



Sachet Soirée

Thursday, January 21, 2016 6:00 - 8:00 pm Party with Greenleaf & Willowbrook. DJ, Dancing, Drinks, & Snacks.

Bridgewater Fri-Yay Celebration

Friday, January 22, 2016 6:00 - 8:00 pm Enjoy Treats from Pop Star Handcrafted Popsicles, Drinks, DJ, & Dancing. Celebrating 5 Million Meals provided to orphaned children!

4:00 - 5:30 pm In Showroom Artist Signing with Inspirations for Life Artist Caroline Simas.

Votivo First Look Friday

Friday, January 22, 2016 6:00 - 8:00 pm Caipirinha Lime Drinks & A First Look at What's New From Votivo!

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VOTIVO MACONETE GANGE SALTH CAPPENDIA JUNE

CALLING ALL SWEET GRACE FANS!

The Sweet Grace Collection from BRIDGEWATER CANDLE COMPANY brings you eight beautiful new ways to enjoy your favorite fragrance.



PACKAGING REFRESH!

GREENLEAF unveils new packaging featuring the striking patterns created by in-house artists.



Ne vib Will Sa Sp

◀ JOIN THE PARTY!

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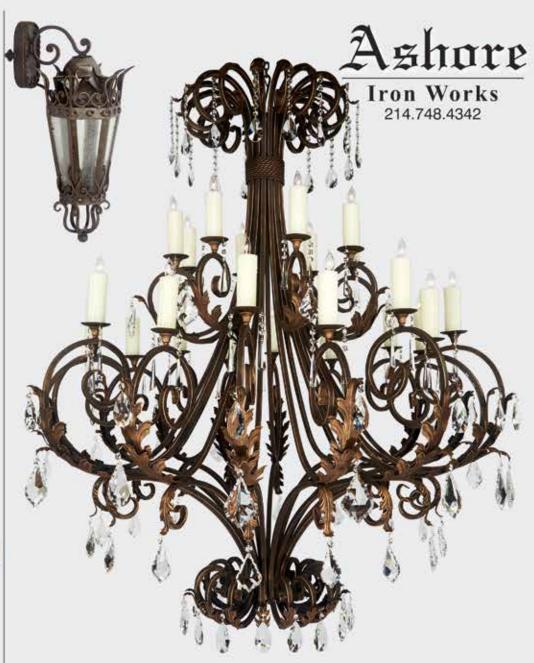
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Your go-to guide on what to see and do in the Big D. BY JESSICA DIXON

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ON THE COVER: GREEN CHANDELIER: Doris Sanders (WTC 555); ASSORTED BOTANICAL ARTWORK: Ivystone (WTC 236), Taylors on Ten (WTC 10010), Ultermost (WTC 1002); CACTUS AND STAR FRUIT VASES: Studio A (WTC 6078); LEAF TEXTURE POT AND WASE: Ivystone (WTC 236); GREEN LEAF CENTED RESONET. THE MIX (WTC 520); OVAL DINING TABLE AND CHARCOAL CHAIRS: Classic Home (WTC 530) // PHOTOGRAPHER: Molly Dickson; STYLIST: Amber Williams



"VERY IMPRESSIVE!"

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Julie Harrison, Graham, NC



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Market Calendar

DECEMBER 2015

7-8 1st Monday and Tuesday Mini-Market

JANUARY 2016

20-26	DALLAS TOTAL HOME & GIFT MARKET™					
20-26	Dallas Holiday & Home Expo					
20-26	Dallas Total Housewares & Gourmet Market					
20-24	Dallas Hospitality & Contract Design Show					
20-24	Lightovation: Dallas International					
	Lighting Show					
20-24	Dallas Temp Show					
27-30	Dallas Apparel & Accessories Market					
27-30	STRUT—Dallas Shoes					

FEBRUARY 2016

Dallas Men's Show

27-30 30-1

1-2 1st Monday and Tuesday Mini-Market

Dallas KidsWorld Market

MARCH 2016

- 7-8 1st Monday and Tuesday Mini-Market
 30-2 Dallas Apparel & Accessories Market/
 Dallas Total Home & Gift Market
 30-2 STRUT—Dallas Shoes
 30-2 Dallas Western Market
- **30-2** Dallas Total Housewares & Gourmet Market
- **30-2** Dallas KidsWorld Market

APRIL 2016

- 2-4 The One
- 4-5 1st Monday and Tuesday Mini-Market

MAY 2016

2-3 1st Monday and Tuesday Mini-Market



Visit our online Market Calendar at **dallasmarketcenter.com/markets** and be the first to know what's next

All dates are tentative and subject to change.





CINDY MORRIS
PRESIDENT & CEO, DALLAS MARKET CENTER

SAVVY CUSTOMERS

ITHOUT QUESTION, today's customers are savvy shoppers. They have listened and watched and clicked their way to vast information about design, style, pricing and delivery. They watch the more than 200 home shows available on HGTV, and they surf thousands of websites to look, learn and then like (or perhaps pin) their favorite ideas. What's a retailer to do? How can you keep pace, much less stay ahead?

In this edition of *Source*, we return to what has become a special focus for **DALLAS MARKET CENTER**: helping retailers find unique products. By unique products, I mean those home decor or gift items that stand out as one-of-a-kind. Perhaps they are artisanal, sourced locally, handcrafted, American made or vintage items that customers can't find elsewhere. The good news is, we have them all in Dallas.

Within these pages, and at January Market, look for a growing number of unique products and the compelling stories that accompany them. We are showcasing more unique products than in recent memory, and we're calling out a key trend that cuts across almost every category at market: products inspired by nature. Authentic materials and natural aesthetics have tremendous momentum in the marketplace. Think repurposed wood, minerals, seeds, blooms, insects and marine life.

A retailer accustomed to unique products and the "back to nature" trend is Mulhall's in Omaha, Nebraska. For more than 50 years, this family business has served the region with a landscaping company — then it added a garden center and plant production facility. You will be amazed at its story of sustained growth and keys to success across multiple generations.

Back in Dallas, we want to make sure you are motivated and ready to be inspired. We have expanded temps, the return of the American Made Show (in an updated space on the sixth floor), and new lines and new showrooms, including several just-opened housewares showrooms in the Trade Mart, the new Gabby and Orchids Casa showrooms on the fifth floor, and the Danish design company Bloomingville, debuting at the Ivystone showroom. I could go on and on, but the bottom line is that we look forward to seeing you soon and to helping you remain ahead of your savvy customers and your competition.



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Scene & Heard



New to Market:

The Gabby Showroom

HO YOU ARE often inspires how you live, and the new Gabby showroom (WTC 9028) embodies this sentiment by telling a story with its hand-crafted, one-of-a-kind furniture. The showroom, named after the founder's late grandmother, strives to create innovative products that change the way people think about furniture and lighting. The company is a leader in the

home-furnishings industry, designing eclectic pieces inspired by both classic and modern styles that are available in unique materials like vellum, rattan, bone and horn. Dallas Market Center is honored to welcome Gabby, a company that values the customer, the industry and impeccable quality and service.

A CUT ABOVE Gabby specializes in transitional furniture and accessories.



