

Great Ace (Smiley Ace H'ware.Inc.
2817 North Clark Street
Chicago
Illinois, 60657

Phone No: 312 348

Brian Daly, Vice President

The Great Ace is an unusual operation. An in-town hardware store which converted to home center and strongly emphasises furniture sales. One store only is operated but the Great Ace is an important outlet, particularly for promotionally priced KD products and sells all categories. Imported products have been purchased from Scandinavia, Italy and Canada. The Canadian products were described as "good design and good quality". Great Ace sells lower to medium priced products and are "always looking for new products". Literature is important. New suppliers can see Great Ace at the store or at most trade shows.

Rickel Home Centers
200 Helen
South Plainview
New Jersey, 07080

Phone No: 201/668 7000

Tom Deutsch, Buyer

Rickel are the 6th largest home center chain in the US, operating a chain of stores in the northeastern US. Sales are in excess of \$200 million. The chain is a part of the giant W.R.Grace Group. Rickel sells a promotionally priced selection of flat-pack multi-purpose furniture. Affordable, Sauder, Gusdorf, Bush are suppliers. The chain also sells American Forest Products range of unfinished kit-set pine furniture together with a miscellaneous selection of accent pieces, chairs etc. The Chain is now moving into KD kitchens.

Channel Home Centers
945 Route 10
Whippany
New Jersey, 07981

Phone No: 201/330 6000

Dennis S. Bigler, Merchandise Manager

N E US home center chain moving into KD market. Furniture and kitchens.