

# FURNITURE WORLD

## IN THIS ISSUE

**CUT LIGHTING COSTS 55%**  
**WINNERS: BEAUTIFUL TRUCK CONTEST**  
**DRIVE SALES WITH CONSUMER FINANCING**  
**BOOST EMPLOYEE PRODUCTIVITY -PART 2**  
**HOW TO SHOP THE COMPETITION -PART 2**  
**GREAT SALESMANAGERS DON'T MANAGE SALESPEOPLE**

### **FURNITURE WORLD MAGAZINE**

Retail Information Source For 135 Years

Visit [www.furninfo.com](http://www.furninfo.com)

1,000 articles on furniture retailing • 6,000 news items  
50,000 Message Board Messages • Calendar • Suppliers  
120,000 visitors and 6 million hits per month



(A) Accents Beyond



(B) Koch

# Design



(F) Tennessee Mfg.



(G) Pamela Worley

(A) From **Accents Beyond**, this traditional bow front five drawer chest is crafted of Mahogany with Elm banding on the top and drawer fronts. **e-mail: accentsbeyond@furninfo.com**

(B) "Sierra", dining group from **Koch Originals**, combines wood and metal creating a warm rustic look. Wood is in Honey finish and the metal in Bronze Leather Glaze. **e-mail: Koch@furninfo.com**

(C) Contemporary styled "Condo" sofa from **Bugatti Design**, is available in 45 leather choices, 200 fabrics and 10 wood leg finishes. **e-mail: bugatti@furninfo.com**

(D) **Capel's** "Fall Foliage", is one of three designs from the Bob Timberlake® Loop Hooks Collection. Rugs are hand looped in India from 100% wool. **e-mail: capel@furninfo.com**

(E) From **Engelite**, this filigree floor lamp is all steel construction in antique silver or warm bronze finishes. The concave rectangular shades are made inhouse of crushed silk. **e-mail: engelite@furninfo.com**

(F) "Nadia", metal and glass dining group from **Tennessee Mfg.** is available in a round or oval setting and a variety of designer finishes and fabrics. **e-mail: tennessee@furninfo.com**

(G) This coffee table with marble top and bronze finish, is from **Pamela Worley's** collection of European-inspired classic iron furniture and accessories. **e-mail: pamelaworley@furninfo.com**

(H) "Nascar", microfiber sofa from **Racing Furniture** producers of a full line of recliners, ottomans, video rockers, car beds, bean bag chairs and Nascar home accessories. **e-mail: racingfurniture@furninfo.com**



(G) Pamela Worley

(E) From **Engelite**, this filigree floor lamp is all steel construction in antique silver or warm bronze finishes. The concave rectangular shades are made inhouse of crushed silk. e-mail: [engelite@furninfo.com](mailto:engelite@furninfo.com)

(F) "Nadia", metal and glass dining group from **Tennessee Mfg.** is available in a round or oval setting and a variety of designer finishes and fabrics. e-mail: [tennessee@furninfo.com](mailto:tennessee@furninfo.com)

(G) This coffee table with marble top and bronze finish, is from **Pamela Worley's** collection of European-inspired classic iron furniture and accessories. e-mail: [pamelaworley@furninfo.com](mailto:pamelaworley@furninfo.com)

(H) "Nascar", microfiber sofa from **Racing Furniture** producers of a full line of recliners, ottomans, video rockers, car beds, bean bag chairs and Nascar home accessories. e-mail: [racingfurniture@furninfo.com](mailto:racingfurniture@furninfo.com)