

Englander Triangle
1310 Academy
Ferndale
Michigan, 48220

Phone No: 313/398 4950

Bud Felton, Buyer, Casegoods

Englander Triangle operates 6 full service stores, an Ethan Allen gallery and a clearance center. The company is thinking of adding the category. Sales volume in excess of \$15 million. Currently imports KD products from Italy, Scandinavia, Canada, France & Germany. Visits High Point, Milan, and Paris shows. Believes style sells.

Pier One
301 Commerce Street, Suite 600
Fort Worth
Texas, 76102

Phone No: 817/878 8000

Adrian Long, General Merchandise Manager

Pier One has been quietly upgrading its level of merchandise for the last three years. Today the group sells farmhouse style furniture, simple European styles and cane. Products are largely KD. Pier One currently operates 350 stores and plans to open one new store each week for the next two years. Principal supply sources are Eastern bloc countries, China, and Thailand. Interested in new products, has not had much luck with metal so far. Aims for the young and the older affluent. Adrian Long is an ex Habitat employee.