

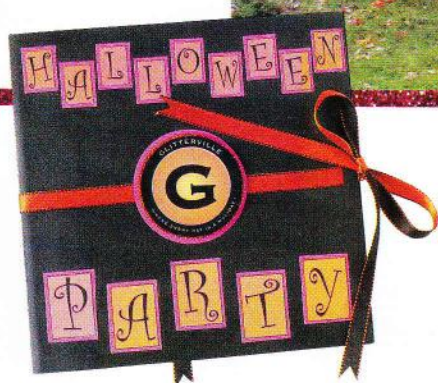
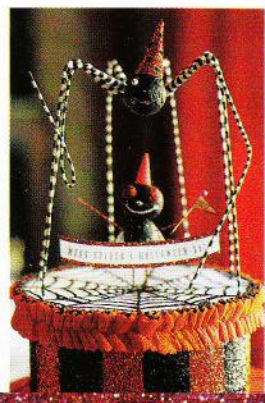
The Tennessee
duo behind a hip
holiday décor
company pull out
all the stops for a
Halloween
Spooktacular

the sultans of sparkle



text by kim ratcliff • photography by davies & lawery

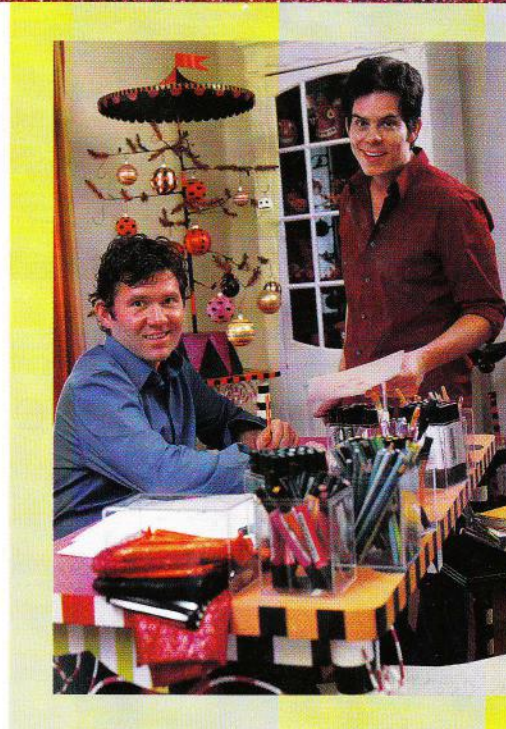
OPPOSITE PAGE:
Black-and-white
checked fabric adds
sass to a straight-laced
settee. LEFT: Miss
Spider, atop a treat
box from Glitterville's
handmade line, awaits
her sparkly prey.
RIGHT: Enter the
haunted greenhouse,
if you dare. BELOW:
Spooktacular invitation.



STEPHEN BROWN HAS LIVED THE SWEET LIFE FOR AS LONG AS HE CAN remember. Candy and cake frosting are his vices. He's concocted delicious window displays for Henry Bendel and other chic New York City stores. And, just like a real-life game of Candy Land, his path led to Glitterville, a unique line of whimsical seasonal décor he created with his business partner, Bryan Wilkerson.

A longtime friend, Bryan was heading a community college art department when Stephen recruited him for a colossal window-dressing project. "As we sat there carving heads out of 10-pound hunks of clay, we thought, 'There must be an easier way,'" recalls Stephen, who's also designed costumes for film and TV. So they created five ornaments on the spot. A retailer friend charged \$85 apiece and consistently sold out for an entire year.

That success gave Bryan and Stephen the gumption to attend their first gift show, where they collected 2,000 orders and were picked up nationally. Three years later, their empire has grown to include a multi-holiday giftware line licensed to Department 56, as well as a limited-edition handmade collection.

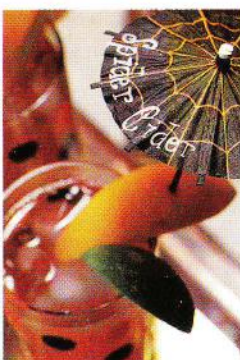
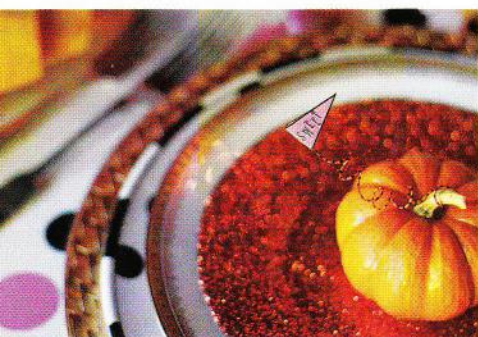


ABOVE: Getting covered in glitter is all in a day's work as Bryan (left) and Stephen (right) create quirky new products in their Rockwood, Tennessee, studio.
LEFT: A pumpkin head lawn jockey announces the Glitterville Halloween party.



