

GIFTS

& decorative accessories

FRESH FINDS
FOR SPRING

HOLIDAY 2020
DEEP OCEAN
AND VIBRANT
ORANGE MAKE THE
SEASON BRIGHT

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NEW YEAR,
NEW CUSTOMERS

ATLANTA GIFT OFFERINGS EXPAND

Nearly 4,000 brands will present new gift product introductions at The Atlanta International Gift and Home Furnishings Market, Jan. 14-21. Highlighted by 16 debuts and expansions, the 700-plus showrooms present seven gift categories – The Gardens, General Gift and Specialty Gift, Gourmet & Housewares, Home Accents & Gift, Made in America, Seasonal / Gift and Tabletop & Gift – across 18 floors at AmericasMart Atlanta. Additionally, 44 brands – including Two's Company, Select Artificials, Napa Home, Ganz Midwest-CBK, Demdaco and AllState Florals – have renewed their commitments to International Market Centers (IMC) in the lead up to the Atlanta market.

"The strength of the gift collection in Atlanta is its depth and breadth," said Dave Savula, IMC executive vice president, president of Gift and Apparel Leasing. "The merchandise mix supports the modern lifestyle retailer with a whole spectrum of resources from gifts to gourmet and entertaining, outdoor living and seasonal celebrations."

SHOWROOM UPDATES

New to Atlanta in Winter 2020 are seven showrooms: Botanical Collection (hand-crafted pottery), Great Western Hardwood & Design (outdoor gifts), Inner Beauty and Bent Brush Art (reverse hand-painted ornaments and gifts), LSA International and Rosenthal Sambonet USA (designer tabletop), Seasonal Abode (seasonal décor and home accents), Sincere Surroundings (personalized home décor and gifts) and TDA Sales (representing A&M Wholesale, Arkwright, Chesapeake Bay by JD Yeatts, DSD Express, Duke Imports, PaperCraft Products, Pine Ridge, Sentry Industries and Teters Floral).

Nine expansions and relocations represent gains of some 15,000 square feet.

GIFT RETAILER PROGRAMMING

Also new to the gift collection is a seminar space in Building 2, Floor 11, which will host four days of retailer-focused educational programming. Scheduled for the space are topics including "Here Today, Gone Tomorrow: Pop-Ups, Mobile Retail

and More" presented by Patti Biro of the Spa Industry Association, "Partnering for Promotions & Successful Store Events" presented by Becky Tyre of Retail Details the Podcast and "How to Think Like a CFO: The 5 Numbers All Business Owners Need to Know," plus a panel discussion for hospital gift shops and a new seminar and breakfast for new buyers.

The market's Demonstration Kitchen, located in the heart of the Gourmet & Housewares collection, hosts five days of programming. Headlining events include:

- Tiffani Thiessen sharing "Easy Breezy Brunching & Entertaining Tips"
- Food Network's Nancy Fuller presenting "A Party for Pollock with Carefree Crab"
- James Beard Award-nominee, Top Chef finalist and Atlanta-based restaurateur Chef Kevin Gillespie preparing "Fire in My Belly: Totally Cookable Recipes from Around the World."

Also in the kitchen is a series of Atlanta chefs teaching "A Taste of Australia in Atlanta," "A Taste of Home: Handcrafted Doughnuts by Doughnut Dollies," "Global Fusion in 2020: The World in an Egg Roll" and "A Culinary Tour of Basque Flavors." The Cocktails and Conversations series features a mixologist preparing cocktails like a hotel beverage director, Prohibition-era drinks and French-inspired cocktails.

Also of note are the Southern Couture Lounge, the Creative Commons and the Demdaco Crossroads, which feature daily hospitality throughout the gift collection in Building 2.

The product presentation in the gift showrooms is augmented by more than 2,500 brands showcased in 28 gift-focused temporary collections. Highlights include a doubled-in-size On Trend Gifts, expansion of luxury products within Boutique, an expanded Georgia Grown collection in Gourmet Foods, a redesigned Seasonal/Gift collection and a 25 percent growth in stationery and paper products throughout the gift temporaries. The temporaries are open Jan. 15-19. 

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STAUFFER FAMILY TO SHARE HOT PICKS FOR KIDS IN ATLANTA

Retailers will gain new insights into what kids really want in 2020 when influencer Katie Stauffer of the Stauffer family and her four-year old twins, Mila and Emma, explore the Atlanta gift market at AmericasMart this month.

"The Shop the Show program lets buyers explore the market through the eyes of top tastemakers," said Dorothy Belshaw, International Market Centers' chief marketing and digital officer. "We look forward to showcasing 1,000-plus juvenile brands across the market's gift, apparel and décor collections via these savvy — and adorable — influencers."

Stauffer will be hosted by Corkcicle for a "Pop, Shop & Sip" meet and greet in its showroom on Jan. 16 at 3 p.m., where she will share her mom-approved picks from the newest collection.

Nearly 350 showrooms and temporary exhibits will show a range of products for babies, kids and tweens, including clothing, bath and personal care products, toys, games, educational items, holiday items and décor.

The dedicated children's collections are found in Building 3 on the permanent Children's World floor with 60 showrooms showing 850 lines, and in two juvenile-focused temporary categories: Children's World with 46 exhibitors and the juried Modern Child with 18 exhibitors.

"Modern consumers are looking for the same design-driven products for their children as they seek for themselves," added Dave Savula, IMC executive vice president, president of Gift and Apparel Leasing. "The availability of a range of juvenile products at the Atlanta market allows retailers to find the fresh and new products their discerning customers seek."

