



GOOD
CLEAN
FUN

THE ANNIE SELKE COMPANIES

HELLO, SUNSHINE.

I believe your home should make you happy.

The best way to achieve that happiness is by surrounding yourself with people, pets, and products you love. For nearly 20 years, we've applied our spirited, design-driven approach to creating bedding, rugs, sleepwear, and home furnishings for you (and us) to love—stylish pieces that stand out and stand the test of time. We are committed to quality—beginning with the initial design and choice of materials to our fast and friendly delivery, topped off with our exceptional customer service. We are defined by and take pride in each step of the process and the people who make it happen.

Welcome to our world. Here's to creating happier homes, one product at a time,



Annie

PINE CONE HILL DASH & ALBERT
RUG COMPANY **Fresh American** ^{annie selke's}
annie HOME selke the outlet
© PINE CONE HILL





“OF COLOR...

Lively designs that are playful, polished, and practical. Pine Cone Hill is all about luxury mixed with livability, function perked up with fun. Explore our bedding, sleepwear, and table linens in Annie's signature fresh, accessible design worlds.

AND COMFORT”*

Are your floors over the ordinary or pining for personality? Dash & Albert Rug Company to the rescue, with a happy selection of hooked, hand-loomed, handwoven, and tufted rugs.

*From a *Washington Post* profile on The Annie Selke Companies





**GOOD
NIGHT**



**SLEEP
TIGHT**

From snuggly pajamas and robes to sassy sheets, quilts, matelassé coverlets, duvet covers, blankets, throws, and bed skirts, we've got hundreds of reasons for you to go to bed early and hit the snooze button in the morning. (Don't worry, we won't tell your boss.)



RISE...

AND SHINE!

Sleepwear isn't just for sleeping, so we've designed our pajamas, robes, nightshirts, dresses, and separates with all-day ease in mind. We choose only the finest, longest-lasting cotton, linen, bamboo, and fleece in an imaginative array of juicy solids, seasonal stripes, and playful patterns that will make you the artful loungeur.





EAT

If the kitchen is the heart of the house, then we think the table is its soul. Give your table the attention it deserves with a wardrobe of fresh, palette-pleasing Pine Cone Hill table linens.



AND RUN

We get it: you're super busy. We created our bold, splashy Dash & Albert totes with your lifestyle in mind! These tough-as-nails bags, made of cotton or polypropylene, will haul your office paperwork, gym clothes, kids' supplies, dog toys, and groceries with equal aplomb.

ENJOY

Love your sofa but hate that old, dated fabric? Take a ride on the colorful side! Annie Selke Home by P. Kaufmann—available at fine fabric sources nationwide and in selected patterns through Pine Cone Hill—offers a line of star-quality, upholstery-weight fabrics for every furniture face-lift you can conjure up.



THE RIDE

So kick back, relax. Armchair traveling encouraged.



Annie selke home

Annie selke home

PLAY

You can't go wrong with designs that make you happy! Our products make it easy for you to have fun with color, layer luxuriously, find your prints charming, and create a beautifully exuberant abode.

