

JUNE/JULY 2022

TABLEWARE TODAY

THE TABLEWARE SOURCE



We have you covered from East to West



ATLANTA
MARKET
at AmericasMart



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MARKET™



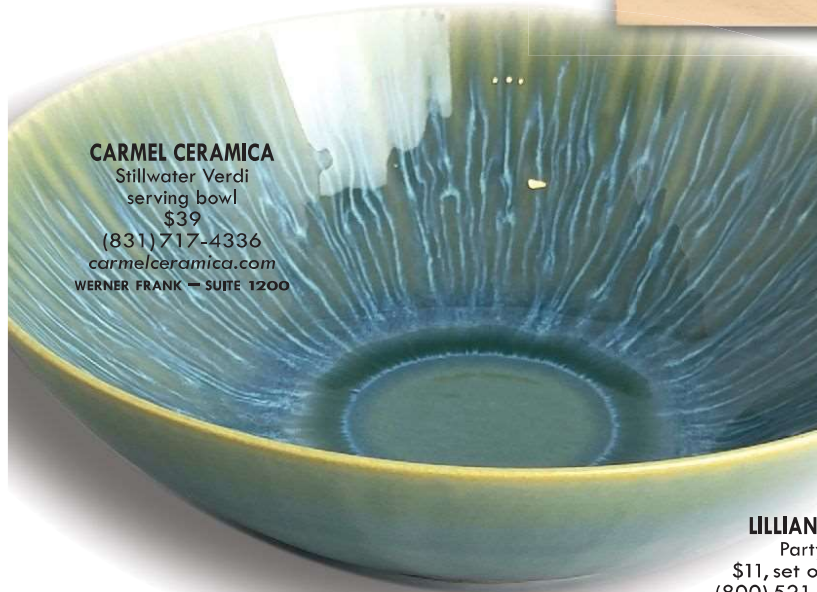
ATLANTA MARKET

JULY 12-18

www.atlantamarketcenter.com



LOUIS NOYER
Steak knives
\$98, set of four
(732) 751-0500
devinecorp.net
ROSS & ASSOCIATES — #818



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Stillwater Verdi
serving bowl
\$39
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carmelceramica.com
WERNER FRANK — SUITE 1200



LILLIAN ROSE
Party shots
\$11, set of four
(800) 521-8760
lillianrose.com
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KOSTA BODA

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kostaboda.us
KITCHEN 2 TABLE — #893



ROSANNA
Nature's Table
\$20 to \$84
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rosannainc.com
DUGAN BLISS — #1701



BYON

Curly vase
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widgeeteerinc.com
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FOIL DECOR

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foildecor.com
DUGAN BLISS — #1701





CASAFINA
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casafinagifts.com



HEREND
Christmas mugs
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herendusa.com



KORANSHA
Sakura
\$100 to \$300
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koranshaus.com
EXCLUSIVELY JUNIPERMART.COM



LE CADEAUX
Trieste
\$16 to \$50
(323) 233-8300
SCHAUBEN & CO - SUITE 1100



GOLDEN HILL STUDIO
Floral Beaded table runner
\$99.50
(716) 945-0436
goldenhillstudio.com
EXCLUSIVELY JUNIPERMART.COM

Come Explore GOURMET, TABLETOP & HOUSEWARES With Us



Experience the summer's biggest in-person buying opportunity featuring your favorite vendors, new lines and cross-category product sourcing. With 450+ established and emerging brands in Gourmet, Housewares and Tabletop, we are your one-stop market destination.



**ATLANTA
MARKET**

at AmericasMart®



Showrooms: July 12–18, 2022

Temporaries: July 13–17, 2022

Learn More and Pre-Register
at AtlantaMarket.com/Housewares

PRODUCT SOURCED FROM: BELLA CUCINA, BIDK HOME, CORE HOME, GABBY, GO HOME, K&K INTERIORS, KALALOU, KITCHEN 2 TABLE, PHILLIPS SCOTT, ROSSE & ASSOCIATES, TART BY TAYLOR, VIETRI

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From East to West

EAST COAST: Come Explore With Us at Atlanta Market

Atlanta Market is the summer's biggest buying opportunity and we can't wait to share what we have in store. Summer Market is about exploration and inspiration, with new vendors, new products and new market excitement.

Spanning three buildings and more than seven million square feet, Atlanta Market is a hub of global commerce in the heart of downtown Atlanta, drawing buyers from all 50 states and more than 60 countries. Thousands of brands are presented across hundreds of showrooms and temporary exhibits, offering a curated, cross-category shopping experience with complementary product neighborhoods including home décor, tabletop, housewares, fashion accessories, seasonal décor, gift and much more. From one-of-a-kind, handmade goods to the "it" products of 2022, you'll find it all at here.

Coming to Atlanta Market gives you the chance to meet one-on-one with manufacturers, sales reps and the makers themselves.

