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Retailer and Distributor Information and Contacts Developed for the Market Report, “Market Trends, Opportunities and Constraints for Knock-Down (Ready-to-Assemble) Furniture in the United States”



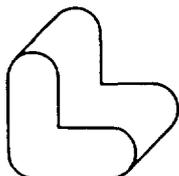
RETAILER AND DISTRIBUTOR INFORMATION
AND CONTACTS DEVELOPED FOR THE MARKET REPORT
"MARKET TRENDS, OPPORTUNITIES AND CONSTRAINTS
FOR KNOCK-DOWN (READY-TO-ASSEMBLE) FURNITURE
IN THE UNITED STATES.

Prepared for
the Department of External Affairs
Ottawa, Canada.

Dept. of External Affairs
Min. des Affaires extérieures

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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; Alperfs 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;

Rhodes Inc:
4370 Peachtree Road N.E.
Atlanta
Georgia, 30319

Phone No: 404-264 4600

Alan Wilson, VP Merchandising

Rhodes is a major full service retailer currently operating 69 stores with 7 more in planning. The company's sales volume is in excess of \$130 million. The chain is publicly held. Stores are located in Southeastern states. Company currently sells some KD, mainly bedroom Wall systems and dining with some upholstered seating. Is used to imported products, likes to buy direct wherever possible; requires FOB factory pricing and pays by L/C. Hot product categories: Lacquer, leather, wall systems in the medium price range. Has not considered buying Canadian yet.

C.S.Wo and Sons
P.O.Box 1417
Honolulu
Hawaii, 96806

Phone No: 808 545 5966

Jan Baker Gomes, Mdse.Mgr.

C.S.Wo/Scandiavian Galleries operate 8 store units on the four main Hawaiian islands. The company has three types of stores including Drexel Heritage Galleries, Scandinavian stores and Mass Market D-I-Y stores. Sales volume is approx. \$23 million. Specific product buyers are: casegoods, occasional, bedding - M'liss Boydston; upholstery - Ann Kaufman; lifestyles - Sherryl West. All initial contacts should be made to Mr Wendell J. Wo (president). The Wos sell imported KD products from Europe and Asia but not yet from Canada. The Wos are interested in new sources for casegoods in oak, teak, and rosewood. Company buys both on L/C and open A/C. C.S.Wo owns Universal Furniture the largest US furniture importer.

Self.Service Furn. &.Carpet Center
19240 SE Stark St.
Portland
Oregon, 97233

Phone No: 503 665 3133

Glenn Coker, Buyer

Self Service furniture and carpet centers operate 21 warehouse showrooms in the northwestern US. The company buys products KD but sells them fully assembled. The company concentrates on lower priced merchandise selling both US and imported KD product; has not dealt with Canadian sources so far; is interested in bedroom, storage, and occasional products. Self Service operates its own upholstery manufacturing facility geared to supply its own stores. Mr Coker is happy to interview new suppliers in Portland.

Uzzolo
1718 Connecticut Avenue NW
Washington
DC, 20009

Phone No: 202 328 0900

Alfredo Paredes, Buyer Lifestyles

Uzzolo operates 2 stores in Washington DC. They are a specialty store operator concentrating on better quality furniture. Their current line up includes Finnish and Italian leather upholstery, and lacquer. Like most retailers they are always open to new products but stressed that innovative international design styling is important to them. Suppliers should contact Mr Paredes. Currently looking for item pieces such as chairs and accent furniture. They have purchased Canadian product and described it as medium quality.

Finlandia Furniture Inc.
23351 Avenida De La Carlotta # B
Laguna Hills
California, 92653

Phone No: 714 951 7567

Tauno Korhonen, Owner

Finlandia Furniture operates 9 stores in Southern California and Arizona. More outlets are planned. Mr Korhonen also owns stores in Finland. His furniture is largely KD shipped from Scandinavia and Germany (outdoor furniture). He sells all main furniture categories including kitchen and bath furniture. He pays for his furniture on open A/C. Products are assembled for consumers at no charge. Finlandia's customers are mainly professional people in the \$30 - 50,000 salary bracket. Finlandia would only buy Canadian product if its design would please Scandinavians. Mr Korhonen stressed that good quality literature is essential for effective KD selling.

Domus Inc.
1214 Perimeter Mall
Atlanta
Georgia, 30346

Phone No: 404 396 1064

Jerry Moskowitz, President

Domus operates one store in Atlanta. A further two stores are planned. Domus sells KD in Seating, occasional, storage, family room, bedroom, kitchen and bath, and accent categories. Domus's products are largely imported and they come mainly from Italy and Scandinavia. Mr Moskowitz is interested in new supply sources he has sold Canadian product but experienced problems with freight. He considers his store to be mid-price. He visits Copenhagen and Milan on buying trips.

Danica House
100 West Micheltorena St.
Santa Barbara
California, 93101

Phone No: 805 963 1411

Bob McOlm, Owner

Operates 3 stores in vicinity of Santa Barbara. Mainly Scandinavian look but also buys from Italy, Singapore and does sell some Canadian product. Complimentary about Canadian experience buying metal furniture. 90% of KD product purchased is sold assembled to consumers who are described as young and affluent. Usually buys direct from factory or via manufacturer's agent. Danica either prepays or pays at 30 days. Likes to work with manufacturers who supply their own mailers for Danica to mail. Describes operation as medium priced. Sells some product with his own brand name on it.

Horizon Showroom of Contemporary Furn.
8600 West Pico Blvd.
Los Angeles
California, 90035

Phone No: 213 655 8800

Ms Peri Hanley, Buyer

Horizon operates one full service store in Los Angeles drawing customers from Los Angeles and Orange County. Sells KD which is mainly bedroom furniture. Imports from Italy and Germany and has bought from Canada and likes Canadian products. Canadian delivery described as slow. Usually pays cash against documents for imports and 30 days for local supply. Interested in new products and new suppliers

Conran's
10 Astor Place
New York
New York, 10003

Phone No: 212 674 4800

Joe Mistretta, Senior Buyer

Conrans is a US subsidiary of the giant Habitat Mothercare Group in the UK. 14 stores are currently in operation with 5 new outlets planned for the NE USA. Conrans business was built on up-market design KD furniture and a complete range of household accessories of all kinds. Conran's are capable of furnishing the complete house. US sales are in excess of \$40 million with world group sales of around \$1 billion. Conran's operates its own extensive design group in the UK (over 200 people), and produces quarterly catalogs in the U.S. The company considers design a crucial element. Currently buying from several Canadian sources. Definitely worth pursuing but very selective.

Lawrance Contemporary Furn.
 P.O.Box 3969, 633 University
 San Diego
 California, 92103

Phone No: 619 291 1911

Edward Haimsohn, President

Lawrance Contemporary Furniture is a medium to high-end contemporary furniture retailer. Ed Haimsohn heads up a buying group which purchases for 15 retail stores. Lawrance own two of these. Lawrance has a turnover of about \$3 million in its own right. Interested in expanding into KD currently only sells one line from the US wall and bedroom system producer, Techline. Buys Techline because considers it the best value, but has an open mind.

