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# Designers' Guide to **HIGH POINT MARKET**

October 13-17, 2018

Buyers, Behold: **Decoding Pricing Tiers**

**Trending:** Millennial Pink Alternatives

**The Schedule:** 73 Swanky Events

It Takes Two: This Season's **Top Collaborations**

BUSINESS OF HOME  
by **EDITOR AT LARGE**

# Hudson Valley™ LIGHTING GROUP

HUDSON VALLEY LIGHTING TROY LIGHTING MITZI CORBETT LIGHTING



## Four Brands. Unlimited Design Possibilities.

Raef Chandelier, Troy Lighting | Calligraphy Sconces, Corbett Lighting  
Cyrus Table Lamps, Hudson Valley Lighting | Layla Floor Lamp, Mitzi

Market Square | M90 [hvlgroup.com](http://hvlgroup.com)

# MARKET REPORT

Showroom openings and fresh category debuts are shaping this fall's High Point Market. Here are the news bites to know before heading to the show.

BY MEL STUDACH



LEFT: Currey & Company introduces accessories



The new Arteriors showroom is located on the ground floor of the commerce and design building.

## New & Noteworthy

Kara Cox, Cynthia Ferguson and Jeanne Chung are among the seven designers participating in the inaugural Alden Parkes Showhouse in a Showroom (200 N. Hamilton St.), a creative initiative meant to inspire while showing off the diverse styles available at the upholstery and casegoods manufacturer. Alden Parkes isn't the only brand trying something new this Market. Textile house Fabricut is debuting its first upholstery collection (Market Square Tower, 403), while Currey & Company celebrates its 30-year anniversary with its first foray into accessories (IHFC, M110).

## Grand Openings

With a new address comes an opportunity for change. At least that's the current philosophy of several companies fresh off moves in High Point. Dallas-based lighting, furniture and accessories manufacturer Arteriors dates its first orders back to

High Point Market in 1988. Thirty years later, the family-owned company is upgrading from its original, albeit nostalgic, showroom for a space double its size on the ground floor of the C&D Building (1A, 1B, 1G). In response to its own brand evolution, case goods and upholstery manufacturer Chaddock traded in its stand-alone building (now owned by IMC) to create a more edited brand vision within 15,000-square-feet in 200 Steele (106), which debuts its \$8 million expansion this Market. Pattern-happy Madcap Cottage will also be celebrating the grand opening of its Thomasville headquarters, housed in a former radio station that once hosted the likes of Johnny Cash and Tex Ritter (726 Salem St., Thomasville).

Five new tenants debuting in InterHall this fall include artisan-focused, American manufacturer Bradley (IH502); custom chair maker Dowel Furniture (IH506); weaving purist Kenneth Cobonpue (IH202); Italian table designer Lenzi Marble Attitude (IH503); and modish children's furniture manufacturer P'kolino (IH200). ■

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THEN



NOW



## Room to Grow

Plant Seven, High Point's new, one-of-a-kind innovation center, plans to attract industry professionals year-round.

Creative co-working spaces hyped with fitness, dining and retail perks have become commonplace in the urban planning of cities like Brooklyn and Austin—and as of October, High Point. Housed in downtown's former Union Square Building, Plant Seven is slated to become a year-round epicenter of innovation and culture in the world's furniture capital.

Come semiannual Market times, High Point's visitor population peaks at 75,000. Maintaining that energy year-round is the impetus behind Plant Seven, which has acquired its driving capital through private donations and a \$1.5 million state-funded grant.

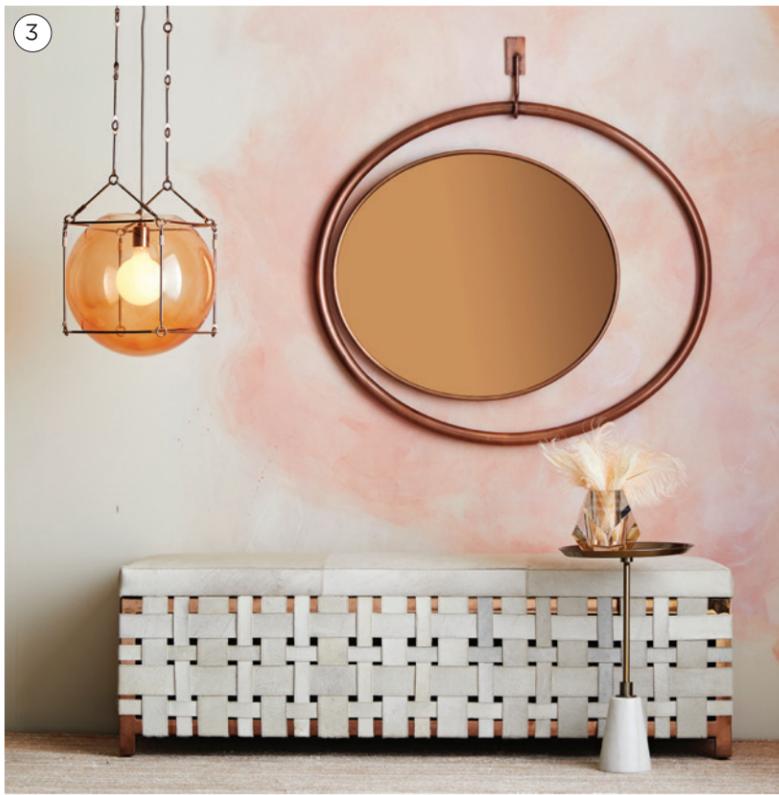
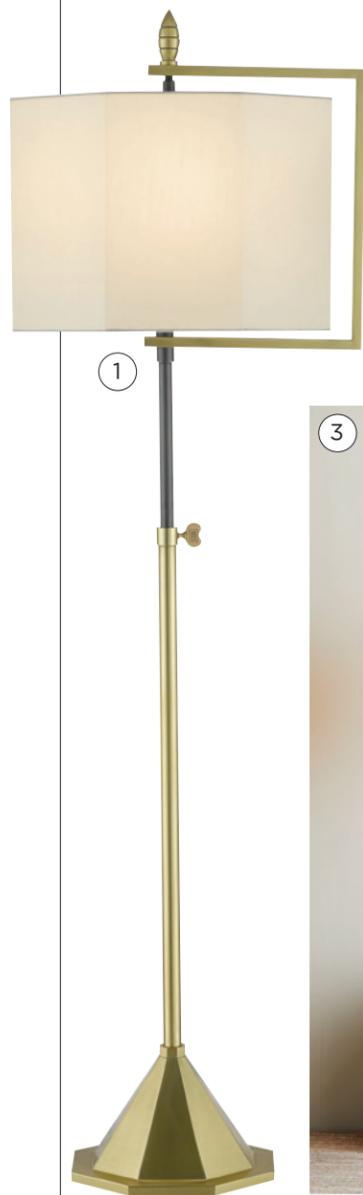
Behind the project are a handful of local business leaders, including former IMC vice president Tim Branscome, Old Dominion Freight Line executive chairman David Congdon, Mark David & Company founder Mark Norcross, and Patrick Chapin, CEO of Business High Point—Chamber of Commerce.

Phase one of the 100,000-square-foot renovation, which is being led by New York-based design firm Standard Issue, includes a co-working space, a Material ConneXion resource center and 3-D printshop, an art gallery, a café and bookshop, and a temporary exhibition space, and will be

unveiled in connection with High Point's Fall Market. Planned additions, expected to roll out in the coming years, include a courtyard, fabrication center, restaurant, lodging, fitness center and photo studio.