Learn firsthand about the products you're considering and see and touch them before you buy to ensure the colors are vibrant, the fabrics are soft and the quality lives up to your standards. Attending also allows you to take advantage of market-only specials and discounts, with vendors offering freight incentives, net terms, volume discounts and more.

As you plan your Market trip, take advantage of a suite of integrated digital tools, including the Atlanta Market app and AtlantaMarket.com with improved brand and product search. Our Exhibitor Directory is also linked to JuniperMarket, IMC's new B2B ecommerce marketplace, connecting digital and physical markets in a way no other platform can. It's just one more all-access avenue leading to your favorite brands at Atlanta Market.

**Pre-register for Atlanta Market, July 12-18, 2022,
at [AtlantaMarket.com](https://atlantamarket.com)**



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THE LAST WORD

BUILDING BRIDGES *by* DOROTHY BELSHAW



For two years now, the teams at International Market Centers (IMC) have fielded a similar question: *How is [insert global and/or national crisis] going to impact the industry?*

That answer has changed month-to-month and week-to-week (and sometimes day-to-day) as we together have navigated a business climate like none other. While it will take decades to truly measure the impact of the events of the last two years, the increased emphasis on cooperation and community that has emerged is already having a profound effect on the industry – from how we do business to the products on our shelves.

Collaboration Creates Opportunities

Continued disruption to the trade show calendar and now a return to a more normal schedule have highlighted the need to reimagine how our industry gathers to source product and share ideas. The emergence of strong virtual sourcing options – including IMC's newly launched JuniperMarket – has reframed the role of the trade event. There's a renewed emphasis on networking and face-to-face connection, in addition to the sourcing and shopping which are the hallmarks of physical markets. The joyous reunions as trade shows resumed are an indicator of the power of relationships in our industry. Buyers and sellers will always look for opportunities to come together, see and touch product, and seek inspiration, but where they choose to gather moving forward will be determined by the industry's ability to work together to create events of relevance and enduring value. In line with this, organizers are adding value to their shows through collaboration with synergistic events – whether owned by a shared parent company or by competitors – and the results are reshaping the industry.

Some collaborations are driven by opportunity. IMC's recent acquisition of Shoppe Object allows the impeccably curated and

artfully presented physical and digital platform to maintain its autonomy while growing its reach and expanding services for buyers and brands. With IMC's investment, Shoppe Object will continue existing collaboration with NY Now to enrich the New York gift and home market as a city-wide destination for design-driven buyers and suppliers.

Other collaborations are born of necessity. With the recently announced cancelation of the New York Tabletop Show, several brands joined together to form a new Tabletop Association to continue to host markets in New York City. These brands understand that together they can offer an impactful buying experience that will continue to attract top retailers and serve industry needs. It's a great example of leveraging cooperation over competition to better business opportunities for the entire community. Perhaps the time is right to revisit the New York Market Coalition – a collection of New York City trade shows and showroom buildings that once worked together to promote the New York Market. As the coalition's coordinator in the late 1990s, I quickly learned how challenging, important, and rewarding the collaboration of competitors could be.

A New Focus on Community and Purpose

Many consumers have been exposed to new ideas in the past few years from a recognition of climate change to a new understanding of social justice and the experience of marginalized groups to a redefining of what it means to be a community. These cultural shifts, coupled with the coming of age of the socially conscious Gen Z, has brought values-based commerce top of mind for consumers. Values-based brands have long been underrepresented in the gift industry. However, what was once a *nice to have* is now a *necessity*. Consumers want to know how and where their products were made, who designed and created them, and who is profiting from their purchase. Commerce really can be a force for good and retailers need to be able to provide products with purpose and tell their

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stories to stay relevant in the market.

Recent acquisitions enable IMC to build new bridges with buyers and sellers for whom this ethos is important. First with Dough, a commerce platform and business community for women-owned businesses, and now Shoppe Object, which has celebrated underrepresented groups since its inception, IMC is uniquely able to showcase values-based products in a meaningful way.

Beginning this summer, buyers will be able to identify, learn about, and source emerging makers of values-based products through IMC's Atlanta and Las Vegas markets as well as on JuniperMarket powered by IMC. For sellers entering the IMC universe via Dough and Shoppe Object, this platform levels the playing field by giving them access to hundreds of thousands of buyers who were previously unattainable. This focus sets a new tone for the industry and puts IMC at the forefront of the next generation of buying and selling.

Time will tell if the bridges built across the gift and tabletop industries during the pandemic are sustainable, but early feedback is encouraging. The orientation toward collaboration and a focus on making sure all are equally represented will take a commitment from all of us – market organizers, brands, and retailers – but the passion and endurance shown over the last two years would indicate that we're all up for the challenge.

Dorothy Belshaw has served as International Market Centers' (IMC) executive vice president/chief customer and marketing officer since 2020, a role in which she oversees all aspects of IMC's end-to-end customer experience, driving increased buyer acquisition across all markets, and developing digital tools and services to improve the at-market experience for buyers and tenants. She joined IMC in 2012, bringing 20+ years of home and gift trade show industry experience. www.imcenters.com