Reliable Stores
 6301 Stevens Forest Road
 Columbia
 Maryland, 21045

Phone No: 301 997 3816

Richard Barnett, President

Reliable Stores controls 75 stores along the eastern seaboard. Sales volume is excess of \$140 million. Stores located Connecticut, Maryland, Virginia, Washington, West Virginia, Tennessee, N. Carolina, and Pennsylvania. Group includes: White & Weeks, Ball Bros., B+L, Phillip Levy, Gross, and Hub. Plans aggressive growth. Full service retailer.

Rubensteins
 115 West 8th Avenue
 Eugene
 Oregon, 97401

Phone No: 503 485 8191

Bob Rubenstein, President

Rubensteins operate 4 contemporary furniture stores in Oregon and Washington State.

Maurice Villency
200 Madison Avenue
New York
New York, 10016

Phone No: 212 725 4840

Maurice Villency operates two Maurice Villency stores in New York which sell medium to high-end contemporary furniture including leather and wall systems - mainly contemporary and including products that are KD but usually sold assembled. Two Preferred Seating outlets are operated in the New York region - Preferred seating sells exclusively upholstered sofas and chairs in a vignette environment and features custom fabrics. The company additionally operates 4 Roche and Bobois outlets and is the US partner in the Roche Bobois franchise program (28 stores in exclusive locations). Write and send catalog before making an appointment.

Universal Furniture House
2372 St Claude Avenue
New Orleans
Louisiana, 70117

Phone No: 504/945 4171

Mr Ray Conner, Buyer, Bedding/Lifestyles.

A full service furniture store which has sold some imported product, mainly from Taiwan, but has not yet sold KD. Thinking of getting into the business. Interested in new sources. Shops Dallas and High Point. Send literature

J Michaels Inc
182 Smith Street
Brooklyn
New York, 11201

Phone No: 718/852 6100

Richard Reid, V.P.+ Casegoods/Dining

Sells a small percentage of KD furniture mainly in the promotional dining, storage, and occasional areas. Looking for new sources for occasional furniture. Usually buys on open account. Company sells in excess of \$14 million, operates 7 stores in Brooklyn, Buffalo, and Medina NY, including one discount store, but mainly full service.

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.

DISCOUNT STORES & MASS MERCHANTS INTERVIEWS

Discount store chains are headquartered throughout the U.S. There is no recognizable center. Other major discount store chains which could be interesting for Canadian KD manufacturers include: Fed-Mart Corp - San Diego, CA; Jamesway - Seacaucus, NJ (bought 7,000 two door melamine KD wardrobes for \$28 from a Belgian supplier at the April 1986 High Point Market); Fred Meyer - Portland, OR; Jefferson Ward - Miami, FL; Richway - Atlanta, GA.

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.

Wal-Mart Stores Inc.
702 S.W. 8th Street
Bentonville
Arkansa, 72712

Phone No: 501/273 4433

Jim Sheffield, Buyer

Chain operates approx 320 stores. Buys from major US flat-pack producers plus mainly imported accent pieces and chairs.

Target Stores
33 South 6th Street
Minneapolis
Minnesota, 55440

Phone No: 612/370 6073

Laura Ladew, Buyer

Mass merchandizer with a chain of 133 stores located in the mid-west. Company buys mainly from major US flat-pack suppliers. The Target stores we visited were very small and displayed no KD furniture.

Bradlees
1 Bradlees Circle
Braintree
Massachussetts, 02184

Phone No: 617/770 8000

Cathy Miner, Furniture Buyer

Chain of 89 discount department stores in New England. Products sold include US flat-pack, with accent pieces, and chairs chairs from Asia or the Eastern Bloc.

Zody's
2525 Military Avenue
Los Angeles
California, 90064

Phone No: 213/824 5800

Helena Bennet, Buyer

Zody's operate 33 stores in Southern California and Nevada. The company sells storage, metal seating, upholstered seating and furniture in most categories except bedroom. 50% of all furniture sold is KD. Always looking for new sources. Buys mainly at the Chicago Housewares Show.

J.C. Penney
1301 Avenue of the Americas
New York
New York, 10019

Phone No:

Don Odell, G.M.M.

Don Odell claims that J.C. Penney have decided to move out of the KD furniture field.

Best Products Inc
4909 West Marshall
Richmond
Virginia, 23230

Phone No: 804/359 5021

Jim Price, Buyer, Furniture

Best Products operate 100 stores. Deals with most US bellweather KD manufacturers, Gusdorf, Case, Bush, Affordable. Always interested in new products. Regarded as a "hot prospect" by US KD selling companies.

Ames Department Stores Inc.
2418 Main Street
Rocky Hill
Connecticut, 06067

Phone No: 203 563

Bruce Pelouin, Buyer, Home Decor

Ames is a discount department store chain which has been gradually getting into furniture sales. The group devotes about 5,000 sq. ft. to furniture products in its stores (185 stores). A range of wooden, wood and metal, butcher block tables, foam seating, melamine and paper faced storage pieces is carried. Products are mainly low end but as with most mass merchants selling the category there is a gradual trend to improved quality. Ames is used to importing and L/Cs but also buys from US held stocks. Major US factories whose products are carried include: Gusdorf, Bush, Affordable.

Caldor
20 Glover Street
Norwalk
Connecticut, 06852

Phone No: 203/846 1641

Carl Weinberg, GMM

Caldor moved into the KD field in September 1985 when they converted the major appliances division in all of their 106 north-eastern US stores to furniture departments. To date Caldor's look is far from impressive, but they are apparently making major sales. All products can be described as low end and budget. The store plans upgrade progressively and increase the emphasis on furniture. This group is generally regarded as a leader in the move by mass merchants to furniture. A good prospect for lower priced goods. Buying from Europe, Asia and the US. Main US suppliers Charleswood, and Affordable.

SPECIALTY STORES INTERVIEWS

Specialty stores are dotted all over the U.S. The interviews which follow are representative. Following the interviews we have printed the "wish list" of one trendsetting U.S. KD supplier it covers most US states.

Peppers Waterbeds
1151 Bryn Mawr
Itasca
Illinois, 60143

Phone No: 312/773 6940

Bob Ross

Peppers waterbeds operate 19 specialty stores in the Chicago metro area. Planning to add a further 6 units in the near future. Concentrates exclusively on bedding with accent furniture and lighting. Thinking of adding KD bedrooms in the near future therefore a good prospect. Also looking for bedroom suitable casegoods which could be KD. Deals on open A/C and pays at 60 days. Has bought from Canada but received damaged goods and lengthy back orders are common.

