

# Home Textiles <sup>Today</sup>

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## Springs Global Teams with Designer Sami Hayek

**NEW YORK** — On the heels of its Diane Von Furstenberg launch earlier this summer, Springs Global announced another ambitious designer partnership that will take it into multiple home categories beyond textiles as well as into branded retail stores and e-commerce in the U.S. and abroad.

In conjunction with environmental designer Sami Hayek, Springs will launch Espacio LLC — a design company that will create multi-channel home furnishings collections, beginning with a curated collection of decorative essentials featuring furniture, upholstered items,

lighting and accessories. The inaugural collection will be available fall/winter 2011.

Hayek operates a design studio in Hollywood. In addition to furniture, he has designed parks in Honduras and environmentally conscious low- and middle-income housing in Tijuana, Mexico. In 2008, he created a line of back-to-school bedding for Target.

“Our brand will utilize local artisans and their materials and skills. The partnership with Springs Global will reshape the spaces we live in,” said Hayek, who will serve as  
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## Home Still a Leader at Big Lots

**COLUMBUS, OHIO** — Although many retailers say business in discretionary categories remains wobbly, such was not the case at Big Lots during the second quarter.

“Across retail, it appeared consumers were more cautious during the June/July time frame. However, it was very interesting to see that the discretionary categories and the higher ticket goods seemed to be the most appealing areas of our stores in the second quarter,” said Steve Fishman, chairman, ceo and president of the 1,370-store off-pricer.

Furniture, home and season-

al led the way, he added.

Big Lots plans to extend its Think Extreme Value campaign into the holiday season, with television commercials set to start running in November. Christmas will be built around key items, with home and seasonal expected to be strong performers, said Fishman.

The company also has ample open-to-buy set aside for the third and fourth quarters for close-outs, he said.

“I believe we’re better positioned for fall and Christmas than at any other time in the five years since I’ve been running this  
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## Vera Wang Bedding to Debut at Bloomingdale’s

BY CAROLE SLOAN

**NEW YORK** — A new Vera Wang decorative bedding collection from Revman will launch in September as an exclusive with Bloomingdale’s, part of the retailer’s celebration of 20 years of relationship with the celebrated

fashion designer.

The collection is distinct from the Kohl’s exclusive line, which is Simply Vera Vera Wang.

The launch bedding group consists of four designs and a satin ribbed coverlet in four colors to layer with each bed as well as a solid color gros-

grain trimmed sheet in four colors to coordinate with each bed.

“Her collection reflects the aesthetic and quality of what we do at the upper end of the market,” said Rich Roman, Revman ceo.

The bedding, all duvet cov-  
SEE **VERA** PAGE 39



French Paisley

## Bloomingdale’s Unveils Fresh Catalog

BY CAROLE SLOAN

**NEW YORK** — A fresh, younger and more universal design perspective that retains and even enhances the retailer’s normal point of view is evident across all home lines in Bloomingdale’s new home book that drops this week.

From the cover that focuses on casual dining as well as an Airstream trailer, the department store is wooing a younger customer with its high-end design and quality home products while keeping its eye on its core high-end, older customer.

“We’re emphasizing city to country — country to city themes,” explained Joe Laneve, svp, home for the upscale department store chain.

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The store puts its fashion prowess behind the quilt concept with two pages devoted to Quilting B — the new shop at Bloomingdale’s highlighting the store’s global search for design and quality in quilts, with the invitation “You are now entering quilt country. Prepare to get cozy.”

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# PEOPLE Today

## Loftex Hires Hernandez

**NEW YORK** — Luis Hernandez has joined Loftex USA as director of sales for the US Market.

He will report to Gretchen Dale, chief operating officer of Loftex USA, and will be based in the company's New York office.

Prior to joining the company, Hernandez was director of sales and marketing for the Solarium Division of Richloom Fabrics from 2001 to 2010. He has also

held positions at John Wold and Ametex/Robert Allen.

"As we have grown over the last five years we really have not expanded our team, but we felt it was now time to bring in someone with a strong selling background in textiles to work with our outstanding marketing and replenishment team members to continue to grow our business while maintaining

our innovative approach in the towel arena," said Dale.

Hernandez said he is excited about entering a new product category, adding: "This is a wonderful opportunity to work with an extremely talented and entrepreneurial group of individuals and a world class operation committed to expanding their footprint within the industry." **HTT**

## Holland Retiring from JCPenney

**PLANO, TEXAS** — Veteran home textiles merchant Alan Holland will retire Sept. 24 from JCPenney, where he has most recently served a merchandise marketing director for window coverings.

Holland began his retailing career 42 years ago at the former Gimbels in New York starting as assistant buyer, moving up to associate buyer and then buyer in window coverings. He

then served as buyer in various positions for Lit's and F&R Lazarus. He later served as divisional merchandise manager for the former Joske's, Rike's and as well as Dillard's and The Home Front until 1987.

