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Cover Story

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Planning for Market

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While customers have put away the holiday decorations and may still be attempting their New Year's resolutions, we all know the winter holidays aren't done for retailers. It's market time, and time to buy for 2025. I asked the kind folks at ANDMORE to help us reach out to companies at the Atlanta and Las Vegas markets to see what's new this year in gift, garden and holiday.

Before we start with that, though, there have been a few changes to Atlanta Market if you haven't been for a little while. The Gardens on the 9th and 10th floors of Building 2 have been re-imagined (did y'all get lost on those floors like I used to with all those twists and turns?). I walked it during an October visit and the aisles are more straightforward and easy to navigate.

This year's Atlanta Market runs January 14-20 with temporaries January 15-19. Las Vegas Market runs January 26-30 (this market is more furniture and home decor-heavy).

Holiday Extravaganza

Of course, one of the main categories shopped for at market is holiday. Here's a sneak peek at some of the items you'll see at market:

Kurt Adler: New ornaments include these festive holiday-decked mice, as well as snow princesses, ice fairies, skaters and majestic Santas. They feature beaded texture, frosted finishes and jeweled accents.

Napco Imports: This Holiday Gift Collection includes four Santa statues—Santa Riding Reindeer, Santa Shushing Cats (pictured, and futile), Santa Holding LED Christmas Sign and Santa with Baby Jesus in Angel Wings. They vary in height from 8-in. tall (Santa with Baby Jesus) and 15.25-in. tall—that's Santa Shushing Cats for reference, up to 30-in. for the LED sign statue.

Quik Wrap: These polyester fabric wraps are weather and fade resistant, and have four sets of ties, making holiday decorating easy. They're perfect for trees, pillars, posts and columns. Comes with pre-lit LED lights attached to the fabric and a remote control.

Giving the Garden & Home Life

Accent Decor: Give larger plants a lift with the Holcomb Planter, a lightweight fiber composite pot that's supported by a sleek black metal stand. A terrazzo-inspired speckled finish of gray and tan on white provides a bright base for 10- and 12-in. drop-in plants that can be styled indoors or out.







Allsop: These new String Light Shades are a unique way to dress up any string lights. The intricately punched (trademarked) DuPont Tyvek fabric is beautiful by day and emits captivating patterns when illuminated by night. Designed in Bellingham, Washington, for year-round indoor or outdoor use. Comes in a pack with five shades.

Aspire Home Accents: These black fluted metal indoor planters with four-leg wooden base will add sophistication to any home decor. The planters come in two sizes: 13.5-in. tall by 8.5-in. wide and 17-in. tall by 10-in. wide. Comes in a set of two. Aspire is at the Las Vegas Market.

Gifts for all seasons

Gift Essentials: The Birds on a Bough hand-cut, stained-glass suncatcher is built with high-quality materials that are easy to clean and weatherproof, even in harsh weather. Colors will not fade, peel or scratch off. Measures 18-in. wide.

Think Outside: Your customers can bring a touch of whimsy and eco-conscious charm to their home or garden with this handcrafted Cross-Legged Frog on Mushroom sculpture. Made from recycled materials, this piece features a relaxed frog perched atop a colorful mushroom, complete with a tiny umbrella to keep him shaded. Stands a little over 24.5-in. tall in the garden.

Koppers Home: The Walton Wood Farm collection of bath and body products is made with natural ingredients, and there's no animal testing or products derived from animals: "We hate animal testing. So we don't do it. Ever. No more choosing between clean skin and a clean conscience." Side note: I chose a product with more traditional packaging, but some are Not Safe For Work (NSFW)—if you have customers who appreciate that, then check them out! Pictured: Rose & Jasmine Shea Butter Moisturizing Soap.









Poetic Pillow: Inspired by the beauty of nature, this collection of pillows highlights colors that re-imagine flowers, creatures and illustrations. They used digital layering techniques to juxtapose patterns inspired from Arts and Crafts pioneer William Morris. Pillows are printed on the front and back on a silky, satin fabric. Edges are knife-edge finished with an invisible zipper at

the bottom.

Treleaf: The new SAUSR is a take on traditional plant drip trays, but features a monstera leaf shape for whimsy and elegance. It doubles as a humidity tray, too, designed to hold plenty of excess water to ensure plants stay dry and surfaces remain clean. Made from 3D-printed PLA and comes in three sizes: 3-in., 6-in. or 10-in., and in four colors: classic white, black, terracotta and forest green.

Northern Lights: The Curiosity Collection is an all-new candle collection inspired by the whimsical allure of a cabinet of curiosities and the eclectic, rare collectibles within. Perfect for those who delight in the unusual. Each candle is topped with a cork ball lid and features labels adorned with hand-drawn illustrations and metallic highlights inspired by antique books. Pictured: Burdock & Moss. **GP**