

Uzzolo
1718 Connecticut Avenue NW
Washington
DC, 20009

Phone No: 202 328 0900

Alfredo Paredes, Buyer Lifestyles

Uzzolo operates 2 stores in Washington DC. They are a specialty store operator concentrating on better quality furniture. Their current line up includes Finnish and Italian leather upholstery, and lacquer. Like most retailers they are always open to new products but stressed that innovative international design styling is important to them. Suppliers should contact Mr Paredes. Currently looking for item pieces such as chairs and accent furniture. They have purchased Canadian product and described it as medium quality.

Finlandia Furniture Inc.
23351 Avenida De La Carlotta # B
Laguna Hills
California, 92653

Phone No: 714 951 7567

Tauno Korhonen, Owner

Finlandia Furniture operates 9 stores in Southern California and Arizona. More outlets are planned. Mr Korhonen also owns stores in Finland. His furniture is largely KD shipped from Scandinavia and Germany (outdoor furniture). He sells all main furniture categories including kitchen and bath furniture. He pays for his furniture on open A/C. Products are assembled for consumers at no charge. Finlandia's customers are mainly professional people in the \$30 - 50,000 salary bracket. Finlandia would only buy Canadian product if its design would please Scandinavians. Mr Korhonen stressed that good quality literature is essential for effective KD selling.

Domus Inc.
1214 Perimeter Mall
Atlanta
Georgia, 30346

Phone No: 404 396 1064

Jerry Moskowitz, President

Domus operates one store in Atlanta. A further two stores are planned. Domus sells KD in Seating, occasional, storage, family room, bedroom, kitchen and bath, and accent categories. Domus's products are largely imported and they come mainly from Italy and Scandinavia. Mr Moskowitz is interested in new supply sources he has sold Canadian product but experienced problems with freight. He considers his store to be mid-price. He visits Copenhagen and Milan on buying trips.