

INDEPENDENT RETAILER INTERVIEWS & REGIONAL OVERVIEW:

The U.S.'s independent retailers are the backbone of the furniture retailing industry. The interviews which follow are representative. Each of the major U.S. marketing regions has its firmly based independent retailers. Further examples are:

New York area: J.H. Harvey's - White Plains, NY; Bayles Furniture - Rochester, NY; Hutfman-Koos - N. Hackensack, NJ; Mart Furniture Galleries - Union, NJ; Wayside Furniture - Milford, CT; Seamans Furniture - Carle Place, NY; Alperets Furniture - Seekonk, MA.

Chicago Area: L. Fish Corp - Chicago, IL; Leath Furniture - Chicago, IL; Rockford Standard - Rockford, IL; Kittle's - Indianapolis, IN; Glick's - Columbus, OH; Lawhon Furniture - Tulsa, OK.

Texas Area: Gabberts - Midway, TX; Haverty's - Dallas, TX; Household Merchandising - El Paso, TX; Finger Furniture - Houston, TX; Lacks - Victoria, TX;

Florida Area: Kane Furniture - Orlando, FL; Levitz Furniture - Miami, FL; (The U.S.'s largest retailer); Haverty's - Atlanta, FL; Designhouse Intl - Norcross, GA; Seay's - Atlanta, GA; Maxwell Bros - Columbia, SC;

California & West Coast Area: Sel Service Furniture - Spokane, WA; Granite Furniture - Salt Lake City, UT; Sam Levitz Furniture - Tucson, AZ; McMahan's - Carlsbad, CA; R & B Furniture - Irvine, CA; Rapport Co - Los Angeles, CA; Cannel & Chaffin - Los Angeles, CA;