GROUND



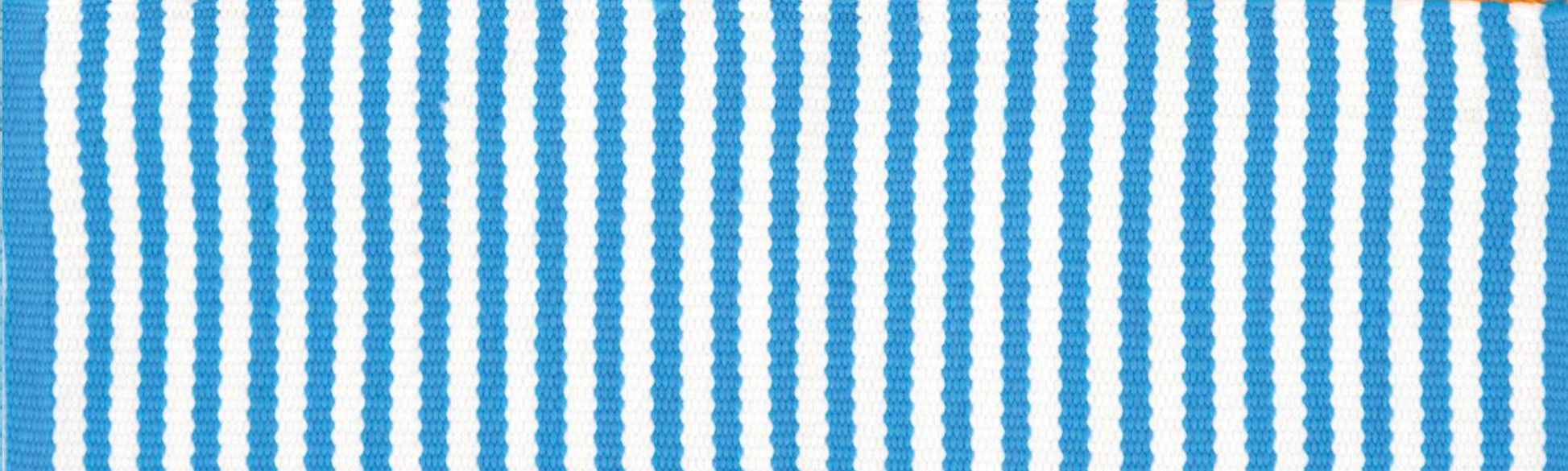
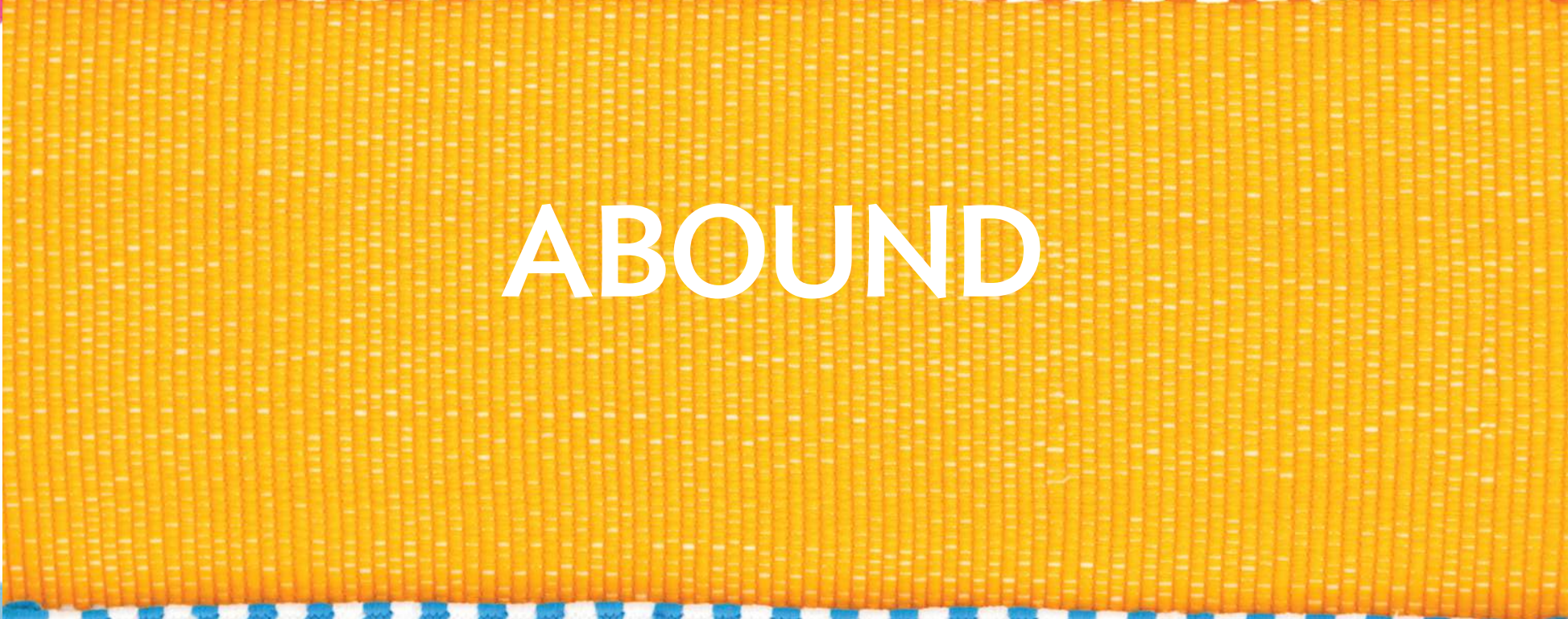


OPTIONS

The best part? Our rugs, linens, fabrics, and decorative accessories all play nicely together, making for almost endless mix-don't-match combinations. So go ahead. Explore the possibilities!



