

HORCHOW @HOME

{ RENEW & REDO for the NEW YEAR }

An art director's artful lodgings

TREY HOFFMANN MAKES ROOM FOR HIS COLLECTIONS

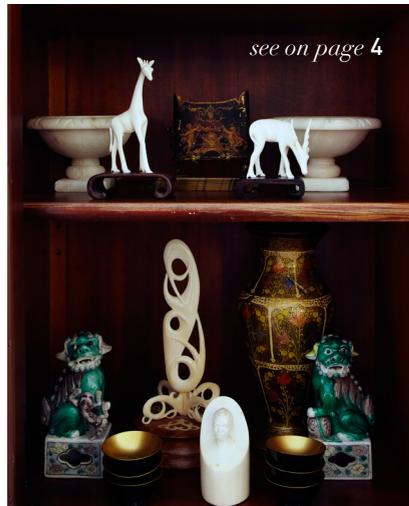
Closet confidential

TIPS FROM NEIMAN MARCUS' TOP FASHIONISTA

Stylemaker: Ann Gish

BEDTIME STORIES WITH A SUPERSTAR LINENS DESIGNER





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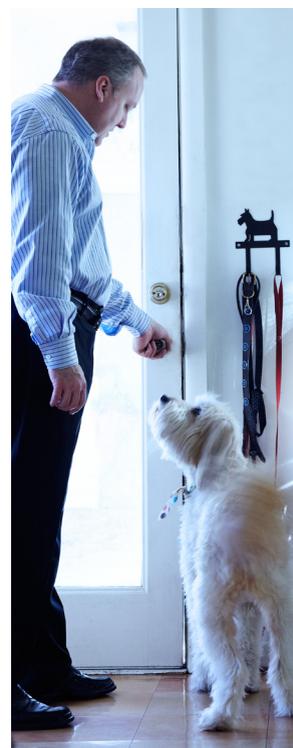


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from the editor Trey Hoffmann has created literally hundreds of beautiful rooms for our catalogs and site, but having his own home photographed was a completely different (and nerve-wracking) challenge. All the things you've been meaning to change, or move, or buy, or get rid of suddenly loom large when a professional photographer (the talented Matthew Savins) is standing at your front door.

Fortunately Trey had our "cover model" — his 5-year-old soft-coated Wheaten terrier **Morgan** — to distract him. A rescue dog he adopted through a friend, Morgan sleeps at the foot of the bed (and on the sofa when Trey's at work) and loves his three walks a day with his owner. He's such a natural in front of the camera, we're thinking you might see him in future Horchow rooms.

We also invaded the home of senior fashion stylist **Darlys Michaelis** to see how a true fashionista dresses up her dressing area. And writer/editor **Meredith Frazier** invaded the busy schedules of our senior executives to find out how they handle their homework. Enjoy, and let us know your ideas for future issues! -*Karen Muncy*



We'd love to come home with you.

Our goal is to inspire you to create the home of your dreams – so show us how we're doing! Send us a photo of your favorite room at home and you could win a \$500 Horchow gift card.

The Design Team will review all entries and select the top three based on imagination, style, and overall execution. In your email, please tell us what inspired you and the Horchow items you used. Each winner will receive a \$500 Horchow gift card.

Email your room photo in JPG or PNG format to DesignTeam@horchow.com by 11:59 p.m. (CT) February 28, 2011.

Participants must be 18 years or older.
Neiman Marcus Group employees are excluded.

these prints in my living room



these chairs in my dining room



this rug in my bedroom



THIS PAGE: An antique wedding basket from Horchow pairs with the contemporary lines of an iron and glass table to create a multi-layered, multi-interest vignette in the living room.

OPPOSITE PAGE: Figurines collected on his grandparents' travels gather in an antique wood tray with pieces discovered at estate sales and Limoges boxes from Horchow. Yellow Double Parrot Sculpture is hand-painted Italian ceramic.