"With us, more is more. If every surface isn't covered, we haven't done our jobs."

—stephen brown

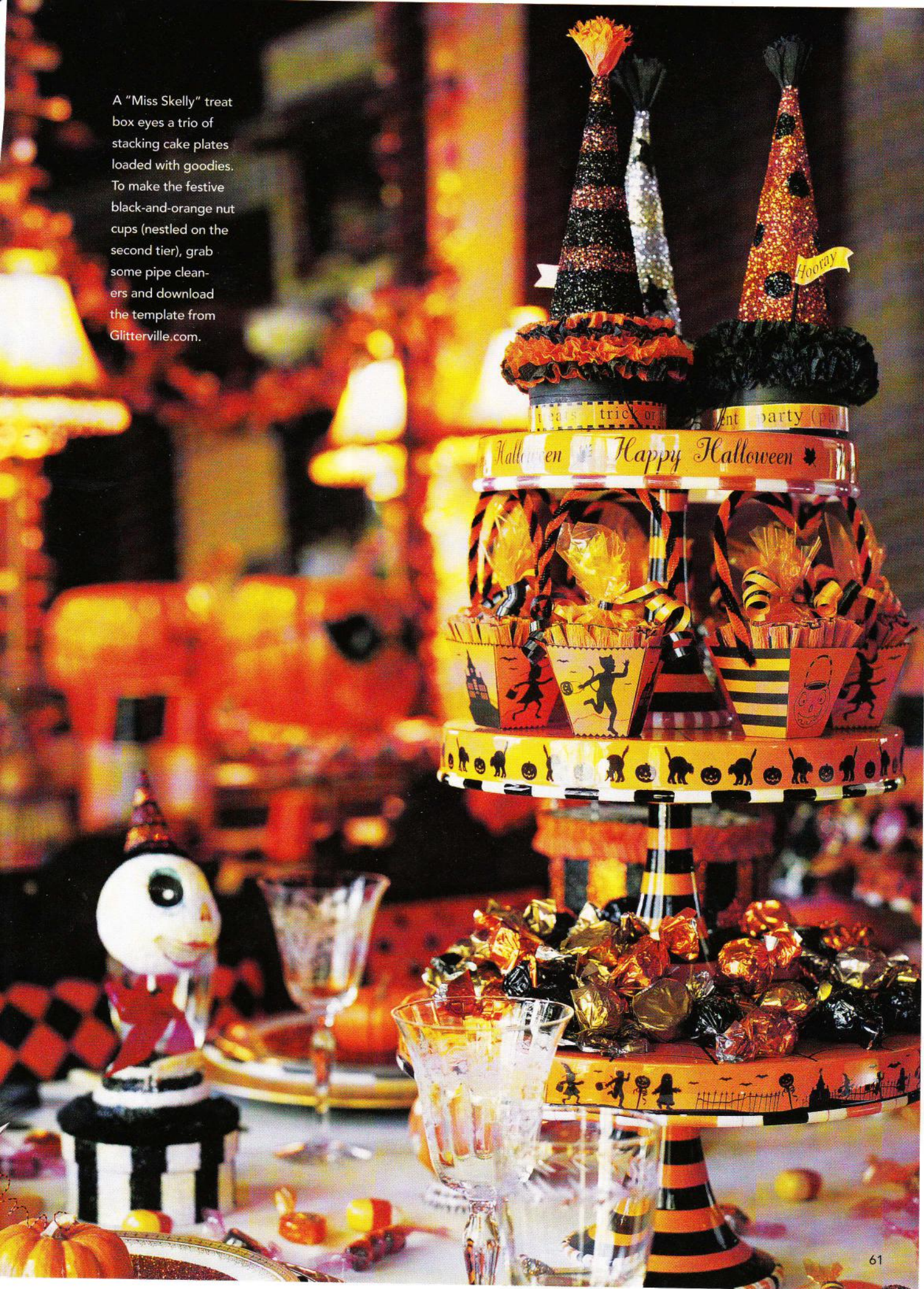


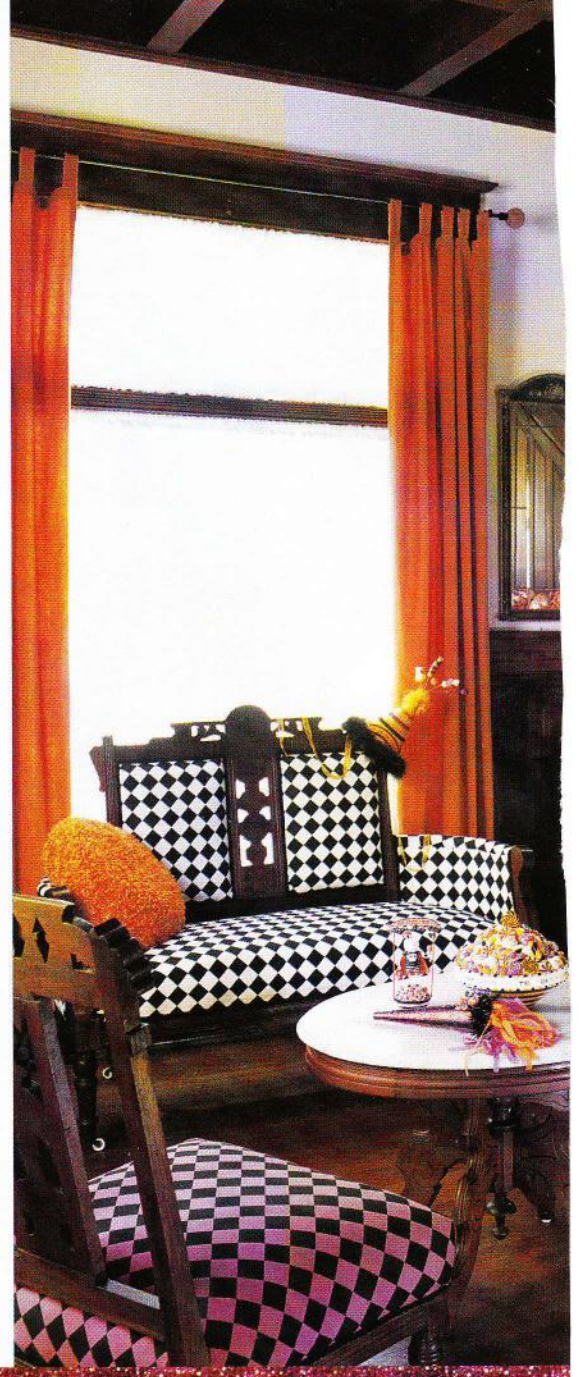
ALTHOUGH STEPHEN HOSTS AN ANNUAL CHRISTMAS BASH FOR 400 (THE whole town rallies!), he and Bryan wanted to create a more intimate soiree for Glitterville's favorite holiday—Halloween. Stephen's 1904 home, which features Edwardian architecture from the Arts and Crafts period, has been in the family for years. With its darkly stained, carved columns and arches, it possesses built-in Addams Family intrigue.

Accessorizing with Glitterville for the party was a given. To tie in with the line's playful color scheme, Stephen and Bryan reupholstered the home's "stuffy" Eastlake-style antiques in black-and-white checked and polka-dot twill fabric, some of which had been hand dyed orange and fuchsia. And, of course, they served loads of sweet treats. "We literally went out and sucked up all the candy corn in a three-county region," Bryan says with a laugh.