ABOUT





WEARABLE

We believe linens and rugs should be beautiful, but never so precious that they can't stand up to typical traffic, the occasional "oops," or a glob of pet slobber. Our products are made of the finest materials, which allows them to weather years of loving use . . .



WASHABLE

. . . and lots of regular washing! So go on—toss them in, soap them up, and enjoy them for years to come.





FAMILY-
FRIENDLY
FIBERS...

FOR ALL
KINDS
OF PAWS

BEYOND

Stuck in neutral? Not when Pine Cone Hill offers so many white wonders, tempting taupes, sumptuous sands, and beautiful browns! Looking for an eye-popping pattern? We've got that. How about touchable textures? Got those, too. . . .

BEIGE

. . . And did we mention the exquisite dressmaker details, like pintucks, pleating, and trims? Layer away, and you'll create a sophisticated neutral room that's anything but colorless.



A top-down view of a white circular plate on a table with horizontal stripes in light green and beige. On the plate, there is a small clear glass with a yellow straw, a folded beige checkered napkin, and another small clear glass with a yellow straw. In the background, two white chairs with light blue seats are visible.

HOUSE

A top-down view of a white circular plate on a table with vertical stripes in light green and beige. To the left of the plate is a folded beige napkin with a silver fork resting on it. To the right of the plate are a silver knife and a silver spoon. Above the plate is a small clear glass with a yellow straw.

