

Furniture Today

Business Intelligence for the Furniture Industry

klaussner
home furnishings
www.klaussner.com

Oct. 18-Nov. 3, 2019 | v44 i8

Surviving retail's steeplechase



**Clearing delivery, service, quality hurdles
key to capturing market share gold**

pages 4-16

“You have to
shop longer ...
shop harder.”

— Steve Tronstein,
Gardner-White

“... who can ...
get it to you
quick ...”

— Joey Ray, Garden
City Furniture

“... partnerships ...
are more important
than ever.”

— Eric Easter,
Kittle's



Inside This Issue

Opinion Today	52
People Today	56, 58
Community Bulletin Board	60, 62
Market Center Spotlight	64
High Point Market product highlights	65
• Stationary upholstery	66
• Motion upholstery	90
• Case goods	102
• Occasional	130
• Rugs	145
• Bedding	150
• Outdoor	153
High Point Market events	160, 161, 164
Bedding Today	162
An Insider's View	166
Staff	166

find your lifestyle
@SimplyCoolLiving



SIMPLY Cool LIVING

206 EAST GREEN DRIVE
2ND FLOOR

www.SimplyCool.com



Export Furniture Exhibition, Malaysia
COMPLIMENTARY BUYERS' HOTEL STAY
+603-6270 9332 info@efe.my

ZERO TARIFF!
Made In Malaysia

9-12 MARCH 2020 | **KLCC**
www.efe.my

Product Design Courtesy of:
Marcoco Furniture Industries Sdn Bhd