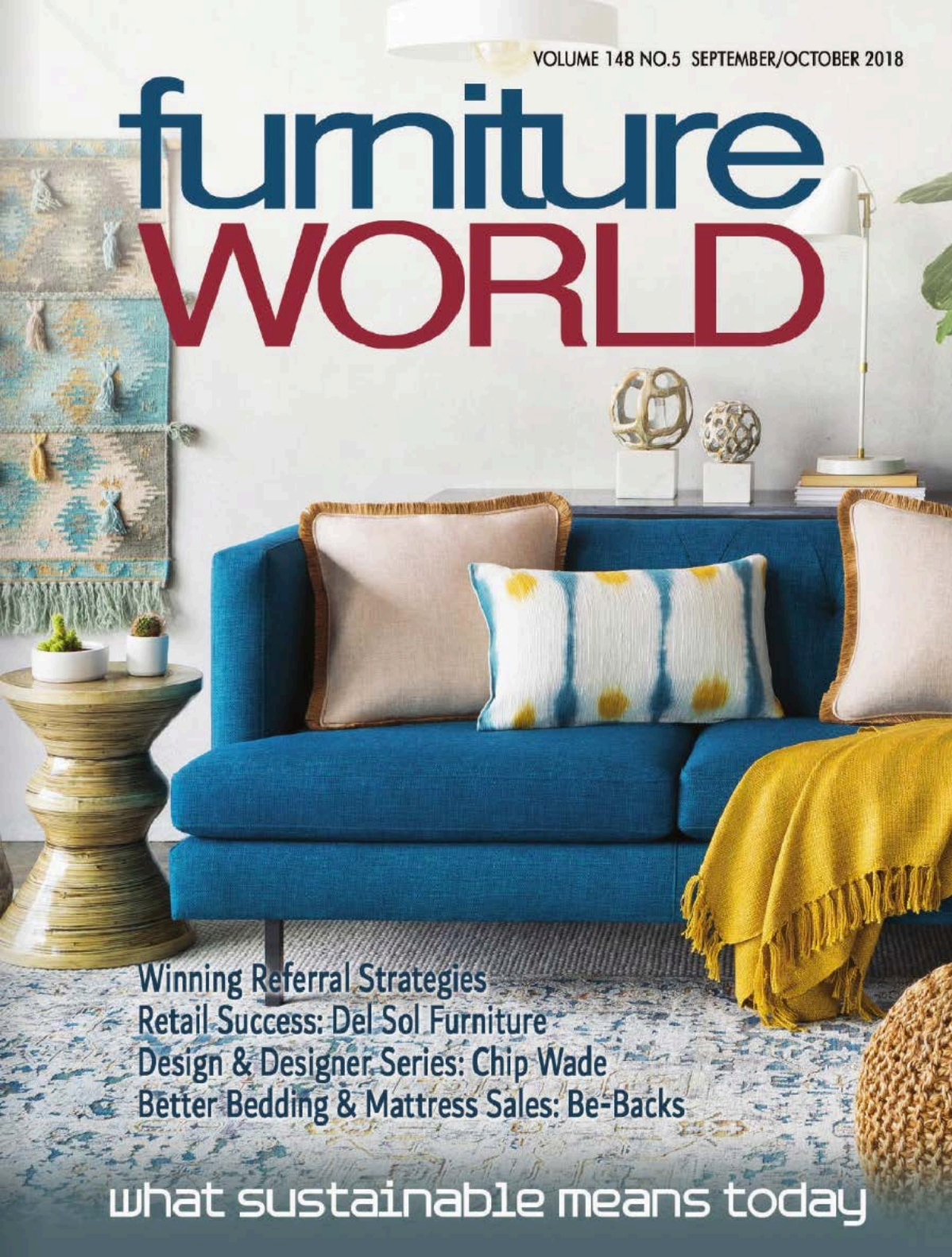


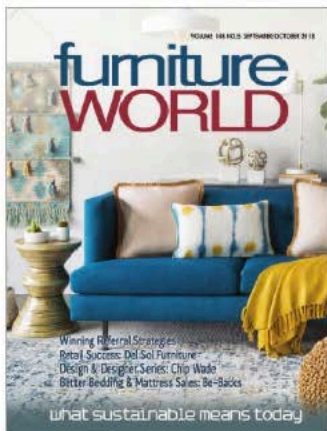
VOLUME 148 NO.5 SEPTEMBER/OCTOBER 2018

furniture WORLD



Winning Referral Strategies
Retail Success: Del Sol Furniture
Design & Designer Series: Chip Wade
Better Bedding & Mattress Sales: Be-Backs

what sustainable means today



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FURNITURE WORLD MAGAZINE

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COVER: Surya pulls a room together with coordinating accessories featuring Presidential, a popular new machine woven rug with a high low carved pile that creates dimension and movement. The pops of blues, creams and grays in the rug provide a design anchor for the space that is complemented by the Adia wall hanging, McClean ceiling light, Bermuda pouf, and the Ellery and Kumo pillows. For more information visit surya.com.

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Best Selling
DESIGN



Elran

The Turner collection features modern, contemporary styling with box seats and wide arms. Features include chaise lounge seating and a two-motor design with dual controls for power recliners and power assisted headrest. Available in a variety of fabrics, leathers and leather/vinyl combinations.

Contact information on page 136.



Surya

The Newman is a traditional table lamp with translucent glass body and natural linen drum shade.

Contact information on page 136.



Adriana Hoyos

The Rumba Cocktail Table 200 features an oval shaped French Oak top with sinuous lines that rise from its base, repeating the beautifully shaped curves.

Contact information on page 136.



TÖV

The Orchid Accent Chair draws its inspiration from Hollywood glam design. Its sloping arms, luxurious velvet upholstery and gold tipped legs are sure to make an impression in any space.

Contact information on page 136.