During Market, the creative hub will also house makers showcase Mill Village Collective, which will feature new vendors Adam Davis Furniture and Brand Milano Textiles and returning exhibitors craftsman Elijah Leed and small-batch textile producer Erica Gimson Design. Mill Village Collective alum BuzziSpace will also be furnishing Plant Seven's year-round co-working space.

An opening night celebration will be held on Friday, October 12, alongside the gallery's inaugural exhibition, "Ceci n'est pas une chaise." The showcase, which translates to "This is not a chair," surveys the competitive edge independent artisans are bringing to the traditional furniture industry—sending a rather bold message to the manufacturers down the block: Innovation has found a new home in High Point. ■



# Finding Kinship

We're calling out this Market's perfectly paired designer-manufacturer collabs—standouts that prove that old-school hip-hop hook: "It takes two to make a thing go right. It takes two to make it outta sight." Hit it! **BY KATY B. OLSON**

## 1 Barry Goralnick x Currey & Company

The Harvard Graduate School of Design-educated architect and designer is focusing on the task (lighting) at hand. Of his own influences and inspirations for the collection, Goralnick says incorporating variety was key, citing his work "with a range of aesthetics, in a multitude of rooms, and in a variety of situations." But what does that look like in practice? There's the gleaming Hopper Swing-Arm Wall Sconce with a polished-nickel finish that shines when the light is turned on, or off; the oil bronze-finished adjustable Hopper Floor Lamp that, as the brand says, plays "a game of hide and seek," illuminating only when at its shortest height; and the Davy Pendant, comprised of five layers of optic crystal and using UV technology to create a Fresnel lens (that's the kind of lens developed for lighthouses).

## 2 Rifle Paper Co. x Loloi Rugs

Rugs, pillows—and stationery? Rifle Paper Co. is launching its first-ever rug and pillow line weaving, illustrations by co-founder and chief creative officer Anna Bond—each one is inspired by Persian rugs, vintage patterns and verdant gardens. "When thinking about rugs and pillows, my goal was to create designs that brighten up the home by bringing in unique colors and patterns," explains Bond. "The pieces in the

Rifle Paper Co. x Loloi collection are meant to be enjoyed for years to come, so it was important to me that the designs are not only beautiful but also well-crafted and made to last."

## 3 Windsor Smith x Arteriors

Playa Posh, designed exclusively for Arteriors, takes a stance on technology. The line, which spans lighting, seating, tabletop and accessories in tan, blue, rose, copper and gold hues, is meant to celebrate a life lived offline. "With technology threatening to eclipse our artistry, my work is moving into a more artisanal direction: more free-form, more modern and simplified—and always inspiring creative thinking and communication," says Smith. "This collection was designed for the bohemian in all of us. Like the desert landscape, the potential uses of the pieces are boundless: There are no limitations or restraints. Each piece is designed to stand alone or to blend together in beautiful wholeness."

## 4 Aviva Stanoff x York Wallcoverings

A native Californian, artist-designer Stanoff spent her childhood summers at her grandfather's Buddhist temple in Japan. She draws on that familial influence this market, where she's launching a wallcoverings line with York. The collection spans 11 patterns, with 59 SKUs total across all colorways, as

well as a full-wall mural available in two colorways. "I've loved watching my artwork come to life as wallpaper," says the designer.

## 5 Florence Broadhurst x York Wallcoverings

"My life is dedicated to the interpretation of beauty," wrote the late designer Florence Broadhurst. The legend lives on via this collaboration with York Wallcoverings. The line features 12 main pattern designs and totals 61 SKUs across all colorways. "For our creative team, Florence Broadhurst and this special archive of her designs are like an invitation to play," says DeAnna Hain, director of marketing at the wallpaper brand. "We think about her bright red hair and her fearless pattern mixing and have to smile. She had a great big appetite for life."

## 6 Denise McGaha x Currey & Company

Seven years after McGaha's first-ever trip to High Point Market, where the designer recalls receiving a warm welcome from the Currey & Company family, she returns with her first-ever lighting and decor collection for the brand. "Modern and chic with a bohemian flair," she says of the aesthetic, which is embodied in pieces like an aqua pendant and



a gray, faux-shagreen table. The mirrors are showstoppers with their textured, polished brass finish, and the designer also dreamt up a large-scale functional ottoman, which solves a void she noticed in her own projects.

### 7 Mark D. Sikes x Hudson Valley Lighting

Fittingly called *The Classics*, traditionalist Sikes's first line for Hudson Valley Lighting features 36 styles spanning chandeliers, pendants, sconces and more. Sikes is the "perfect partner" for the line, says David Littman, founder and CEO of Hudson Valley Lighting Group. "He takes traditional ideas of design and beauty and then adds the unexpected. A simple embellishment that changes [the] look and feel of an entire silhouette."

### 8 The Novogratz x Dorel Home

This attractive family of seven is getting bigger—yet again. Dorel Home and The Novogratz, the colorful design clan of Robert and Cortney Novogratz, are bringing to life over 125 new styles across the Dorel Home portfolio of brands, including Dorel Living, Ameriwood Home and DHP. On tap are sectionals, accent tables, upholstered chairs, ottomans, accent pieces, dining room tables, a new take on a recliner and more, each one infused with the famous fam's playful style sense. "The Novogratz have been working with Dorel for almost four years. It's our most successful collaboration, as we both listen to each other and have the same goal of bringing great design at affordable prices," said Robert Novogratz. (Also in the works: outdoor furniture and decor.)

### 9 Kim Scodro x Pearson

Fromental wallpaper and commissioned paintings by Atlanta artist Renee Bouchon will serve as the backdrop for the launch of Scodro's collection for Pearson. The new bench-made upholstery collection, replete with sofas, chairs, bar stools, ottomans and a skirted end table make up the brand's largest ever licensed collection. While the pieces are all made in Hickory, North Carolina, the fabrics were sourced internationally.

### 10 Antiques Diva Toma Clark Haines x Aidan Gray

While not a designer per se, Toma Clark Haines has seen her share of good design. With her company, The Antiques Diva, Clark Haines organizes and operates buying trips for designers all over the world. Antiques may be her calling card, but her collection blends materials of past and present, like authentic hand-carved woods, Lucite and faux leather, to create a collection that seems to have "married French traditionalist and iconic urban modernist," says Randal Weeks, CEO of Aidan Gray. The line, for which Clark Haines and Weeks sourced inspiration via 18th-century antiques in France, Belgium and The Netherlands, includes chairs, stools, tables and more.

### Martyn Lawrence Bullard x Corbett Lighting

Bullard, the Kardashian family's go-to designer, brings a star-studded aesthetic to Corbett Lighting, one of the brands in the Hudson Valley Lighting Group. (Corbett Lighting joins its other "family members," Hudson Valley Lighting, Troy Lighting and Mitzi by Hudson, in a showroom in the Market Square Building.) The designer debuts chandeliers, pendants, sconces and more, with a distinctly glam aesthetic. "We are thrilled to be working with Martyn. He is a design visionary who brings an original perspective and keen understanding of what it takes to create top-notch lighting that is also a work of art. His eye for glamour and grandeur made him the perfect partner for Corbett, a brand known for decadent and stunning designs," says Steven Nadell, president of Hudson Valley Lighting Group.

