

Ames Department Stores Inc.  
 2418 Main Street  
 Rocky Hill  
 Connecticut, 06067

Phone No: 203 563

Bruce Peloquin, Buyer, Home Decor

Ames is a discount department store chain which has been gradually getting into furniture sales. The group devotes about 5,000 sq. ft. to furniture products in its stores (185 stores). A range of wooden, wood and metal, butcher block tables, foam seating, melamine and paper faced storage pieces is carried. Products are mainly low end but as with most mass merchants selling the category there is a gradual trend to improved quality. Ames is used to importing and L/Cs but also buys from US held stocks. Major US factories whose products are carried include: Gusdorf, Bush, Affordable.

Caldor  
 20 Glover Street  
 Norwalk  
 Connecticut, 06852

Phone No: 203/846 1641

Carl Weinberg, GMM

Caldor moved into the KD field in September 1985 when they converted the major appliances division in all of their 106 north-eastern US stores to furniture departments. To date Caldor's look is far from impressive, but they are apparently making major sales. All products can be described as low end and budget. The store plans upgrade progressively and increase the emphasis on furniture. This group is generally regarded as a leader in the move by mass merchants to furniture. A good prospect for lower priced goods. Buying from Europe, Asia and the US. Main US suppliers Charleswood, and Affordable.