

gifts and dec

Gifts and Decorative Accessories Magazine
November 2017



25 Gifted RETAILERS

From what they sell
to what makes them
unique, get a retail
snapshot with 2017's 25.

SPONSORED BY

D DUKE CANNON FRAGRANCES

TRAPP FRAGRANCES

MICHEL

nf nora fleming

Arabesque

SHELBURNE, VT.

Number of employees: 4

Number of stores: 1

Total square footage: 1,800

Estimated 2016 total sales: \$250,000 to \$499,999

2017 expectations: About the same.

Trade shows attended: Atlanta and the National Stationery Show.

Categories sold: Candles/candle accessories; stationery, holiday products, jewelry, personal care/aromatherapy, greeting cards, tabletop/serveware products, fashion accents, apparel, glassware/ crystal, home textiles, baby/infant products.

Price points carried: Middle to high.

“Works with brides and other customers to create customized invitations and stationery.”

Major suppliers include:

LAFCO, Fruits & Passion, Inis and Archipelago for candles and personal care; Simon Pearce, Match Pewter and Le Jacquard Francais for home décor; Simply Noelle, RockFlowerPaper and

Alashan Cashmere for jewelry and fashion accessories; Dekorasyon, Zodax and Silver Tree for holiday products; Crane/Vera Wang/William Arthur, Boatman Geller, Shannon Martin and Calypso Cards for greeting cards and stationery.

Unique to this store: Gift and stationery specialty store with an elegant and relaxing atmosphere for customers. Works with brides and other customers to create customized invitations and stationery. Merchandise displays are classically elegant. Hosts a variety of events throughout the year, such as trunk shows, holiday events such as “Twelve Days of Christmas”, and an “Afternoon of Pampering” for all ladies in attendance.

Social media: Facebook, Twitter, Pinterest, YouTube, LinkedIn and Instagram.

arabesquevt.com



How the list was compiled

Gifted Retailers 2017, presents snapshots of independent retailers that are using innovative approaches to marketing and merchandizing and are making a difference in their communities.

This list is by no means comprehensive, nor is it a ranking. Many more than the 25 retailers listed here are strong retailers within their communities.

Because sales volumes are of interest, *Gifts and Decorative Accessories* provides sales estimates for all companies. All sales figures and ranges are *Gifts and Decorative Accessories* market research estimates and are for total 2016 store sales, which may include revenues from the sale of products other than gifts and accessories.

All sales figures and store counts are for the calendar year 2016. *Gifts and Decorative Accessories* chooses not to include some companies due to lack of verification of revenue figures.

Gifts and Decorative Accessories compiled this report by surveying independent retailers, researching business newspaper archives and speaking with gift industry insiders. Information was gathered, compiled and analyzed by *Gifts and Decorative Accessories*' research department.