

Wickes Furniture
351 W.Dundee Rd.
Wheeling
Illinois, 60090

Phone No: 312 541 0100

John Klein, Gen.Mgr.

Wickes operates 15 stores including warehouse format, satellite format, and concept stores located in Minnesota, Pennsylvania, Illinois, and California. Wickes emerged from temporary bankruptcy after total re-organization earlier this year. Profile of products sold is mid to upper middle. Company is selling an increasing amount of KD most of which comes from Asia. Wickes do have one Canadian KD supplier and they are very positive about dealing with Canadians. They are always on the lookout for casegoods and occasional furniture but stressed that it is not easy for new sources to sell them. Send catalogs and write for an appointment.

Cousins Home Furnishings
11230 Sorrento Valley Rd. STE 200
San Diego
California, 92121

Phone No: 619

Sam Levitz, V.P.Merchandising

Publicly held promotional chain growing rapidly, very aggressive. Stores located on West Coast and in Dallas. RB Furniture is a principal shareholder (37%). Sells KD furniture.

Allied Stores Marketing
1120 Avenue of the Americas
New York
New York, 10036

Phone No: 212 764

Mindy Schwartz, Buyer

Allied Stores control approximately 300 stores spread coast to coast. Main prospects for furniture sales consist of their department stores which include such famous names as Jordan Marsh in Boston, Sterns in NJ, Garfinkels in Washington DC, Joskes in Texas, and Bon Marche in Washington State. Allied do also control D-I-Y and mass merchant type stores. KD products are sold in most categories and Allied buys all over the world. The group is currently planning to develop its lifestyle operations and to add leather upholstery. Allied works with L/Cs and is happy to be quoted in a number of ways (Ex factory, FOB, CIF, and ex US warehouse. Terms are 2% nett 30, & 4% on L/Cs.