@HOME



OUR SENIOR ART DIRECTOR BELIEVES IN LIVING LIKE {THIS}

STEPPING INTO SENIOR ART DIRECTOR TREY HOFFMANN'S HOME IS KIND OF LIKE HAVING A CONVERSATION WITH HOFFMANN HIMSELF — EVERY ROOM TELLS TALES OF FAMILY, FRIENDS, AND LIFE VIEWED WITH AN ARTIST'S EYE. "I DON'T THINK I REALLY HAVE A DECORATING THEME," HOFFMANN SAYS. "I JUST SURROUND MYSELF WITH THINGS I LIKE." AND WHAT HE LIKES IS AN ECLECTIC MIX WITH PLENTY OF PERSONALITY...



Photography: Matthew Savins
 Story: Meredith Frazier
 Art Direction: Trey Hoffmann
 Styling: Tracy Dorn

GET THE LOOK AT HORCHOW.COM Quartz Votives, "Eleganza" Sunburst Mirror, Asian Wall Panel, Mirrored Candle Sconce



Part of that personality stems from the history behind it: many of Hoffmann's collections began with family heirlooms — and everything has a story behind it. "Having things around me that have been passed down through the generations helps keep my family close, and that's really important to me," Hoffmann says. "I see the things my parents and grandparents loved, and I remember when we were together. My grandparents traveled a lot, and I've got treasures from those trips — I was with them on many of them — and those pieces are great reminders of people and places and things we did together, as well as being decorative items." But the heirlooms are only a starting point. "I'm always adding things," Hoffmann acknowledges. "And I mix casual and formal, old and new, expensive and inexpensive, and somehow they all work together."





THIS PAGE: An aunt's Duncan Phyfe table and chairs sit beneath a chandelier that Hoffmann's parents discovered in an antiques store. The chandelier was once used in a Catholic church and holds candles but has also been wired for electricity.

OPPOSITE PAGE: Blue and white Asian antiques and an antique reproduction candelabrum from Horchow are displayed with antique olive jars.



GET THE LOOK AT HORCHOW.COM Caldero, c. 1910, Clarissa Mirror, Porcelain Asian Jar, Antique Cabinet with Drawers

His pieces do all work well together, but all of that collecting adds up to lots of items, and it can be a challenge to keep the right balance between treasuring the old and wanting to update the look — all while keeping things from looking cluttered. “That’s where it helps to work with stylists and photographers setting up new ‘rooms’ every day,” Hoffmann says. “Since I’m always creating new looks for our catalogs and the Website, I get ideas for doing it at home, too.” And creating those new looks lets him enjoy more of his things. “I don’t have room to display everything at once, so I store things and rotate them in and out at different seasons. That way, I get to live with everything — and even rediscover items — and it keeps my rooms looking fresh. Besides, I have a rule: if I don’t use it, I can’t keep it. So I make sure I use everything!”

Teapots found on travels combine with a Native American black pottery pot from New Mexico.



“I DON’T THINK I REALLY HAVE A DECORATING THEME,” HOFFMANN SAYS. “I JUST SURROUND MYSELF WITH THINGS I LIKE.”



GET THE LOOK AT HORCHOW.COM clockwise from above right: “Augusta” Vases, Silver-Plated Biscuit Barrel, c. 1890, “Yamashita” Buddha Statue



Antique Asian figurines from the Horchow Estate Collection are tucked into a niche from an estate sale and displayed in front of a copper tray Hoffmann’s grandparents found in Egypt.



TREY'S QUICK UPDATES

- **Decorative pillows.** “They’re a great way to add color or change a look without spending a lot of money.”
- **Plants.** “Bring plants inside when it gets cold. Their greenery brightens dull winter rooms, and they freshen the air, too.”
- **Paint.** “Repainting is a quick way to make a change. I mostly use neutral colors so my decorative items — the things I love — stand out. A fresh coat of paint really makes a difference.”
- **Recycling.** “I am always thinking of new ways to use items. For instance, my family had a rug that had been used in a convent in Santa Fe. I loved its history and patterns, but it was too worn to use as a floor covering. So I cut it up and used it to cover the frame of a mirror in my guest room.”
- **Have fun.** “I’m really a traditionalist, but that doesn’t mean everything has to be serious. I like finding a quirky, unexpected piece that makes people smile when they see it. Just one piece can change your focus and make you see your room differently.”

