



LAS VEGAS
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HOME ACCENTS TODAY

THE INFORMATION SOURCE FOR THE HOME ACCENT INDUSTRY

Diggin' it!

BUYERS, BACK IN THE BLACK, SHOP FOR HOME
FURNISHINGS GOLD

BY SUSAN DICKENSON

AS THE EAST COAST DIGS OUT FROM A wintry wallop, market attendees in Las Vegas are digging in — to find all the goodies and events World Market Center has to offer. Energy is high and buying is off to a strong start, with buyers telling Home Accents Today they're as excited about seeing old friends and industry contacts as they are about discovering new product.

Home Accents Today is digging in too, asking retailers and interior designers to share a few thoughts about the year just ended, what they're shopping for this week, and what keeps them coming back. Fortunately, the answer lies in booming retail and design sales which may translate into some serious buying this week, especially in the home accents categories.

Cheri Hochstetler, president of **Dwell Home Furnishings** and Interior Design in Coralville, Iowa, has been coming to the Las Vegas with business partners Jeff Draker and John O'Meara since January 2007. "That was the year Building B opened, and we have been to every summer



Lisa Fontaine

and winter market since," Hochstetler told Home Accents Today. "This is an important market for us to fill in with art, area rugs and lighting between High Point markets. High Point gets so busy with case goods and upholstery that we sometimes find ourselves scrambling

to find enough accent pieces."

Dwell's overall business was up 25% in 2015, driven by several factors, Hochstetler said. "Our holiday business was fairly strong, and our semi-annual tag sale in October was up 40% over last year. We've continued to strengthen our branding through social media and increased large scale design projects to complement our retail sales."

What's hot? Modern, monochromatic color

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Lisa Vanderpump debuts new home collection

BY SUSAN DICKENSON

VANDERPUMP BEVERLY HILLS, LISA Vanderpump's new collection of home accessories, tabletop and gifts, is debuting this week in Las Vegas.

The collection of approximately 50 pieces includes entertaining and accent décor reflecting the restaurateur and television personality's opulent, casual-elegant (and very pet-friendly) lifestyle, affordably priced in the low- to mid-range.

Best known for her appearances on Bravo-TV's *Real Housewives of Beverly Hills* and *Vanderpump Rules* (which chronicles day-to-day life at her Los Angeles restaurants, Pump, Sur and Villa Blanca), Vanderpump's collection combines old world patterns with modern textures and materials to create sophisticated, sexy/edgy, fresh tablescapes that surprise, delight and indulge.

This week marks Vanderpump Beverly Hills' official industry debut, according to Dino Hillas of Moda Dora – Bianci Group, which has expanded into a new 16,000-sq.-ft. showroom with 22



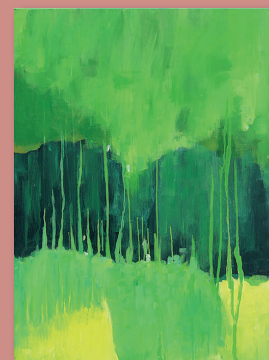
tabletop, better gift, home furnishings, lighting and accessories companies (Building C, Suites C-591 and C-598).

"The Vanderpump Beverly Hills collection is inspired by 'casual elegant chic' items that Lisa loves," Hillas said, "... such as vintage distressed

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STYLE TREND GO GREEN PAGE 16

Look for this tone to show up as a starring shade in furniture and accessories, making other shades green with envy.



CRESTVIEW COLLECTION

FEATURED EVENTS

TODAY

10-11 a.m. — First Look. Las Vegas Market's popular First Look program returns this winter with a format tailored to today's cross-category buyers and lifestyle stores. The latest Las Vegas Market product introductions — ranging from furniture and decor to gifts and tabletop — will be presented cohesively in a fast-paced program, geared to both retail and designer audiences. (0.1 CEU). World View on Sixteen, B-16

3:30-4:30 p.m. — Beekman 1802: Merchandising Lifestyle & Designing for Attraction of Opposites. Brent Ridge and Josh Kilmer-Purcell are known as the Fabulous Beekman Boys. From New York City executives to gentleman farmers, the Beekman Boys will be discussing their tips and tricks on how to seamlessly cross-merchandise several categories as well as designing an aesthetic to fit and showcase lifestyle brands. World View on Sixteen, B-16

SOCIAL MEDIA AT MARKET

Access Las Vegas Market's social media feeds on Facebook (at facebook.com/wm-clv), Twitter (@WorldMarketCtr), Pinterest (at pinterest.com/lasvegasmarket) and Instagram (@worldmarketctr). #LVMkt.

#HATTAGS

Home Accents Today's editors will be tagging favorite products this week with #HATags. Keep up with us at pinterest.com/homeaccents2day/ or on our Twitter or Instagram pages @HomeAccents2Day

DIGGIN' IT CONTINUED FROM PAGE 1

schemes accented with soft pastels are popular with our customers. Matte finishes and organic textures -- especially in petrified wood pieces -- are strong, as well as wool, jute, and soft, flatter area rugs.

What's at the top of your market shopping list? Artwork! We include art in almost all of our projects. Abstract impressionism in violets, blues, greens and golds top the list. Area rugs are another priority. Flatter tribals have replaced the longer shags. Flatter, neutral textures have been flying out of the store. And hides add texture.

First stop? Four Hands is always our first showroom stop, both in Vegas and High Point. It's our jump-off point and inspiration destination.

