

NOVEMBER 2021

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FABRICS FOR 2022**

This month's Showtime reveals trends in upholstery



32ND ANNUAL
ARTS
AWARDS

THE EXCITEMENT IS GROWING.

Representing the highest level of creativity, passion, innovation, and dedication in the home industry, the ARTS Awards is the premier awards program in the U.S. honoring top manufacturers, retailers, designers, and sales representatives.

Award winners will be revealed during a gala event on January 7, 2022 at the Hilton Anatole.

Join Dallas Market Center and ART, the creative home furnishings network, in a celebration of home industry excellence.

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LIBBY LANGDON
INTERIOR DESIGNER

PROFILE

Celebrating her impressive fourth consecutive ARTS nomination, Libby Langdon says her goal is to make beautiful design accessible and approachable for all. Here, she offers her perspective on design during a pandemic.



In what ways did you have to adapt your business in the past 18 months?

My design business has grown during this time, while my approach has stayed the same. I have leaned on vendors to send double sets of samples, one for me and one for the client, so the decision-making process could continue even if we weren't able to do an in-person meeting. In virtual meetings, I sometimes needed to work a little harder to get the client excited about the overall design scheme, and convince them they were making great choices.

Has your approach to design changed?

Definitely not. My design business has a strong foundation because of the clear messaging and brand identity of my "Easy, Elegant, Everyday Style". Knowing who I am, what I can offer and how to convey that clearly to new clients is what has allowed me to thrive as a designer in some pretty challenging times. I also want to make the process of designing your home a fun one—it should be all about creating spaces that bring you and your family joy. I think everyone is up for a little fun these days!

Is the nomination this year even more special?

I do think this year means more. It feels fantastic to look back at all the fabulous work we've accomplished in the last 18 months; it's been A LOT of projects!

What is your advice to young designers?

Put down your phone and get comfortable talking to strangers, because all of your clients will be strangers. You won't start out testing them—you will start out TALKING to them and you need to have confidence in who you are, what you do and what you can offer them. I also think it's important to have a great memory and really hear what people are telling you about what they want. I say I'm a good listener first, a problem solver second and a designer third. Interior design is a people business; it's not just about relationships but also how relatable you are. Recommendations from former clients are the best and fastest way to grow your business!

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STARR MILLER
INTERIOR DESIGNER

PROFILE

Restyling is synonymous with interior design, but Starr Miller, principal of Starr Miller Interior Design, took that challenge to new heights in 2021. Here, she celebrates her company's first ARTS nomination.

In what ways did you have to adapt your business over the past 18 months?

Our team had to restyle and revamp our communication skills to convey a tactile business in a non-tactile way, by leveraging technology and dramatically transforming our communication approach with clients, suppliers and general contractors.

We utilized Constant Contact to keep clients informed of supply chain issues. I also hired a Procurement Specialist to expedite the volatile supply chain logistics, allowing designers to move ahead to new projects to deliver superior client service.

Is this nomination even more special given the challenges you have faced?

We have not only survived, but we have also thrived during the pandemic. This, while never laying off a single teammate and even adding to our team. I like

to use the phrase "We are a part of a continuous improvement project everyday." The pandemic certainly kicked that aspect of our business in high gear.

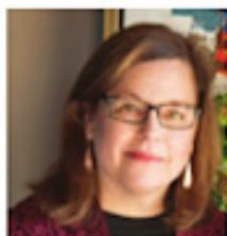
In March 2020 I had spent two years leading and managing a showhouse project of three homes, 45 designers and over 300 vendor sponsors. Our opening night was thwarted by the pandemic and the project closed almost before opening. This nomination was a very special surprise after the craziness of all we have been through.

What's your advice to young designers?

Get a great design education and take as many business courses as possible. Broaden your horizons through travel and experiences. Find a mentor and learn the ropes of the trade before getting into working on your own. Learn the business side of design; it is 80 percent of what we do every day. Learn your vendors. Visit their factories. Know that your vendors are your partners and the experts in their field. Utilize that knowledge.

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THE DESIGN BAR®
DESIGN STUDIO

COMPANY PROFILE

Leaving a career as a CPA, Leslie Bowman pursued her dream of making a difference in people's lives through design. Here, she celebrates The Design Bar's latest nomination in the new ARTS category of top Design Studio.

