

eric cohler makes a case for custom

at home

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furniture!



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Austin Rothbard

BAKER
President

What's your personal favorite piece?

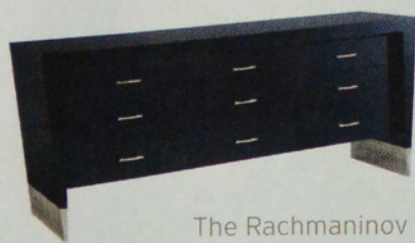
Currently, I must say that one of my favorite Baker pieces is the St. James Sofa in the new Jacques Garcia Collection. Garcia designed it with entertaining in mind, and a comfortable sit at every angle. Even the arms and the back of the sofa are perfect places to perch.



One of Austin's favorite pieces is the St. James Sofa.

What's the one staple piece you recommend?

A staple piece for every home is a well-made sofa that can handle the daily rigors of an active family and remain beautiful over the years.



The Rachmaninov Chest

What's worth the splurge?

The Rachmaninov Chest in The Jacques Garcia Collection in the nocturne finish. With custom twig drawer pulls and straight lines, this chest is one of the most beautifully designed items that Baker has to offer.

[the furniture issue]

FURNITURE MOVERS (+ shakers)

We asked ten industry leaders to share their furniture favorites, from investment pieces that elevate a room to top sellers that stand the test of time. Follow their guidance to shop like a pro and learn what to buy and why.

produced by **ANN KAISER**



Mitchell Gold and Bob Williams

MITCHELL GOLD + BOB WILLIAMS

Cofounders

What's your personal favorite piece?

MG: That is really hard to say, but this season we are loving our Vera Sofas with their graceful kidney shape that is conducive to conversation. It's a modern version of a traditional curved sofa, very chic and inspired by the '70s.

What's the one staple piece you recommend?

BW: A great upholstered bed, like the Celina.

Best bang for your buck?

MG: One of the best bangs for your buck is a truly comfortable sleep sofa with a look that won't go out of style. When we make a sleeper, we make sure that the styling and the sit are such that nobody will know it's a sleeper until you take out the bed. Our Fiona with a Super Luxe mattress is a great example of this.

BW: Lighting can enhance a room pretty affordably, whether it's lamps or pendants. This month, in our Silver Anniversary Sweepstakes, the prize is our Marvelous Lamp—a



The Marvelous Lamp (left) and Vera Sofa (below) add instant glamour.

polished stainless and acrylic beauty that would add the perfect touch of glam to a room.

A piece that's worth the splurge?

MG: The Mary Shearling Chair. It adds texture to any room, and it's also soft and comfortable.

Top seller?

BW: People have been loving our Hunter Sofa, which is long and low, and sits on slim metal legs. It's our kind of modern—it gives you both a classic clean-lined look and truly comfortable seating.



Farooq Kathwari

ETHAN ALLEN
Chairman,
President & CEO



What's worth the splurge?

The leather Richmond sectional. With hand-rubbed top grain leather and extra-deep seats, it is as comfortable as it is beautiful.

What's your personal favorite piece?

Our new, handcrafted teak Millbrook Chaise is an instant classic.

Best bang for your buck?

Our iconic Quincy Bed. Every Quincy is crafted of select Appalachian hardwoods in our own workshop in Vermont.

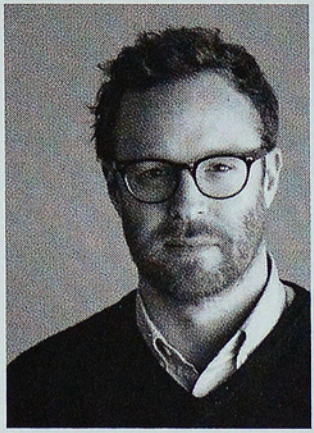
Top seller?

A current best-seller is the Ming Display Sideboard.

What's one staple piece you recommend?

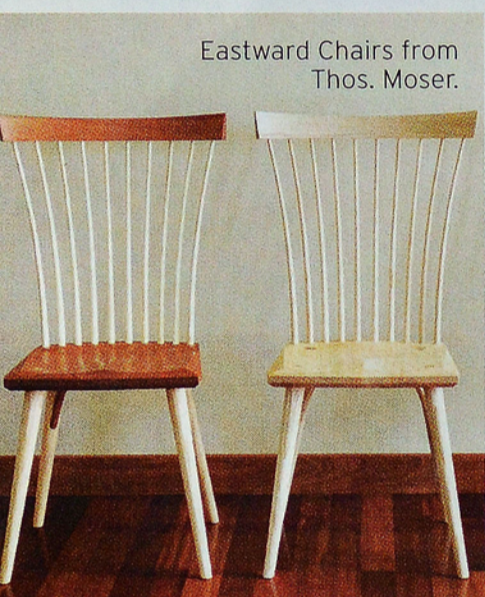
The Parker Chair, our update of the classic wing chair. It's a truly go-anywhere piece.





Adam Rogers

THOS. MOSER
Director of Design
& Production
Development



Eastward Chairs from
Thos. Moser.

What's your personal favorite piece?

