

What

HOME ACCENTS TODAY
FEBRUARY 2022

THE BRITISH ARE COMING

Retailer Oka brings its aesthetic from the U.K. to the U.S.



Style That

Best of Market



FEATURING TOP PRODUCTS & TRENDS FROM
THE DALLAS, LAS VEGAS & ATLANTA MARKETS

hat HOME
ACCENTS
TODAY



Item #R30083-1
Poise Buffet Lamp, Brass



Item #R21352
Gathering,
8 Lt Chandelier



Item #R25203
Big Sur Table,
Bronze and Black Granite



Item #R25194
Cathenna Large Coffee Table,
Brass



Item #R18019
Connection Sculpture,
Black and White Marble



Item #R23718
North Sea Swivel
Chair-And-A-Half

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by LITTERMOST

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Item #21344
Maxin,
15 Lt Large Chandelier



Item #30058-1
Twilight Table Lamp



Item #18012
Antithesis Bowls, Set of 2



Item #09775
Sea Coral Black Mirror



Item #25205
Rora Side Table

Item #23694
Teddy Accent Chair, Latte



UTTERMOST

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Rocky Mount, VA 24151
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The new market season got off to a productive start with solid order writing and good reviews from retailers and vendors alike. Here are some of the design trends Home Accent Today's editors discovered in Dallas, Atlanta and Las Vegas.

Plant lover's paradise

Indoor and outdoor plants are more popular than ever with consumers and the options at Atlanta Market — for live, faux or dried florals — were wider than ever, ranging from estate trees at Napa Home & Garden to preserved moss from Mud Pie. There was also an impressive array of planters, containers and other vessels to contain them. Dried flowers were not just showroom props; they are available for wholesale and demonstrate great retail merchandise display ideas.



Napa Home & Garden



Porch View Home



Accent Décor



Mud Pie

Collared

Necklaces or garlands made of glass, stone or wood beads, slung around the neck of a lamp or vase, are a new way to add pizzazz to a piece.



Creative Co-Op



Mud Pie



Blue Ocean Traders

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41000097G
Gray cotton throw blanket with tassel trim.

40330071
Paulownia wood pot with wooden beads.



40460017
Striped marble two-tier server.



40930048
Paulownia wood tray with side handles holds preserved moss.

40320086
Black mango wood lantern features center glass hurricane and brass-finished ring finial.



41600668F
Chambray animal print pillow with pleated flange and zipper closure.



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Relishing colorful rugs

With so many consumers spending more time at home due to the pandemic, many are looking for a little bit of color to brighten the mood. Vendors at the Las Vegas Market obliged by offering rugs in a rainbow of colors and patterns to suit anyone's tastes.



Kaleen



Kas Rugs



Jaunty

Cane enabled

Natural materials peppered the lighting category last month, and that included a dose of caning. Here are a few introductions embracing this material, as seen at Lightovation and Las Vegas Market.



Hudson Valley Lighting



Savoy House



Elk



Lumisource

Black and white and seen all over

Black and white patterns pack a powerful punch, as do all-white or all-black oversized ceramics (mix them together for another way to show off the popular duo.)



Global Views



Jamie Young Co.



K & K Interiors

MOROCCAN ROSE VINE COLLECTION

ITEM # 35294, 35295, 35292, 35293, 35286, 35287

These beautifully crafted vessels and trays are produced in sheet aluminum with an overall etched pattern and accent floral trim in a combination of Silver and Bright Gold finishes.



BAROQUE PILLOW GROUPING

ITEM # 2-1290F, 2-1291F, 2-1292F, 2-1293F, 3-1290F, 3-1285F, 3-1285F, 3-1285F

Inspired by traditional old world tapestries, the Baroque Collection is a beautifully woven pattern in subtle color tones with a soft plush texture. Available in 20x20" or 24x24", with down fill.



