

Home Furnishings Business™

MARCH 2015
VOLUME 10 NUMBER 3

STRATEGY FOR THE FURNITURE INDUSTRY

Take 5

Tom Lias Talks
Gorman's Strategy

Retail Evolution

Home Inspirations
Shifts Focus in N.J.

Youthful Outlook

Kid Category to Get
Boost from Births

SHIFTING GEARS

Powerful Industry Partnerships
Do Get Complicated

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Home Furnishings Business: March 2015; Volume 10, Number 3. Home Furnishings Business (US ISSN 1558-9285) (USPS 024-526) is published 12 times a year by FurnitureCore Inc., 1389 Peachtree St. NE, Suite #310, Atlanta, GA 30309, 404-961-3734. Periodicals postage paid at Atlanta, GA, and at additional mailing offices. POSTMASTER: Send address changes to Home Furnishings Business Subscription Services Dept., 1389 Peachtree St NE, Suite 310, Atlanta, GA 30309. SUBSCRIPTIONS: Free to qualified recipients. All others, U.S. 1 year \$59; 2 yrs. \$118; 3 yrs. \$177; Canada/Mexico, 1 year \$79. All other countries, one year \$104. Back issues and single copies, when available, mailed by publisher, for \$10 each. Articles may not be reprinted without publisher's permission. For reprint information, contact Laura McHan at laura@furniturecore.com, Home Furnishings Business Reprint Services, or call 404-961-3734. All rights are strictly reserved and reproduction in whole or in part is expressly prohibited without prior written permission from the publisher. Copyright © 2015. Printed in the U.S.A. Byline contributors' views should not be construed as representing the opinion of the publisher.

What Suppliers Say



Cassley by Klausner Outdoor

Crafted of polyethylene over a powder-coated aluminum frame, the collection features Klausner's drain-through cushion construction for ease of care.

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Amari by Janus et Cie

The lounge chair is available in a high- and low-back design and a variety of finishes. The chair's sweeping curves complement a variety of décors, create a comfortable seat and work indoors and out.



Flight by Brown Jordan

Transitional styling gives Brown Jordan's Flight an abundance of versatility. It is available in both sling and woven options with dining table tops available in glass or aluminum.