He joined JCPenney 17 years ago where he first was senior buyer of pillows and blankets. He later became senior buyer for drapery hardware, hard win-

dow and ready-made draperies. He left Penney in 1999 to join Expo Design Center, a unit of Home Depot, as global project manager.

He returned to Penney in 2005 where he served as senior buyer in window and moved to his current post in 2007.

In his current post he reports to Susan Gregson, divisional vp, dmm window **HTT**

## New Product Winners Announced For NYIGF

**NEW YORK** — Five exhibitors in the At Home Featuring Home Textiles division of the New York International Gift Fair/Home Textiles Market Week were awarded for their new production introductions.

Designers Guild received the "Best of Market" award for its Orangerie Cushion.

Bodmer Blankets won Best New Product in the bedding category for its Jaspé Blanket, which is designed and hand-woven by Craig Bodmer. Finalists in the category were Sefto and The Thai Silk Association/Pimplus Co., Ltd.

In bath, the winner was Brahms Mount for its linen towels, which are woven in North America from 100% linen. Finalists were Scents & Feel and Mastro Raphaël.

In the dining category, Blissliving Home took the prize for its Samsara Table Linens, which feature traditional embroidery borrowed from the



**Top row, left to right: Danielle Johnson, At Home Sales Manager, Dorothy Belshaw, NYIGF Director and GLM senior vp and Kristen Hamilton, At Home sales representative, with the summer 2010 Home Textiles Market Week winners: David Kaufman; Craig Bodmer; Mareike Fink; Andrew Nicholson; Jennifer Nobis. Left to right, bottom row: Claudia Brahms, Alicia Adams, Mei-Xu, and Christine Sullivan.**

company's Samsara decorative pillow. Finalists were Scents & Feel and Sferra.

The home accessories award went to Alicia Adams Alpaca for its Travel Set (blanket, eye mask and pouch) made of 100% baby alpaca. Finalists were Bahms Mount and Bodmer Blankets.

"The winners and finalists in each of these categories raised the bar in terms of design creativity," said Dorothy Belshaw, NYIGF director and GLM senior vice president.

Judging was done by a group of editors from trade and consumer publications. **HTT**

## Patriarch Partner Exec Steps in as Interim CEO at Croscill/ExCell/Glenoit

**NEW YORK** — In the wake of ceo Barry Leonard's departure from the helm of Croscill/Excell/Glenoit, Emil Giliotti, managing director of the Consumer Goods Platform for majority stakeholder Patriarch Partners, has been named interim ceo.

"I look forward to continuing to lead these companies with creativity, clarity and commitment. I am passionate about the design, the new product development and especially pleased to be working even more closely with our retail partners,"

said Giliotti.

Patriarch founder and ceo Lynn Tilton described Giliotti as "the finest operator with whom I have worked, and I have witnessed his magic for many years, and I expect that he will leave his indelible touch on these operations as well. Through his position at Patriarch, Emil has become intimately familiar with all of these companies, and I expect the transition will be seamless."

The company will search for a permanent ceo, she added.

**HTT**

## Former Kmart Executive Samper Joins Allied Home

**VERNON, CALIF.** — Industry veteran Carlos Joaquin Samper has joined Allied Home as vp international, with an immediate focus on Latin American key accounts and global sourcing.

Samper previously held executive positions at Sears and Kmart, Fieldcrest Cannon, Springs, Li & Fung and Louisville Bedding.

Allied Home was formed earlier this year as a sister company of Allied Feather & Down Corporation, a major supplier of natural and synthetic fill to the apparel and home industries operating company-owned factories in China, Los Angeles and North Carolina. Its products, which will be shown at the upcoming New York Home Fashions Market, includes down

and down-alternative comforters, basic bedding, pillows, blankets, mattress pads and micro fleece blankets.

Samper will report to Dave Fraser, president national sales, another seasoned industry veteran who most recently was with JLA, Pillowtex and Fieldcrest Cannon.

Allied Home is headed by Andy Schantz, principal and ceo. Schantz is an industry veteran who has held executive positions at JLA and Hollander Home Fashions, among others.

Allied Home will present its new collections – including the JNL FitHome, built around fitness model and lifestyle coach Jennifer Nicole Lee – at the Princeton Club, 15 West 43rd St., during market week. **HTT**

## S. Lichtenberg Adds New Titles

**NEW YORK** — A series of executives title changes have been made at window treatments supplier S. Lichtenberg & Co.

Richard Lichtenberg is now chairman of the board. Michael

Lichtenberg has become president, and Scott Lichtenberg chief operating officer.

Carl Goldstein now vice chairman. Scott Goldstein's new title is executive vp. **HTT**