### Charlotte Moss x Century

The disco era is alive and thriving. Moss's latest designs feature seven upholstery frames and three tables in a tribute to the decadent decade. Shares Moss, "I am feeling the vibe of the early 1970s. Maybe there is a chord of nostalgia. I remember all the design magazines with bare floors, low tables, natural materials and the legs of sofas and chairs were upholstered, defying a particular style. I like that defiance; it's very bipartisan, so I figured we could use some of that." ■

## Word on the (Main) Street

Everyone knows how quickly the six months between Markets fly by. We've heard through the grapevine that a number of collabs are in the works for spring, so keep these on your radar. April will be here before you know it.

Century's collaboration with Carrier and Company has been months in the making: The manufacturer announced last Market that it was working with the New York-based husband and wife duo and the original launch date was this Market. But it'll be worth the wait to next Market: The collection features 50 designs across bedroom, dining, and occasional furniture, as well as a selection of upholstery. Our sources also tell us that Alexa Hampton's line for Theodore Alexander will be launching then, with case goods, upholstery and accessories all on the docket. It's a collaboration that follows Hampton's longtime professional relationship with Hickory Chair, which ended earlier this year. Speaking of Hickory Chair, we've heard whispers that the brand will premiere designer Ray Booth's latest, while Universal Furniture will soon debut a line with Houston-based designer Nina Magon.

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Century  
Chaddock  
Charleston Forge  
Cisco Brothers  
Comfort Design  
Cox Mfg Co Inc  
CR Laine  
Designmaster  
Duralee

Drexel  
Emerson Bentley  
Fabricut  
Fairfield Chair  
Four Hands  
Four Seasons  
Hallagan  
Hancock & Moore  
Harden  
Henredon  
Hickory Chair  
Hickory White  
Highland House  
Huntington House  
Jackson Furniture  
Jessica Charles  
Joybird  
Kravet  
LaCrosse Furniture  
Lazar  
Leathercraft

Lee Industries  
Lexington Home Brands  
Lillian August  
Marge Carson  
Marshfield Furniture  
Massoud  
Masterfield  
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MT Companies  
Moss Studio  
Motion Craft  
Norwalk  
Overman  
Paladin Furniture  
Palliser  
Paul Robert Chair  
Pearson  
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Sam Moore  
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Visit our brand partners' showrooms during High Point Market.

[cryptonhome.com/hpmkt](https://cryptonhome.com/hpmkt)



Dowel Furniture co-founders Ray Hallare and Joanne Hallare Lee

# Are you buying right?

Buying groups, net pricing, designer discounts, stocking dealers—what’s a newbie to do? Read our primer on buying at Market, for starters. **BY KATY B. OLSON**

It used to be that retail buyers took top priority in Market’s storied corridors. Now, increasingly, designers are the big-time buyers. Scores are making their way each season to write orders, network, and sip adult bevs. We know you’ve got the latter two tasks on lock. But are you buying right at High Point? As the next generation of influencers and stylists takes its place alongside designers and architects—and digital innovation wreaks havoc on traditional ways of doing biz—it’s more important than ever to understand pricing models and how to use them to your advantage.

## BACK TO BASICS

First, get your terms straight. Most tags have more than one price. Net pricing refers to what designers pay aside from taxes and fees. This is the baseline number upon which your client commission is based. The retail price is what a customer (i.e. your client) would pay, and is usually 30 percent above net. Wholesale price is paid by a retail channel buying direct from a manufacturer, often white label. And the stocking dealer price is for retailers or designers who can guarantee a minimum annual order (the threshold varies).

## THE SECRET SAUCE

Want a deeper discount than that “net” line? Buying groups are an option for designers, especially those with smaller

firms who are not landing the big-buck projects (yet!). Some are well organized, many more seem to be word-of-mouth coterie of small-business owners banding together to take advantage of a group discount. They can constitute a bigger consumer base for manufacturers and wholesalers—and can bring in a bigger discount for member designers.

Swati Goorha, principal of her New Jersey firm, is a participant in a local buying group, and explains her experience: “It is based on the model of sharing discounts. The designers that have stocking dealer with a particular company will share their discount with the other and get a 10 percent commission on items sold through their account. This way it has become a group of designers buying and selling from each other, and trading discounts. This also helps designers maintain yearly minimums imposed by some companies.”

Something to scope out: StyleRow, a sourcing and administrative tool, allows designers to source from high-end brands and showrooms, streamlines workflow, and helps present your work to clients. The venture capital-funded platform was founded by Los Angeles interior designer Erinn Valencich.

Sharing discounts with friends and colleagues is more of an off-the-radar scene. The scenarios vary. A typical case: A designer in a city who has a dedicated sales rep orders product for another designer located, say, in a suburban area who doesn’t have a rep in her region. Shady? Maybe. But, as multiple insiders share with BOH (off the record), the sales rep

still gets credit for the sale, regardless of where the product is shipped, and both (or all) designers receive a discount despite not banking enough to qualify solo. Or one designer may have an account and qualify for a discount at Brand A, and the other at Brand B, but they share their earned discounts.

Most brands already have a set system; consider Currey & Company’s. The lighting brand groups its shoppers as follows: Designers and architects receive 40 percent off retail price, retailers receive 50 percent off, stocking dealers receive 60 percent off, and contract/hospitality buyers receive special pricing that is unique to each project and dependent on whether the buyer is purchasing what Currey & Company calls “container loads” of product. But before you decide to open up an amateur showroom out of your living room in order to qualify for that juicy stocking dealer discount, keep in mind that stocking dealers must spend a certain dollar amount each year and “must have a physical showroom with prominent displays of Currey products—in short, stock Currey products.” The proof of your designership is in your documents—namely, your tax number and/or business license—so register and come prepared with evidence.

Be wary of buying as a stocking dealer and then selling as a stocking dealer to designer pals. Doing so can pose a conflict in larger markets, where big manufacturers cater to trade or retail showrooms, and an additional dealer in the region (read: you) would potentially threaten business. It’s understood that designers who buy from stocking dealers, or run their own shops, are only using that dealer relationship to buy for clients, and not sell to other designers.

## OLD SCHOOL, NEW SCHOOL

The pricing model is one that’s ripe for the rethinking. At recent upstart brand Dowel Furniture, which came on the scene just three years ago, co-founder and CEO Ray Hallare says they did their due diligence before developing their discount program—a fairly standard one that offers 40 percent off for designers, with 50 percent off if the designer maintains \$5,000 in sales per quarter. “We’ve debated one set discount versus different tiers, but have found simple, straightforward percentages to be best,” he says. “It’s less confusing and encourages designers to buy in higher quantities to receive a steeper discount. We want to be approachable to all, but also reward our loyal customers.” A wide-angle view of the retail landscape was also key for Hallare, who notes that “a big driver of the pricing really is our consideration for what possible showrooms and dealers would need to offer designers as well and establishing consistency across channels.”

Heritage brands are also attacking the issue. Launching this Market from 90-plus-year-old Hooker Furniture, along with its sister companies Bradington-Young and Sam Moore Furniture, HF Design Pro is a membership program that provides—for a yearly fee—benefits like shipping discounts, prepaid shipping programs, discounts on marketing and sales aid materials, catalogs, and finish and nail head samples. “Through our extensive research, we know that designers can better serve their clients by having these types of materials on hand in their studios, offices and showrooms,” shares John Albanese, vice president of corporate marketing for the brand. He says it’s their “number-one goal . . . to make [designers’] jobs easier.”

