

Room & Board leads Top 100 list in growth

By Clint Engel

HIGH POINT — Room & Board, the classic contemporary specialty chain, enjoyed the fruits of expansion as well as a strong same-store sales increase in 2010 to become the fastest growing retailer on Furniture/Today's survey of the Top 100 U.S. Furniture Stores.

The Minneapolis-based retailer led by John Gabbert is No. 31 on the Top 100 with estimated furniture, bedding and accessories sales last year of \$227 million, up 30.5% from \$174 million the year before.

see Fastest, p16

Liquidator wins \$1.2M verdict

By Clint Engel

DALLAS — Texas liquidator Southwest Furniture Brokers was awarded \$1.2 million in a jury verdict here in a case charging that supplier Broyhill Furniture Inds. breached a contract, according to the plaintiff's law firm.

The Dallas Country District Court jury found that Broyhill failed to comply with the terms of a 2007 verbal contract with the Tyler, Texas-based liquidator over a "\$20 million Broyhill Manufacturer's Sale" conducted by the liquidator in Grapevine, Texas, Southwest's attorney said.

see Broyhill, p31

Industry|Numbers

Sales up, profits down at Hooker

By Larry Thomas

MARTINSVILLE, Va. — Case goods and upholstery major Hooker Furniture said its sales rose 13.7% in its first fiscal quarter, but profits suffered because of higher costs and product discounting from its efforts to reduce slow-moving, excess inventory.

Sales for the 13 weeks ended May 1 totaled \$58.4 million, up from \$51.4 million in the same period last year.

see Hooker, p38

www.furnituretoday.com

INDEX

Bedding Today	25	Opinion	28
Designed to Move	14	People Today	26
Classifieds	34	Staff listing.....	28
E-Intent	12	Store openings	30

Crib safety deadline nears

Untested product can't be sold after June 28

By Jane Kitchen

HIGH POINT — For months, anyone who makes or sells cribs has been focused on June 28, the date the new Consumer Product Safety Commission regulations for cribs go into effect.

The new regulations,

known as 16CFR 1219 for full-size cribs and 16CFR 1220 for compact cribs, require not just the elimination of the drop-side, but also include specifications designed to make mattress supports stronger, make crib hardware more durable, and make safety test-

ing more rigorous.

But the transition to 16CFR has not been a smooth one for many. The new federal regulations include stipulations that all cribs must be tested at a federally accredited lab, and the first was only approved

see Cribs, p32

Orders pick up at Showtime

By Gary Evans

HIGH POINT — Winding up the International Textile Market Assn.'s Showtime fabric show here last week, exhibitors said buyers made long-term fabric commitments despite continued cloudiness in the U.S. economy and fear of a double-dip recession.

"Our customers are thinking about growth more than just survival," said Zack Taylor, vice president of sales and marketing for domestic resource Valdese Weavers. "There's not as much

see Showtime, p22



The Ramtex showroom displays fabrics using fibers that are alternatives to costly cotton. The line sells for \$5.95 per yard. Customer Stan Becker, left, talks with Danny Koroni, Gary King and Chelsea Hernandez of Ramtex.

Bedding Conference offers business tips

By David Perry

AVENTURA, Fla. — The mattress industry needs to take several actions to polish its playbook this year and boost business, leading industry players said here.

"Polishing the Playbook: Skill sets for retail bedding success" was the theme for Furniture/Today's recent Bedding Conference here, an event that drew more than 300 industry players to the Fairmont Turnberry Isle Resort.

see Playbook, p24



advertisement

THE NEW
Beautyrest
CASH
AND COMFORT
Rebate Event

OVER 20,000 REBATES
UP TO \$1,000!

TO LEARN MORE, CONTACT YOUR SIMMONS
REP OR GO TO SIMMONSDEALERS.COM

*See official rules. © 2011 Simmons Bedding Company. All Rights Reserved.