PROUD

**DESIGN
THAT
LASTS...**



**IS WORTH
EVERY
PENNY.**

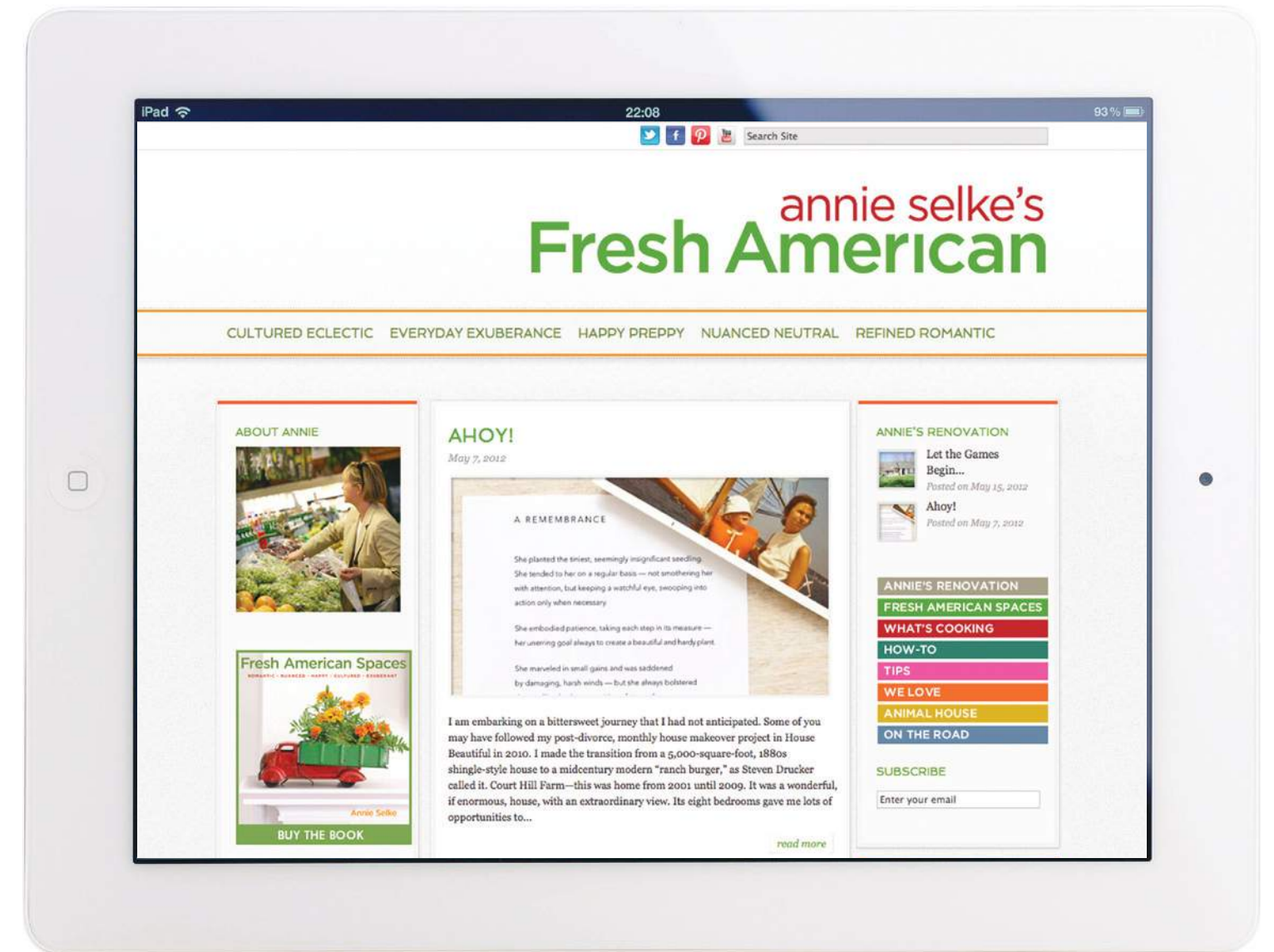
THE BOOK

Inspiration is everywhere, so Annie corralled a lifetime of ideas in *Fresh American Spaces*, a celebration of five distinctly American decorating styles. Using palettes, fabrics, key design elements, and easy-to-follow steps, the book demonstrates how to create spaces that are uniquely you.



THE BLOG

Building on the tips and tricks of *Fresh American Spaces*, the Fresh American blog follows Annie and her team as they talk style, offer original how-to's, track down great products, and demystify design. Food, travel, personal stories, practical guides, inspired interiors—read all about it!



WE GET

A favorite of interior designers, Hollywood stylists, and home-decorating aficionados alike, Dash & Albert, Pine Cone Hill, and Annie Selke Home fabrics have garnered rave reviews nationwide and are handpicked for more than 300 magazine features and columns, newspaper articles, blog posts, online chats, and TV segments per year.

Thousands of readers have also fallen in love with Annie's yearlong makeover series with *Woman's Day* magazine, and her 2010 column in *House Beautiful* on the renovation of her own home.



AROUND

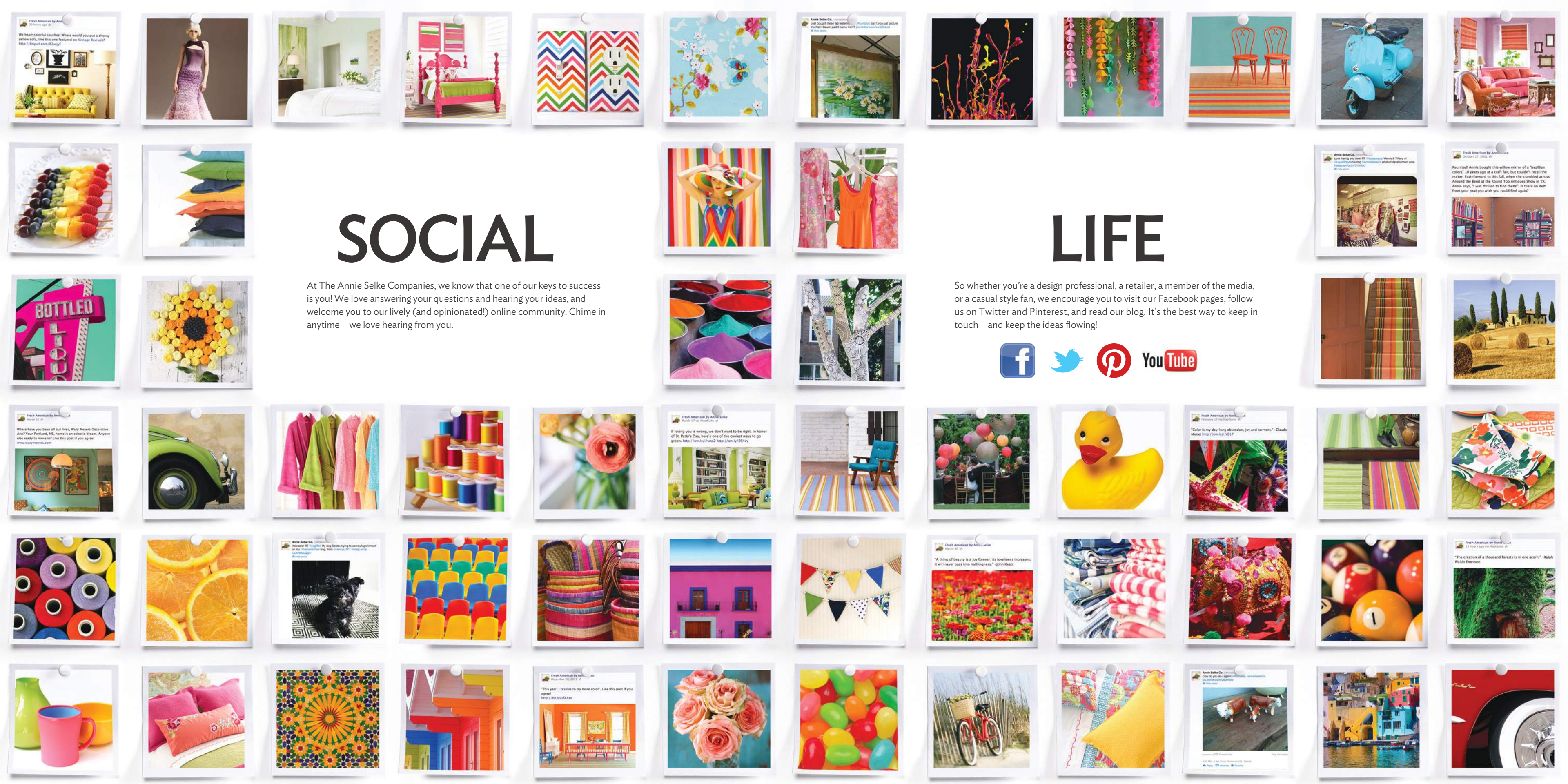
- | | | |
|----------------------|----------------------------|----------------------|
| Apartment Therapy | Groom Sold Separately | Pewter and Sage |
| Bedding Envy | Hello Lovely | The Preppy Princess |
| Centsational Girl | HGTV.com | Pure Style Home |
| Chinoiserie Chic | House of Turquoise | Remodelista |
| Coastal Chick | Inspiring Designs | Redneck Chic |
| COCOCOZY | Justluxe | Retro Renovation |
| Creategirl | The Lettered Cottage | Savvy Southern Style |
| The Cultivated Home | Little Green Notebook | Shelterpop |
| The Daily Basics | Lonny | Stylebeat |
| Daily Candy | Matters of Style | Style Lush |
| Décor Arts Now | Mrs. Blandings | Surroundings |
| Décor Happy | My Home Ideas | Sweet Pea Home |
| Design*Sponge | The New England Southerner | Tobi's Blog |
| Desire to Inspire | The Nest | Today Show |
| Eddie Ross | Good Morning America | Twig & Thistle |
| Elements of Style | | V & M |
| Freshvintage | | Vintage Junky |
| Good Morning America | | Washington Post |
| | | Home Front |