Bon Marche Inc.
55 West 13th Street
New York
New York, 10011

Phone No: 212/620 5550

Walter C. Wolff, Mdse. Mgr.

Bon Marche operates two stores in New York City. The larger store occupies a ten story block. Bon Marche specialises in european styled low to medium priced european styled flat pack bedroom, storage, home office, and childrens room furniture. Metal seating and upholstered furniture is also carried (includes promotionally priced leather sofas). Bon Marche buys widely overseas both in Europe and asia buying direct from the factory source. Terms are usually open A/C (with the best deal available), except Taiwan. Maximum advertising discounts are sought. Mr Wolf has bought Canadian, the experience was not good, bad quality, bad prices. But interested in new sources.

Jensen Lewis
89 - 7th Avenue
New York
New York, 10011

Phone No: 212/929 4880

Jensen Lewis operates two stores in Manhattan. The furniture product mix is similar to Conrans. The stores are generally regarded as up-market catering mainly for New York apartment and loft dwellers. The company sells KD products. For some reason it is very difficult to obtain information about this company.

European Lifestyles
4100 Menaul N.E.
Albuquerque
New Mexico, 87110

Phone No: 505/883 8233

Ed Anlian, Owner

European Lifestyles operates one outlet in Albuquerque. No further stores are planned at present. US suppliers include Techline and the Anlians buy Danish and Swedish products. One Canadian metal line is carried. Occasionally they buy direct. Markets attended are Dallas and High Point (once a year). On the lookout for new products.

Karotkin Interiors
40009 Richmond
Houston
Texas, 77027

Phone No: 713/626 2460

Leonard Karotkin, President

Karotkin Interiors operates one outlet in Houston, which it describes as a desperately depressed city. So much so that it plans to open its second outlet in Austin. The store carries some high-end KD products and is constantly on the lookout for the new and the unusual. Also carries some commercial furniture. Mr Karotkin visits Dallas twice a year plus High Point and Milan. He has just bought his first container of lacquered furniture from Spain.

Bright Ideas
10969 Shady Trail, #105
Dallas
Texas, 75220

Phone No: 214/357 7726

Steve Woodward, President

Bright Ideas operate 4 stores in Dallas and one in Austin. The company concentrates on high-tech looking contemporary furniture 70% of all products sold are sold assembled at this time. Suppliers include: one Canadian metal producer, Star, Techline (they are Star and Techline's largest retail customers), also buys from Italian producers. Calligaris was one Italian company mentioned. Can buy direct or through distributors. Interested in new exciting sources.

Euroway European Interiors
 3261 Boyington, Suite 140
 Carrollton
 Texas, 75006

Phone No: 214/934 9734

Greg Greeson, Owner

Euroway operate 3 stores in the Dallas area. A fourth store is currently being added and a fifth is planned for March 1986. The store specializes in medium price eurolook products. Imports directly, buys from one Canadian source (very satisfied). Always interested in new products. Design is most critical. Send catalogs.

Homestead
 5409 Banderaro
 San Antonio
 Texas, 78238

Phone No: 512/680 1886

Carol Bolton, Owner

Homestead carries the eurolook. Buys from one Canadian company, also buys from Techline, Star. Operates one outlet, usually sells set-up. Interested in new products. Usually buys through distributors. Has not travelled overseas and buys at Dallas and High Point.

Lifestyle Interiors
 12309 North May Ave.
 Oklahoma City
 Oklahoma, 73116

Phone No: 405/752 0100

Jim Yeatts, Owner

Lifestyle Interiors operate 3 stores in the the vicinity of Oklahoma City. The company buys KD but sells mainly assembled. They feel today's customers do not have the time for complicated assembly. Lifestyle usually buys from stocking distributors and attend the Dallas Market and High Point. Interested in lacquer look products, wall systems, leather, and products involving marble. Send brochures before making an appointment. Customers who buy dis-assembled get a price break.

Modern Designs
5900 Mayo Street
Hollywood
Florida, 33023

Phone No: 305/961 1362

Charles G. Lynn, President

Modern Designs operates two stores but is planning a further four outlets. Mr Lynn describes his operation as a warehouse and as a specialty store. He sells imported furniture mainly from Taiwan and Scandinavia includes KD products in his product line and is interested in new sources. He has bought from Canadian companies in the past. He is prepared to sell medium priced KD products.

Scanfurn Imports of La Jolla
5665 La Jolla Blvd.
La Jolla
California, 92037

Phone No: 619/454 1366

John Morton, Sales Manager

Scanfurn operates one store in La Jolla, which is close to San Diego. The company purchases product KD and assembles it in the store before delivering to the consumer. Scanfurn sells mainly Danish furniture and buys at the Copenhagen Fair usually on a factory direct basis. Mr Morton is interested in new suppliers who should quote him ex-factory prices. He sells Bedroom, upholstered seating, occasional, accent pieces, dining, lighting, and accessories.

Furniture To Go Inc.
119 Collins Drive
Marlboro
Massachusetts, 01752

Phone No: 617/366 6039

Alan Kinorson, President

Furniture To Go is a young company with two stores in eastern Massachusetts. Five more outlets are planned for the near future. The company is open to new products in all categories and interested in the best suppliers. Currently buying product from Italy, Scandinavia, eastern Europe, Taiwan and Canada. Pleased with Canadian products. Buys mainly from importer/wholesalers on open a/c or at 90 days. Requires ex-US supplier warehouse pricing. Considers KD furniture should be sold separate from conventional products.

The Door Store Inc.
3140 M Street
Washington
D.C., 20007

Phone No: 202/333 8170

Norman H. Tolkan, President & CEO

Door Store runs a chain of stores located in the Northeastern US. Generally low to medium priced merchandise, not a lot of excitement. Much of the Door Store's merchandise is KD and is bought from Europe, Scandinavia and Asia. Send letter and catalog for introduction. Can buy in volume.

The Assembly Line
Imperial Plaza, Route 9
Wappingers Falls
New York, 12590

Phone No: 914/297 1255

Vicki Rotindo, President

Operates one store. Specialty operation focuses on KD furniture. Has sold Canadian products. Buys at High Point, Copenhagen and K Design. Looking for new sources for dining chairs. Most imported products have come from Scandinavia. Personal visit necessary.

Placewares
351 Congress Street
Boston
Massachussetts, 62210

Phone No: 617/451 2074

Lu Wendel Lyndon, Owner

Placewares is generally regarded as a trendsetter by the KD distribution community in the US. Products generally emphasize design are described as low to medium priced. The company operates 6 stores 5 in Boston and one in Washington DC. Sells Canadian, Scandinavian, and Italian products. Buys ex-factory, CIF, and ex-US warehouse. Always looking for non-specified new products and sources.