Los Angeles-based designer **Michael Murphy** is the interior design and trends producer for online lighting retailer **Lamps Plus**. He's also served as design and business consultant for HGTV's celebrity designer Kenneth Brown, art director for Heidi Klum's AOL web series, and was a core member of Christopher Lowell's design and production team. Murphy, who has also been attending the Las Vegas Market for close to a decade, said 2015 was a good year for Lamps Plus, and he hopes to see that momentum continue.

What's hot? New traditional styles ... traditional styles reimagined for today. For example, a classic pharmacy lamp with LED lighting versus incandescent. Also, warm industrial lighting is still trending.

What's at the top of your market shopping list? Lighting and home furnishings.

First stop? Oh, that's a hard question. Can I plead the fifth? I have so many favorites!

Mat Herman is co-founder and CEO of **Apt2B** e-commerce lifestyle brand of home furnishings and décor. Based in Los Angeles, Apt2B.com caters to apartment living and life in metropolitan areas, serving customers across the U.S. Herman said his company, which has seen consistent growth since its founding in 2011, had a "fantastic" 2015. "All categories were up across the board; we were delighted with what 2015 brought us and already feeling the momentum into 2016," he told Home Accents Today.

What's hot? Color, color and more color. I love walking in our warehouse right now and seeing rows of blue, orange and pink sofas!

What's at the top of your market shopping list? We were really focused on furniture last year and have dropped the ball a bit on home décor and accents, so we're shopping hard this show for pillows, rugs, lamps, art and other unique tchotchkes.

First stop? Usually I start at the top of Building A and work my way down, but I'm starting this show at the top of Building C because there's been a lot of buzz about Elements and I'm excited to see their introduction into dining!



The buying team from Dwell Home Furnishings.

As the owner of two shops in Kirkland, Wash., that sell home décor, gifts and children's product and apparel, **A Suraphong Liengboonlertchai's** businesses have grown right along with the Las Vegas Market. His home store, **Simplicity Décor**, was closed for half of last year for renovations but now that the work is done, Liengboonlertchai said he is very excited about the year ahead.

What's hot? Popular items in 2015 for us were wall décor, small gift, jewelry and books, especially coloring books.

What's at the top of your market shopping list? Men's gifts, wall décor, affordable jewelry and unique gifts

Residential interior designer **Lisa Fontaine** of **Lisa Fontaine Design Studio**, Phoenix, told Home Accents Today that one of her favorite things about attending the Las Vegas Market is catching up with old friends. "Las Vegas is so close to Arizona where I reside and work, so it's a perfect destination location where I can round up my favorite designer friends, spend a few days with them, get giddy over new collections and talk nothing but interior design ... and our goals, hopes and dreams for the future!"

Fontaine said 2015 was her best year to date. "I've been practicing design for over 13 years and on my own as an entrepreneur for the past three years. (Last year) challenged me to expand my vendor/trade list and explore my local resources for custom-made products."

What's hot? Honestly, to me, it's not what's trendy but rather taking the information I can gather from my clients about how they live and entertain in their homes, and design a reflection of that idea that is familiar to them -- a space that is well-defined and showcases their unique personalities. But also, a space that pushes the boundaries a little and introduces new design techniques and texture combinations they wouldn't have thought of otherwise.

What's at the top of your market shopping list? Upholstery is always at the top of my list, and I am excited to explore new vendors. I don't get to travel to High Point as often as I would like, so I am looking forward to seeing what new adventures await me here!

First stop? I start with Building A and work my way to the top, travel down through Building B and eventually carry over to Building C.

I have a few favorite showrooms that I linger longer in. One is Four Hands, not only for their unique style but also to get inspiration from the vignette and displays. Arteriors is superb on the lighting, Brownstone is one of my most treasured case good collections, Lexington is a showroom I could get lost in and hope to never be found ... and Global Views, whose name says it all.

Julia Edelmann, who has a home décor collection with Global Views, is also shopping in Las Vegas for her Chicago-based firm, **Buckingham Interiors & Design** which saw "phenomenal" business last year. "Business is up, up, up and clients have been overwhelmingly supportive of my style and services," Edelmann told Home Accents Today. "The fun thing for me now is that with my Global Views collection out, I can specify my own designs into projects." Edelmann has been shopping the Las Vegas Market since the beginning. "What a thrill to see the crowds, and how this market has totally blossomed." ■

What's hot? My clients want COLOR. Which is right up my alley, as you know. And there is more of a sense of playfulness these days in design. I am very happy about that.

What's at the top of your market shopping list? Textiles! I love seeing new collections, fabrics, textures and colorways in person.

First stop? Well Global Views, naturally! Then I think I have to buzz into Thibaut and Kravet, Feizy for rugs, and hit the big furniture guys.

Jill Abelman is the owner and principal designer at **Inside Style**, a home furnishings and interior design destination in 18b Arts District of Las Vegas. Jill and her husband Marc are active in the local Las Vegas community and arts scene. Inside Style ended the year down slightly with holiday sales about the same as last year, Abelman told Home Accents Today.

What's hot? We have seen a big interest in straight lined modern upholstery, specialty wallpapers (like mica and grasscloth) and high-impact lighting.

What's at the top of your market shopping list? Bedding, new accessories and artwork.

First stop? My first showroom stop will be Noir ... They always amaze!

Mike Valles, the popular owner/designer behind Los Angeles interior design and luxe retail destination **Interior Illusions**, said his 2015 business was great. "We had a couple quarters that were up over the previous year, and the last quarter we fell short with the retail sales numbers, but our design studio numbers were up. We ended the year on target with strong numbers."

What's hot? Wall décor, be it art, sculptural, mirror or wall coverings.

What's at the top of your market shopping list? Unique and different is always my focus -- whatever will set us apart. ■