While most walls in Hoffmann’s house are neutral, he chose color for the bedrooms. In the guest room, he adds more color with pillows and throws that he changes with the seasons. “I like richer colors in winter to create a cozy retreat, but I want to brighten things up for spring and summer.”



GET THE LOOK AT HORCHOW.COM
Turquoise Garden Seat, Blue and White Porcelain Lamp, Antique Two-Door Cabinet, “Zebra” Hide Rug

YOU CAN REACH OUT & TOUCH SELECTED HORCHOW MERCHANDISE AT THESE NEIMAN MARCUS STORES

ARIZONA SCOTTSDALE

CALIFORNIA SAN FRANCISCO (UNION SQUARE)

ILLINOIS CHICAGO (MICHIGAN AVENUE) & OAKBROOK

MINNESOTA MINNEAPOLIS

TEXAS PLANO (WILLOW BEND)

theshowroom

We asked our Facebook fans:

IF YOU COULD START THE NEW YEAR WITH ONE NEW HORCHOW ITEM, WHAT WOULD IT BE?



[Join the conversation >](#)

“That exquisite Gabrielle settee?”

- Andrea T.



“Anything from the GG Collection.” - Laura S.



“Bamboo towels.”

- Susie S.



“Brass table lamp.”

- Jim D.

“The Madison Blue rug. A similar rug was used in the parlor of the English home in ‘Sense & Sensibility.’ It would look just as good in mine!” - Nancy Lynn D.



“SO loving the Vanguard Brea queen bed!”

- Lilia S.



“Love the floor mirrors! Thinking of buying one!!! Gorgeous!!”

- Tiffany G.



“The entire Big Flower bedding set by Ann Gish.”

- BrandyJo M.

“That fabulous pink Sonia chair.”

- Ann L.



“The Moroccan Medallion rug – those subtle colors are mesmerizing!”

- Julie D.



“Outdoor iron garden arch/trellis – absolutely love it!!!”

- Stacey S.





closet confidential

TIPS FROM A REAL-LIFE FASHIONISTA

Darlys Michaelis is Neiman Marcus' director of fashion styling – the expert whose team puts the right bag, shoes, and accessories with every apparel item from ball gowns to blue jeans. Recently, she brought her professional style and organizational skills to a more personal project: her closet redo.

Photography: Matthew Savins
Art Direction: Trey Hoffmann
Styling: Tracy Dorn



Where did you start?

I live in an older home, and before, I had my things in different closets throughout the house. Every morning, I would go from room to room to gather what I was going to wear. Finally, I decided "Enough!" and had this small room converted to a closet.

What are the essentials of a well-organized closet?

It has to function, and it has to look good. Efficiency is key – who wants to stand there every morning wondering, "Where is that shoe?" or "Don't I have an olive green sweater?" And aesthetics are very important to me: "No wire hangers!" is my mantra; all my hangers are the same, and they all face the same way.

How do you arrange your wardrobe for maximum practicality?

Go from light colors to dark, and from short to long – that makes it easy to find what you're looking for. My shoes are grouped by style -- pumps, flats, boots – and then by color from light to dark. I place each pair toe first and heel first so I can see everything at a glance.

A well-organized closet is smart, too. When you can see everything at once, you realize how many multiples you buy – white shirts, black sweaters, whatever. When you have a quick visual inventory, you're less likely to do that.



“Who wants to stand there every morning wondering, Where is that shoe? or Don't I have an olive green sweater?”



A chandelier provides necessary light plus a touch of glamour. A floor mirror provides the best view. A pretty place to sit, like a bench or large ottoman, also gives you a place to fold sweaters or pack a suitcase.



What about other decorating elements?

A lighter color for the walls makes it easier to see everything and makes any space look bigger and brighter.

You need good lighting. Since this is also my dressing room, I chose a fabulous chandelier – why not make it glamorous?

You have to be able to see yourself front, back, and sideways, so a full-length mirror is a must, either on the back of the closet door or a big floor mirror.

You need someplace to sit to put on hosiery and shoes. I love this big tufted ottoman – it also holds my suitcase when I'm packing – but a small chair or bench works, too.