CALLING ALL DESIGNERS

DESIGN CAMPUS LIVE

— the popular education and networking event for interior designers, architects, and landscape architects — debuts in Dallas January 21-23. The three-day summit will be hosted by **& Kelli Ellis and** Lori Dennis, known for their work on HGTV. Bravo. NBC and numerous other media outlets, and will feature two days of learning and one day of showroom tours. Eleven expert speakers, including Bill Indursky, Evelyn Lee, Ghina Itani and Stephanie Chung, will take the stage at the Dallas Market Center and cover topics such as licensing, health-care design, architectural and landscape elements, and designing in the current economic climate. The event will conclude with a celebrity-guided tour of showrooms that will provide exclusive access to product designers and product introductions. For complete information, visit designcampuslive.com.



Scene & Heard



Lighting the Way

ITH A FRESH NEW NAME and an updated look, the twiceannual lighting trade event is illuminating the way for new leadership and innovation in the lighting industry. Its new moniker, **Lightovation**, reflects innovative lighting technology. The Dallas lighting marketplace, with more than one

million square feet, showcases hundreds of companies in residential and contract design lighting, ceiling fans and control mechanisms. The rebrand will take lighting in an exciting new direction this January.

GET YOUR GLOW ON Lightovation takes place January 20-24.



Find a Penny, Pick It Up

PENNIES ARE THOUGHT to be symbols of good luck — omens of hope, optimism and change. Such is the case for Laurie Libman-Wilson, founder of

STUDIO PENNY LANE.

Wilson, deeply affected by the hardships and passing of a close friend, was inspired to create Studio Penny Lane, which includes a vast collection of apothecary jars and glassware, jewelry, cards and journals, candles, handbags and more. Wilson's goal is to empower our youth to create positive change in their lives — to be their own lucky penny, so to speak. She asks that every time you see a penny, take a moment and acknowledge something you are grateful for, and know that during our challenging moments, there is someone grateful for you. Studio Penny Lane products are available in Portico Collection (WTC 631).





From Their Hands to Yours

The **American Made Show** is expanding its presence in Dallas, returning in January with a newly designed sixth-floor space to accommodate the numerous exhibitors displaying their artisan wares. The tradeshow is the nation's leading wholesale market for designer products handcrafted by studio artists from the United States and Canada.





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Scene & Heard



TAKE A CHIC SEAT Namuh's bench, available at Luxe Home Gallery, is an unexpected juxtaposition of materials.

Don't Miss: Luxe Home Gallery

Opening just in time for January's Total Home & Gift Market, Luxe Home Gallery on the first floor of the World Trade Center is the foremost location for unique, trend-focused luxury home products — from home decor and bedding to lighting and furniture.



A Place to Call Home

HOUSEWARE LINESWüsthof and
Le Creuset are

on the move, making their temporary gigs permanent just in time for January market. Wüsthof, known for its high-quality knives, and Le Creuset, recognized for its colorfully enameled cast-iron cookware, are joining the growing housewares neighborhood on the second floor of the Trade Mart. Dallas Market Center has become an active hub for the housewares industry, with its extensive rep groups and manufacturers attracting new resources from around the world.



AND THE AWARD GOES TO ...

THE ANNUAL ARTS AWARDS

honors the home industry's top manufacturers, retailers, designers and sales representatives from around the globe. This year's 27th edition of the black-tie gala will be held at the Hilton Anatole on Friday, January 22, during the Dallas Total Home & Gift Market. Honorees include Currey & Company's **Robert Currey**, who will receive the Academy of Achievement Award, and the **Tommy Mitchell Company.** which will receive this year's Rising Star Award.



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Scene & Heard

SHOP 'TIL YOU DROP: The newly expanded sixth-floor temps offer even more product now.



Bigger is Better

ith fewer walls and a lot more opportunity, the newly expanded sixth-floor temp area has been revamped to accommodate key new lines and products. The brand-new space is lighter and brighter, offers an attractive new layout

with multiple entry points, and creates a natural flow of foot traffic. The sixthfloor temps also now provide an opportunity to shop a curated assortment of home accessories, pillows, bedding, rugs, wall decor, accent furniture and portable lighting all in one chic place.

Danish Design in Dallas

THE IVYSTONE SHOWROOM (WTC 236) is proud to debut its newest line, **BLOOMINGVILLE**, at January market. Bloomingville got its start in 2000 and has grown into an international powerhouse. Headquartered in Denmark, Bloomingville prides itself on competitive pricing, dedicated quality and the highest level of customer service. Each piece is designed in-house and developed with the consumers' ever-changing home in mind. Bloomingville is Danish design combined with Nordic trends see for yourself in the Ivystone showroom.







Mix and Match

FASHION RESOURCES are stronger than ever. To help out, we are featuring women's fast fashion temps on 13 for the very first time. Following in the footsteps of Urban Outfitters, Francesca's and Anthropologie, Dallas buyers will now have the opportunity to discover new channels of revenue by mixing multiple categories within their stores. In addition to new resources on 13, fashion on 12 will present apparel and wearable gifts, like scarves and handbags. Cross-buying is in — are you missing out?





Coton Colors pieces allow collectors to create a relaxed, celebratory atmosphere in their homes, enhanced with the perfect touch of style. Never miss an opportunity to celebrate every day."

- Laura Johnson, founding artist & CEO









Finders Seekers

HERE CAN YOU FIND more of the new, the unique and the proven winners? In the temps. New for January: Fashion temps on WTC 13 (to complement the accents and wearable gifts on WTC 12); an expanded Home temps and larger American Made Show in an updated space on WTC 6; and new

luxury home goods at Luxe Home Gallery on WTC 1. Over in the Trade Mart atrium, you'll see even more design resources, plus housewares on TM 2. And, of course, Market Hall delivers immediate resources for gift, home, fashion and furniture, as well as the incredible vintage marketplace full of antique and repurposed finds.

A Temporary Head Start

PLAN AHEAD to make sure you **See every square foot** of the temps across the marketplace. Get a head start with design, housewares and luxury home, opening on Wednesday. Then, enjoy four days of can't-miss discoveries in seven locations.

January 2016 Dates and Times:

	Wed.	Thur.	Fri.	Sat.	Sun.
	Jan 20	Jan 21	Jan 22	Jan 23	Jan 24
TM 1 atrium	8:30 a.m.–				
Design (Juried)	6 p.m.	6 p.m.	7 p.m.	6 p.m.	6 p.m.
TM 2	8:30 a.m.–				
Housewares (TM 2331)	6 p.m.	6 p.m.	7 p.m.	6 p.m.	6 p.m.
WTC 1	8:30 a.m.–				
Luxury Home (Juried)	6 p.m.	6 p.m.	7 p.m.	6 p.m.	6 p.m.
WTC 6		8:30 a.m.–	8:30 a.m.–	8:30 a.m.–	8:30 a.m.–
Home Accents		6 p.m.	7 p.m.	6 p.m.	6 p.m.
WTC 12 WTC 13 Bath & Body, Fashion, Foodie, Gift, Handmade Accessories. Handmade Gift. Holiday. Floral & & Gift, Red Haute, Team Spirit, Women's Appar	8:30 a.m.–	8:30 a.m.–	8:30 a.m.–	8:30 a.m.–	
	6 p.m.	6 p.m.	6 p.m.	4 p.m.	
Market Hall Vintage Fashion & Home, Cash & Carr Boutique to Go	8:30 a.m.–	8:30 a.m.–	8:30 a.m.–	8:30 a.m.–	
	6 p.m.	6 p.m.	6 p.m.	4 p.m.	

