO EFFECT, IT COULD COVER EVERYTHING ELSE FROM CHINA — ALL PRODUCTS. LIST 4 IS WHAT MR. TRUMP HAS IN HIS BACK POCKET AT THE MOMENT, AND THAT WOULD AFFECT EVERYONE IF IMPLEMENTED. THAT IS THE BIGGER CONCERN." — Robert Leo, legal counsel for HFPA

Fashion Products Association and is a partner at Meeks, Sheppard, Leo & Pillsbury, told me he has fielded many queries from HFPA members about concerns related to tariff impacts to their respective businesses and the industry as a whole.

"The List 3 tariffs, which take effect New Year's Day, do affect a lot of HFPA members but not all of them," he said. "But if List 4 goes into effect, it could cover everything else from China — all products. List 4 is what Mr. Trump has in his back pocket at the moment, and that would affect everyone if imple-

gets. [India] is not paying any more than any other industrialized country would pay."

As such, he said he has had no calls or queries from HFPA members about the India tariff. "No one has asked me about it."

That is not to say some key players aren't affected and concerned.

For Kas Rugs, the new tax affects about 5% to 7% of its line, explained Santhi Yarlagadda, vice president of e-commerce, licensing and new business.

"The tariff discussion is developing

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Chelsea House's Poleidon Lacy sconce graces with glass droplets and brass stems.

ALL ABOUT THAT BRASS

BRASS REIGNS SUPREME THIS SEASON, BLENDING EFFORTLESSLY WITH A VARIETY OF MATERIALS.

BY LAUREN BURKHEAD



Currey & Company's Aldington pendant updates a favorite form with a warm vintage finish and stunning circles.



The cylindrical base of Four Hands' Cameron floor lamp offers an ombre blending of brass tones.



Frosted glass, brushed brass and a linen shade give dramatic contrast and high style to Surya's Askev table lamp.



Zuo's Waterloo table lamp combines eye-catching form with function in this artful blend of frosted glass and brushed brass.



Global Views / Renwil



Mottahedeh / Foreside Home & Garden



Surya / Anna by RabLabs

CHARGERS + CANDLEHOLDERS

BY LAUREN BURKHEAD

ENLIGHTENED PRESENTATIONS
OF FORM AND FUNCTION



Imax / Revelation by Uttermost



Prima Design Source / Interlude Home



Napa Home & Garden / littala

First credit, chargers; second credit, candleholders.