

# MALLS & MAINSTREETS

## Potpourri from page 6A

...sunk in our fragrant oils is best displayed in a ribboned basket or crystal bowl, but people find many uses for it."

After a week or two the fragrance diminishes, but a drop or two of similarly scented oil restores the potency.

Walking past an Aromatique display table at Hudson's in the Oakland Mall in Troy, John and Carol Collins of Plymouth were stopped in their tracks by the powerful holiday fragrances, buying three bags.

"They smell *sooo* good," Carol said. "And at \$10 a bag, that's a good gift for a teacher or hostess. I may keep one for myself."

At Neiman Marcus in Troy, spokeswoman Marilyn Connor said sales of home fragrance products are growing, with customers very loyal to their favorite brands.

### Rigaud candles

"If you are a Rigaud candle person," she said, "nothing else will do. A home fragrance item makes a wonderful gift for the hard-to-shop-for on a person's list. We also carry home fragrance items by Annick Goutal and a special holiday fragrance line by Fitz and Floyd. The Aromatique products sell very well."

To personalize a selection of home fragrance gifts, Neiman Marcus will make up custom baskets in its cosmetic department. "This service is popular with corporate gift givers, according to Connor.

Saks Fifth Avenue debuts a new home fragrance line this week, created by interior designer Howard Slatkin, of Slatkin & Co., the Frankophile home decorating company based in Manhattan. A spokeswoman for the company described Slatkin's four fragrances as "sophisticated, yet light-hearted."

"The collection consists of candles, potpourri, guest soaps and a room spray," said Laura Slatkin, president of Slatkin & Co. Furnishings. "The four fragrances are named after four clients: Deceda, Bunny, Jessie, and Yasmine. Howard's workmanship and attention to detail (all include original Slatkin fabric patterns) enable these products to stand out in the marketplace."

Slatkin includes a booklet, "Living With Home Fragrance," with his collection because, "No home can be complete without a scent to compliment its mood and decor."

### Low prices

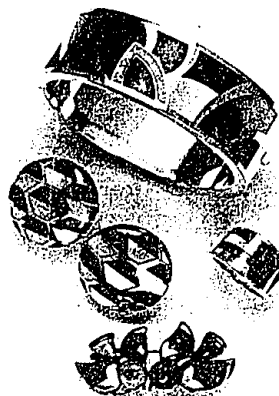
At the Kohl's store in the Westland Shopping Center, assistant manager Jessica Wilson said employees are constantly restocking

the home fragrance shelves.

"Business is strong in home fragrance," she said. "And it seems to be growing every year. More and more manufacturers are creating product lines. Home fragrance makes a good gift because it comes in at good price and Kohl's offers sales on top of that."

Estee Lauder has created perfumed sprays for the home and scented candles in many of her popular personal fragrances. A Lauder sales consultant at the Saks Fifth Avenue store in The Somerset Collection in Troy predicted other cosmetic lines will join the home fragrance movement and premiere their collections next year.

At Laura Ashley stores, sachets and scented drawer liners are available, but customers still ask for home fragrance products.



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## Holiday from page 6A

put together to create a whimsical holiday scene, feeling, or unique centerpiece.

Take the time and effort to do bows right. The more extravagant, the more wonderful. There are bow-making classes at most craft stores and community centers.

Tree lighting is very important. Don't let the cords show. Wrap branches individually. White

lights are brighter and better than multicolored strands for most projects.

— Annie Green, Tiffany & Co.

Buy quality, French, wired ribbon. You can use it year after year and the bows will retain their shape.

Create a decorating theme for your home. Carry it throughout

the house into bathrooms, hallways and the kitchen. Use your collectibles as the basis. If you

collect Santas, for example, have a Santa Tree, place Santas in strategic spots about your home.

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