Albanese’s advice for newbies applies to old hands too: “Any new designers shopping the Market should focus first on finding sources that they believe can strengthen their ability to best serve their clients. Pricing discussions are the second step and should be handled with those companies individually. Each company will likely have unique pricing models for the interior design client base,” he says. “So it’s not really possible to offer a ‘one size fits all’ answer.” ■

## Maintaining Friendly Manufacturer Relations

*Denise McGaha ran her own buying group for years; these days, she’s a stocking dealer with many different brands, which can vary through the years. The Texas-based designer, who says her firm is more “higher-end than when we first started,” has some hard-won strategies for hunting new sources—and new relationships. She shares her tips for making nice with the manufacturers in your life.*

### Know your partnership intentions for your projects.

Understanding your clients and their budgets will help you develop a list of manufacturers to provide for those project parameters.

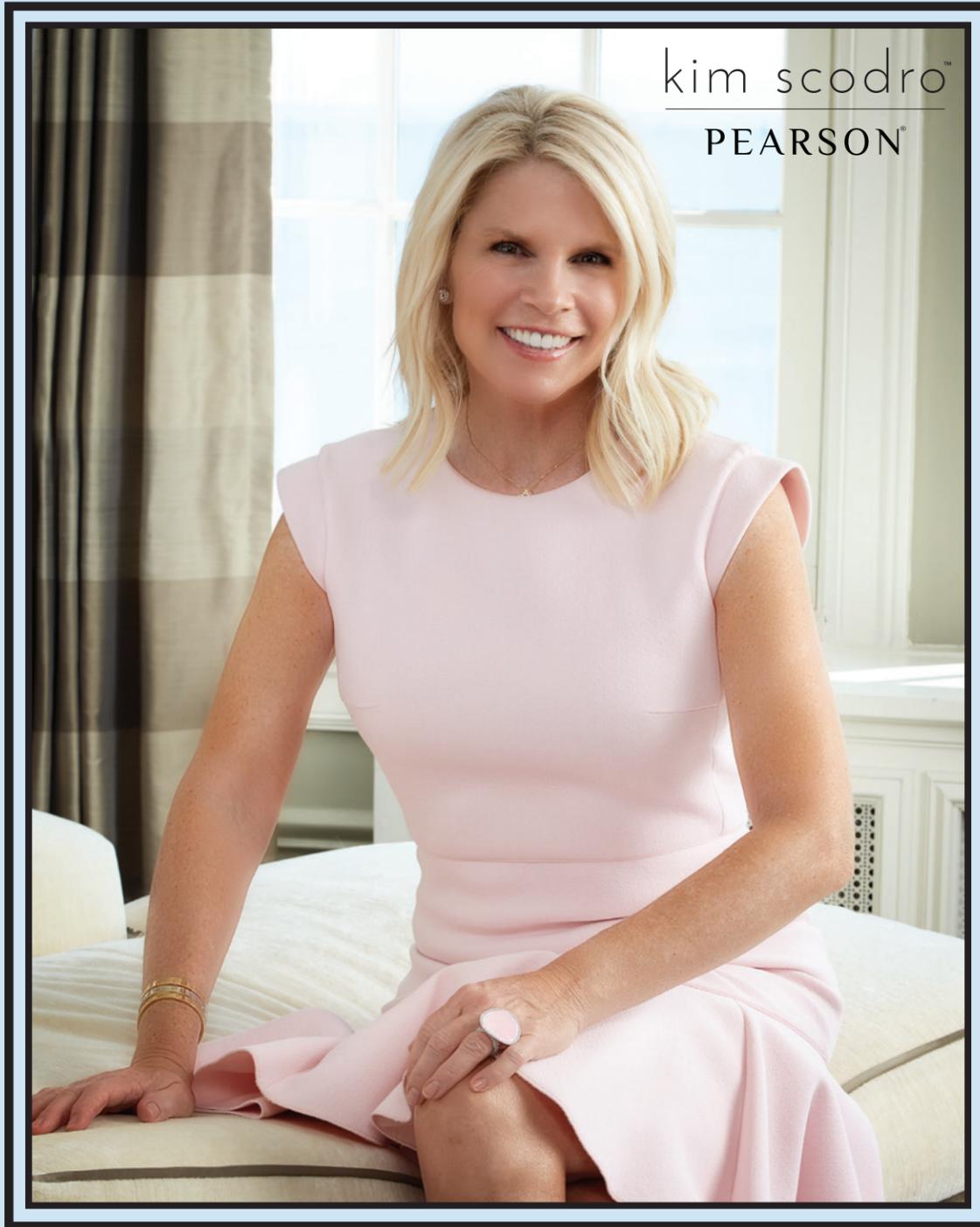
**Knowing your aesthetic and your brand is key.** If you use mainly antiques

and vintage items in all of your projects, then having stocking-dealer relationships might not be a fit for you. But if you find you are sourcing the same standard pieces for all of your design projects and have a favorite look, then finding a partner to deliver those will allow you to de-

velop the strong relationships you need to deliver that look time and time again for your clients.

**Always know the top 10 categories you use on repeat.** Set out to make sure you have very strong relationships with those manufacturers.

**Ask what the manufacturer is getting from doing business with you.** Yes, they are selling product, but are you a great ambassador for their brand? Do you make them look good? Do you always call and complain? I always want to be a feather in their cap, not a pain in their backside.



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**Saturday, October 13th • 4-6 pm**

**Luxe Magazine and Pearson**

**Invite You to Join Us for a Very Special Event**

**as We Celebrate the Launch of the**

**Kim Scodro Collection.**

This beautiful upholstery collection is complete with sofas, chairs, barstools, ottomans and a skirted end table. The elegant silhouettes that Kim has designed have been lovingly bench made in Pearson's Hickory, North Carolina workroom. The Kim Scodro Collection is the largest licensed collection ever launched by Pearson.

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**FROMENTAL**

# COMING UP ROSES

Millennial pink isn't just for those born after 1984 anymore. From elementary school-eraser to deep berry hues, we're keeping our rose-colored glasses on for Market this fall. We uncover the season's top finds—and challenge you to think pink.

1. With arches inspired by Moroccan architecture, the *Hexagon* lamp table from **Jonathan Charles Fine Furniture** brings a Moorish touch, rendered in a ballet slippers-inspired hue. 200 N. Hamilton St., Suite 135
2. The graceful squiggles of **Tempaper's** *Lines* wallcovering, designed by Bobby Berk, offer a subdued, textured take on this It-hue. IHFC, 2010 E. Commerce Ave., IH204
3. For a girls-only vibe, the cotton candy-hued *Blair* pendant lamp from **Mitzi by Hudson Valley Lighting** casts the perfect amount of sweet. Market Square, 200 W. Commerce Ave., M70 & M90
4. Aiming for a smaller shot of color? The gently-patterned, fringe-trimmed *Mint Punch* pillow from **Celerie Kemble by Eastern Accents** is an easy accoutrement for bohemian and buttoned-up spaces alike. Suites at Market Square, 200 W. Commerce Ave., G-1000
5. In a delicate blush faux-bois fabric, **Bungalow 5's** *Lang* club chair—part of the company's custom upholstery program—is a swoon-worthy accent piece. IHFC, 2010 E. Commerce Ave., IH610
6. High style meets hot pink with **Christopher Guy's** hand-carved *Ribiere* mirror, inspired by classic French designs and interpreted with a twist. 129 S. Hamilton St.
7. Ahoy! Clad in custom pink lacquer, the marble-topped *Chunky Captain's Compass* table by **Dunes and Duchess** serves as a guiding light. Suites at Market Square, 200 W. Commerce Ave., G-7010
8. **Rifle Paper Co.'s** whimsical floral motifs from illustrator Anna Bond make their debut via soft-pile rugs with the *Palais* collection, a collaboration with carpet company Loloï. IHFC, 2010 E. Commerce Ave., D320
9. The French neoclassical lines of **Hancock & Moore's** *Appointment* chair get a playful update, decked in a fuchsia tiger print and a suede seat. 200 Steele, 200 Steele St., Suite 323
10. Clad in bold magenta upholstery, the button-tufted **Jessica Charles** *Estate* settee is a slim, tailored statement piece suited for small spaces. 200 Steele, 200 Steele St., Suite 323
11. Talk about *joie de vivre*: Powder-coated in a hot pink, the *High Basket* planter from French garden furniture purveyor **Fermob** is ready to make a splash—and that's before adding an abundance of blooms. Suites at Market Square, 200 W. Commerce Ave., G-6000A





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Kimberley Seldon presentation at The Point

# THE SCHEDULE

## ONGOING

### Programs at The Point

11 a.m. – 8 p.m. October 12; 8 a.m. – 8 p.m. October 13 – 16 | Commerce Ave., between S. Main St. and Wrenn St.

