

## Author Rick Segel to Speak at 2010 Gourmet Catalog Member Conference

Dallas — Gourmet Catalog Buying Group announced that Rick Segel, author of *The Retail Business Kit for Dummies*, will be the featured speaker at the Group's Member Conference in January 2010.

"Since our first start the year Member Conference was held in January 2004, we have grown and expanded attendance among store and vendor members," said Janis Johnson, founder and president of *Gourmet Catalog*. "This growth speaks to a great desire for education and knowledge by industry professionals. Rick Segel is a noted retail consultant and an expert at helping businesses move to the next level. We are thrilled that Rick will be offering important advice to our membership

during this two-day conference."

*Gourmet Catalog's* exclusive Member Conference will be held Jan. 8-9 at AmericasMart Atlanta. The event will include an extended vendor showcase, where top executives from the group's vendor members will preview their new products.

The annual conference focuses on networking, new product introductions, sales demonstrations and learning opportunities for members. Highlights include small-group discussions, a networking lunch, a buffet supper, a cocktail party and the vendor showcase.

The showcase is a private trade show for

*Gourmet Catalog* members, where vendors can demonstrate products and store members fill goody bags as they visit each vendor's booth. Extended to five hours in 2010, the showcase offers stores and vendors valuable face time to discuss products and sales strategies.

"The vendor showcase provides store and vendor members with the opportunity to interact, while reviewing important new introductions," said Johnson. "Top selling products and displays also are featured in this private, relaxed environment where retailers and vendors share ideas and opinions."

Segel, who will speak on both days of the conference, is the author of multiple books

and training videos and has been a retail professional for 25 years. He is also the director of retail training for the Retailers Association of Massachusetts and a founding member of the Retail Advisory Council for Johnson & Wales University.

According to Segel, "Bringing the business to the next level is the term I hear most to describe what I do...I have a way of making ideas easy to understand and easy to implement. I believe there is brilliance in simplicity."

The 2010 *Gourmet Catalog* Member Conference theme will be "Regroup, Recover, Regrow," signifying the group's commitment to helping members recover their retail footing and move toward renewed success in the new year.

The conference is open only to store and vendor members of *Gourmet Catalog* Buying Group.

## Dallas Market Center Creates Mini-Markets

Dallas — Dallas Market Center announced the launch of special opportunities for the fall buying season at First Monday & Tuesday Mini-Markets held on the first Monday and Tuesday of non-market months. The upcoming mini-markets will be held Oct. 5-6, Nov. 2-3 and Dec. 7-8, 2009.

These First Monday & Tuesday Mini-Markets offer buyers the chance to place fill-in orders or make last minute inventory additions prior to the holiday season. More than 70 percent of the gift and home décor showrooms participate in the First Monday & Tuesday program.

New for fall 2009, many showrooms are offering show specials. Buyers that place an order with a permanent exhibitor will have the opportunity to enter a drawing for a

chance to win a \$100 American Express Card. Each purchase order qualifies as a separate entry. Additionally, Dallas Market Center's in-house travel agency, MarketTravel®, is offering an overnight rate of \$139 at the Hilton Anatole. Rate includes free parking and breakfast. Attendees can contact MarketTravel by calling 1-800-DAL-MKTS.

During the November Mini-Market, Dallas Market Center will host Dine + Design, a must-attend networking and educational luncheon for design professionals featuring Fran Mooney, color and design specialist from Benjamin Moore Company, who will present Design Forecast 2011. Mooney tracks directional color and design influences in the global market and is a key presenter of Benjamin Moore's color forecast, Color Pulse™. The

luncheon will take place on Nov. 3 from 11 a.m. to 1 p.m. at Dallas Market Center's World Trade Center (WTC), room 9065.

