

Triangle

OCTOBER / NOVEMBER 2018

# HOME

DESIGN & DECOR®



DESIGNERS  
AT HOME

KRISTIN THARPE'S  
TREASURED TROVE  
IN NORTH RIDGE

**PLUS**  
ALL-THINGS  
HIGH POINT MARKET

# TO MARKET, *TO MARKET*

Interviewed by Ashley Hotham Cox

The world's largest home furnishings show, High Point Market is the Mecca for the design community where designers, buyers, exhibitors, and more travel from near and far to make the biannual pilgrimage. Interior designers Zandy Gammons and Liles Dunnigan of The Warehouse join us to discuss all-things High Point and what it means to them.



**Liles Dunnigan**



**Zandy Gammons**

## **HPMKT 101**

### **Break down Market for us. What is it? What does it mean to you?**

*ZG:* Market is always an exciting time of year. It is a huge opportunity to make new connections, see new product, and collaborate with other designers and companies. We are so fortunate to have it right here in our backyard.

### **Is Market something you look forward to or do you dread it? Is it like waking up on Christmas morning? Or are you putting on your war paint and going to battle?**

*ZG:* Yes, we always look forward to it and try never to miss one. It is a lot of work, but it is something that we never miss and put a lot of planning into.

### **Spanning over a period of five days with more than 11.5 million square feet of show space, getting to see everything is a daunting task. What's your strategy?**

*LD:* We look at the amount of time and commitments we have and pair that with client workload. What are we looking to spec for projects and new items for our store (items we love to order, plus fresh new additions)?

### **Do you map out your agenda beforehand?**

*ZG:* Yes, you have to have a plan. We set up appointments with reps, as well as social events that our PR firm would like us to attend. High Point is so spread out; if you want to attack it efficiently, you have to have a daily plan. Of course, we always leave time to stray off our scheduled path.

**Name a few of your favorite, not-to-be-missed spots?**

*LD:* We love the Antiques and Design Center. It is usually our first stop followed by Market Square. That is a great place to see new, fresh companies and ideas. It is really one of my favorite buildings. We usually head over to the IHFC building and go through some of the bigger rep group showrooms and then follow up by permanent showrooms all around the Market area.

**Do you visit new exhibitors or do you stick to the usual suspects?**

*ZG:* We do a little bit of both. It is always a goal to find new exhibitors, but we definitely make a point to see all of our usual suspects.

**What do you look for while at Market?**

*ZG:* We usually try to start with our client needs to wrap up our list for our projects. Then we start looking for items for our retail space to fill up our floor. Again, new products and ideas, inspiration, etcetera.

**Is it a buying trip or are you just browsing?**

*LD:* Mostly buying, some browsing. We take pictures a lot of photos of items we love to save for future jobs and retail buying.

**Do you ever bring clients with you?**

*LD:* We have a few times, but most people find Market overwhelming. When we do, we stick to a strict schedule and have usually gone beforehand to preview what we will be showing them.

**CHECKLIST**

**With High Point located within driving range, do you make there-and-back trips or do you stay overnight?**

*ZG:* We typically drive back and forth and have even taken the train and Uber. However, our schedule has been so packed lately we might have to start staying.

**What are some of the essential items you pack with you? What's in your bag?**

*LD:* Phone backup chargers – most important, Advil, extra shoes. We've thought about taking a sleeping bag. Early bird gets the worm!

**WORK HARD, PLAY HARD**

**Market is more than just a show. There are educational conferences as well as social gatherings taking place throughout the entire event. From cocktail parties and private dinners to panel discussions and seminars, there's something going on at all times.**

**Do you find yourself engaging in these events?**

*LD:* Yes, we have been adding to our schedule every Market. We love meeting different people in the industry, so we enjoy going to different events, as well as trying to catch a panel discussion from time to time.

**With so many coinciding, how do you choose which ones to attend?**

*ZG:* It is hard to pick, but we usually try to get a few in per day. We like to support the lines we work with, as well as meet new people!



Hundreds of upscale showrooms comprise Historic Market Square, which was once a furniture factory.



Zandy Gammons along with other attendees visit with artist Windy O'Connor at her booth in the Suites at Market Square.

## LOVE IT OR HATE IT

### How do you feel about interior design trends? Are they fads or are they more than that?

ZG: Trends are constantly emerging at Market whether we are on board or not. We look out for some of the big trends that will be around for years to come. We ask ourselves, "Is it a fad or more than that?" We tend to gravitate to trends that have more longevity.

### What's something that's really hot right now that you love? What trends do you hate?

LD: We love the use of color that has been popping up all over Market. We also really love new product lines that incorporate natural materials such as various stones, wood, and metals. Hate is a strong word, but we tend to stay away from glittery and shiny.

### What's something that you'd like to see come back in a big way?

ZG: Maybe an appreciation and love for antiques to mix in with the new.

## FLASHBACK

### Can you share with us some of your favorite intros from last Market? Name some of the showstoppers.

ZG: We love the Design Legacy Showroom; it's very innovative. Windy O'Connor is always a favorite. Couture Lamps with Mitchell Black and Taylor Burke Home always have great new products and color! Visual Comfort not only has a beautiful showroom, but we love to see the new lighting introductions.

### Were there any emerging designers or brands that really stood out to you? Why?

LD: Probably our favorite showroom of last Market was the Design Legacy showroom and their new collection from Denise McGaha. There was such a mixture of old and new beautiful fabrics, accessories, art, and furniture. We wanted to bring the whole thing home!

### What about any oldies but goodies?

LD: Visual Comfort, Currey & Company, Phillips Scott. All of those!

### In general, what are the things that make a good or bad Market?

ZG: Weather is the biggest thing that can make or break a good time at Market.

*Top:* Zandy Gammons speaks with Louise Gaskill at Gaskill's show space at the Suites at Market Square.

*Bottom:* Decorative arts are on display at Design Legacy's showroom in High Point.