Morning Editions
10301 Rodney Parnam
Little Rock
Arkansas, 72207

Phone No: 501/227 8088

Tom Tull, President

Morning Editions operates one outlet in Little Rock. The company buys from Star, Linon, Techline, Flexdesk, Bay Cities Metal, Bartolini, Wallace Liesure, Adeptus, Connant Ball, Triad Tables, Gold Medal, and Pronto. Morning editions has one Canadian metal furniture supplier and is very happy with the product. Always interested in new sources. Products are sold 50% set-up and 50% KD.

Huckleberry Finn
95 Tivoli Street
Albany
New York, 12207

Phone No: 518/465 3373

Edwin H. Sperber, Buyer

Huckleberry Finn operates 13 stores specializing in KD products located in New York State, New Jersey, and Connecticut. The company buys in Scandinavia, Germany and Brazil. Has bought Canadian, and liked the product. Is interested in new lifestyle/eurostyle products. Makes buying trips to KDesign, High Point, and Copenhagen.

Homestyles Inc.
600 Meadowland Parkway
Seacaucus
New Jersey, 07094

Phone No: 201/863 4663

Gerald List, President

Currently one store in operation with a further two being planned. The Danish Furniture Importer, Eurostyle, is a partner in this store, which specializes in KD furniture. Homestyles also sells US product, has tried a Canadian product but found it wrong for their mix. Is currently interested in new entertainment centers.

Dane Decor
216 E.Lancaster Avenue
Downington
Pennsylvania, 19335

Phone No: 215/269 2991

Carl Hamilton, Owner/Manager

Dane Decor operates two outlets. The store features KD heavily. All items are sold unassembled, undelivered. They offer assembly for a fee if required. Currently 99% of all products sold are imported, and this includes a Canadian source (very happy with it). Looks consistently for new items and welcomes Canadian literature with letters before an appointment is made. Buys direct from factory and from distributors. prefers open a/c.

Storehouse Inc.
2737 Apple Valley Road
Atlanta
Georgia, 30319

Phone No: 404/262 2926

Storehouse runs several stores in the Atlanta area. The company is a firm believer in the RTA concept and generally regarded by the U.S. KD industry as a trendsetter.

Wall Furniture Outlets
222 Banta Place
Fairlawn
New Jersey, 07410

Phone No: 201/791 2888

The Senior Buyer

Wall furniture outlets is a specialty chain spread around the outskirts of metropolitan New York. The company operates 6 stores. Company specializes strictly in wall, storage and entertainment furniture. Sells both fully assembled and euro-look KD furniture. Send catalog and letter for introduction.

Lifestyles
 122 East Lincolnway
 Valparaiso
 Indiana, 46383

Phone No: 219/414 9167

Nancy, Owner

Lifestyles incorporates one store and a clearance warehouse. Two further stores are planned. Sells mainly domestic products. Has not tried Canadian yet. Looking for tubular steel bedding and bunk beds in bright colours.

Contemporary Center
 2630 West Sepulveda Blvd.
 Torrance
 California, 90505

Phone No: 213/539 1933

Clarence Fowdler, Owner

Contemporary Center operates one store. Describes operation as a full service store. Approximately 50% of product sold is KD, which is described as "Kit". Offers to assemble and deliver. Does good business with better quality KD. Not happy with Canadian products has purchased, suffered damages in shipping. Buys direct from factory and also from importer/wholesalers. Products sold come from Scandinavia, Taiwan, Germany, and Belgium.

Furniture To Go Inc.
 119 Collins Drive
 Marlboro
 Massachusetts, 01752

Phone No: 617/366 6039

Alan Kinorson,

Company operates 3 furniture supermarket type stores in Eastern Massachusetts. A further two are planned. All products are selected for customers to take away with them. Assembly can be arranged for an extra charge. The company reports that childrens desks and futon furniture are selling particularly well.

Room Works
1650 Wabash Avenue
Springfield
Illinois, 62704

Phone No: 217/546 9393

Phillip Stokes, Partner

Currently operating one store. Sells a full range of lifestyle furniture. The store originated as a KD concept store but has recently eliminated word KD from its advertising because people associate KD with low quality. Sell Star, & Techline. Buys a lot of product in Copenhagen. Open to new ideas. Buys from one Canadian source. Companies with radically new products should send catalogs.

Home Economics
500 Spaulding Turnpike, P.O. Box 3026
Portsmouth
New Hampshire, 03801

Phone No: 603/431 3242

Steven Pruchansky, President

Operates one specialty KD store. Looking for Dinette furniture and storage walls. Buys from Europe, Taiwan, and Brazil. Has bought Canadian liked the product but service was poor and freight expensive therefore discontinued. Interested in new sources. Meets suppliers at trade shows.

Dane Design of Oklahoma
10920 N. May Avenue (in Quail Plaza)
Oklahoma City
Oklahoma, 71320

Phone No: 405/752 1610

Tracy Habluetzel,

A single store retailer in Oklahoma City offering both full service and specialty selling. Dane design sells mainly Scandinavian KD but is interested in new product sources. No experience with Canadian companies.

Scandinavian Design
603 Worcester Road
Natick
Massachusetts, 01760

Phone No: 617/655 2830

Robert Darvin, President & CEO

Scandinavian Design operates about 80 stores mainly in the NE US. but also down as far as Washington D.C. Plus a contract division. The company initially specialized in imported Scandinavian furniture but now also sells lacquer and other products in addition to teak etc. Total sales are in the vicinity of \$65 million.

Kitchen Kapers Inc.
 532 Cherry Hill Mall
 Cherry Hill
 New Jersey, 08002

Phone No: 609/662 1919

Robert Kratchman, V.P.

Kitchen Kapers operate 4 stores in New Jersey. One new outlet is planned. The company does not retail KD products at present but is thinking of adding KD kitchen products. Likes Canadian products.

Home Budget Center
 1740 East Lancaster Avenue
 Paoli
 Philadelphia, 19301

Phone No: 215/647 5500

Marie L. Bloom, Buyer

Company operates two specialty stores in Pennsylvania and Delaware. Imported KD products come from Canada and Scandinavia. Sells mainly budget priced furniture. Interested in new supply sources

Scandinavian Design
 820 Church Street
 Evanston
 Illinois, 60201

Phone No: 312/491 6570

Arve Killen,

Scandinavian design is a specialist in imported Scandinavian furniture with stores located in Colorado, Idaho, Illinois, Indiana, Minnesota, Nebraska, Texas and Wisconsin. Also owns the Mobilia (SFO) Danica (So Cal). Constantly planning and adding new stores. Total operated approximately 65. Total sales about \$45 million. Also has a contract division.