Also in November, Texas Association of Interior Design (TAID) will hold its final 2009 program, giving state registered interior designers and architects one last chance to fulfill their continuing education requirements. Courses will take place on Friday, Nov. 20 in WTC, room 9065. The program features a luncheon and welcomes thousands of interior design professionals from around the area. For more information or to register for courses, contact TAID at 281-257-3523 or [www.supporttaid.org](http://www.supporttaid.org).

Make plans now to attend the next Dallas Total Home & Gift Market taking place Jan. 13-19, 2010.

### About Dallas Market Center

Founded in 1957, Dallas Market Center is a complete wholesale marketplace. Within its marketplace of more than five million square feet, retailers from around the globe source products ranging from home furnishings, gifts, decorative accessories and lighting to textiles, fashion accessories and men's, western, women's and children's apparel. With more than 50 markets each year attended by more than 200,000 retail buyers from all 50 states and 84 countries, Dallas Market Center offers hundreds of events and seminars geared toward helping retailers expand business and increase profits. As a result, more than \$8 billion in estimated wholesale transactions are conducted annually within the Dallas Market Center complex. The Dallas Market Center Web site is available at [www.dallasmarketcenter.com](http://www.dallasmarketcenter.com).

## MMPI Announces New Additions to the Chicago Gift Team

Chicago — MMPI announced two new additions to the Chicago Gift sales team, Sara Dahlstrom and Robin Gadomski.

As managing director of market suite sales, Sara Dahlstrom is responsible for the Chicago Market Temporaries. She will work with the sales team to support existing exhibitors as well as attracting new resources to the market.

Dahlstrom returns to MMPI after working seven years with Lang Holdings Inc. as a sales director and brand manager. Before that time, she was a member of MMPI as a part of the sales team for the Beckman's Handcrafted Show® upon its acquisition.

Robin Gadomski, as sales associate, will be responsible for sales for the Beckman's Handcrafted Show. She will work with established artists, develop key relationships for and attract new resources to the Beckman's Handcrafted Show in Chicago.

Gadomski joins MMPI from Helen Newman Showroom in the Apparel Mart, where she was the regional midwest account representative. Gadomski received a B.A. in Art History from the University of Iowa.

"Sara and Robin are great additions to our team. They bring a wealth of knowledge and expertise in sales to MMPI," said Joan Ulrich, senior vice president, MMPI. "Their contributions will be noticeable to attendees as they work to bring the best resources to Chicago. I am particularly pleased to welcome Sara back to our team. I have worked with Sara in the past and know firsthand how hard she will work to make our shows a success for exhibitors and attendees."

For more information please visit [www.mmart.com](http://www.mmart.com) or call 800-677-6278 (MART). The Chicago Market: Living and Giving is a trademark of MMPI. Beckman's Handcrafted Gift Show is a registered trademark of MMPI.

### About MMPI

MMPI is a trade show and property management firm, specializing in managing buildings devoted to wholesale showrooms and commercial office space. MMPI produces more than 300 trade shows, market events 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 and Federal Center Southwest in Washington, D.C.

Vornado Realty Trust, owners of MMPI, based in New York City, is a fully integrated equity real estate investment trust. Vornado's common shares are listed on the New York Stock Exchange and are traded under the symbol VNO.

## 2009 & 2010 TRADE SHOW CALENDAR

### NOVEMBER 2009

2-5 ProcureCon 2009  
Hotel Le Plaza, Brussels  
+44 (0) 207-368-9465  
[www.procurecon.com](http://www.procurecon.com)

### JANUARY 2010

6-13 Atlanta International Gift & Home Furnishings Market  
AmericasMart Atlanta,  
Atlanta, GA, 800-ATL-MART,  
[www.Americasmart.com](http://www.Americasmart.com)

10-13 National Retail Federation 99th Annual Convention & Expo  
Jacob K. Javits Convention Center,  
New York, NY, 202-626-8154,  
[www.nrf.com](http://www.nrf.com)

12-18 California Gift Show  
L.A. Mart,  
Los Angeles, CA, 800-LAMART4,  
[www.lamart.com](http://www.lamart.com)