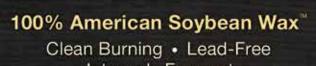


NEW TO MARKET: ORCHIDS CASA

SINCE 1986, Orchids has featured the unique, handcrafted textile designs of India — from embroidery to beading to stitch weave. Now, these products are becoming available in Dallas via the company's new division. Orchids America, which is debuting its **ORCHIDS CASA** showroom just in time for January market. At the heart of the company known for its high-quality yet affordably priced products is its founder, Deepa Jain, a designer who is internationally renowned for her decor expertise. She is the mastermind behind curating the Blue Room at Buckingham Palace, along with a European designer, and she also curated the King of Monaco's master bedroom and formal dining room. She has received numerous awards and accolades pertaining to her work in this industry. Orchids Casa has partnered with **Dann Foley** for its first licensed designer collaboration and to curate product lines with Jain. Foley's eye for quality brings passion, creativity and a new energy that is in sync with Orchids Casa's brand. Stop by to meet the team and see the gorgeous designs in WTC 597.

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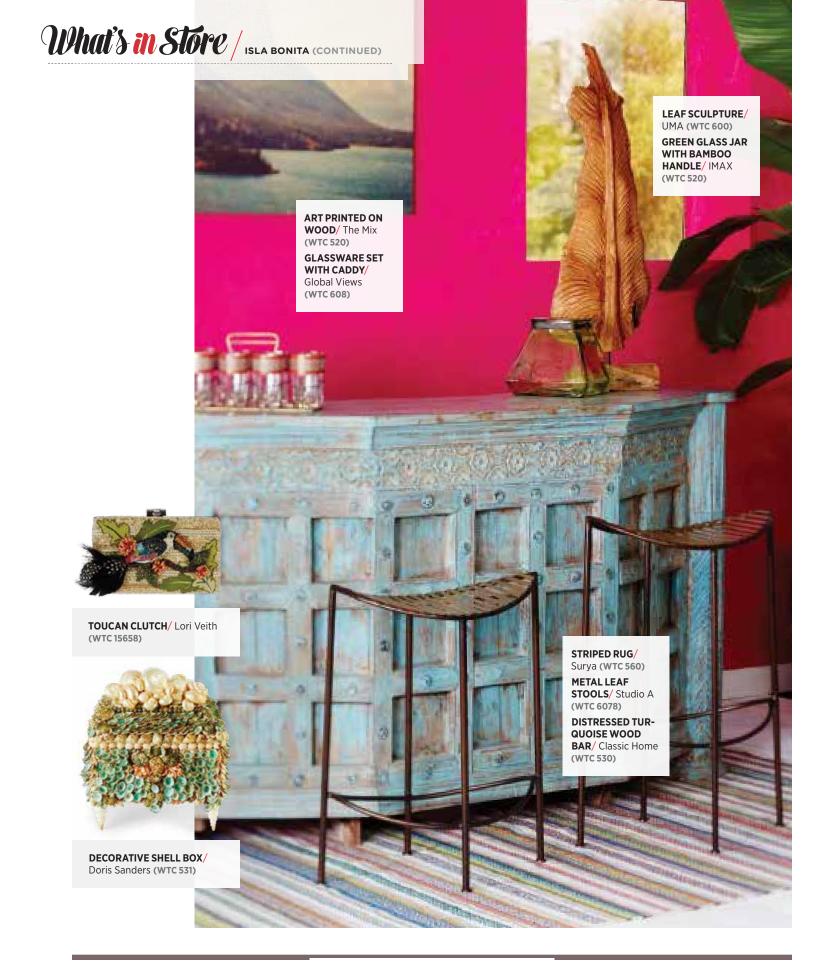
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VERONA PRIVÉ MAISON

WTC 11010

HEN FORMER fashion designer Verona Martinez opened her interiors showroom, Verona Privé Maison, in 2011, she started by making pillows, utilizing her extensive knowledge of fabrics and construction. Before long, she expanded not only her square footage, but her offerings as well, launching a collection of upholstered furnishings, tables and home accents. She traveled the world to learn about furniture styles and craftsmanship, visiting Italy, France and Asia for inspiration.

When the opportunity to purchase an onyx mine in Mexico landed in her lap, Martinez jumped at the chance. She had already been purchasing the stone from the same facility to fashion into dining, coffee and console tables, and she was confident that the onyx was the most exquisite in the world. Whereas most onyx is porous, the slabs excavated from this part of the world are much denser and more crystallized, the result of intense volcanic heat in the area.



Now, the semiprecious stone has become a signature of Martinez's design work, much of which is custom for her

It's made by God, by the earth ... Mother Earth gave us this beauty. clients. Whether homeowners want dinnerware, artwork or a dining room table — which alone can take 30 to 40 days to complete — nearly anything is possible, and in a surprisingly wide range of colors.

Best of all, Martinez says that not only is her stoneware nice to look at, it's good for you too. "Onyx is an amazing stone in terms of raising your feelings," she

WOOD ART Verona Privé Maison specializes in custom pieces like this table, made of 500-year-old wood.

says. "It's very healing."

Martinez utilizes other natural materials in her work, as well, from wood reclaimed from railroads in Mexico to the finest faux furs, which offer the comfort and warmth of real fur while remaining animal friendly. But stone has become a passion for the designer. To wit, her latest endeavor is a collection of fabrics emblazoned with stone patterns.

Though all of her pieces are undeniably striking, Martinez deflects much of the credit. "It's made by God, by the earth," she says. "Mother Earth gave us this beauty."

■ PHOTOGRAPHY BY CARTER ROSE

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Every home, from contemporary to traditional, draws a need for natural pieces.

ART ADDICTION

WTC 9016

RT ADDICTION was born out of frustration. In 1999, Suzen Heeley, then an interior designer, was having tremendous amounts of trouble finding beautiful, affordable art for her clients' homes. Her husband, Tino Grana, having come from a real estate background himself, didn't understand why there was such a dearth of options on the market - and why none of what was available was customizable for a homeowner's needs. It got Grana thinking.

One day, he picked up a camera and decided to start shooting. He looked to nature as his inspiration. "I noticed that there was so much untapped beauty in landscapes and seascapes, so I decided to photograph it so I could share my vision with others," he says.

Now, New York-based Art Addiction offers more than 10,000 photographs, from botanical and wildlife images to landscapes both rural and urban. Not only is there an image to suit any need, all of the photography — shot entirely by Grana - is completely customizable as well, with the size, color and material capable of being tailored to best enhance any space. Though he offers canvas reproductions of his work, Tino's specialty is his Lex finish — images that are laminated onto an acrylic substrate.

His in-house production studio enables him to meet the highest quality standards — and keep his prices down. In fact, Grana says Art Addiction's prices haven't gone up since its founding more than 15 years ago. Part of the motivation behind that decision is simply to make it possible for every homeowner to bring a piece of Mother Nature into his or her home.