COLOR INTERSECTIONS WALL ART

ITEM # 92282

The artist mind, thinking in the abstract, blends lines and materials to create new studies and compositions. Framed in a black floater frame, this 40" square hand-painted work of art works equally well in contemporary or traditional settings.



SQUARE DEVON MIRRORS

ITEM # 48155, 48156, 48157

Our popular Devon mirror now has a smaller size! This mirror has a stainless steel frame and beveled center mirror. It is offered with a beveled front-face mirrors in White, Black or Blue.

PISANI POUF GROUPING

ITEM # 871-, 872-, 873- IN 4 FABRICS (1248, 12499, 1250, 1251)

We have added floor poufs to our popular Pisani Pillow Collection. Offered in 4 rich jewel tones, a geometric pattern is cut and woven in to create a spectacular fabric.



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Item #510399
Hang this Heavy-Duty Farmhouse Swing from a covered porch and catch the cool evening breeze. With a plush cushion and sturdy ropes to hang, you will be able to unwind with a one-of-a-kind piece.



Item #440190, 440191, 440192
Crafted with rustic seaside charm, these decorative buoys make a unique accent for any space. These are made of wood and come with a rope.



Item #480013
Look what hopped on our radar, a curious cottontail rabbit! Perched in a natural pose, this bunny will be charming among flowers in a garden or sitting on a tabletop.



Item #790166
Display items for your store or home on this large A-frame shelf. This piece is fashioned with galvanized metal trays and dark, metal framing.



Item #440189
This unique cake stand uses different textures and materials to make it stand out and features a fun beaded edge. Perfect for cupcakes or other baked treats.



Phone: 800.433.5054
www.ctwhomecollection.com



Item #510485
This classic dining table is very versatile and able to fit in a variety of styles and color schemes. Made from sturdy mango hardwood, this table will provide lasting beauty and function for years to come.

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Item #JM-1022-45
Yoon Radius Modular Sectional
Nightshade Blue
FSC Certified Frame +
Webbing & Coil Spring
Support



Item #VL-1056-24
Harrington Coffee Table
Solid Oak Frame + Natural
Cane + Tempered Glass



Item #YC-1037-02
Asta Chair
100% Top-Grain Leather +
Solid Walnut Base



Item #FG-1022-02
Takashi Chair Black
Solid Elm Frame + Natural
Rattan Seat & Back



Item #RP-1023-18
Angle White Marble Dining Table
Large White Marble Top + Oak Legs & Frame



Item #ZT-1033-02
Rocca Dining Table
Fiber-Reinforced Natural
Concrete + Iron Frame

MOE'S

home collection

www.moeshomecollection.com

Retailers share their views of market

Home Accents Today polled retailers to find out where they shopped, what they purchased, and what got them excited about markets last month. Here's what they had to say:

DIANE SILVERSTEIN, ABSOLUTELY FABULOUS, HUNTINGTON BEACH, CALIF.

Which show(s) did you attend?

This year we attended Dallas Market and then Vegas Market since several important vendors were not at Dallas. Whenever buying for the store, I have two things in mind: merchandising both design and space allocation in the store, and window display, as I view that as advertising and need to plan for four windows each season. So my buying, especially for Halloween and Christmas, is focused on that.

What did you purchase at the show that you are most excited or pleased with?

At Las Vegas Market, we found the most spectacular display for our big Christmas window at K&K Interiors — a six-piece large resin set of Joseph, Mary, Baby Jesus and the Three Kings. This should be the centerpiece of Christmas marketing both in print and on our website and Facebook.

Did you come across any other great finds or pleasant product surprises?

As usual, we came across many new vendors, many of which are California-based.

What was your best deal at market (in terms of a discount, incentive, bonus with purchase, etc.)?

Our best deals are always scored at vendors who offer generous market special discounts and FREE SHIPPING.

JAMIE BERNAL, JONATHANS COASTAL LIVING, FOUNTAIN VALLEY, CALIF.

Which show(s) did you attend?