STORE	STATE	STORE	STATE
	AL	Clutter Busters Arango	FL
Modern Age Homespace Pizzazz	AZ	The Great Crate Store Modern Age (6) Design Center Design World	
Morning Edition Containers Plus	AR	Skan-Italia	
Emporium Capwell (22) Containers N Things ContaineWares Design Express (2) Basic Concepts Jerry Kahns Co	CA	Designworks Domus Storehouse (20+) Storage Plus (2) Innovations (2) Foam Store (2)	GA
Slater Marinoff Square One Functions Homeplace Inner Space Z Gallerie (6) Industrial Revolution Fillamento State of the Arts Furniture Mart Armstrongs Raku By Design (4+) Stacks & Stacks (2)		Theema The House Store (2) Crate & Barrel (5) Space Options (4) Calico Cat Design Studio Homemakers (2) Carson Pirie Scott Marshall Field	HI ID IL
Inner Space Place for Everything (3) Addendum Concepts	CO	Great Ace Furniture Factory (4) Affordable Portables	
Rooms Unlimited (6) Upstairs Downstairs Harveys/Designs That Go Christophers All Together Shop Apartment Stuff	CT	International Resources Interspace Inner Space Containers & More Function Junction (10) Contemporary House	IN IA KS
	DE	Scorpio Interiors Houseworks	KY
Hecht's	DC		

STORE	STATE	STORE	STATE
		Workbench (50)	NY
		Pottery Barn (28)	
		Dot Zero	
		Bazaar (8)	
		Surprise Surprise	
		Caravansari	
Eastern Accents	MA	Jensen & Lewis	
Crate & Barrel (Furn)		Plastic Works	
New Moon (3)		Henry Bendell	
Basics		West Townhouse	
Jordan Marsh (14)		Macy's (national)	
		Bloomingdales (national)	
University Furniture		Ad Hoc (2)	
		Fortunoffs	
Silvers	MT	Allied Stores (national)	
Lock Stock & Barrel		Butcher Block	
Seasons		Alexanders	
Brio			
Studio House		Door Store (25+)	
Kohls Dept Store (120)		Lifestyle Shop	
		Conran's (6)	
Domocile		The Assembly Line	
Bright Ideas (2)			
		Danco	NC
Design Works (4)	MN	The Bentwood	
Boxshop		Furniture Works	
Gabberts (2)			
International Design Center			ND
Elements			
Room & Board (6)			OH
	MS		
		Additions (5)	OK
Design Express	MO	Containers Unlimited	
Cardinal Scale		Lifestyle Interiors	
Good Stuff (3)			
CMG		Da Vinci	OR
	MT	Storables	
		Del-Teet	
The Afternoon Inc	NE	Mr. Good Buys	PA
Design Warehouse		Houseworks	
	NV	Home Place	
	NH	Contain It (2)	
		Stock & Wares	
Crate Expectations (2)	NJ	Everything Goes	
Design Concepts			
Sterns		Everthing In Its Place	RI
Home Works			
			SC
Shelter Interiors	NM		
European Lifestyles			

STORE	STATE
	SD
The Organization	TN
Container Store (4)	TX
Room-Mates	
Homestead	
Private Line	
Vertu	
Bright Ideas (4)	
Eurway	
Arresta	
Stack & Stash (2)	
Dillard's (50+)	
Domus	UT
No Place Like Home	
	VT
Placewares (5)	VA
La Difference	
Interior Concepts	WA
Domus	
Sitka Design	
Abodio	
Basics	
Homeworks	
Habitat	
	WV
Home	WI
Lifestyle Plus	
Kohl's (20+)	
Living Spaces	
	WY

PUBLIC RETAIL CHAIN INTERVIEWS

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.

HOME CENTER INTERVIEWS

There are more than 26,000 home centers located in the United States. In our opinion they represent one of the best possible growth areas for KD sales. As with mass merchants there is no predominant geographical center where home center chains are headquartered. Several other leading home center possibilities are listed below:

W.R.Grace - New York, NY; Lowes - Braintree, MA; Hechinger - Landover, MD; Scotty's - Winter Haven, FL; Pay N' Pak - Kent, WA; Ole's Home Centers - Pasadena, CA; West Building Centers - Atlanta, GA; Pergament - Melville, NY; Busy Beaver - Blawnox, PA; Neiman-Reed Lumber City - Sherman Oaks, CA;

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.

CATALOG HOUSE INTERVIEWS:

Of the relatively small number of major catalog houses Service Merchandise - Nashville, TN; Best Products - Richmond, VA; and Consumer's Distributing - Toronto, Canada are considered the best prospects for KD sales. Spiegel stand in a class by themselves.

Spiegel Inc.
1515 West 22nd Street.
Oakbrook
Illinois, 60522

Phone No: 312 986 7683

Joseph Bruni, Merchandise Manager

Spiegels describe themselves as a mail order specialty store. The company is generally regarded as a first rate customer by the US furniture industry and it is a major coup to be in the Spiegel catalog. KD items are at a premium for Spiegel because products are usually shipped to consumers via UPS. To date only 15% of total KD merchandise shipped has been imported coming from Europe, Scandinavia, and Taiwan. Spiegel have not previously purchased from Canada. Buyers are as follows: Casegoods, and occasional - Katherine Hart Ph:312/986 7503; dining, bedding and lifestyles Carl Truett ph:312/986 7680.

DEPARTMENT STORES INTERVIEWS

A comprehensive list of the major U.S. department stores is provided in the main body of the report.

John Wanamaker
 13th & Market Streets
 Philadelphia
 Pennsylvania, 19101

Phone No: 215 422 2654

Richard Gastner, V.P.Furniture

Wanamakers run 15 stores located in Pennsylvania, New Jersey, and New York. They describe their furniture departments as full service. KD products are sold with assembly required. Import experience is limited, Wanamakers are buying a Dutch wall unit and wardrobe system. It has helped that the supplier has a permanent representative in the US. They are looking for new products and would consider Canadian sources but are mainly interested in bedroom and storage/entertainment furniture, generally lower priced products. They prefer delivered to store prices. KD sold in housewares depts is held in stock in the stores. Bedroom furniture is delivered ex Wanamaker warehouse.

Burdines Dept. Stores
 7100 NW 32nd. Avenue
 Miami
 Florida, 33147

Phone No: 305 835 5234

Dennis Koch, Buyer, casegoods and dining

Burdines in the top 20 US department stores. Operates 26 units in the Southeastern US. Headquartered in Miami. Burdines are known as a good potential buyer for KD products. Richard Diamond 305/835 5234 is the main KD buyer. Burdines are constantly on the look out for a wide range of new products. They have previously bought from Canadian suppliers and enjoyed the experience. Burdines would expect to be treated as an open account for Canadian suppliers and pay in 30 days. It is necessary to call or write for an appointment.

Woodward & Lothrop
 10th & 6th Streets, NW
 Washington
 DC, 20013

Phone No: 202 349 5300

A. Marzorini, Div. Merch. Mgr.

Woodward and Lothrop currently operate 15 stores located in metro Washington, and Baltimore. They do not currently sell KD merchandise but are thinking of adding the category. Lightweight items are sold in the housewares department. Woodies belong to the AMC chain (previously interviewed). Woodies have purchased Canadian products previously. They are interested in new sources. Key buyers are: casegoods/dining, L. Beasley 202/879 8528; occasional/lifestyles, R. Atkins, L. Beasley; bedding, D. Moore 202/879 8530. Interested suppliers should write for an appointment.