SOCIAL

At The Annie Selke Companies, we know that one of our keys to success is you! We love answering your questions and hearing your ideas, and welcome you to our lively (and opinionated!) online community. Chime in anytime—we love hearing from you.

LIFE

So whether you're a design professional, a retailer, a member of the media, or a casual style fan, we encourage you to visit our Facebook pages, follow us on Twitter and Pinterest, and read our blog. It's the best way to keep in touch—and keep the ideas flowing!



OFFICE



SPACE

We're proud to be an employer of choice in the Berkshires, one of the most awe-inspiring natural landscapes on the planet. Headquartered on a 200,000-square-foot campus that includes a renovated 1863 textile mill, we have an all-star staff of more than 90, plus an additional 40 employees in our Indian office. We source globally—manufacturing our products in fair-labor venues in multiple countries—and believe in making decisions that are ethical, fiscally sound, and socially responsible, both locally and worldwide.



CULTURE

Our staff is what keeps us going every day, and we honor their commitment through professional and personal development opportunities and help to facilitate the ever-elusive balance between work and home life. As part of our wellness program, we offer an on-site fitness center, yoga and other classes, medical screenings, biweekly summer cookouts, fresh fruit deliveries, and more.



COMMUNITY

At its core, The Annie Selke Companies' office culture is about fun and mutual respect. We nurture a lively and dynamic environment where people are encouraged to be imaginative, collaborative, and responsible, and feel upbeat, optimistic, and engaged.



CLICK,

Like what you see? Then let's go shopping! Visit our company websites anytime for a wealth of fresh picks and favorites, or stop in to one of the thousands of fine retail stores nationwide that carry our products. And don't forget to join our social media community on Facebook, Twitter, and Pinterest!



HOLLA,

For us, customers are an extension of our family. We believe that nothing less than the friendliest, most prompt, and most knowledgeable customer service will do, and we're always ready to lend a hand or offer design advice. So don't be a stranger!





Visit our
websites to
order or
find a store
near you.

Our products
are available
from coast to
coast at more
than 4,000
retailers.

