

An interesting article on furniture retailers appeared in a recent issue of the often quoted U.S. publication, Furniture/Today. The fifth annual survey by F/T of the industry's top 100 furniture stores in the U.S. revealed that six of the retailers were located in the greater New York City area. The top 100 retailers accounted for \$5.7 billion, or over one-fourth, of the industry's \$22.5 billion annual revenue. The latest available statistics on the total number of furniture stores in the U.S. was 28,664 in 1982 by the U.S. Census Bureau.

From these figures, the very significant impact of the top 100 stores can be seen. Although the top 100 represent less than one percent of the stores, they constitute over 25% of the volume. The remaining 99% of the U.S. furniture stores still generate respectable revenues of \$16.8 billion annually. Furniture stores as a group showed a 14% sales growth over the previous annual survey, with the top 100 stores gaining 18%.