When we created this closet, we added built-in drawers. A beautiful chest is great, too – just keep the drawers organized so you can find things quickly.

How often do you edit your wardrobe (or do you ever)?

I'm a smarter shopper than I used to be, so I don't have as much stuff to begin with. I'm a very mix-and-match person, so I only buy multifunctional pieces that I really love. Sometimes I still make a mistake – for instance, I can't really rock fringe anymore (grin). – *Karen Muncy*



ROLL OUT A NEW RUG FOR AN
instant update

It's the biggest single item in any room, so changing the rug changes everything. Here's how to choose the right size.



THE LIVING/FAMILY ROOM

- Measure the width and length of the room. Measure from the front edge of a fixed architectural element such as a fireplace or built-in bookshelves.
- Consider the location of floor vents, which must be left exposed, and lighting (rugs can help cover cords, giving you more options in placing floor and table lamps).
- Consider door locations and resulting traffic patterns.
- If you want full-room coverage, your rug should leave 18" to 24" of floor exposed on all four sides.
- If you want the rug to define space within a room, start by arranging the furniture. This will help you determine (a) how much of the floor you want to cover and (b) how many rugs you may want. Particularly in today's great rooms, you may have a small conversation area (two chairs with a table) and a breakfast or game table, in addition to the main seating area; a rug for each of these furniture groupings will help separate and define them.
- A rug in front of a sofa should be at least as long as the sofa.
- Legs on or off the rug? Either is acceptable.

Shirin rug, hand tufted of hand-spun wool in shades of chocolate and cream on a luscious blue background.



THE DINING ROOM

- Measure the width and length of the room.
- Measure the width and length of the table with all extension leaves in place.
- Add 24" to 30" to the table measurements to get the minimum rug size. This will allow chairs to be pulled out without 'falling off' the edge.
- Of course, the rug can be larger, but at least 18" of floor should frame the rug on all four sides.

Julianne rug incorporates ancient floral motifs in hand-tufted New Zealand wool; the gold/brown palette is wonderfully versatile.



THE BEDROOM

- A rug under a bed should extend at least 24" from each side.
- An alternative is a runner rug for each side, long enough to extend from the nightstand to the foot of the bed.

Willows rug, inspired by the Art Nouveau patterns of William Morris; hand-tufted wool with viscose accents for subtle highlights.



THE ENTRY HALL

- For a large foyer, consider a round rug instead of a square or rectangle; beneath a pedestal table, it makes a dramatic first impression for your home.
- For a narrow entry, a runner may be the ideal solution.
- Remember to allow for front-door clearance; if the rug has a thick pile, choose a size that stops short of the door edge when it's fully open (at a 45-degree angle to the frame).

Damask Vines wool rug is an artfully hand-knotted design of Asian-inspired floral and classic damask.



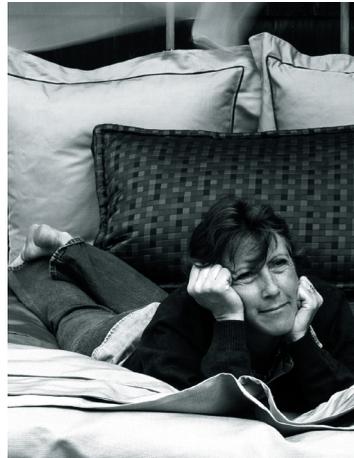
She's a native New Yorker who also has lived in Southern California, France, England, and Barbados.

She has worked as an interior designer, a television and radio producer, and a chef.

She is famous for fine fabrics and exquisite detailing and for practical machine-washable silks.

Her designs live in many celebrity homes and in endless reruns of "Sex and the City."

STYLEMAKER | *Ann Gish*



Approaching her 20th year in business, Ann Gish is the personification of the easy elegance that defines her bedding and table linens. She is devoted to luxurious fabrics and superb construction, but one of her signature creations – the Seaflower pillow – was originally a way to use leftover material.

"I like a tailored look and details that aren't fussy," she says. "I'm not a clotheshorse but the designers I love — like Zoran, Ralph Rucci and Carolina Herrera – have the most perfect detailing."