The newest space from the High Point Market Authority, The Point, opened just last market and returns with a bevy of trade events. Catch a preview of the new Material ConneXion resource library, visits from the therapy dogs of Crypton's Pooch Pop-Up, and a new post-shopping mixer called After Hours at The Point, which offers craft brews, food trucks, and more. Best of all? The Parson's Table will pop up daily with an on-the-run version of its storied homemade lunch service, from 11:30 a.m. to 2 p.m.

### The Steelyard Designers Lounge

9 a.m. – 6 p.m. October 12 – 16 (Friday hours: 12 p.m. – 6 p.m.) | Universal Furniture Showroom, 101 S. Hamilton St.

Designers can relax, enjoy a drink or two and get caught up on their inboxes at Universal To The Trade and Steelyard's Designers Lounge. Stop by at your leisure! Designers are encouraged to register: [universaltothetrade.com/events](http://universaltothetrade.com/events)

### Alcoholics Anonymous Meetings

8 a.m. | Universal Furniture, 101 S. Hamilton St.

The 12-step meetings, which debuted at Market in the spring, will meet daily at Universal Furniture in a meeting room off the café. Meetings will take place daily from October 12 – 16. Call 804-304-5147 with any questions.

## FRIDAY, OCTOBER 12

### Currey & Company Preview Day

8 a.m. – 7 p.m. | IHFC, M110, Main St.

Get a head start on Market with Currey & Company, which will play host with live music, wine and organic food. Guests will also receive an additional five percent off on all orders placed that day.

### Crypton Home CEU on Performance Fabrics

12 p.m. – 1:30 p.m. | Universal Furniture, 101 S. Hamilton St.

Luxe Interiors + Design and Crypton Home deliver a course on

performance textile technology, including how to choose from the many new and innovative options. Crypton's Sydney Vigotov will show you what it all means for you and your clients. (0.1 CEU) *RSVP: [universaltothetrade.com/events](http://universaltothetrade.com/events)*

### Pattern Play the Southern Way

2 p.m. – 5 p.m.

Design Legacy by Kelly O'Neal, 126 Virginia Pl.

Meet three of the South's hottest designers and pattern-obsessed makers at a casual chat. Michelle Nussbaumer and Denise McGaha are on hand to reveal their latest lines with Design Legacy's "pattern maker in chief," Kelly O'Neal.

### Currey & Company Celebrates 30 Years

3 p.m. – 5 p.m. | IHFC, M110, Main St.

Toast to the legacy lighting brand in its showroom as it marks this big anniversary.



### Mark D. Sikes for Hudson Valley Lighting Launch Party

5 p.m. – 7 p.m.  
Market Square M90

Mark D. Sikes will make an appearance at the Hudson Valley Lighting showroom to discuss their latest collaboration, a modernized take on classic styles, at this launch party sponsored by *Traditional Home*.



### Arteriors Grand Opening

6 p.m. – 8 p.m.  
Commerce & Design Building, First Floor

Raise a glass with Arteriors founder and creative director Mark Moussa at the grand opening of the brand's new 9,000-square-foot space in the C&D Building. Listen to live

music, enjoy cocktails and snack on canapes as you delve into 300 new designs, including a collection with Windsor Smith.

### Party On With Baker

6 p.m. – 8 p.m. | 319 N. Hamilton St.

Celebrate Baker's latest debuts—the storied brand is launching the Baker No. 10 collection, as well as Milling Road and McGuire additions—at its legendary Friday night shindig. *RSVP: [rsvp@bakerfurniture.com](mailto:rsvp@bakerfurniture.com)*

### Plant Seven Opening

6 p.m. – 9 p.m. | 410 W. English Road

Catch the soft opening of High Point's new center for innovation and culture. Talk about multi-hyphenates: Plant Seven boasts a coworking space, cafe, retail, gallery space, photo studio, event space, fabrication and research facilities (including a new Material ConneXion library and 3-D printshop), and the biannual Mill Village Collective design and craft showcase. Housed in a century-old mill in the middle of High Point, the center is backed by state and private funding, and will continue to roll out more initiatives in the years to come.

## SATURDAY, OCTOBER 13

### Open SFC Membership Meeting

8 a.m. – 9 a.m. | Showplace, Suite 5100, 211 E Commerce Ave.

Learn the latest at Sustainable Furnishings Council's open membership meeting, including the Wood Furniture Scorecard program and the "What's it made of?" initiative.

### Simple and Profitable Fee Estimating

9 a.m. – 10 a.m. | Universal Furniture, 101 S. Hamilton St.

This information-packed seminar reveals how to realistically set fees that will make you profitable; how to establish appropriate client expectations; and how to talk about money confidently. Attendees receive access to the Gail Doby Coaching & Consulting proprietary fee calculator.

### Wake Up with Kindel Grand Rapids

9 a.m. – 10 a.m. | Kindel, Karges and Council Showroom, 200 Steele Street, Suite 103

Design Director Denis Granda unveils Kindel's newest collection, FACETS!, an innovative concept that allows

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designers to create a unique luxury chest through dimension, veneer, leather, finish, trim and hardware combinations. *RSVP: kindelfurniture.com*

### Creative Women and Their Vision

9 a.m. – 10:30 a.m.  
Highland House Furniture, 200 Steele, Floor 1

Designer Denise McGaha, Peacock Alley's Mary Ella Gabler, and Addison Weeks co-founders Lee Addison Lesley and Katherine Weeks Mulford explore the creative minds and visions behind powerful, female-led design businesses.

### Wallpaper Revolution With Maker Amy Mills and Installer Katie Hunt

9:30 a.m. – 10:30 a.m. | Antique & Design Center, Market Square, G-7031 Salon

Amy Mills of Paper Mills and professional installer Katie Hunt teach designers how to collaborate with custom wallpaper makers to craft designs for clients. Glimpse a reveal of Mills' exclusive wallpaper for High Point's Antique & Design Center.

### Colors, Finishes and Forecasting: What's in a Forecast & What You'll Be Seeing Soon

10 a.m. – 11 a.m. | Alden Parkes Seminar Room, 200 N. Hamilton St., Suite 110

Join Kathy Andersson, who led the Global Color and Design Center for Sherwin-Williams Industrial Coatings in Greensboro, North Carolina for a decade, as she dives into the process of forecasting. (0.1 CEU)



### Meet & Greet with Dowel Furniture

10 a.m. – 12 p.m. | Dowel Furniture IHFC IH506

Come meet Joanne Hallare Lee and Ray Hallare, co-founders of Interhall's newest brand Dowel Furniture, as they toast to their first High Point Market. Designers Barbara Elza Hirsch and Duncan Hughes will be on hand to showcase their new designs for the brand.