The Eastward Chair. It's as modern as it is traditional, and comfortable in a wide range of environments. This piece is an ideal example of our commitment to designing with restraint, a respect

for craftsmanship, and a reverence for the natural beauty of the material.

What's the one staple piece you recommend?

The High Stool was designed for comfort, based on the geometry of a tractor seat. Paired with others, they add an element of warmth to any counter or, as a stand-alone seat, they accomplish any number of functions. Their durability rivals their simplicity.

Best bang for your buck?

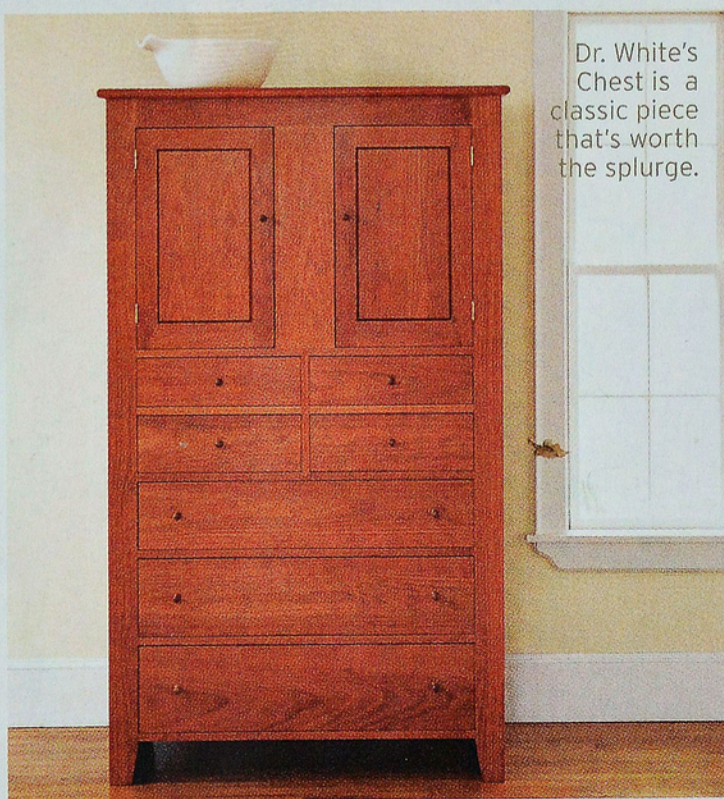
The Ellipse Dining Chairs are competitively priced while embodying our commitment to quality. They precisely represent our unique perspective on historic style precedents. The spare form and few parts allow us to satisfy the function with minimal mass.

What's worth the splurge?

Dr. White's Chest is the quintessential wardrobe and illustrates all aspects of craftsmanship. The function of the piece dictates its mass, while the joinery details such as its dovetail carcass construction, sliding dovetail trim, and dovetail face frame, truly set it apart.

Top seller?

Likely due to its versatility, the Harpswell Dining Chair is our top seller. Its design is capable of bridging genres and adapting to various environments with ease.



Dr. White's Chest is a classic piece that's worth the splurge.

Brady Wilcox

THE NEW TRADITIONALISTS
Chief Creative Officer

What's your personal favorite piece?

Our Classic Chair 180 in tomato leather and a walnut frame. This has definitely become one of our classic pieces. It's such a great chair to customize as well.

Top seller?

Dresser 17. We customize all of our furniture to fit our clients' needs. Clients love to modify everything about this dresser—from the dimensions and drawer configuration down to the drawer interior color.

What's the one staple piece you recommend?

The Bar Cart no. One. No matter if you use it for entertaining, for cooking or just for show, it's always a conversation piece that people



gravitate towards. And it's just fun.

Best bang for your buck?

The Loveseat 99 is one of my newest designs, and one of my favorites. It has clean lines and a classic



The new Loveseat 99 is sure to be a future top seller, like the Dresser 17 (below).



The Chair 180 is a favorite in tomato red.

silhouette that will never go out of style.

What's worth the splurge?

Our Cabinet 270 is an heirloom piece that will be with your family for generations. Family is always worth the splurge.



Francine Gardner

INTERIEURS
Founder and
Creative Director

What's your personal favorite piece?

The Makena Armoire from our Interieurs Collection. It is handmade from mahogany and was inspired by an Ethiopian artifact. This is a piece that will be transferred from generations to generations, as we do in France.

What's one staple piece you recommend?

A fabulous armchair.



Make it a high quality, unique, and vibrant with personality piece that will live with you from home to home. In my case, I could never leave our Jeanelle chair behind.

Best bang for your buck?

A great coffee table. My favorite is our Antoine Cocktail Table. In the winter, friends and I have picnics around it, sitting on floor cushions by the fire.

What's worth the splurge?

A fabulous sofa! It must be well designed and of the best quality one can afford. Save your money until you can splurge; trust me, you will not

regret it! My all-time favorite is our Julien Sectional. Indeed, this is where I fall asleep every night, book in hand.

Top seller?

Our Armande Bed, hand made in solid walnut or oak. This canopy bed is a dream left as is or draped in sheer linen.



The Julien sectional is elegant and comfortable.