What does this new category say about the design studio's growing importance?

As consumers spend more time in their homes due to the pandemic, the home furnishings industry has experienced tremendous growth. I founded The Design Bar 10 years ago out of frustration when building my own home, as there was nowhere to shop for all things home under one roof. To me, incorporating the Design Studio within the retail store provides a way for consumers to be immersed in design. It's one thing to search the internet for inspiration but it's another thing to experience it in a store setting. Because of that, The Design Bar is more than just a store; it is a lifestyle brand.

What is your business's point of distinction?

The Design Bar is in essence a hybrid between a typical big box furniture retailer and a typical interior design studio. Because of this, we offer design services with the same arsenal of vendors that bigger retailers have, while adding customized services not traditionally found at furniture retailers like design/build services and kitchen and bath design.

How did the pandemic alter your business plan?

Since the pandemic began, the business model has pivoted dramatically. We now offer abbreviated design services which allow consumers who do not need full-service design assistance to purchase furniture from a curated line of full room designs. We have also taken on product lines not readily available on the internet so that consumers will visit the store instead of shopping online.



What is your reaction to this third nomination?

I am honored to be listed for the third time as a finalist for this award, twice in the Home Accents category and now in the Design Studio category. When I opened The Design Bar, I set a goal to have a showroom like no other. I never imagined I would be a finalist in a brand-new category. It's exciting!

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32ND ANNUAL
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Accent Decor
Cyan Design
GO Home
Park Hill Collection
Phillips Collection

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Aviva Stanoff Design
Lili Alessandra

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Rosenthal China

WALL DÉCOR

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Paragon Wall Decor
Renwil
The Howard Elliott Collection

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Barry Gorainick | Barry Gorainick
Architecture and Design
Kim Salmela | Kim Salmela
Lisa McDennon | Lisa McDennon Design
Rick Janecek | Revelation
Ron Henderson | Varaluz

**SALES
REPRESENTATIVES**

EAST/ATLANTIC

Amy Lynn Schwartzbard | Life Designs
Group
Karen Landes Scherr | Loloi Rugs
Ken Grillo | Grillo Group

MIDWEST/SOUTHWEST

Amy Golightly | In-Detail
Courtney Komlosi | The Buhmann Group
Richard Alan | Richard Alan & Associates

WEST

Andrea Combat | Art & Function
Leslie Taglio | Taglio and Co.

INTERIOR DESIGNER

Ginger Curtis | Urbanology Designs
Holly Hickey Moore | Holly Hickey Moore
Interior Design
Jan Showers | Jan Showers & Associates
Kristi Hopper | Kristi Hopper Designs
Libby Langdon | Libby Langdon Interiors
Starr Miller | Starr Miller Interior Design

RETAILERS

**FURNITURE STORE:
MULTIPLE LOCATIONS**

Clive Daniel Home
J. Allan's Furniture | Interior Design
HOM Furniture
Lee Douglas Interiors

**FURNITURE STORE:
SINGLE LOCATIONS**

Henry Home Interiors
IBB Design Fine Furnishings
Lulu's Furniture & Decor
Urban Cottage Inc.

**HOME ACCENTS STORE:
EAST/ATLANTIC REGION**

Bountiful Home
Design Supply
Dixon Rye
La Maison

**HOME ACCENTS STORE:
MIDWEST/SOUTHWEST REGION**

Coco & Dash
Leon & Lulu
Nell Hill's

**HOME ACCENTS STORE:
WEST REGION**

Absolutely Fabulous
Drees
Jonathans Coastal Living

**LIGHTING SHOWROOM:
EAST/ATLANTIC REGION**

Dominion Lighting
Hermitage Lighting
Patdo Light Studio

**LIGHTING SHOWROOM:
MIDWEST/SOUTHWEST REGION**

Capital City Lighting
Circa Lighting
Southern Lights

**LIGHTING SHOWROOM:
WEST REGION**

Black Whale Lighting
North Coast Lighting
Western Montana Lighting

DESIGN STUDIO

Alara The Label
In Detail Interiors
The Design Bar