### Platform Building: The Power of Persuasion

11 a.m. – 12 p.m.  
Suites at Market Square Seminar Room (SAMS T-1014)

Have you been marketing your business as an extension of yourself? In a panel including Corey Damen Jenkins, Cheryl Lockett and Jennifer Gracie, with author Kim Kuhteuabl as moderator, designers can learn how to connect with clients and engage with followers. Book signing to follow. (0.1 CEU)

### Wanderlust: Travel, Culture and Design

11 a.m. – 12:30 p.m.  
Currey & Company, IHFC, M110, Main St.

David Santiago, Kelli Ellis, Scot Meacham Wood, Michelle Nussbaumer and moderator Gary Inman stamp their passports at this travel-themed panel, which focuses on the Age of Enlightenment and how exploration has impacted design.



### Design Viewpoint Series The Interior Design Industry: The New Business as Usual

12 p.m. – 1 p.m.  
High Point Theatre, Transportation Terminal, 210 E. Commerce Ave.

The interior design industry is evolving, from online design services to products widely available to consumers. It's in a continuous state of change, and your

business must adapt. Designers need to consider new approaches to reposition their value and gain a competitive edge. Led by BOH's Julia Noran Johnston, this discussion brings together Kerrie Kelly, Noa Santos and Kimberley

Seldon to discuss how they are adapting to the new business as usual. Presented by the High Point Market Authority and ASID. Complimentary boxed lunch provided. (0.1 CEU)

### TrendWatch Fall 2018: An Inside Look at the Future of Design

1 p.m. – 2 p.m.  
Suites at Market Square Seminar Room (SAMS T-1014)

The TrendWatch program, directed by home furnishings forecaster, editor and curator Julie Smith Vincenti of Nine Muses Media, returns to High Point Market with an opening-day seminar and three on-site displays: the Suites at Market Square Lobby, IHFC Green Lobby and the walkway between IHFC and Showplace near the Transportation Terminal. (0.1 CEU)

### Midtown Launch and Book Signing

2 p.m. – 4 p.m.  
Hickory Chair, Market Square MS314, 305 W. High Ave.

Galerie Magazine and Hickory Chair debut the Midtown Collection—spanning bedroom, dining room and living room—at this book signing event, where Suzanne Kasler, Mariette Himes Gomez and Susan Hable will each sign their books. *RSVP: rachel.jaklik@heritagehome.com*.



### Keynote Series 20/20 Vision: Forecasting Color and Home Trends for 2019/20

3 p.m. – 4 p.m.  
High Point Theatre, Transportation Terminal, 210 E. Commerce Ave.

How do you look ahead with clarity to the trends and movements that will impact home fashion in the next few years? How do you use a forecast to provide confidence to a client or customer on the selections you're recommending? Join Sue Wadden, director of color marketing for Sherwin-Williams, and Jaye Anna Mize, VP of home and interiors for trend forecasting company Fashion



Snoops, as they examine the intricate world of color and share insights into the macro trends that will impact home interiors in 2019, 2020 and beyond. Attendees will receive Sherwin-Williams' newly released Colormix Forecast 2019.



### The Barry Goralnick Collection Debut

3 p.m. – 5 p.m.  
Currey & Company, IHFC, M110, Main St.

Meet celebrated New York architect and designer Barry Goralnick, and get a first look at his new collections for Currey & Company.

### Fearless Design, hosted by York Wallcoverings

3:30 p.m. – 4:30 p.m.  
Suites at Market Square (SAMS T-1014)

What does it mean to design fearlessly? A panel hosted by Holly Hollingsworth Phillips, U.S. brand ambassador for the "Florence Broadhurst: Fearless Design" campaign with The English Room, will find out. Join her, along with Mally Skok, founder of Mally Skok Design; Julia Buckingham, founder of Buckingham Interiors and Design and Modernique; Jamie Meares, founder of Furbish Studio; Allison Mattison, co-owner of Trellis Home; Tavia Forbes and Monet Masters, founders and designers at Forbes + Masters. (0.1 CEU)

### Chairish Celebrates Vintage Cool at 214 Modern

4 p.m. – 6 p.m. | 214 Modern Vintage, 314 W. Russell Ave.

Toast 214 Modern Vintage's new location with afternoon nibbles and adult beverages, and meet the Chairish team, as well as antique dealers including Stephanie Schofield, Gillian Bryce, Tandem Antiques, Trilogy Antiques, The Hudson Mercantile and Dinnerparty Antiques.



## The Grand Tour[s]

IMC has gathered top designers and influencers to shepherd design-loving attendees through Market for a number of must-attend tours.



October 12, 3 p.m. – 4 p.m.

### Suite Spot Tour With Cheryl Lockett, Founder of Dwell by Cheryl Interiors.

Lockett guides attendees through the SALON area of The Suites at Market Square in a tour that ends with a launch party for her newest line with Sylvester Alexander.



October 13, 11 a.m. – 12 p.m.

### Contemporary Highlights Tour With Roxy Sowlaty

The founder of Roxy Sowlaty Interiors introduces attendees to contemporary finds in IHFC, on floors 10 and 11.



October 13, 2 p.m. – 3 p.m.

### Suite Spot Tour With Gary Inman

The VP of hospitality at Baskerville and creator of The Art of Fine Living shares his finds across all three floors of The Suites at Market Square.



October 14, 11:30 a.m. – 12:30 p.m.

### Commerce & Design Highlights Tour With Michelle Nussbaumer

The founder of Dallas-based Ceylon et Cie shares her take on "what's new and spectacular" in this tour of the C&D Building.



October 14, 2:30 p.m. – 3:30 p.m.

### Suite Spot Tour With Celebrity Designer Mikel Welch

The Mikel Welch Designs founder leads a guided tour of his favorite finds throughout The Suites at Market Square.



October 15, 2 p.m. – 3 p.m.

### Suite Spot Tour With Lauren Nicole of Lauren Nicole Designs

The designer susses out her favorite finds from The Suites at Market Square.



October 15, 2:30 p.m. – 4 p.m.

### Hamilton Highlights Tour With Lori Paranjape.

The Nashville designer, founder of Mrs. Paranjape Interiors + Design, tours the Hamilton Wrenn Design District, highlighting the hits at 200/320/330 North Hamilton.



October 16, 2 p.m. – 3 p.m.

### Suite Spot Tour With Nancy Fire

HGTV's design director and Design Works International's creative director and founder introduces her favorite finds on all three floors of The Suites at Market Square.

*RSVP and learn more:*  
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### Kim Scodro for Pearson Launch

4 p.m. – 6 p.m.  
Hickory Chair, Market Square MS300, 305 W. High Ave.

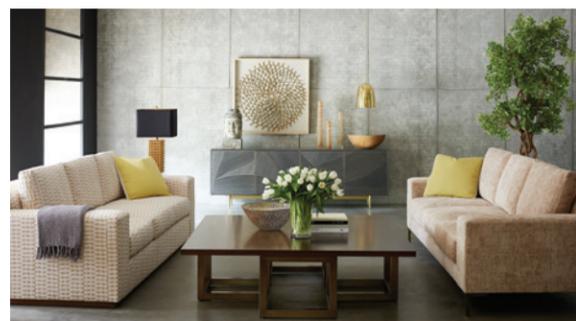
*Luxe Interiors + Design* and Pearson invite designers to experience Kim Scodro's latest line, the Kim Scodro Collection. The upholstery line is complete with sofas,

chairs, bar stools, ottomans and a skirted end table. Each of the new silhouettes—which happens to be the largest licensed collection launched by Pearson—have been benchmarked in the brand's Hickory, North Carolina, workroom. **RSVP:** [rachel.jaklik@heritagehome.com](mailto:rachel.jaklik@heritagehome.com).

