

TUESDAY LAS VEGAS MARKET

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Mike McAllister, A Kanjanakaset, Dwayne Lutringer

growth in 2012. The most significant factor is that we saw our average transaction grow considerably, an indication that those that are shopping are spending more. — *Mike McAllister, A Kanjanakaset, Dwayne Lutringer, Hold It Home, San Diego, Calif.*



Jill Abelman

I OPENED MY store a year and a half ago on South Main Street in the 18B Arts District here. It took about four months to completely renovate the 65-year-old building, which is about 6,000 square feet and houses our office, design studio and retail shop. I moved here in 1999 to work as a designer in the home building industry during the building boom. I've been to every single market since World Market Center opened, and I visit the Design Center often. I'm really excited about this market. I can see they've made big changes in the way the floors walk, there are a lot of new vendors, and some of the existing vendors really expanded their offerings. Businesswise,

we're doing OK. People seem to be starting to come out of the woodwork. My architect friends are starting to get calls, too. We started off unusually busy for January. This market, I'm looking for fresh and new, and for things to fill all my clients' needs. I do a lot of contemporary interiors, but next week I might get a call for Tuscan interiors, so I don't skip anything. — *Jill Abelman, Inside Style, Las Vegas*



Kati Purkett and Kayleen Hockett

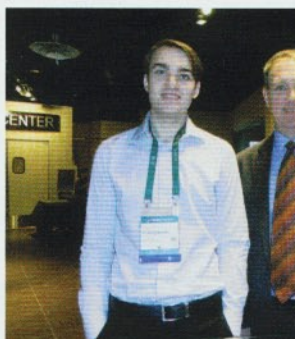
WE'RE A FAMILY-OWNED store in Havre, Montana, in business for 50 years. My dad is the owner operator, and does a bit of everything. I (Kati) first started working at the store when I was 12, then full time after college when I saw a need for the store to change direction. We're looking for things in all categories – younger trends, but we also still cater to shoppers in their 40s, 50s and 60s. So, a lot of color, some gift items, functional pieces that are multi-functional, like storage ottomans ... shelving units with desktops. Price points are key. Consumers are price-conscious and they want quality. — *Kati Purkett and Kayleen Hockett, Northern Home Essentials, Havre, Mont.*

WHAT'S NEW SINCE a year ago? Well, we still have the 5,000 -sq.-ft. Cathy's Marketplace showroom, but we converted our 5,000-sq.-ft. warehouse into another showroom, sublet some of the space to complementary businesses – upholstery, refinishing – and named it Restyle Hawaii. Hawaii is seeing an upturn in the housing market; it's not huge, but it's there nonetheless.



Cathy Lee

The consumer is just so much more knowledgeable about price and product, so you really have to offer good value. Whatever you're selling, they know what it is and what it's worth. I'm looking for. Most of my growth has been in interior design. This market, for clients, several commercial as well as residential, and new in a showroom – not so many buyers, but more affordable, fun accessible. — *Cathy Lee, Cathy's Marketplace, Hawaii*



Conner and Mark Moran

WE HAVE FIVE STORES – one in Agora Hills, California, one in Las Vegas. We're also in L. Furniture in Scottsdale. I've been to this market pretty much since it opened. We have handmade rugs, Persian, Tibetan ... we're in the serious oriental rug business. We were down last year. Traffic is still down, but we gave better service, sold better items. We have an enormous