Dallas and Vegas. I have been attending Dallas Market since I opened my business in 2001 and I had previously attended with my mother for her gift store. It is one of the best markets to buy holiday and is a quick trip from California, allowing me to get more done in less time! I have been attending Vegas Market on and off since its inception. I did not see it as an important market as they took a while to get off the

ground and with enough desirable tenants for my needs, but over time it has become an important market to "fill in" so that I have moved my High Point attendance down to once a year.

We focused on holiday and lighting at Dallas Market, and in Vegas on everyday accessories, wall decor and accent furniture. We will start our merchandising plans for holiday in March and I'm looking forward to showing some new and inspiring looks for my clients in our 2022 holiday display.

What did you purchase at the show that you are most excited or pleased with?

I wish I could say what my best surprise was at market, but honestly, the supply chain crisis and the inability to travel freely was apparent in the new introductions and showroom executions. I think everyone was doing their best, but new and creative mind-blowing new introductions that WOWED is not what this market season is going to be about. Business is great, but it's not the greatest time to let creativity be at the forefront, and that showed at market.

What was your best deal at market?

With the overall demand being so robust there were really no deals to be had. The best deal out there is the free-freight or freight caps.

BRAD PRIEST, GARBER'S INTERIOR DESIGN, ELKHART, IND.

Which show(s) did you attend?

I always attend the Las Vegas Market. The winter 2022 Market was our 15th Las Vegas Market.

What did you purchase at the show that you are most excited or pleased with?

This is always a busy market for us! In four days we selected and purchased: Christmas 2022; furniture, home décor, art and lamps for our showroom in Indiana; new and special gift items; gourmet treats to add to our growing gourmet section and specific pieces for our design clients.

Why did you choose these particular items? How many did you order?

The pieces that we selected needed to be special and unique, meaning that we usually only bring in one or two of each piece in furniture, tables, lamps, art, etc. The home décor pieces may be ordered in fours as well as the specialty gift items. Our

selections are based on what we love and what we know our clients will love.

How do you plan to merchandise your purchases?

The showroom is always changing. As new pieces arrive, I will change displays or incorporate them into existing vignettes. We want the store to feel fresh and new every time our customers visit.

Did you come across any other great finds or pleasant product surprises?

I think what surprised us most was the curves and fluid motions that furniture is taking on. And I love the continuing use of velvets and mixed metals. And, of course, seeing bright colors in glass pieces, pillows and art always makes us happy!

What was your best deal at market?

Of course we all love a discount or a lower cost price for an item, but what really excites me is free or lower freight costs and fees. I'd much rather use the money saved to select more new pieces.

ABBY SLAYTON, THERE'S NO PLACE LIKE HOME FURNITURE, FORT WORTH, TEXAS

Which show(s) did you attend?

I typically attend the Las Vegas and Dallas markets and occasionally go to High Point. Because I was ready to head to Vegas with four of my designers it was such a disappointment when three of them tested positive. I did attend the Dallas Market and found some great new introductions and market specials too good to pass up!

What did you purchase at the show that you are most excited or pleased with?

One showroom that comes to mind was CTW where a 15% savings was offered. I added several solid wood dining tables to my order that have already been pre-sold to clients. We will use one of these to highlight incoming tabletop decor we purchased from A&B Home. Uttermost's showroom was exquisite and I placed an order for accents and lighting for our brand-new location geared towards the new homes popping up in our neighborhood. The showroom I was most surprised by was Crestview Collection. This company had grown by leaps and bounds. If you need a source for accessories or furniture pieces to display them on, this is a great resource. ■

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Persian Bazaar
Hamadan Sadiq

Item #88854
WCWL Surfers Cove
Framed Artwork



Vintage Vinyl®
Persian Bazaar
Farahan Farid

Vintage Vinyl®
Persian Bazaar Balouch Sambay



Item #88025
SJHunt Tree No4
Framed Artwork



Modular Alphabet & Symbols
Framed Artwork



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