### Sunsets With Sunbrella

4 p.m. – 6 p.m. | American Leather, Showplace, Floor 5

Scope out Sunbrella fabric collections, learn more about trends in performance coverings and enjoy hors d'oeuvres, cocktails and Italian wines on a private patio that, as the brand says, is one of the top spots to take in a sunset at Market.



### Hospitality Is Home

5:30 p.m. – 7:30 p.m. | EJ Victor, 116 S. Lindsay St.

Join EJ Victor's John Jokinen for Champagne and hors d'oeuvres, and tour the newest collections that blur the lines between international hospitality and residential. Feel the welcome and comfort of home merging with the appeal and beauty of premier resorts and public spaces, and indulge your creative muse by touring the latest collections by Ralph Lauren, Kelly Wearstler, Ann and David Sutherland, Bethan Gray and new-to-the-family, award-winning hospitality designer Joni Vanderslice, principal of J. Banks Design.

## SUNDAY, OCTOBER 14

### Interior Planning: Taking Care of YOU So You Take Great Care of Your Clients

10 a.m. – 11 a.m. | Alden Parkes Seminar Room, 200 N. Hamilton St., Suite 110

No better way to put it: Stress can ruin your business. How do you manage it? Kim Kuhteubl, an author and brand manager, talks about how you can release stress through establishing boundaries with clients and developing time management skills, with the greater goal of better serving clients and reclaiming joy. There will be a book signing after the event. (0.1 CEU)

### Painted Design Solutions

10 a.m. – 11 a.m.  
Suites at Market Square Seminar Room (SAMS T-1014)

Learn the lingo and the ins and outs of decorative painting to understand the nuances of working with painters in this presentation. (0.1 CEU)

### Budgeting for Art from the Start

10 a.m. – 11:30 a.m. | Zoe Bios Creative Showroom, 108-110 S. Elm St.

Getting clients to invest in art can be tricky, but projects just aren't the same without it. Meet *Aspire Design and Home* for breakfast as firms including Bridget Bearl Designs, The Curated House, Cloth & Kind, Haus Love, Hibner Design and Marshall Erb Design discuss how to approach art.

### European Legacy: Global Perspective and Modern Sensibility

11 a.m. – 12 p.m. | Conarte Showroom, 827 W. Green Dr.

Italian design has been the Western world's foundation ever since Romans laid their first brick; Spain added onto that foundation, incorporating Eastern elements. High Point



Pushback recliner by The Novogratz for Dorel Living

Market's first international panel focuses on Italian and Spanish design, with Gary Inman, Fabio Rizzolo, Gaetano De Cataldo, Hans Rolink and Germano Cavalli.



### Flower Magazine Designer Panel

11 a.m. – 12 p.m.  
Universal Furniture, 101 S. Hamilton St.

Flower magazine editor in chief Margot Shaw hosts a panel with interior designers Richard Keith Langham and Paloma Contreras, along with Jennifer Boles, blogger-author at *The Peak of Chic*. **RSVP:** [universal-tothetrade.com/events](http://universal-tothetrade.com/events).

### Recipe for Success

11:30 a.m. – 12:30 p.m. | Suites at Market Square Seminar Room (SAMS T-1014)

Learn about the ins and outs of pitching and how to attract editors, how press can affect your career, and how to use your coverage to get better business at a panel featuring Barclay Butera, Amy Flurry, Nick May, Christine Phillips and Jane Dagmi. Book signings to follow. (0.1 CEU)

### HFA's Next Generation Now Lunch With Leaders

11:30 a.m. – 1 p.m. | Home Furnishings Association-HFA, Plaza Suites, Floor 1

Big-name industry leaders are opening their busy schedules for lunch mentoring sessions with next-generation home furnishings professionals. What will you ask them? **Register:** [myhfa.org/ngn-events](http://myhfa.org/ngn-events).

### Design Viewpoint Series Tech Tools: Reviews From the Designers Who Use Them

12 p.m. – 1 p.m. | High Point Theatre, Transportation Terminal, 210 E. Commerce Ave.

Learn how you can use technology to make your business more productive and better manage clients. LuAnn Nigara of *A Well-Designed Business* moderates a designer panel featuring

Kelli Ellis, Phyllis Harbinger, Corey Damen Jenkins and Laura Thurman discussing software they recommend. (0.1 CEU)

### Courting the Small-Space Client With Libby Langdon

12:30 p.m. – 2 p.m. | KAS Rugs, IHFC G-270

Join the designer as she shares insights on why small-space living is on the rise, who these consumers are, and the best way to design for their needs. She also debunks the myth that the small-space dweller is only in urban areas, when in fact they are in every community across the country.

### Designing Women of the World

1:30 p.m. – 2:30 p.m. | Suites at Market Square Seminar Room (SAMS T-1014)

Aspiring globetrotters, take note. Panelists Adriana Hoyos, Tina Nicole, Toma Clark Haines, Sandra Espinet, Aviva Stanoff and moderator Deb Barrett discuss how to incorporate travel into the design process. There will be a reception and book signing following the discussion. (0.1 CEU)

### Replacements Ltd. Presents: Eddie Ross, Mix Master

2 p.m. – 3 p.m. | Alden Parkes Seminar Room, 200 N. Hamilton St., Suite 110

Designer and *House Beautiful* contributing editor Eddie Ross discusses how to work vintage goods into modern interiors. (0.1 CEU)

### Social Media Mavens' Top Tips

2 p.m. – 3 p.m. | Universal Furniture, 101 S. Hamilton St.

Don't lose yourself in your feed! Adam Japko of Esteem Media leads a panel with Shayla Copas, Natalie Reddell and Lori Paranjape on social media trends. **RSVP:** [universal-tothetrade.com/events](http://universal-tothetrade.com/events).

### Fabricut Furniture Launch Party With Vern Yip and Pulp Design Studios

2 p.m. – 6 p.m. | Fabricut, Market Square Tower, Suite 403

Celebrate Fabricut Furniture's launch, the introduction of Vern Yip's and Jaclyn Smith's wallcovering collections for Trend and the new Fabricut Quick Ship Panel program. Beth Dotolo and Carolina Gentry of Pulp Design Studio join the festivities.

**Luxury Comes Home: Global Design in a Modern World**

3 p.m. – 4 p.m. | Burton James, 310 N. Hamilton St., Floor 1  
 Designers Cynthia Spence, Patrick Sutton and Sandra Espinet will discuss clients’ desire to capture the five-star look of resorts and hotels in their daily lives. Plan to linger and celebrate after the program as Sutton signs copies of his stunning new book, *Storied Interiors: The Work of Patrick Sutton*, and Espinet does the same for her lush *Barefoot Luxury: Mexican Resort Living*.

**Black Interior Designers Network Sunday Soiree**

3 p.m. – 5 p.m.  
 Mitchell Black/Couture Lamps Showroom, IHFC, G-263  
 Come celebrate and network at this biannual gathering hosted by Mitchell Black, a BIDN sponsor.