SHOWROOM HIGHLIGHTS

Eight new and expanded children's showrooms will make their Winter Market debut in January 2020. These include: Acvisa (color-

ful clothing for boys and girls), Charlies Project (children's clothing that brings awareness to autism and Down syndrome), Custom Baby (baby fashion and gifts), James and Lottie (traditional baby and kids clothing in unique prints), Lullaby Set (children's clothing), Set (children's gifts and accessories), Swanky Baby Vintage/Wonderchild (timeless children's fashions) and Teacup Tots (children's apparel, accessories, shoes and gifts). Other showrooms of note at the market are Aurora World (character and content toys), Bearington Collection (adorable and affordable plush gifts, collectibles and accessories), Fiesta (plush toys), Folkmanis Puppets (specialty puppets), Melissa & Doug (children's educational puzzles and toys), Mud Pie (lifestyle gifts including baby and kids apparel) and Safari Limited (toys that teach).

NEW TO TEMPS

The temporaries are highlighted by 13 new-to-Atlanta brands: Babe and Body (bath and spa products), Babysmart Utensils (utensils that play animal and transportation sounds), Bumco (diaper-changing products and accessories), Cash & Co. (hats), Citi Collective (diaper bags), Everly Grey (maternity, nursing, kids and baby clothes), KellyToy USA (plush toys), Lolo Headbands & Accessories (children's hair accessories), Love Bubby (unisex kids and baby T-shirts that make a statement), Magnum Enterprises (rubber band guns), Palm Beachies (water shoes), PigPin (enamel pins, keychains and magnets), Pop Locket (accessories), Saroni (luxury blankets), Sincereleigh Designs (inspirational gifts and toys) and The Eggmazing Egg Decorator/Hey Buddy Hey Pal (Easter egg decorating kits). Additionally, in-demand lines Calisson (toys and accessories), Freshly Picked (baby moccasins), Little Giraffe (blankets and accessories) and Ty (plush) are also in the collections. Elf on the Shelf also takes a space in the collection to debut its new Elf Pets line. ☺

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SHOW PREVIEW

WINTER MARKETS

JANUARY 2020

ATLANTA

Atlanta International Gift and Home Furnishings Market

Jan. 14-21

AmericasMart Atlanta

800.ATL.MART

americasmart.com

Show Hours: Jan. 14-15, Jan. 18, 9 a.m.-6 p.m.; Jan. 16-17, 9 a.m.-8 p.m.; Jan. 19, 9 a.m.-2 p.m.

Highlights:

- New-to-market showrooms for winter 2020 include Botanical Collection, Great Western Hardwood & Design, Inner Beauty/Bent Brush Art, Seasonal Abode, Sincere Surroundings and TDA Sales. Expansions are Blue Orange Pottery, Diverse Marketing, Flora Bunda, Floral Treasure, Gib Carson, Holiday Bright Lights, Raz Imports and Santa's Own.
- The Atlanta NEXT initiative — which transforms AmericasMart through capital investments and strategic remerchandising of resources — has made its first impact on the campus with the repositioning and expansion of Open Year Round home décor resources to five contiguous floors (11-15) in Building 1. The first phase of the remerchandising of the home décor collection features 50 new, expanded, relocated or renewed showrooms.

Events and Seminars:

• Tuesday (Jan. 14)

A Taste of Australia in Atlanta

11 a.m.-noon

Join Chef Matthew Basford of Canoe as he takes market attendees on a trip to explore authentic Australian flavors.

• Here Today, Gone Tomorrow: Pop-Ups, Mobile Retail and More

1-2 p.m.

Temporary retail has become part of the landscape for the indie retailer. Adding pop-up shops, retail-tainment events and trunk shows to outreach strategies can expand a retailer's market reach and create new sales opportunities. In this seminar, presented by Patti Biro of the Spa Industry Association, retailers will learn about their options and leave with ideas on how to identify and implement temporary retail to fit their individual brands.

LAS VEGAS

Las Vegas Market

Jan. 26-30

World Market Center

702.599.9621

lasvegasmart.com

Show Hours: Jan. 26-29, 8 a.m.-6 p.m.; Jan. 30, 8 a.m.-4 p.m.

Highlights:

- Within gift, Las Vegas Market will present more than 2,170 resources on seven floors in Building C. Resources new for January 2020 include Greener Valley Trading; Gund a Division of SpinMaster; Just Dough It!; and Lakegirl. Expanding tenants are Kiss That Frog & Be Home and Quilling Card. Other notable gift suppliers include: Capabunga; Creative Co-Op; K&K Interiors; Kurt Adler; Hammond's Candies; Kiyasa; Match; Melrose International; Sagaform; and Sullivans, Inc.
- More than 90 new and returning exhibitors will be among the 450-plus temporary gift and home décor lines showcased in five core destinations in The Pavilions at Las Vegas Market: Design (Design Lifestyle, Design Home), Discoveries: The Antique Vintage Marketplace, Gift, Handmade and Home. Notable lines include: Carter & Rose; Eangee; Mr. Ellie Pooh; Steve Parkes; Blomus/SKS USA; True Brands; Papyrus-Recycled Greetings; Melissa & Doug; Verona Prive Maison; and Huger Memories.

Events and Seminars:

• Sunday (Jan. 26)

Best of the West

3-4 p.m.

Join REstyleSOURCE and guest moderator Kelli Lamb, editor in chief of RUE Magazine, as they discuss West Coast "Life and Style" with a curated panel of influencers.

• Monday (Jan. 27)

First Look 2020

10-11 a.m.

Las Vegas Market product introductions will be cohesively presented in a fast-paced program geared to both retail and designer audiences. Along with best new-to-market products, First Look curator Julie Smith Vincenti will share a "Top 10" trends forecast with seminar attendees.