

Gold Circle
6121 Huntley Road
Worthington
Ohio, 43085

Phone No: 614/438 7053

Derek Dubin, Buyer

Gold Circle describes itself as an "upscale" mass merchant. The group operates 50 stores with a further 25 being proposed. Stores are located in Ohio, Kentucky, New York State, and Pennsylvania. Gold Circle deals with most of the major US producers but also sells imported products from Taiwan, Eastern Europe, and Thailand. Currently looking for vinyl, paper, and wood veneered flat-pack products. Has not bought from Canada. Looking for medium priced products. Buys at High Point, K Design, and the Housewares Show.

Dart Dry Stores Inc.
3301 Penney Drive
Landover
Maryland, 20785

Phone No: 301/772 6000

Allen D. Nehman, Sr.V.P.

Dart operates 80 stores in Washington DC, Maryland, and Virginia. The operation is described as a discount drug chain. Dart sells KD furniture which it describes as medium priced, including bedroom, storage, metal seating, dining, and accent pieces. Always open to new products. Most of Darts imported products are purchased on extended L/C and come from Taiwan.

Montgomery Ward
2 Montgomery Ward Plaza
Chicago
Illinois, 60671

Phone No: 312/467 2000

Bill Daly, Import Development

Montgomery Ward is one of the 'big three' US mass merchants. The corporation currently operates 320 stores nationwide plus catalog sales. Montgomery Wards sell furniture in all categories and are interested in adding to their KD selections. Would not say how much KD sold. Has purchased Canadian product. Wards sell their KD products in the same department fully assembled products. Would not divulge terms but like to buy at FOB prices.