

VOLUME 148 NO.4 JULY/ AUGUST 2018

furniture WORLD

Retailing: Viva LaDiff!
Tiresome Sales Habits
Design & Designer Series
Luxury Bedding Sales Strategies
Warehouse Process Improvement

survey results: new fashion

Best Selling
DESIGN



Klaussner

The Jasper County from the Trisha Yearwood Home Collection has classic graceful fluid lines. Its gentle curves and sculptural air creates impact without being fussy.
Contact information on page 128.

Country View Woodworking

This dining group is part of the handcrafted American Modern Dining Collection by designer Michael Robinson. Available in solid and two-tone species.
Contact information on page 128.



Twin Star Home

The geometric components of the Wright Collection fit together with architectural precision. The oak veneer is stained a rich Cambridge Oak to emphasize the grain of the wood and accented with a darker Cottage Revival finish. Group is finished on all sides for maximum versatility.
Contact information on page 128.



Collection Tuff

This Reclaimed Pine bookcase has a maze-inspired design that turns ordinary books, framed pictures and curios into an artful display. The surface is protected with a matte lacquer finish.
Contact information on page 128.



A.R.T.

The Chambers Bed is constructed of Parawood solids and cathedral Elm veneers. The broad footboard opens to reveal a cedar-lined storage chest. The bed comes in Parch, a light open-grained finish, or Mist, a neutral aged gray paint.
Contact information on page 128.



Surya

Presidential is machine made in modern abstract design with a medium, high-low pile.
Contact information on page 128.



Omnia

The Power Solutions motion upholstery program offers custom arm and leg choices, power tilt headrests and a new comfort lumbar option with the touch of a button. Available in a broad range of 100 percent top grain leathers, fabrics and multiple SKUs for custom configurations. Made in America.
Contact information on page 128.



Pelican Reef

The Cubix collection is a sleek contemporary collection that offers a unique thick weave pattern. The powder-coated aluminum frame allows for years of hassle free use.
Contact information on page 128.