

Rhodes Inc:
4370 Peachtree Road N.E.
Atlanta
Georgia, 30319

Phone No: 404-264 4600

Alan Wilson, VP Merchandising

Rhodes is a major full service retailer currently operating 69 stores with 7 more in planning. The company's sales volume is in excess of \$130 million. The chain is publicly held. Stores are located in Southeastern states. Company currently sells some KD, mainly bedroom Wall systems and dining with some upholstered seating. Is used to imported products, likes to buy direct wherever possible; requires FOB factory pricing and pays by L/C. Hot product categories: Lacquer, leather, wall systems in the medium price range. Has not considered buying Canadian yet.

C.S.Wo and Sons
P.O.Box 1417
Honolulu
Hawaii, 96806

Phone No: 808 545 5966

Jan Baker Gomes, Mdse.Mgr.

C.S.Wo/Scandiavian Galleries operate 8 store units on the four main Hawaiian islands. The company has three types of stores including Drexel Heritage Galleries, Scandinavian stores and Mass Market D-I-Y stores. Sales volume is approx. \$23 million. Specific product buyers are: casegoods, occasional, bedding - M'liss Boydston; upholstery - Ann Kaufman; lifestyles - Sherryl West. All initial contacts should be made to Mr Wendell J. Wo (president). The Wos sell imported KD products from Europe and Asia but not yet from Canada. The Wos are interested in new sources for casegoods in oak, teak, and rosewood. Company buys both on L/C and open A/C. C.S.Wo owns Universal Furniture the largest US furniture importer.

Self.Service Furn. & Carpet Center
19240 SE Stark St.
Portland
Oregon, 97233

Phone No: 503 665 3133

Glenn Coker, Buyer

Self Service furniture and carpet centers operate 21 warehouse showrooms in the northwestern US. The company buys products KD but sells them fully assembled. The company concentrates on lower priced merchandise selling both US and imported KD product; has not dealt with Canadian sources so far; is interested in bedroom, storage, and occasional products. Self Service operates its own upholstery manufacturing facility geared to supply its own stores. Mr Coker is happy to interview new suppliers in Portland.