

ORANGE COUNTY  
**HOME**  
 DECOR | FURNISHINGS | GARDEN | ENTERTAINING

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INSIDE DESIGN  
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NEW MIXES  
 FOR BARS  
 ENTERTAINMENT SPACES EVOLVE

Style

**Evolving FASHION**

GLABMAN FURNITURE, A MAINSTAY OF THE ORANGE COUNTY FURNITURE MARKET, ADDS LINES TO REACH A YOUNGER DEMOGRAPHIC.

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been only recently added to the Glabman lines. Transitional contemporary styling has been gaining momentum throughout the design world for the past few years and the Glabman showroom devotes significant space to the look. While the term "transitional" has been somewhat overused, its meaning is generally reserved for furniture that starts with a traditional form, but takes on clean, simple lines.

John Black's collection of contemporary-style furnishings from Council, which debuted at High Point in 2004, offers a fresh, streamlined approach to traditional styling. "It was very innovative when it was released," said Barbara Balzak, corporate director of design at Glabman Furniture.

"We can blend this line with traditional forms or Asian inspired pieces; it allows us to be more creative," Balzak said.

The company's showroom displays depict home settings that change periodically. And each of the five stores has its own style interpretation because they are managed by an interior designer.

Designers double as showroom sales staff, so if you select a sofa, you may be asked, "Where is it going to go?"

"We sell furniture, but we also want to control that our furniture is in the correct setting," said senior designer Timothy Walsh. In the big picture, it helps customers avoid mistakes, he said.



A mix of contemporary styling, additional lines of accessories, and high-end home theater furnishings will be available to customers this year. Transitional contemporary styling features cleaner lines on traditional forms as illustrated in the bedroom furnishings, below.



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Contemporary with classic. These three Glabman concepts define the style of Glabman Furniture.

"When it is well-balanced, transitional furnishings, the family-owned business has added new designs to its mix to keep pace with fast-changing trends. With its furnishings, Glabman is, in effect, a regional collection spread to a national demographic."

"Competition in home furnishings is a particular heat," said Steve Glabman, president of Glabman Furniture, which includes the Costa Mesa store and four showrooms in the San Francisco area. For many years, his company was regarded as purveyor exclusively traditional-style furnishings, but that has been changing, Glabman said.

The three best sellers of the \$200,000-per-year showroom, located at the North West Coast Plaza, showcase its varied contemporary and classic styles. Council Furnishings, the most recent line by Black, have been well received in Orange County, while the Los Angeles area does not tend to have enough transitional styles, which still has the classic category, will always be part of the mix, he said.

Traditional contemporary collection here.

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Drawn from classic Georgian design, the chest from Council's Brimstone Collection, below, mixes red with modern and white furnishings. Steve Glabman, right, president of the family-owned business, oversees its two Southern California stores. The 42,200-square-foot Costa Mesa showroom, bottom, displays furnishings in a home setting.



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"When a client decides to work with us, we provide design services at no extra charge," said Walsh, who has been with the business for 20 years. The designers work with customers to develop a plan for their home and in choosing items such as lamps and accessories to finish a room.

Four generations of Glabmans have pursued the furniture business. Steve's great grandfather started by refinishing furniture for Sears. The family's first retail store in Los Angeles opened in 1948. They expanded to Orange County in 1976.

"The industry is going through a bit of a deflation," Glabman said. Manufacturers' prices have come down to compete on a multinational level. So those values have been passed along to consumers, he said.

Recent trends, the company's flooring division, was recently established to offer collections of hand-knotted Oriental rugs, hardwood carpet and wood flooring. Other new product categories, including furnishings for home theaters, an expanded line of home accessories and even linens will be available through Glabman in the near future.

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Modern masters of fine furnishings.

Brownstone by Councill.

As seen in ORANGE COUNTY HOME magazine.