

Emporium Capwell
835 Market Street
San Francisco
California, 94103

Phone No: 415/764 3656

Rick Johnson, Lifestyles Buyer

Emporium Capwell operates 22 department stores in the Bay Area of northern California. The company sells RTA in its lifestyles departments. Is currently looking for home and student desks, home storage, home office, and dining designs. The company is used to dealing with overseas suppliers by letter of credit or otherwise. Emporium Capwell likes to have a 10% advertising discount included in its costs, and usually takes 5%-30 days from US suppliers

Robinson's Department Stores
600 West 7th Street
Los Angeles
California, 90017

Phone No: 213//488 6800

Dale Barnhart, Buyer C'good + Uphol.

Robinson's operate 21 department stores in Southern California. 18 of these stores contain furniture departments. Robinson's recently opened a new look young contemporary department in several of their stores. These departments sell a number of items which are RTA in origin but are not sold KD. KD items are assembled in Robinson's warehouse for customer delivery and not as take home packs. Always interested in attractively designed contemporary items. Rather concerned about import duties. Has had experience with Canadian items. Good experience.

Strawbridge & Clothier
801 Market Street
Philadelphia
Pennsylvania, 19105

Phone No: 215/629 6000

James J. Logue, DMM

Strawbridge and Clothier operate 25 department stores in the Philadelphia area. This is an old established firm . The company has moved increasingly into KD over the last 18 months to offset the threat it perceived from Ikea's opening in Philadelphia. Interested in new products. To date products have been purchased in most european and asian markets including Spain. Strawbridge has tried Canadian products and liked them.