"I think every home, from contemporary to traditional, draws a need for natural pieces," he says.

SURYA 2

WTC 560

EYOND SIMPLY show-casing its beauty, perhaps the greatest way for a company to honor nature is to preserve and protect it. That's the mission of Surya, a rug, accessories and home-furnishings wholesaler founded 40 years

ASK THE EXPERTS

Q: Where do you most like to travel for inspiration?

A: My favorite place on the entire earth is Indonesia, because the architecture is so incredible. I get the most simple details and incorporate them into my furniture. The form, the curves, the comfort.

-VERONA MARTINEZ

Q: Besides photography, what are a few of your favorite ways to bring the great outdoors into the home?
A: Natural wood elements — tables, chairs, ornaments, etc. Also, agates and marble.
There are endless amounts of natural elements out there that complement any home.

-TINO GRANA

Q: What inspires you?

A: There's nothing more inspirational than nature. I like to hike, walk, go to parks. I'm also inspired by archives of fabrics. People over time have passed on their passion through writing, through stories — and also through textile. Textile is my way of speaking to someone 100 years ago.

-SATYA TIWARI

DETROIT

Peacock Park Design

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SHOWROOM SPOTLIGHT / Q&A







ago by Surya Tiwari in Northern India. Surya's son, Satya Tiwari — now the Calhoun, Georgia-based president of the company — explains the thinking behind his company's environmentally friendly mindset.

"We're not doing this because there's a law in the U.S. that says you've got to meet a certain standard," he says. "A lot of companies try to follow all the legal guidelines, but beyond the legal guidelines are the moral guidelines. ... We live in this world. We'll have kids. Our kids will have kids. So we want to make sure that in every part of our organization, we're being a very sustainable, contributing member to the world."

To that end, Surya uses materials and processes that are easy on the earth. For their top-selling rugs, for example, they utilize replenishable wool and eco-friendly dyes. But it goes beyond simply the products themselves, Satya stresses.

"A lot of people do something good in one area but negate it somewhere else. Our goal is to be holistic," he says. "Where possible, we try to do minimal packaging.

[We pay attention to] how

we source our raw materials, making sure the partners we source all our materials from are also following industry standards. We may choose to ship something in a slow-moving container, which doesn't burn a lot of gas. ... In every decision, we try to make sure it's not just about the money. We want to get a good return, but we're asking more questions than just, 'Is this the cheapest way to go?'"

Satya says that the reception to their environmental stewardship has been an overwhelmingly positive one. Not only was his company awarded a Global Goodness Award, an honor bestowed upon corporations that have shown a strong commitment to sustainability and social responsibility, but sales have continued to grow. Satya believes that's due in part to overall attitudes today.

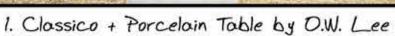
"In a world of processed food and processed air and processed homes, we're going back to simplicity," he says. "The idea is: How do we bring nature into the home? If you surround yourself with [things that are] more natural, you will become more natural, and you'll live a better life."



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Open Monday - Friday: 9:00am - 4:00pm





VER SINCE

the cave dweller took a discerning

eye to fallen trees, hunks of rock, blooming things, and abundant creatures of sea and land, nature has been a constant companion in our homes. Fast forward millennia, and today's interiors are a veritable jungle of intriguing elements both inspired by and imported directly from nature.

Dallas Market Center showrooms are replete with furniture, case goods and accessories for the home that evoke the great outdoors in new ways. Manufacturers are touting eco-responsible practices and safe harvesting, while buyers are moving away from seeing modernism as cold and flat, instead warming up their selections. "They want the aesthetic touch of something real," says Georgina Weddell, principal of the 19-year-old **IN-DETAIL** showroom. She says she's seeing more grain, more







FLORA, FAUNA, FAB Left: A tableau from Global Views artfully recreates natural motifs. Above: Fir sideboard by Noir, at In-Detail.

stained-wood tones and more authentic materials, such as stone and petrifiedwood accent pieces, as well as organic rug materials like cotton and jute.

A stroll through Weddell's showroom (WTC 500) brings you face to face with lamps covered in porcupine quills or festooned with agate pendants. Speaking of agate, check it out as a pillow accent, a glamorous tieback or a blown-up pixelated framed photo. You'll see whalebone table sculptures, ceramic faux bois accent tables and fanciful, oversized brass insects from a variety of vendors, including Arteriors and Loloi. And those are just the accessories: The commanding New York sideboard by Noir is covered with chunks of reclaimed fir and offers functionality with interior shelving and a smooth top for displaying art, a buffet or both. Another trend Weddell says she is seeing is framed art that embraces the natural world, such







as landscapes and watercolors in a palette of earth and sky. Also on the walls: depicting nature via wallpaper, i.e., palm fronds, silhouettes of trees and large-scale motifs as wallpaper panels. Whether you're outfitting a mid-century room, freshening up traditional decor, or defining spaces in an airy loft, Mother Nature is lending a hand. "Nothing beats that soothing feeling you get when you bring nature in," Weddell says.

HOUGHT ABOUT coconut shells lately? We hadn't either, that is until we stopped by **PALECEK** (WTC 515). The California-based company has an affinity for nature in its DNA, having gotten its start more than 40 years ago in seagrass and rattan baskets. The Dallas showroom abounds with creative interpretations of renewable materials. About those coconut shells: hand-cut, bleached coconut wood is fashioned into petal forms, framed in acrylic and voilà – wall decor. Capiz shells become chandeliers, bowls, urns and vases. You want more? How about pen lip, black tab or tortoise shells? All are on offer here. An increasingly important focus for the showroom is legally harvested petrified wood. With its solid feel and unique look, it's the perfect choice when you're not sure whether to go with stone, metal or wood but need something unusual to fit in a tough space. Think bookends, obelisks, mounted table stands and nesting coffee tables in trios, such as





TRINKETS, BAUBLES AND MORE

DOES HOME DESIGN

follow fashion, fashion chase home design, or do they each leave the other to interpret consumer trends? In addition to the myriad outdoorinspired interpretations found in the home furnishings showrooms, jewelry and gift showrooms are making a nod to Mother Nature as well.

Scott McCartnev. Sales Director and Co-Owner of CRAIG CLO-VIS showroom (WTC 13325), notes that while the great outdoors is an ever-present inspiration in his showroom, the trend intensified at the fall shows and in early spring. "We saw that nature, ivy and lace, and the whole surreal nature

pattern, was going to be a big focus for next year."

In particular, five jewelry designers are incorporating nature into their works, he says:

1 SARAH CAVENDER

creates mesh flowers, leaves and insects from brass wire screening, as well as knitted-mesh rose belts and necklaces.

Dairy-farmer-turnedjeweler **DEAN DAVIDSON** has fashioned rings with many of the stones used in today's home accents. Castle rings feature rectangular stones elevated on prongs for an architectural effect.

HAZEN JEWELRY

founded by SMU alum Taylor Miller, makes liberal use of coral, red

jasper and turquoise. "She's been making jewelry since she was 12. She's a great fit for us and does a lot of what we're look for, such as big, natural gemstones. It's an absolutely beautiful line," McCartney says.