Emporium Capwell
835 Market Street
San Francisco
California, 94103

Phone No: 415/764 3656

Rick Johnson, Lifestyles Buyer

Emporium Capwell operates 22 department stores in the Bay Area of northern California. The company sells RTA in its lifestyles departments. Is currently looking for home and student desks, home storage, home office, and dining designs. The company is used to dealing with overseas suppliers by letter of credit or otherwise. Emporium Capwell likes to have a 10% advertising discount included in its costs, and usually takes 5%-30 days from US suppliers

Robinson's Department Stores
600 West 7th Street
Los Angeles
California, 90017

Phone No: 213//488 6800

Dale Barnhart, Buyer C'good + Uphol.

Robinson's operate 21 department stores in Southern California. 18 of these stores contain furniture departments. Robinson's recently opened a new look young contemporary department in several of their stores. These departments sell a number of items which are RTA in origin but are not sold KD. KD items are assembled in Robinson's warehouse for customer delivery and not as take home packs. Always interested in attractively designed contemporary items. Rather concerned about import duties. Has had experience with Canadian items. Good experience.

Strawbridge & Clothier
801 Market Street
Philadelphia
Pennsylvania, 19105

Phone No: 215/629 6000

James J. Logue, DMM

Strawbridge and Clothier operate 25 department stores in the Philadelphia area. This is an old established firm . The company has moved increasingly into KD over the last 18 months to offset the threat it perceived from Ikea's opening in Philadelphia. Interested in new products. To date products have been purchased in most european and asian markets including Spain. Strawbridge has tried Canadian products and liked them.

DISTRIBUTORS, IMPORTERS AND SELLING ORGANIZATIONS
INTERESTED IN WORKING WITH NEW MANUFACTURING
SOURCES.

Irving Seiser
2393 Henry Street
North Bellmore, NY 11710

Irving Seiser, President

516-785 1184

Single sales rep. working with US sources. Interested in
Dining, Bedroom, Wall systems, Entertainment/computer furniture,
indoor/outdoor furniture.

Royal Sales
Box 35 - Bath Beach Station
Brooklyn, NY 11214

Bernie Weisman, President

718-946 5947

Manufacturer's agent working with European, Asian, Canadian & US sources.
Interested in all KD product categories. Offers market entry packages
which include representation, show participation etc. Concentrates
mainly on lower end products. 5 plus commission sales reps. NY
Metro, NY State, Connecticut.

Barren Sales
33 Meadow Woods Road,
Lake Success, NY 11020

Barry Prince,

516-482 4797

Importer/distributor and sales rep organization with own warehouse.
Already working with imported furniture. Operates with commission
salesmen. Interested in Dining, living room, bedroom, and occasional
furniture. Selling territory Washington DC to New England.

DKS Sales
2653 Haring Street
Brooklyn, NY 11235

Nick D'Ermilio, President

718-891 4606

Manufacturers agent, already working with sources located in Europe, Asia and the US. Interested in storage, occasional and indoor/outdoor furniture. Sales territory NY, NJ, Conn.

C. Itoh Building Products Co. Inc.
21 East 40th Street
New York, NY 10016

Larry Greenbaum, Regional Sales Manager

212-686 0987

Company is subsidiary of C.Itoh (America Inc.) operating as an importer/distributor with 25 employees and already working with overseas sources. Territory - entire US. Interested in storage and kitchens

Eli Schultz Associates
172 Hemmingway drive
Rochester, NY 14620

Eli Schultz

A manufacturers agent with commission salesmen interested in examining any new KD product categories currently sells US product. Covers upstate NY territory

The Bakertowne Company
136 Cherry Valley Avenue
West Hempstead, NY 1152

Lou Kahn, Sales Manager

516-489 6002

Company is an importer/distributor which operates its own warehouse facility and is already working with Asian and US sources. Covers the entire US looking for KD supplies and systems, entertainment and computer furniture, occasional furniture, indoor/outdoor furniture, and KD kitchens.

Lockwood Furniture Systems
400 Canal Place
Bronx, NY 10451

Fred Avila

212-292 7981

Company operates as manufacturers agent and sales rep. organization covering the New York Metro area. Looking for bedroom, living room, storage, entertainment furniture and KD supplies and systems.

Custom Craft Inc.
200 Lexington Ave.
New York, NY 10016

Jack Arthur Carlson, Design Director

212-889 3422

Manufacturer and wholesaler which operates its own warehouse facility not yet working overseas but looking for KD product in a wide variety of categories. Sales reps cover entire East Coast.

RTA Corporation Inc.
991 Broadway
Albany, NY

Ronald Richardson, President

518-463 3251

Company a major appliance and electronics distributor already involved with some KD lines sourced nationally. Operates own warehouse facility and covers East Coast and some product markets nationally. Interested in KD kitchens, entertainment furniture and lifestyle products.

Jeff Sklar Associates Inc.
P.O. Box 531
New York, NY 10956

Jeffrey M. Sklar, President

914-634 1391

Sales rep. organization covering New York metro area already working with Asian and US sources interested in KD supplies and systems, entertainment and computer furniture and indoor outdoor furniture.

J.S.McHugh Inc.
839 Stewart Avenue
Garden City, NY 11530

William F. Mulhall, President

516-222 2200

Company operates own warehouse facility with commission salesmen covering metro NY and surrounding areas including Long Island. Working primarily with US sources but interested in new sources for occasional and indoor/outdoor furniture. Distributor and manufacturers agent.

Vivere Corporation
250 West 57th Street, #731
New York, NY 10019

Riccardo Rosa, President

212-315 1788

Importing and distributing company working mainly with Italian and Spanish firms. 18 commission salesmen cover entire US. Also interested in acting as sales rep. organization. Interested in dining room, living room, accessory, entertainment and indoor outdoor furniture plus KD systems and supplies.

Select Industries Inc.
325 East 58th Street
New York, NY 10022

Michael Loebner

212-688 5404

Manufacturers agent selling exclusively to national catalogue showrooms. Interested in storage, accessory, entertainment, and kitchen and bathroom furniture.

Planex International
215 Park Avenue South
New York, NY 10003

Frank S. Erlich, President: Irwin J. Belofsky, Import Manager

212-777 6116

Importer distributor working mainly with Asian sources interested in dining, living room, entertainment and computer furniture and occasional furniture.