CLOCKWISE FROM TOP LEFT: "Punchy the Pumpkin" bowl adorns a marble-topped sideboard. A simple white tablecloth allows treats to take center stage. Webbed cocktail umbrellas advertise spider cider. Tiny pumpkins make cute place card holders.

A "Miss Skelly" treat box eyes a trio of stacking cake plates loaded with goodies. To make the festive black-and-orange nut cups (nestled on the second tier), grab some pipe cleaners and download the template from Glitterville.com.

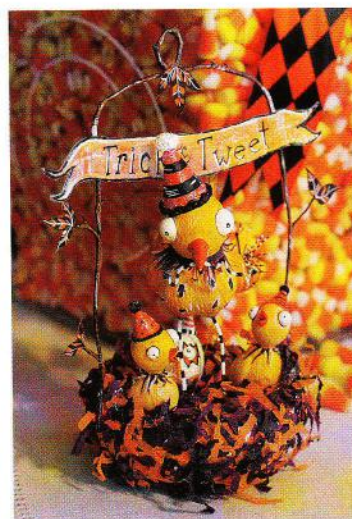




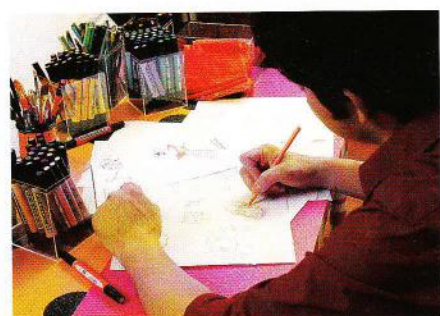
"Glitterville is H.R. Pufnstuf with a Tim Burton cherry on top." —bryan wilkerson



LEFT: Perched atop an antique plant stand, a jack-o'-lantern sports a marabou-trimmed "Batty for Halloween" party hat. ABOVE LEFT: "If only one Glitterville item could be saved for posterity," quips the charmingly Southern Stephen, "it would have to be our signature candy garland." With 46 pieces, each individually wrapped in cellophane, it epitomizes the artists' painstaking attention to detail. Draped above a built-in bench, Glitterville's European signature glitter glass ornaments, ABOVE RIGHT, look yummy enough to eat.