KESHI PEARLS by

Andrea Barnett uses colors of sea and sky in delicate earrings, as well as keshi pearls, which are known for their flat shape.

2 PATRICE JEWELRY fa-

vors pieces with animals, sea life and insects. "So much about her color palette is so strong and so bright and vivid," McCartney says.







GILDED AGE

Left: Global Views brings a touch of glamour to a nature-inspired floor lamp, Below: In-Detail embellishes accent pieces with agate for a bejeweled effect.







the sleek Waterfall or the more amorphous Lava set. And when you want to go bold, the Giselle collection features hand-cut pieces set to a mosaic pattern on a welded, wrought-iron base in a distressed gold-tone finish. Far from cookie cutter, the Giselle tables and mirror look equally at home in the city, suburb or country and blend with a variety of decor while asserting their extroverted personalities.

Also coming alive under the skilled artisans' hands at Palecek are driftwood bowls and sculptures, including a fish and a horse head, complete with mane flying. Rattan wraps around mirrors, trims trays, and goes open-weave on tables, wall decor, chairs and chandeliers. The ever-versatile classic material clings tightly to swivel chairs and stools or morphs into herringbone in the elegant Portofino chair for the brand's Pierce Martin collection. And not to be outdone by trendy newcomers like coconut and petrified wood, coral is still showing strong, with mirrors framed in bleached white coral, and specimens ranging from sturdy lettuce shapes to delicate filaments mounted on stands or encased in bell jars.

PSTAIRS FROM neighbors In-Detail and Palecek, GLOBAL VIEWS, (WTC 608), uses the great indoors as a portal to the great outdoors. The 18-year-old company's artists incorporate natural motifs into distinctive modern accessories and furnish-ings. Throughout the showroom, as well as the sibling, STUDIO | A, (WTC 6078), you are only as far from nature as the next delightful take on a seed, a branch, a tree, wildlife, marine life wherever your inner Audubon may lead you. The company has 2,500 active products, including licensed collections by Barbara Barry, Julia Buckingham, Dwell Studio, MCFChan and Williamsburg.

Consider the Branch cabinet, a sculpture within a console. No subtlety here: Rather than peek out sedately from the



bottom of the cabinet, cast aluminum branches flow boldly and irregularly across the three doors, serving as both legs and pulls. Limelight-seeking rugs scream "Look at me!" in patterns like an oversized coral in hand-tufted wool, or a wood-grain pattern just begging for a glass-top table, the better to show off its striking lines.

When it comes to fauna, the company delivers a menagerie of elephants, giraffes, rhinos and horses in bright

gold, white and silver. Creeping things — lizards, snakes, snails and lumbering tortoises — find their way to boxes, bookends, bowls and vases. Seagulls in brass and matte-black flock against the walls, while sea stars and sea urchins lend their spiky shapes to underserved corners of bookshelves or coffee tables. Whimsical wishbones, arty origami cranes, penguin pairs, stick bulls and more are reminders that nature whispers and roars, even through the most

inanimate of objects.

On the flora side, twigs become a brass pendant, a wall sconce, wall pieces finished in nickel — even a mini table with an aged-bronze finish. Poppy pods, beautifully bereft of their flowers, are grouped in an iron trio for a profusion of gold stems. Musings on whether the real things are legal or merely innocent blooms perfect for a spring bouquet don't matter. We're talking art here, and good art is provocative. End of discussion.



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TRADITION TRADITION

Landscape

company and

garden center

MULHALL'S

is a 57-year-old

business making

its way

into the future.



BY LIZ JOHNSTONE





S A YOUNG MAN growing up on a 40-acre farm in County Wick-

low, Ireland, it's unlikely that John Mulhall anticipated that his life would lead him to Omaha, Nebraska — or that the business he would start, Mulhall's, would thrive for more than 57 years. Or perhaps it was the most natural thing that could have happened.

John began studying horticulture in 1947 after working for years in a nursery. He became the superintendent of the grounds of the U.S. Embassy in Dublin, caring for 82 acres of gardens, including a glassed-in acre where exotic plants flourished. He met his wife, Maureen, at the embassy. She was the head cook. As it happened, the then-ambassador to Ireland was from Omaha, and



he convinced the Mulhalls that it was an ideal place to make their lives. So, the Mulhalls got on a boat and emigrated to Nebraska. John worked first with the Omaha Parks Department, then became the groundskeeper of Creighton University. In 1957, while still working full-time at Creighton, John started Mulhall's Landscaping and Lawn Service out of the family's garage. His wife kept the books. Business grew steadily, and they left the garage in 1966 for a

.75-acre spot.

"I think my grandfather was very much a salesman," says Mick Mulhall, who manages the garden center today. "My grandfather was literally as Irish a person as you could imagine. He played the accordion in a band [that he started] ... he got thrown out because he was too opinionated. He had this crazy hair, this accent that, unless you grew up with it, you probably would have a hard time understanding. So, I think that really



helped him pick up speed."

In 1974, Mulhall's moved to its current location, eventually adding a whopping 150 acres for nursery production, in addition to a 25-acre full-service garden center. Mick's father, Sean, and uncle, Dan, joined the business in 1983 and 1984, respectively, and reinvested money that they had saved into general improvements to the store, as well as the additional acres of land.

Despite its growth, the company,

which started as a true family business, is hyperlocal and still familyowned. Mick, who manages the garden center while his father and uncle man"We look for products that are beautiful, natural and authentic."

age landscaping and plant production, is third generation. But, he says, there was no pressure to join them. "It was always a part of our lives, but it was always understood that this was not something that was intended for us to do. It was expected that you would work somewhere else first," Mick says, noting that his father had worked at General Electric before joining Mulhall's.

Today, the company is comprised of three main divisions: a retail garden center, a landscaping company and plant-production facilities. The garden center sells outdoor plants, shrubs and perennials, plus seasonal color, and they grow in every class they sell. There's also an extensive selection of indoor house plants, which includes everything from tropical foliage to orchids and succulents; a flower-arranging service that turns out lovely bouquets and table displays for weddings and the like; and a vast selection of nature-inspired home decor and gifts.

THE NEW GENERATION

Unlike his grandfather and his uncle, Mick did not grow up on a farm. But he did grow up in the garden center. He worked on landscaping crews and in the store selling trees as a kid. When it came time for college, he chose Notre Dame.



CACTI AND SUCCULENTS are one solution, but here are Mick Mulhall's **FOUR OUTSIDE-THE-BOX TIPS** to bring a touch of the outdoors inside the home.

AIR PLANTS/

Tillandsia, or, air plants, can be a bit tricky — but the payoff is huge. These are plants that don't need soil to grow, so you can arrange them in glass baubles for an elegant hanging arrangement, or arrange them in a splendid table display.