JRH Furniture Sales Inc.
200 Lexington Avenue
New York, NY 10016

Marty Berk

212-679 0150

Sales rep. organization working with European and US sources covering PA, NY, NJ, CT interested in new sources for indoor/outdoor furniture

Riverside Marketing Management
Box 101
Brainard, NY 12024

W.A. Moore, President

518-794 9010

Importer distributor using public warehousing facilities also operates

as a manufacturers agent. Company works mainly with European sources and finds products for several U.S. corporations. Interested in storage, accessory and indoor/outdoor furniture.

Merchants Atelier Inc.
Willow Park Center, Unit 29
Farmingdale, NY 11735

Vivian G. Ongkingw, General Manager

516-420 1492

Importer distributor and wholesaler with own warehouse covering metro NY and Long Island. Works mainly with Asian sources, interested in dining, living room, bedroom, accessory furniture and KD supplies and systems.

Clifford Pierce Inc.
P.O.Box 112
Walden, NY 12586

John Jamieson, VP.

914-778 5588

Company is a manufacturer with 135 employees operating own warehouse facility, works with US sources but is interested in storage, occasional and indoor/outdoor furniture.

PSB Associates
303 Webster Avenue
Brooklyn, NY 11230

Phillip Berkowitz

718-854 3626

Sales rep. working with US companies looking for new KD Dining, bedroom, storage, and occasional furniturer. Covers NY and Connecticut areas.

Tauries Inc.
426 Baldwin Avenue
Haworth, NJ 07641

Richard I. Ehrenberg, President

201-385 7839

Sales representative organization working with US sources interested in Dining, living room, bedroom, entertainment and occasional furniture. Markets metro NY and NJ.

Waldron Smith Sales Associates

64 East Main Street
Marlton, NJ 08053

John M. Smith, Owner

609-983 8275

Manufacturers agent with own warehouse, works with overseas sources. Interested in Entertainment and computer furniture and KD systems and supplies.

Jentis Associates
P.O. Drawer Q.
Roseland, NJ 07068

Joe Jentis, President

201-740 8727

Sales reps. working with overseas sources (Europe, Asia), together with US companies. Interested in Storage, accessory, entertainment, occasional, kitchen and bathroom furniture. Covers metro NY and surrounding areas.

Lucky-Goldstar International (America) Inc.
1050 Wall Street West
Lyndhurst, NJ 07072

Mr Ung-Kyun Ko, Assistant Manager of Purchasing

201-460 8010

Purchasing agent for overseas general contractors covering mid-east and far-east. Operates own warehouse facility. Interested in Dining, living room, bedroom, storage, accessory, entertainment and computer furniture, kitchens and bathrooms.

Gordon Brothers
791 Paulison Avenue,
P.O.Box 475
Clifton, NJ 07015

Mr Bert Gordon, President

201-365 2500

Company is wholesaler with own warehouse and 65 employees not yet working with overseas sources

Ed Ford Associates
45 Karen Drive

Norwalk, CT 06851

Edward M. Ford

203-838 4280

Sales rep. organization with commission salesmen. Working with US companies interested in dining, living room, accessory, occasional, and indoor/outdoor furniture. Territory New England NYC and Long Island.

R.A.Reilly Associates
P.O.Box 361
Ridgefield, CT 06877

Robert A. Reilly

203-431 8300

Sales rep.organization specialising in north eastern US working with US companies interested in dining, living room, bedroom, entertainment, and kitchen furniture.

Drugach Marketing
US # 5
Newbry, VT 05051

John Drugach, Owner

802-866 5573

Manufacturers agent and sales rep. Works with European and US sources sells to NE US market. Interested in dining, living room, bedroom, and occasional furniture plus kitchens.

Richard Oresman Associates
50 Tower Road
Newton, MA 02164

Richard K. Oresman, President

617-244 6633

Manufacturers agent and sales rep. organization working with US companies in the New England area. Interested in accessory, occasional, indoor/outdoor furniture and KD systems and supplies.

Fine Lines Inc.
95 Holmes Street
Quincy, MA 20171

Frank Krush,VP.

617-328 0786

Manufacturers agent and sales rep. organization working with US and European sources. Sells to New England market. Interested in storage,

entertainment, occasional, indoor/outdoor furniture and KD supplies and systems.

Studi-Craft Marketing East
200 Boylston Street.
Chestnut Hill, MA 02167

Fred Garmon, Director of Marketing

617-969 4700

Sales rep. organization.

CSMA
105 George Hill Rd.
Grafton, MA 01519

Larry Cristini, President

617-839 3740

Manufacturers agent and sales rep. organization. Interested in computer and entertainment furniture sells to New England states market.

I. Orenstein Associates
36 Hurley Street
Belmont, MA 02178

Isadore Orenstein, Owner

617-489 2197

Manufacturers agent working with US importers handling Asian product. Interested in storage, entertainment, occasional, indoor/outdoor furniture, kitchens and bathrooms.

S & A Associates Inc.
P.O.Box 619
Medway, MA 02053

Lynda M. Hollander, VP.

617-533 4053

Importer, wholesaler and manufacturers agent interested in full range of KD furniture with showroom in High Point.

GDS Inc.
3645 Warrensville Ctr. Road
Cleveland, OH 44122

Arnold Glamit, President

216-991 2300

Manufacturers agent with commission salesmen not yet working with overseas sources. Interested in accessory furniture and KD supplies and systems. Sales territory Ohio, Western PA, and West Virginia.

Metalex Corporation
1530 Artaius Parkway, P.O.Box 399
Libertyville, IL 60048

William M. Block, VP Home Products Division

312-362 8300

Importer with own warehouse facility working with US and Canadian companies interested in storage, accessory, occasional, and indoor/outdoor furniture. Sales territory whole of US.

Primary Source Inc.
12 North River Street
Aurora, IL 60506

Van McPeake, President

312-892 0922

Sales rep. organization with own warehouse facility working with US and overseas companies. Interested in accessory, entertainment and office furniture. Sales territory Illinois.

Product Resource Group
1737 South Michigan Avenue
Chicago, IL 60616

Rick Smoler, President

312-786 0157

Importer /distributor with national distribution from Chicago warehouse but main selling activity concentrated in mid-west. Imports from Europe, Asia and works with US companies. Interested in dining, living room, bedroom, storage, accessory, entertainment, and occasional furniture.

The Tamis Corporation
134 Pennoak Drive
Pittsburgh, PA 15235

Murray Bilby

412-241 7161

Importer distributor working with European sources interested in entertainment and computer furniture, occasional furniture, and indoor/outdoor furniture.

Phila Screen Sales Inc.
701 Ashland Avenue, Brandywine Bay
Folcroft, PA 19032

Röbert E. Frey, President

215-534 1234

Manufacturers agent with own warehouse facility covering middle Atlantic states. Interested in storage, accessory, entertainment, occasional and indoor/outdoor furniture.

Reynolds Aluminium International Services Inc.
6603 West Brodd Street
Richmond, VA 23261

Ralph Fields, Sales Manager

804-281 3145

Importing and distributing company branch of multi-national aluminum co. Interested in living room, storgae, KD supplies and systems, indoor/outdoor furniture.