She and her husband, now empty-nesters, are remodeling an apartment in a 25-year-old building on Manhattan's Upper West Side. Preparing for the winter linens shows, she took a break to talk to HORCHOW, recalling when our buyer Boo Powell came to her booth for the first time: "I was just starting, and my stuff was a little 'out there' — more than what was usual — but she loved it!"

HORCHOW: Was there something in your childhood that indicated you would one day work with textiles?

ANN GISH: I had specific ideas about how I wanted my clothes to look, and my family always had interesting interiors, so I learned a lot from how they did their houses.

HORCHOW: What was your bedroom like as a child?

ANN GISH: My aunt was a fine-art painter, and when I was 9, she made me a bedspread: ocean blue and lime green in great two-foot stripes of felt. My first apartment in New York – the bedroom was just big enough for the mattress, you had to crawl over it to get in the closet! I bought shocking pink sheets and covered the walls in pages from magazines.



Byzantine came from my trips to Morocco, Turkey, and India. I saw this pattern repeated in tiles and I just thought it would be a beautiful look for silk bedding.

We asked Ann “What are your favorite ways to create a great bedroom?”

“Make the bed a jump-on-me bed, something you just want to crawl into.”



“Have something really nice on the walls – artwork that you enjoy looking at all the time.”



“Have good lighting.”

“Put a mattress pad between your featherbed and the sheet to keep the feathers from poking through.”

“Have lots of room on the bedside table.”



HORCHOW: Your Seaflower pillow is a classic – how did it come about?

ANN GISH: It was 1994. We had a lot of scraps, and since I am very, very practical, I wanted to find a way to use them. We started making flowers, made them bigger and bigger, and the pillow was born. That’s how the hand-knitted silk pillows came about, too — trying to use up fabric scraps.

HORCHOW: What were the inspirations for your Jimi Gold design?

ANN GISH: I fell in love with that big, graphic floral fabric and asked the vendor to try it in different colorways. I thought the gold version was the calmest and most elegant; when I took the pdf of the fabric in gold to Kinko’s to get the most accurate representation, the guy at the counter said, “Wow, that looks like (Jimi) Hendrix!”



HORCHOW: Describe your bedroom now.

ANN GISH: My own linens, white with steel blue trim.

The bed is steel with a velvet-insert headboard.

Two 30” square decorative pillows and four sleeper pillows.

The walls are covered in natural grasscloth.

The only fragrance is fresh air, or peonies, or our Wheaton terrier — but he doesn’t sleep on the bed.

I try not to work in bed, but I do read. I’m finishing “Cutting for Stone” by Abraham Verghese, and I’m addicted to “Law & Order” reruns.

style|LIST

HORCHOW EXECUTIVES SHARE THEIR WORK-AT-HOME BUSINESS PLANS. WE THINK THEIR SOLUTIONS CAN GET THE JOB DONE FOR YOU, TOO. —Meredith Frazier

JADZ PATE

Vice President, Creative Services

WHERE? I pay bills at the built-in desk in my kitchen, but I do office work on the bed with my iPad.

LIGHTING? In the kitchen, it's a chandelier plus under-cabinet lighting; in the bedroom, I use a floor reading lamp so the light doesn't bug my husband.

MUST-HAVE? My new iPad! And my iPhone so I can take pictures and email family and friends. And anything to help with organization.

CAN'T DO WITHOUT? My label maker. It keeps me organized and helps my husband find things when I'm not around!

ANYTHING ELSE? A vase with fresh flowers and a candle—especially if I've just finished cooking. I like to clip recipes and use a pretty paperweight my stepdaughter-in-law gave me.

JULIA AUSTEIN

Buyer, Lighting & Decor

WHERE? In the living room on my ivory sofa with a laptop.

LIGHTING? A lamp from the John-Richard Collection and track lighting.

MUST-HAVE? My iPad.

CAN'T DO WITHOUT? My dog.



Keep papers and desktop supplies neatly stored in great-looking boxes.

Perch on a sleek cushioned stool to work at the kitchen counter.