SILK FLOWERS AND PLANTS

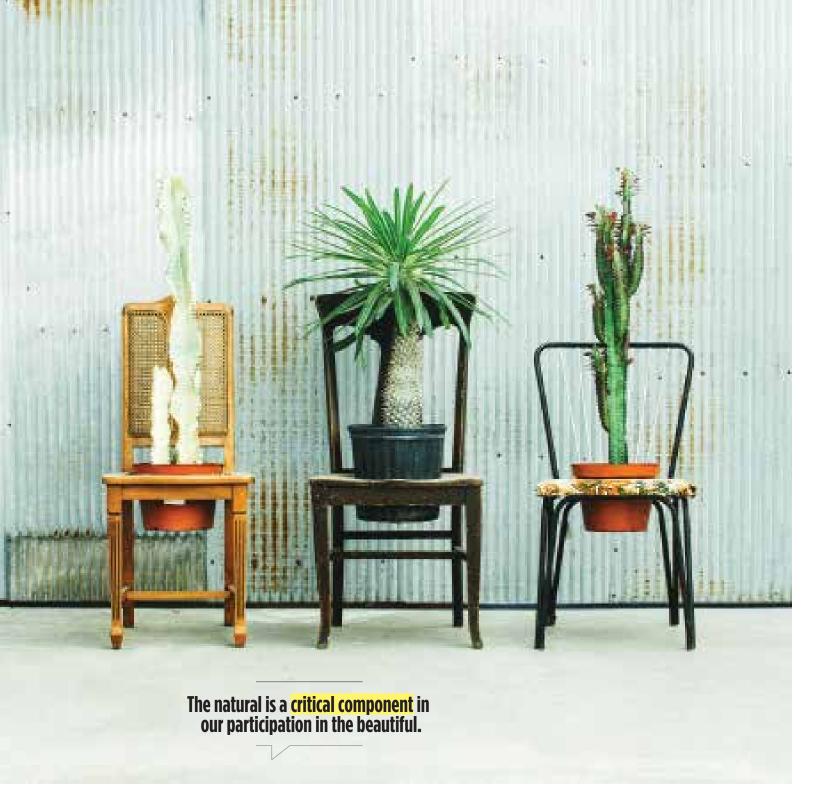
Choose high-quality silk flowers for a chic arrangement that won't fade, or try adding a tasteful shrub or plant for low-maintenance interior decor.

FIDDLE-LEAF FIGS/

Mick calls these tall plants with fiddle-shaped, waxy green leaves the coolest objects he's seen in his life. They look great tucked into corners, but beware: They need lots of bright sunlight.

NATURE-INSPIRED PRODUCTS/

Complement a home's comfortable, outdoorsy vibe with objects that take their cue from Mother Nature, i.e., petrified wood bookends, all-natural bamboo speakers, geode coasters and the like.



During his sophomore year of school, he decided that he wanted to join his father and uncle and talked to his family about the best path. At first, the idea was that he would study landscape architecture: He'd work in a firm for some time, learn the business, and then come in as an architect in the landscaping division

before eventually moving over to the retail side. But the business was evolving, and there were increasing competitive pressures in the home and garden space. So Mick became a liberal studies student instead, taking advantage of Notre Dame's Great Books program.

"Insofar as it teaches critical thinking,

it has everything to do with what I do now. But was it horticulture? Not at all," Mick says. After graduation, he worked for his family's business from afar. He also took a job at a garden center that he admired in Newport Beach, California, called Roger's Gardens. But in 2013, he went back to Omaha, ready to dive in

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INSTA GREEN

FOR GARDEN

inspiration and a touch of nature on social media. follow the company on Instagram at @mulhalls.















as his family's company embarked on a strategic shift. "I think that we were all very excited to put our heads down and try to figure out a better way to do this and try to find a new competitive position," Mick says.

A GREEN FUTURE

Mick's grandmother, Maureen, is 93. "She makes monthly inspections," Mick jokes. "No, she comes into the store every once in a while, says we have too much inventory and says she doesn't know how we sleep at night."

For the Mulhall's of today, plants are very important. They're just not as important as they were. Once, plants were 90 to 100 percent of their business. Then, those percentages dipped a bit, becoming 70 to 80 percent of the business. Today, Mick says, plants are 52 percent of Mulhall's business. Decor is 48 percent. But this split has proved a bit of a doubleedged sword. Broadening the company's decor division has meant diving into the competitive waters with low-cost providers like SuperTarget and more

> regional chains, as well as with retailers like Anthropologie, J. Crew and Pottery

Barn. Meanwhile, Mulhall's dominance in the greenhouse and hardy plants division has been threatened over the past 20 years as big-box stores like Home Depot, Lowe's and Wal-Mart entered the market.

Mick believes that success is dependent upon continuing to think hard about Mulhall's value proposition — providing products they believe in at fair prices — and understanding it in light of these new competitive pressures. But just as it was in the beginning, when John Mulhall started his landscaping business out of his garage, everything the company does is inspired by nature. Tapping independent craftspeople for items like candles and potpourri is just one of their sustainable business practices.

"We look for products that are beautiful, natural and authentic. And I think that's largely informed by our landscaping," Mick says. "At the highest level, the real value that we provide is making this city and the surrounding area a more beautiful place to live by installing and providing products that contribute to that. And we think that the natural is a critical component in our participation in the beautiful." (

For more information on Mulhall's, visit *mulhalls.com*.





Dallas Temp Show Preview January 20-24, 2016





△ ALEXANDER TARON / WTC 12-5300-HF



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BINDAH / TM 1-735-DS



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BOHEMIAN COWGIRL / MHMH 7342-B2G



BLING-A-GOGO / WTC 12-3207-FS



○ BOMBSHELL BETTY /



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ODINNERPARTY / MHNH 5000-VH



O DEBORAH RHODES /

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WTC 6-500-HM

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JEWELRY WTC 12-4408-FS



EASEL / WTC 13-600-WA

FARM & FACTORY

INTERIOR / MHNM-5017-VH



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WTC 13-506-WA

FAUX DESIGNS

WTC 12-1601-PG

○ HEARTLAND



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GROMMET WHOLESALE,

THE WTC 12-2401-GT



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WTC 12-1519-KD



INDUSTRIAL AGE ANTIQUES / MHNH 5132-VH



Pallas Temp Show Preview

January 20-24, 2016

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FRAGRANCE WTC 12-1912-BB

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NATURALS WTC 12-2618-GT

O HONEY HOUSE

△ JANET BASKET / WTC 12-2818-GT



A JAY JAYSONS / WTC 12-2520-GT



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WTC 12-5207-HMF



OLOREN HOPE / WTC 12-4013-RH

LISTINGS KEY

BUILDINGS:

WORLD TRADE CENTER TRADE MART MARKET HALL, MAIN HALL MARKET HALL, NORTH HALL

TEMP CATEGORY CODE:



B2G BOUTIQUE 2GO
BB BATH & BODY
CC CASH & CARRY
DS DESIGN
FD FOODIE
FN FURNITURE
FS FASHION
GO GARDEN/
OUTDOOR

HANDMADE
FASHION &
ACCESSORIES
HANDMADE GIFT
HOME
PAPER
RED HAUTE
TEAM SPIRIT
VINTAGE
FASHION
VINTAGE HOME



LISE VINTAGE LIGHTING / MHNH 5233-VH



LIZZY JAMES / WTC 12-5107-HMF



LOP RUSTIC & VINTAGE DECOR / MHNH 5363-FN

Dallas Temp Show Preview January 20-24, 2016



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NASHVILLE WRAPS / WTC 12-2805-GT