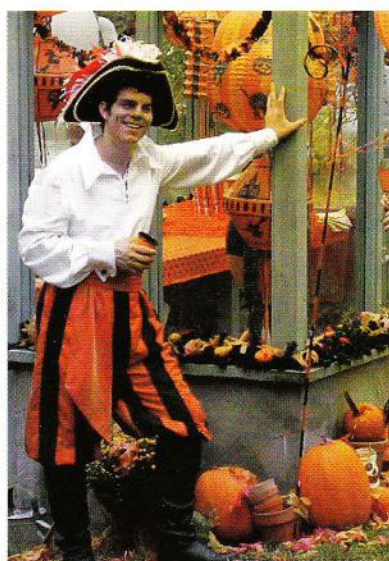
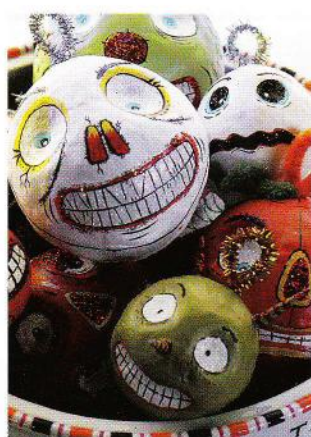
CLOCKWISE FROM ABOVE: A "Big Top Halloween Tree" sets the tone in Glitterville's colorful in-home studio. It all begins with a sketch. "Trick or Tweet" was conceived when a bird-watching Stephen imagined a mama bird unearthing a candy worm for her babies. Vintage collectibles offer inspiration.





"I never freak out. I just take it as it comes.
My whole life is one big *I Love Lucy* episode."

—stephen brown



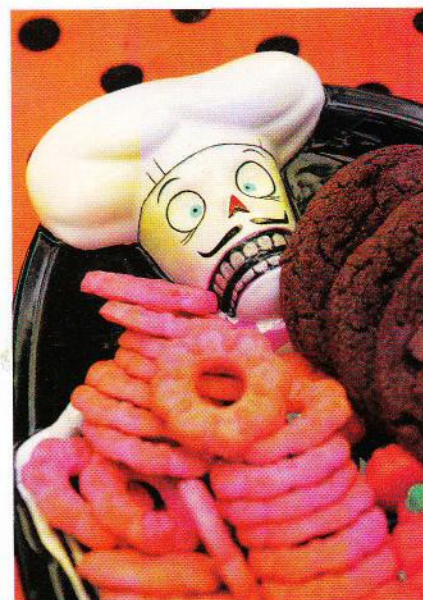
CLOCKWISE FROM
TOP: Costume-clad
guests gather in the
greenhouse for tricks
and treats. A slew
of vintage-inspired
paper jack-o'-lanterns
(some full bodied)
hang from the ceil-

ing. Swashbuckling
Stephen edged the
greenhouse with
pumpkins in different
sizes, shapes, and
hues. Sparkly skel-
eton ornaments also
make spooky-chic
cake toppers.

see getting the goods for more information



CLOCKWISE FROM
TOP RIGHT: Bobbing
for apples from a
hand-painted, galva-
nized washtub. Who
can resist a treat from
the ceramic "Bone-
Appetite" platter?
Bryan, aka Funny Bone,
bonds with Banjo. A
paper pumpkin hangs
from a Glitterville lan-
tern pole.



FOR THE NEIGHBORHOOD HALLOWEEN SPOOKTACULAR, STEPHEN AND Bryan even whipped up promotional Glitterville invitations (see page 59). The party was a hit, and once the word gets out in their charming small town, they're sure to be inundated with guests next year. "That's fine," Bryan says. "We never run out of ideas."

It's true. Their minds seem spring-loaded with fantastic imagery. Stephen, for example, admits to a severe case of arachnophobia. Yet in his Glitterville universe, he envisions a cuddly spider riding a tricycle festooned with banners. Pens are uncapped, ideas sketched, and voilà—another creation is born. And, with their admiration of vintage decorations, nothing makes the guys of Glitterville happier than to think that years from now, someone scouring a flea market might be inspired by one of their pieces. 🕷