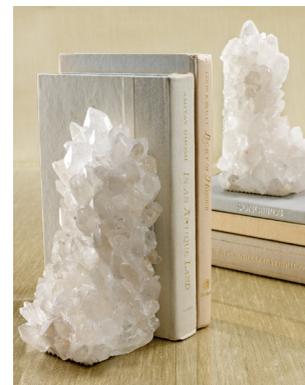
It doesn't have to be called a desk lamp to work beautifully on a desk.



The iPad is hot-hot-hot, and so are chic protective cases.



A great lamp adds color and shape as well as illumination.



Personal touches and unique objects keep the office inviting.

Add style to the kitchen desk with a jazzy accent chair.



RACHEL BUXKAMPER
Vice President, Home Division Merchandise Manager

WHERE? Mostly at the desk in our kitchen. That's where all the action is, and I don't want to miss anything! For big projects, though, I negotiate with my husband to use his home office with the huge computer monitor.

DESK? Built-in kitchen desk or the large farm table in the office.

CHAIR? Cute accent chair in the kitchen. Real desk chair in the office—with casters and everything.

LIGHTING? Architectural-style task lamp.

MUST-HAVE? My iPad (I got the iPad cover from Horchow) and fine-point Sharpies in tons of colors!

ANYTHING ELSE? I love personalizing with a nice lamp, big plants, my kids' artwork, and pretty accents like our stone-embellished boxes and quartz bookends.



Lots of papers? Spread out on a spacious farm table.

JEANIE GALVIN
Senior Vice President,
General Merchandise Manager

WHERE? I have a separate home office.
DESK? Refurbished metal military desk.
CHAIR? Aeron-type desk chair.
LIGHTING? Lamp on the desk.
MUST-HAVE? Microsoft Excel (spreadsheet app).



DEREK WITCHER, *Design Director*

WHERE? Home office area off of the kitchen. The space is defined by a sisal area rug.

DESK? An antique modified farm table.

CHAIR? White leather/chrome mid-century piece.

LIGHTING? Natural light from floor-to-ceiling windows with oatmeal-colored, raw-linen window coverings, and I have a 1940s reproduction task lamp.

MUST-HAVE? My blue pens — F-301 from Staples — and my power stapler and power hole puncher.

CAN'T DO WITHOUT? I'm always referring to the art books, photo books, design books, and magazines stacked neatly under the desk.

ANYTHING ELSE? I have an amazing orchid that just keeps blooming.



Classic task lighting (left) transforms any table into an efficient workspace. The dining table (above) still beckons many of us when we need room to spread out.

You're on a roll with a comfortable, stylish desk chair



CHRISTINE LUGO, *Buyer, Furniture & Rugs*

WHERE? A vintage vanity that I use as a desk in the bedroom. If I need to spread out a lot of papers or fabric selections, I move to the **Kendall table** (from Horchow) in the dining room.

CHAIR? My favorite is a leather executive chair at work that's really comfortable and offers great back support. At home, I've got a settee and a bench at the dining table.

LIGHTING? Chandelier in the dining room; ceiling-fan light in the bedroom (lamps don't work too well in my house with three active little boys).

MUST-HAVE? My laptop. If it's not on my laptop, it doesn't exist. And my camera. I live by my pictures from market—fabrics, frames, and furniture.

FAVORITE THINGS *Venetian-Style Mirrors*



WHAT

Mirrors with embellished-mirror borders.

WHERE

Originally on the island of Murano in Venice, Italy. Today, more affordable versions are produced by skilled artisans around the world, particularly in the Philippines.

WHEN

In the late 13th and early 14th centuries, Venetian artists renowned for glassblowing began creating ribbons and flowers to frame their mirrors. These expensive, coveted creations were collected by royalty, and the glassblowing techniques were kept secret — for a while.

HOW/WHERE TO USE

Anywhere you want to brighten a room or add a dramatic focal point: over mantels, in the entryway, or above a dining-room buffet, bedroom dresser, or bathroom sink.

— *Meredith Frazier*

WE'RE ALREADY WORKING ON THE NEXT ISSUE OF **HORCHOW@HOME** --
STOP BY OUR FACEBOOK PAGE AND DROP OFF YOUR STORY IDEAS  >