NEST FRAGRANCES / TM 1-818-DS



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WTC 12-5100-HMG

NIVEN MORGAN / TM 1-628-DS



NOMONET / WTC 12-5106-HMG



OBSIDIAN / MHMH 6902-CC



OLIVIA RIEGEL / TM 1-600-DS



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PASSION /



PILLOW BAR, THE / TM 1-734-DS





POTTERY EXPRESS / WTC 12-1110-GO



ONE UP BANDS / WTC 12-2709-GT



PRAIRIE DANCE / WTC 12-5101-HMG

PROESSIONALS, THE /



PRECIOUS LITTLE TOT WTC 12-1509-KD



R CINCO RANCH /



RECLAIM RENEW / MHNH 5249-VH



PRIMAL ELEMENTS / WTC 12-1802-BB



RECLAIM RENEW / MHNH 5348-FN



PRINTABLE WISDOM / WTC 12-1609-PG

TM 1-708-DS



MHMH 6707-CC

RINSE /



PS121 JEWELRY /

MHNH 5248-VF

ROBIN GOODFELLOW DESIGNS / WTC 12-4005-RH



RODEO ROYALTY / MHNH 5081-VH





WTC 12-1709-BB



RENEE C. / WTC 13-304-WA



SALACIA SALTS / WTC 12-1913-BB



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SKIP 2 MY LOU / MHNH 5121-VF



January 20-24, 2016



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SOFTIES BY PADDI MURPHY / WTC 12-3907-FS



SOPHISTICATED STYLE WTC 12-3102-FS



SPIRIT JERSEY / WTC 12-4200-FS



STASH STYLE / MHNH 5302-VF



STORE SUPPLY WAREHOUSE WTC 12-2826-GT MHMH 7334-CC



SUNRISE USA TRADING



SWEET GUMBALL / TM 1-622-DS



SWEN / WTC 12-1209-GO



TAMMY AUTHER MHNH 5123-VF



SHE & SKY / WTC 13-400-WA



WTC 12-3716-FS



VICKI KUTNER / WTC 12-3709-FS



THE JEWELRY JUNKIE

VINTAGE PEARL / WTC 12-5008-HMF



TIMBER BAY HOME &

VINTAGE ROSE WRAPS MHNH 5220-VF





YOUR QUEEN BEAD / WTC 12-5009-HMG



TULA HATS / WTC 12-4509-HMF

TEXAS LEATHER MFG /



VINTAGE STUDIOS / MHNH 5243-VH



WILD & WOLF / TM 1-819-DS



wishList / WTC 13-300-WA



LISTINGS KEY

BUILDINGS:

TM 1-616-DS

WORLD TRADE CENTER TRADE MART MARKET HALL, MAIN HALL MARKET HALL, NORTH HALL

TEMP CATEGORY CODE:

B2G BOUTIQUE 2GO
BB BATH & BODY
CC CASH & CARRY

CASH & CAR
DESIGN
FOODIE
FURNITURE
FASHION
GARDEN/
OUTDOOR

FASHION & ACCESSORIES HANDMADE GIFT HOME

with chef Nathan Tate; Rapscallion's

popular Yard Bird (inset).



Best in Town

Your GO-TO GUIDE on

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EYOND THE EXOTIC WARES of Dallas Market Center, a city beckons. From top-rated museums, award-winning restaurants, one supercool retro bowling alley and a newly updated Farmer's Market, well, we highly suggest you spend some time exploring all that Dallas offers.

EAT & DRINK

RAPSCALLION

DISTANCE FROM DMC: 4.5 miles

Bradley and Brooks Anderson, the sibling proprietors of beloved Bishop Arts eatery Boulevardier,

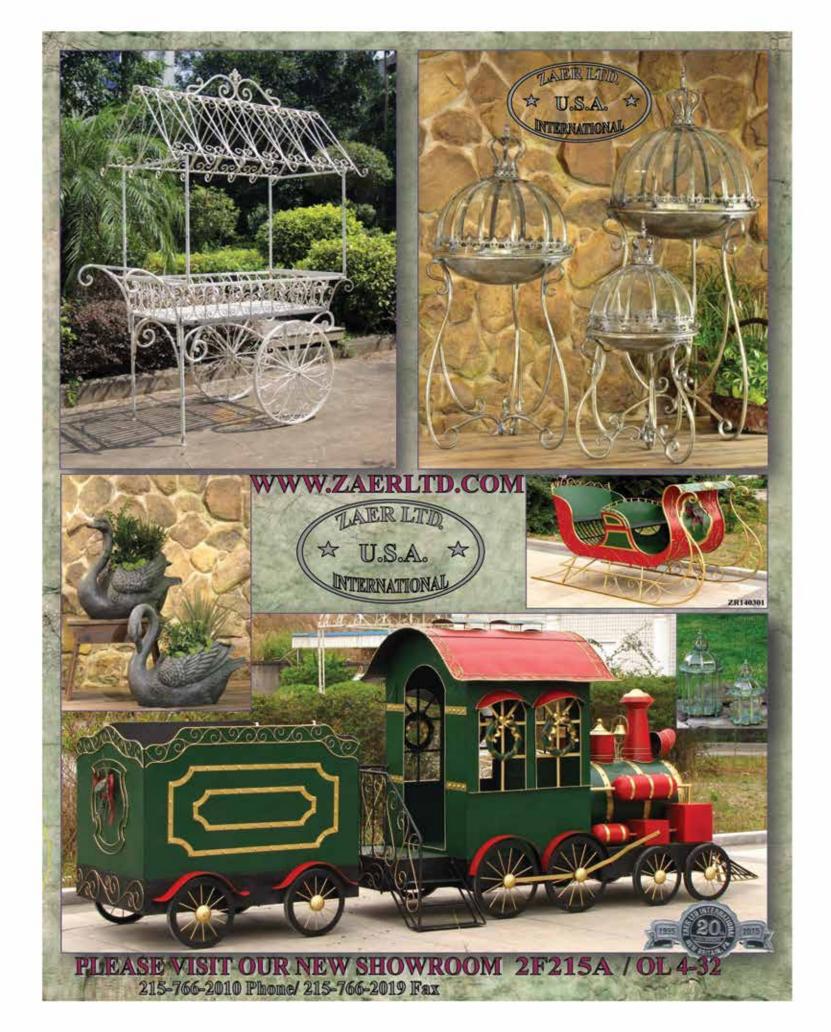
opened this neighborhood bistro to rave reviews in July in the booming Lower Greenville district. The star of the Southern-inspired menu is the "yard bird" — available in rotisserie or Nashville-style fried form — along with inventive cocktails and a sizable wine list. *dallasrapscallion.com*

UCH

DISTANCE FROM DMC: 2 miles

Austin favorite Uchi made its way north this summer and was instantly inundated with the who's who of Dallas, ready to sample the innovative Japanese cuisine of Chef/Owner and James Beard Award recipient Tyson Cole. (About those crowds:

■ PHOTOGRAPHY BY KEVIN MARPLE



DESTINATION DAILAS

Make a reservation early, or be prepared to wait more than an hour for a table.) Sample shareable plates and sushi featuring surprising combinations. *uchirestaurants.com*