**Crypton Pooch Pop-up**

3 p.m. – 5 p.m. | The Point, Commerce Ave., next to the Transportation Terminal  
 Relax with some furry, four-legged friends at this pop-up, which has comfort dogs available for cuddling. For every picture posted with #cryptonpoochpopup, Crypton will donate to Elite Canines Comfort Dogs.



**Denise McGaha Collection Debut**

3 p.m. – 5 p.m.  
 Currey & Company, IHFC, M110, Main St.  
 Meet the Dallas design star and see her new collection of lighting and furniture for Currey & Company.

**Tony Duquette Collection Launch and Book Signing**

3 p.m. – 5 p.m.  
 Hickory Chair, Market Square, MS-348, 305 W. High Ave.  
 The debut of the Tony Duquette Collection, Maitland-Smith’s latest neoclassical collection, will also feature a



A BIDN event at Market

presentation and book signing of Hutton Wilkinson’s latest, *Tony Duquette’s Dawnridge*. Duquette mentee Wilkinson bought and renovated the Dawnridge estate after the renowned designer passed away in 1999.

**Inside the Designer’s Studio With Madcap Cottage**

3:30 p.m. – 4:30 p.m. | Suites at Market Square Seminar Room (SAMS T-1014)  
 In a format based on *Inside the Actors Studio*, Jason Oliver Nixon and John Loecke, founders of Madcap Cottage, discuss design tips and trends, as well as share personal insights on their aesthetic and their clients. Meet the duo and get your book signed after the presentation. (0.1 CEU)

**Kravet Celebrates 100 years**

4 p.m. – 6 p.m. | Kravet, Market Square, Suite 217  
 Toast to a century of Kravet fabric and furnishings with the launch of the book *Inspired Design: 100 of the Most Important Designers of the Past 100 Years*.

**Art and Artisans at Bernhardt**

4:30 p.m. – 6:30 p.m. | Bernhardt Furniture, IHFC Design Wing  
 What better way to celebrate artisanal design than with a cocktail party? Bernhardt and *Luxe Interiors + Design* will play host with hors d’oeuvres and drinks, as artists display their jewelry, sculptures and more. And you might just win your favorite Bernhardt design.

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## MONDAY, OCTOBER 15

**Getting the Most Out of Your Photography Budget**

10 a.m. – 11 a.m. | Alden Parkes Seminar Room, 200 N. Hamilton St., Suite 110

*Elle Decor* A-Lister and author Grant K. Gibson and celebrated photographer Stephen Karlisch share tips and tricks from both ends of the lens. There will be a post-presentation book signing. (0.1 CEU)

**Sherwin Williams Colormix Forecast 2019**

10 a.m. | Universal Furniture Showroom, 101 S. Hamilton St.

Forty-two colors, one master palette, six color personalities are in store at the Sherwin-Williams Colormix Forecast. Only at this presentation can you get a fan deck and brochure imagery, research and statistics supporting the forecast will be included. (0.1 CEU). *RSVP: universaltothetrade.com/events*

**SFC's Wood Furniture Scorecard Panel**

11:30 a.m. – 12:30 p.m. | IHFC Green Wing, Top Floor

The National Wildlife Federation and Sustainable Furnishings Council recently teamed up to create a Wood Furniture Scorecard, used for measuring wood sourcing policies for North American furnishing brands. Learn from the leaders about why they developed robust wood sourcing policies and how they are used for improving consumer engagement and supply chain management. Lunch will be provided.

**Design Viewpoint Series Wellness in the Home: How to Sell Healthy Design**

12 p.m. – 1 p.m.

High Point Theatre, Transportation Terminal

"Wellness" is more than a buzzword; it's a non-negotiable component of spaces that are both beautiful and positive. Learn how to sell healthy design in this series led by Sarah Walker of The Curated House, along with panelists Jennifer Jones Condon, Blanche Garcia, Young Huh, Lisa Kahn and Richard Ouellette. These leaders will provide their perspectives on wellness in the home by showcasing key projects. Lunch provided. (0.1 CEU)

**Minted Julep Soiree**

1 p.m. | Suites at Market Square, Booth M-2029

Come see Minted's limited-edition and original art by independent artists, as well as designer vignettes by North Carolina native MA Allen and Style Spotter Justine Macfee. All attendees will be entered to win a \$500 sitewide raffle.

**Coastal Living Presents Coastal Trends for 2019**

2 p.m. – 3 p.m.  
Universal Furniture,  
101 S. Hamilton St.

*Coastal Living* magazine homes editor Ellen McGauley leads a panel on the top coastal trends of next year.

*RSVP: universaltothetrade.com/events*

**Julianne Taylor Style and Mitchell Black Wallpaper Debut**

2 p.m. – 4 p.m. | Mitchell Black, IHFC, G263

Julianne Taylor and Mitchell Black are launching a new collection of travel-inspired wallpaper designs, which includes patterns inspired by African wax print textiles.

**Keynote Series Materials Matter! The Resurgence of the Physical in Our Increasingly Digital Lives**

3 p.m. – 4 p.m.

High Point Theatre, Transportation Terminal

It's a fight to the finish between screens and materials: Which one will dominate your focus? Andrew Dent, executive vice president of research and chief material scientist for Material ConneXion, explores how innovative materials allow designers to pivot off screens that absorb our attention.

**Norwalk & Fashion Snoops Discuss: From Culture to Product**

4 p.m. – 6 p.m. | Norwalk, IHFC, M-108, Main St.

Forecaster Jaye Anna Mize of Fashion Snoops, designer Kim Salmela for Norwalk Furniture and special guests discuss how cultural shifts

impact the creation of design, from project-based custom furniture pieces to entire furniture collections, from designing interiors to crafting huge consumer concepts and experiences. Sponsored by Cryton.

**Hamilton Wrenn Third Night Event**

4 p.m. – 7 p.m.

Hamilton Wrenn Area of High Point Market

Breeze through the showrooms at the Hamilton Wrenn Design District for bites, drinks, entertainment and prizes. Scarborough House is one of many participating at this block party-style event.

## TUESDAY, OCTOBER 16



Mary Douglas Drysdale and Michel Smith Boyd

**Style Spotters LIVE!**

9 a.m. – 10:15 a.m. | IHFC Ballroom, Green Wing, 11th Floor

The 2018 Style Spotters reveal all the trends from this year's Market over breakfast, then lead tours through their favorite showrooms for this event, sponsored by Cryton and Sherwin-Williams. Next year's Spotters will also be announced. *RSVP: highpointmarket.org/products-and-trends/style-spotters.*

**Style Spotters Trend Tours**

10:15 a.m. – 11:30 a.m.

IHFC Ballroom, Green Wing, 11th Floor

Immediately following the Style Spotters LIVE! breakfast, join one of your favorite Spotters on a tour of two of his/her must-see showrooms. Tours will depart from the IHFC Ballroom at 10:15 a.m. and last approximately one hour. Presented by the High Point Market Authority. Sponsored by Cryton and Sherwin-Williams.

**Home Staging and Property Styling Tips and Techniques**

2:30 p.m. – 3:30 p.m.

Suites at Market Square Seminar Room (SAMS T-1014)

Ideal for home stagers, furniture store representatives and designers, this presentation from the Home Staging and Redesign Association shares tips and key takeaways. Q&A to follow. (0.1 CEU)

**Tuesday Night Market BBQ**

6 p.m. – 8 p.m.

Suites at Market Square Seminar Room (SAMS T-1014)

Celebrate the end of a successful season with a traditional Southern-style BBQ, complete with all the fixin's (and some live entertainment) at this farewell barbecue hosted by IMC. ■

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