

Danica House
100 West Micheltorena St.
Santa Barbara
California, 93101

Phone No: 805 963 1411

Bob McOlm, Owner

Operates 3 stores in vicinity of Santa Barbara. Mainly Scandinavian look but also buys from Italy, Singapore and does sell some Canadian product. Complimentary about Canadian experience buying metal furniture. 90% of KD product purchased is sold assembled to consumers who are described as young and affluent. Usually buys direct from factory or via manufacturer's agent. Danica either prepays or pays at 30 days. Likes to work with manufacturers who supply their own mailers for Danica to mail. Describes operation as medium priced. Sells some product with his own brand name on it.

Horizon Showroom of Contemporary Furn.
8600 West Pico Blvd.
Los Angeles
California, 90035

Phone No: 213 655 8800

Ms Peri Hanley, Buyer

Horizon operates one full service store in Los Angeles drawing customers from Los Angeles and Orange County. Sells KD which is mainly bedroom furniture. Imports from Italy and Germany and has bought from Canada and likes Canadian products. Canadian delivery described as slow. Usually pays cash against documents for imports and 30 days for local supply. Interested in new products and new suppliers

Conran's
10 Astor Place
New York
New York, 10003

Phone No: 212 674 4800

Joe Mistretta, Senior Buyer

Conrans is a US subsidiary of the giant Habitat Mothercare Group in the UK. 14 stores are currently in operation with 5 new outlets planned for the NE USA. Conrans business was built on up-market design KD furniture and a complete range of household accessories of all kinds. Conran's are capable of furnishing the complete house. US sales are in excess of \$40 million with world group sales of around \$1 billion. Conran's operates its own extensive design group in the UK (over 200 people), and produces quarterly catalogs in the U.S. The company considers design a crucial element. Currently buying from several Canadian sources. Definitely worth pursuing but very selective.