EL BOLERO

DISTANCE FROM DMC: 1 mile

El Bolero is the latest addition to the increasingly all-star roster of restaurants infiltrating the Design District. This Mexican outpost serves up tasty tacos and fresh ceviches in a gorgeously outfitted dining room with a lively atmosphere. The chile relleno is also a standout. *elboleromexican.com*

REMEDY 2

DISTANCE FROM DMC: 5 miles

If you long for the days of soda-fountain yore, slip into a booth at Remedy. This Lower Greenville brunch, lunch and dinner spot serves vintage favorites with culinary twists (think fried bologna

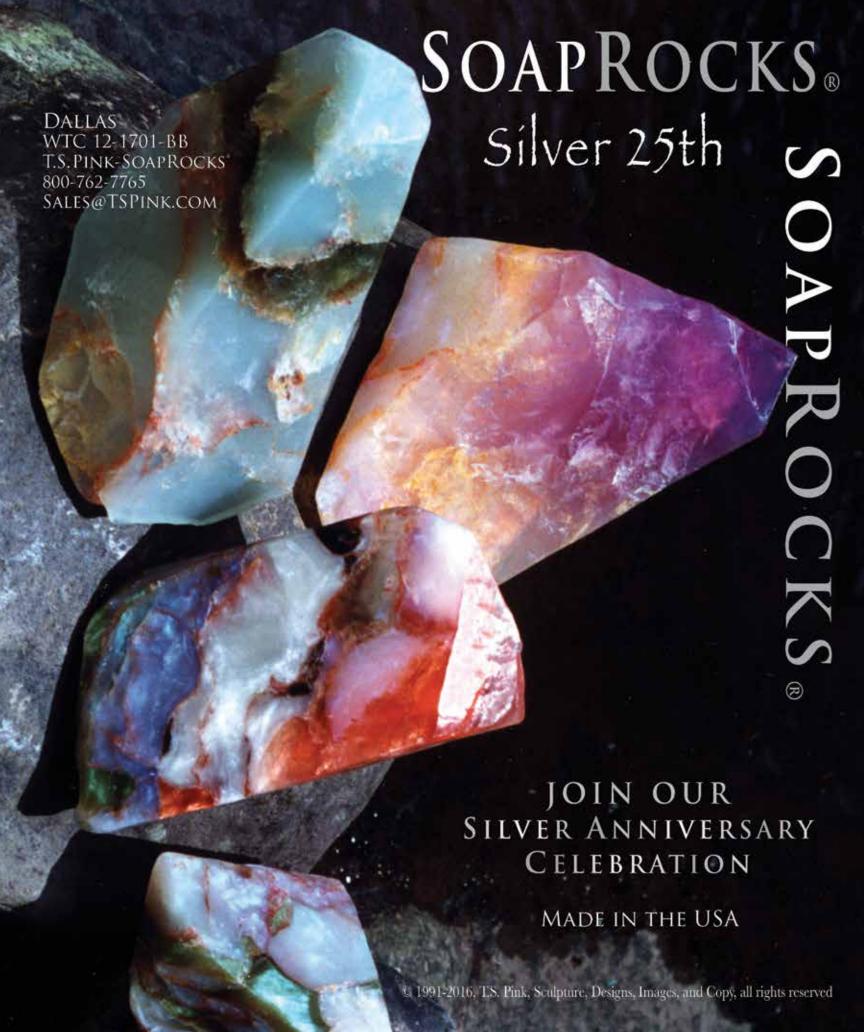




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DESTINATION DALLAS



sandwich made with Akaushi beef and Duroc pork), a rotating selection of mouthwatering pies by the slice, seasonal sodas and a variety of loaded ice-cream sundaes. remedydallas.com

SMALL BREWPUB 3

DISTANCE FROM DMC: 5 miles

This laid-back brewpub in hip Oak Cliff had been quietly making a name for itself as a go-to spot for elevated bar food and craft beers. But when it made *Bon Appetit's* list of the 50 best new restaurants in America, diners took notice. Try the lamb tartare or beef belly, then wash it all down with a seasonal, madein-house beer.

GRANGE HALL

smallbrewpub.com

DISTANCE FROM DMC: 3 miles

Renowned in the design community for its beautifully macabre collection of home accents, unique floral arrangements and onsite apothecary, Grange Hall made lunchtime a little more interesting when it launched an adjoining restaurant earlier

this year. Not surprisingly, every detail is painstakingly thought over, from the industrial-glam decor to the delectable, artfully presented dishes.

ufgrangehall.com

DO

DALLAS FARMERS MARKET

DISTANCE FROM DMC: 4 miles

Located on the outskirts of downtown, the Dallas Farmers Market has been undergoing a complete overhaul in recent years. Last August saw the unveiling of The Shed, where 150-plus area producers proffer their farm-fresh fruit and vegetables. This fall, the latest phase in the DFM's face-lift made its debut: The Market, a 26,000-square-foot space featuring restaurants, a coffee shop and specialty foods vendors.

dallasfarmersmarket.org

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GEORGE W. BUSH PRESIDENTIAL LIBRARY & MUSEUM

DISTANCE FROM DMC: 7 miles

The impressive facility lends a historical look at George W. Bush's life and time in office, with hundreds of artifacts on display in the 14,000-squarefoot gallery. The museum's grounds, located on the scenic SMU campus, contain a 15-acre park featuring native Texas grasses and flowers, as well as a Texas Rose Garden. georgewbushlibrary.smu.edu

BOWLOUNGE

DISTANCE FROM DMC: 1 mile

Shed your shoes and take a load off at this vintage-style bowling alley and lounge, located in the Design District. Between games, grab a bite to eat on one of two large patios or enjoy a drink at the bar, which is crafted from an old bowling lane. The Big Lebowski-inspired cocktail menu features libations with names like The Dude and Donnie's Element. bowlounge.com

PEROT MUSEUM OF NATURE AND SCIENCE

DISTANCE FROM DMC: 2 miles

Covering everything from dinosaurs to sports science in four floors of interactive, educational fun, the Perot Museum is a favorite of locals and visitors alike. But for adults looking to escape the throngs of field-trippers that populate it daily, check out one of the after-hours Social Science events aimed solely at adults, or the Late Night programs, held every first Thursday of the month from 7 to 9 p.m. perotmuseum.org

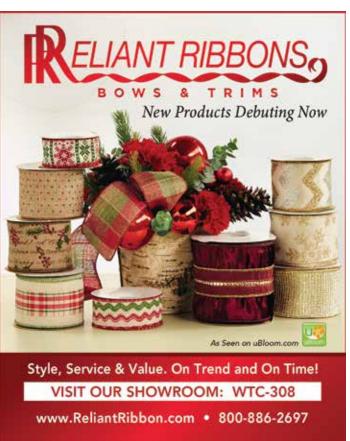
SET & CO.

DISTANCE FROM DMC: 5 miles

This couture kitchenaccessories store was the brainchild of California transplants Jennifer Littke (who formerly worked under designer Rose Tarlow) and her husband. Adam. The artisanal tabletop pieces and culinary tools in their airy Oak Cliff shop — from hardto-find lines like Caroline Z Hurley, Sawkille and Hannd – seem almost too beautiful to use. But the Littkes only source items that are as functional as they are fashionable. setandco.com









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