

## SPRING 2009 TABLETOP WEEK AT 7 W NEW YORK® ...

### *Attendees Optimistic*

**New York, NY (May 4, 2009)** New York Tabletop Week at 7 W New York® brought optimism along with a breath of fresh spring air, focusing on all things bridal and beyond. 7 W was truly the place to be for industry insiders, as both the weather and economy showed signs of improvement. The unveiling of Fisher Home Products' showroom was just one of the many signs of an overall industry upswing. The new addition to 7 W has a wide variety of offerings from around the globe, and specializes in bone china, acacia wood and porcelain. 7 W is happy to welcome this well respected design resource to their new home in suite 547.

Chris Collins, vice president and general manager of 7 W New York®, commented, "Our market week was very successful. The attitude and approach from the buyers and sellers was very encouraging. It is clear that we are all working in a marketplace that is faced with challenges and one that has gone through some contraction. That said, the buyers all agreed that the worst was behind them and were in a very positive frame of mind, preparing for what promises to be a more favorable business climate for the second half of the year."

With showrooms specializing in an ever-expanding range of tabletop, linen and gourmet items, it's no wonder the resilient bridal, home décor and gift market is alive and well at 7 W. Representatives from *Bloomingdale's*, *Neiman Marcus*, *Crate & Barrel* and *Pottery Barn* were in attendance as was Claudia Lucas, senior buyer at *Henri Bendel*, who said, "7 W has a convenient layout and excellent facilities. You can shop the building easily and not miss anything, which makes it a very relaxed and pleasant experience." The Director of Registry at *Crate & Barrel*, Marjorie Daugherty added, "It's not just about tabletop, showrooms and products, it's about sales strategies as well and 7 W recognizes that."

7 W's tenants seemed to be enjoying camaraderie along with increased sales. Gladys Ream, national sales manager, *Omnivare* noted, "We have seen some customers we have never seen before and there are big opportunities we did not have before this show. We are happy campers." Larry Lack, vice president of sales, *Studio Silversmiths*, added, "Everybody's here to help. This venue is better than any we've been in before. We've also had a lot of new walk-ins this market."

Tito Metge from *Gallery on Six's Flying Fig* commented, "I've had some great people come through. Despite the economy, I find that the mood is generally better and more upbeat, even in comparison to October's show." Suite neighbor Paris Brown of *Design South Africa* said she's "had some good inquiries this market and looks forward to the next one."

Across the globe, a bride is one of the most enduringly upbeat and beloved human symbols of beauty and joy. The collaboration between 7 W New York® and The Knot Inc. offered Tabletop Week attendees exclusive industry insight and statistics, along with three inspiring brand-themed lobby vignettes: the wedding, the couple's first home, and the nursery, based off the company's lifestage brands The Knot, The Nest, and The Bump. The lively keynote presentations delivered by Carley Roney, cofounder and editor in chief of The Knot, and Kristin Savilia, senior vice president of ecommerce and registry for The Knot, were particularly well received. Their tutorials on the "Millennial Bride" and her registry trends were a boon to audiences most interested in capturing their own personal market share. The Knot also co hosted 7 W's Tabletop Week kickoff party, *7 W Ties "The Knot": A Celebration of All Things Bridal*, where guests networked, mingled, and enjoyed delicious wedding cupcakes. These lectures and events set attendees on the path to success.

The market favorite, Editor Picks and Predictions, returned for the second time as 7 W's panel of wise industry-watchers shared their opinions for 2009 on a variety of topics including product, merchandising and business trends for tabletop, house wares and the gourmet marketplace. Moderated by Warren Schoulberg, award winning journalist and editor of *HFN*, the panel included Rebecca Dolgin, executive editor, *The Nest*; Michelle Moran, editor-in-chief at Nielsen's *Gourmet Retailer* and *Progressive Grocer* magazines; Amy Stavis, editor/publisher, *Tableware Today* and Aaron Able, managing editor, NY, Boston and Washington DC sites, *Apartment Therapy*.

Finally, 7 W recognized and celebrated the youngest and arguably freshest new talent around by hosting the Fashion Institute of Technology (FIT) Senior Project Presentation & Reception showcasing innovative products envisioned by seniors in the Home Products Department. Attendees got a chance to talk one-on-one with the next generation of home products designers, which is always an invaluable, mutually beneficial experience.

A pictorial overview of the Tabletop Market Week is available on line at [http://mmart.com/7w34/market\\_information/photogallery.cfm](http://mmart.com/7w34/market_information/photogallery.cfm)

For Keynote Presentation data & information contact Su Hilty, Director of Marketing at 646-778-3205 or [shilty@mmart.com](mailto:shilty@mmart.com).

**7 W NEW YORK®** is a wholesale mart building, catering to the buyers of Home Décor, Table Top, Giftware, Textiles, Decorative Accessories, Fine Arts and related industry. Its daily hours of operation are Monday through Friday, from 9 am to 5 pm with extended hours during special market weeks. 7 W New York is a trademark of Merchandise Mart Properties, Inc. (MMPI).

**MMPI** is the world's leading owner and operator of showroom buildings and trade show facilities, bringing buyers and sellers together in more than 300 market events, trade and consumer shows and conferences each year.

MMPI manages The Merchandise Mart and 350 West Mart Center in Chicago; Market Square, the Suites at Market Square, Hamilton Market, Plaza Suites, Furniture Plaza and the National Furniture Mart in High Point, N.C.; the Architects & Designers Building and 7 W New York in New York; the Boston Design Center in Boston; the L.A. Mart in Los Angeles; and the Washington Design Center in Washington D.C.

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