Fadeley Associates
Rte 1 Box 256-c
Clearbrooke, VA 22624

Walt Fadeley

703-667 3724

Manufacturers agent covering Delaware, Maryland, and Virginia interested in Dining, living room, bedroom, storage, accessory, and entertainment furniture.

Acme Fixture Company
P.O.Box 26372
Commerce Road & Dinwiddie Avenue
Richmond, VA 23260

Al Meyer

804-232 4578

Company is basically a specialty store interiors manufacturer but has available warehouse space and would be interested in working with overseas sources.

Ring Davis & Associates
9159 B Red Branch Road
Columbia, MD 21045

301-730 1401

Jim Davis

Manufacturers agent working with overseas sources in Europe and Asia.

C.R.Daniels Inc.
3451 Ellicott Cneter Drive
Ellicott City, MD 21043

Thomas Stavinoha. Manager OEM Sales

301-461 2100

Company is an OEM manufacturer of cushions, slings and is currently selling across the US. Is interested in accessory furniture, KD supplies and systems, entertainment and computer furniture, occasional furniture. Has its own warehouse facility, 300 employees and commission salesmen.

R & R Marketing
10134 Craig
Shawnee Mission, KS 66212

Brian J. Raleigh, President

913-341 1694

Company is a sales rep organization with salesmen on salary and commission. Not currently working with overseas sources selling in Kansas, Missouri, Iowa, and Nebraska and interested in storage, indoor/outdoor furniture and bathroom furniture.

Maleck Industries
Box 247
Wingate, NC 28174

Bem Helms, President

704-2334031

Maleck is a manufacturer who imports and distributes, employing 250 people and 60 commission salesmen. The company currently works with european and Asian sources, has national distribution and is interested in accessory, occasional, and indoor/outdoor furniture.

Tom Davis
Box 965
Atlantic Beach, NC 28512

Tom Davis, Owner

919-247 5451

Company operates as a manufacturers agent for U.S. producers with commission salesmen. Sells exclusively to the U.S. Federal Government and is interested in K.D. products of all types.

Casa International USA Inc.
P.O.Box 19706
Greensboro, NC 27419

Guillermo Hernandez, President

919-668 0817

Casa International is a sales rep. organization working primarily with scandiavian sources and covering the US. Interested in Dining, living room, bedroom, entertainment, occasional and indoor/outdoor furniture.

High Point Furniture Industries
P.O.Box 2063
High Point, NC 27261

Barry Breibart, National Sales Manager

919-431 7101

Company is an importer distributor operating its own warehouse facility, and employing 22 people plus commission salesmen working with european sources and interested in storage, accessory, entertainment, and occasional furniture.

Komfort Furniture Inc.
P.O.Box 1054
San Rafael, CA 94915

Mr Ole W. Mikkelsen, President

415-459 4939

Komfort is a manufacturers agent working with European sources selling the US national and Canadian markets and interested in dining, living, bedroom, entertainment, and occasional furniture.

The Kent Group
2710 El Presidio
Long Beach, CA 90810

Frank J. Fisher

213-979 4282

Company is a manufacturers agent and importer distributor with its own warehouse facility working with US and Asian sources. Sales territories covered include California and Arizona. Kent is interested in new sources for a wide range of KD furniture.

General Marble Corporation
9507 Arrow Highway
Rancho Cucamonga, CA 91730

Bob Tuschiyama, Exec VP

714-987 4636

A marble manufacturer interested in sources for KD bathrooms selling in continental US, Alaska and Hawaii. Employs 250 persons and commission salesmen.

Furniture By Thurston
Box 206
Grass Valley, CA 95945

Susan & Lee Thurston

916-272 4331

Manufacturers agent selling US products covering California, Oregon, and northern Arizona. Operates own warehouse facility and interested in bedroom, entertainment furniture and KD supplies and systems.

Eurobelt Inc.
3601 Omar Lane
Plan, TX 75023

Michael Van Hee, president

214-985 0996

Importer distributor with own warehouse facility. Works with European sources and sells in the continental US. Interested in dining, living room, and KD supplies and systems.

Temple Eastex Inc.
P.O. Drawer N
Diboll, TX 75941

B. Jack Beene, Product Sales Manager

409-829 1231

Temple Eastex is a major particleboard producer looking for new marketing opportunities and could be interested in working with Canadian companies.

G.M. Danon & Associates
P.O. Box 58735
Dallas, TX 75258

Greg Danon, President

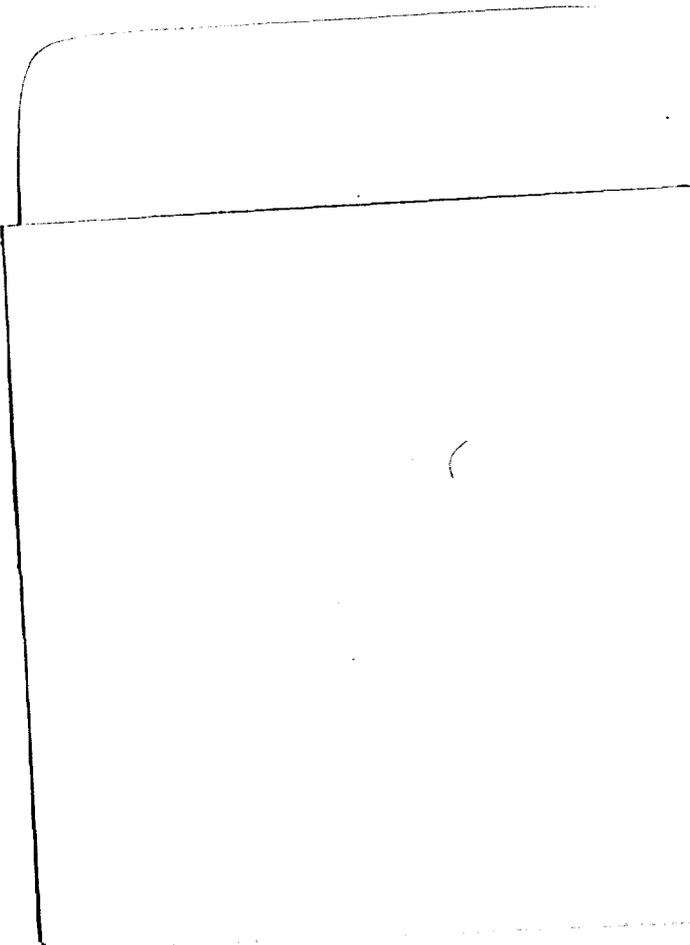
214-698 1925

Manufacturers agents and sales representatives working with Asian and US sources interested in new product sources offering primarily storage, entertainment, kitchen and bathroom furniture. Covers lower central and southern US.

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