Or order through
premier retailers
such as Neiman
Marcus, Horchow,
Sondance, Garnet
Hill, Layla Group,
and Wayfair.

In the Berkshire
area? Stop at
The Outlet at
Pine Cone Hill for
tons of great deals!
(we're online, too!)

We have
customers
in 25
countries!

Wholesale
showrooms
in Atlanta,
Dallas, and
High Point.

OR VISIT!

WANT MORE?



ABOUT ANNIE

Color, comfort, and approachable elegance—these are the hallmarks of visionary designer Annie Selke. A consummate traveler and flea-market treasure hunter, Annie gathers inspiration wherever she goes. She distills her ideas into a variety of fabulous and functional products for the home. The 2010 U.S. Small Business Administration's Massachusetts Small Business Person of the Year, Annie, with the help of her talented staff, designs all her products from company headquarters in the Berkshires.

The Annie Selke Companies
125 Pecks Road
Pittsfield, MA 01201
annieselke.com
Customer Service: 800 556 4593
Careers: hr@pineconehill.com
Press/Licensing: 413 629 2390
E-mail: info@annieselke.com



PINE CONE HILL

Established in 1994, Pine Cone Hill is a sensational collection of bedding, sleepwear, window panels, table linens, and decorative accessories. Whether you're building a beautiful boudoir or a rustic retreat, Pine Cone Hill has everything you need, in top-quality fabrics and imaginative designs. Sold at over 2,000 fine retailers in North America.

pineconehill.com
facebook.com/pineconehill
Retail Customer Service: 877 586 4771
Wholesale Customer Service: 800 556 4593
E-mail: info@pineconehill.com



DASH AND ALBERT RUG COMPANY

Dash & Albert Rug Company, founded in 2003, offers a happy selection of hooked, hand-loomed, handwoven, and tufted rugs. Spirited and well-bred, these rugs are the smart solution for floors pining for personality. The collection includes coordinating throws and pillows, and practical yet cheerful tote bags. Sold at over 2,300 fine retailers nationwide.

dashandalbert.com
facebook.com/dashandalbert
Retail Customer Service: 800 658 5035
Wholesale Customer Service: 800 557 5035
E-mail: info@dashandalbert.com



THE OUTLET AT PINE CONE HILL

Good design never goes out of style, so take advantage of fabulous steals on discontinued Pine Cone Hill and Dash & Albert classics! Whether you're in search of playful patterns, simple solids, or captivating colors, the Outlet offers an array of bedding, sleepwear, rug, and accessory choices at 50–80% off retail prices.

pineconehilloutlet.com
facebook.com/pineconehilloutlet
Customer Service: 800 442 8157



ANNIE SELKE HOME

Annie Selke Home by P. Kaufmann is a collection of richly colored and patterned fabrics by renowned designer Annie Selke. The collection is available at fine retailers across the country and online. A limited selection is also offered through Pine Cone Hill's website.

Annie Selke Home fabrics by P. Kaufmann
Pine Cone Hill Customer Service: 800 556 4593
P. Kaufmann: 212 292 2200

WHOLESALE AND TO THE TRADE ACCOUNT INQUIRIES

Northeast, Mountain, Southern California:

Pine Cone Hill
800 556 4593
413 629 2300
413 629 2400 (fax)
info@pineconehill.com

Dash & Albert Rug Company
800 557 2035
413 629 2323
413 629 2423 (fax)
info@dashandalbert.com

South, Midwest, NM, CO:

Dallas—Codarus
2050 Stemmons Freeway
531 World Trade Center
Dallas, TX 75207
800 755 5144
214 746 5152
214 746 5153 (fax)
www.codarus.com

Atlanta—Codarus
Americas Mart Bldg 1
Suite 10 A1
240 Peachtree St. NW
Atlanta, GA 30303
404 749 5050
404 749 5051 (fax)

High Point—Codarus
IHFC Booth H223
239 S. Wrenn St.
High Point, NC 27260

Pacific Northwest, Northern California:

About Home
379 Harper Lane
Danville, CA 94526
925 837 0455
925 742 3829 (fax)
www.abouthome.org

Trade Shows

The Atlanta International
Gift & Home Furnishings
Market
January & July

Dallas Total Home & Gift
Market
January & June

High Point Market
April & October

New York International
Gift Fair
January & August

We are a spirited, design-driven family of companies that creates enthusiasm through our timely and timeless lifestyle products and our caring commitment to people and process.

Our mission drives our business, and our profitability feeds our mission.