

Don Marks dies at 62

Helped remake Badcock organization

By Clint Engel

MULBERRY, Fla. — Don Marks, the first non-Badcock family member to lead Badcock Home Furniture & more, who was credited with remaking the Top 100 company's image and operations, died Oct. 3 after battling cancer. He was 62.

Marks, who retired as president and CEO at the end of see Marks, p54



Marks

'Consumers' to shop HP

By Clint Engel

HOUSTON — Talk about consumer buy-in.

Gallery Furniture is coming to the High Point Market this week with eight to 10 consumers in tow, people willing to don their walking shoes for a week to check out the latest industry offerings.

And their top choices will make Gallery's floor, said Jim see Gallery, p10

Industry|Numbers

Industry gains \$11.5 billion

By Jay McIntosh

HIGH POINT — It doesn't feel much different, but the U.S. furniture and bedding industry's official size at retail has suddenly grown by \$11.5 billion.

Officials at the federal Department of Commerce's Bureau of Economic Analysis have restated the size of the industry based on the availability of more current and comprehensive see BEA, p58

Contrast in case goods

Contemporary, traditional on tap

By Thomas Russell

HIGH POINT — Case goods launches planned for this week's High Point Market are leaning in two opposite style directions, which vendors hope will attract a wide swath of customers ranging from baby boomers with refined tastes to younger first-time furniture shoppers.

At one end of the spectrum are traditional, large-scale groups with European design influences. Style elements include fancy face veneers and marquetry inlays, heavily carved posts and pilasters on beds and case pieces with serpentine or bombé shapes.

Copeland Furniture's Studio bedroom is made in Vermont with Forest Stewardship Council certified maple. It comes in four dark contemporary finishes.



Many of these pieces — as in the new Jessica McClintock Home Couture Collection by American Drew and Hooker's

Sanctuary — use eclectic finishes and mixed media elements to update the forms for see Case goods, p57

NHFA dealers up for new portal

By Clint Engel

HIGH POINT — The National Home Furnishings Assn. will launch its Homefurnishings.com Web portal Oct. 15, and expects all of its retailer members will be on board in one form or another.

At a press conference here last week, officials said NHFA is giving most of its 1,900 re-

tailers with 3,700 stores free but limited Web pages linked to the portal as a trial through the end of the year. These will include a store's logo, address, phone numbers and hours.

NHFA essentially is migrating the micro-Web sites it created for members for the World Market Center's "Is it Home yet?" national marketing campaign to the NHFA Homefur-

nishings.com platform. There were 40 or so members who opted out of the WMC-funded campaign, which started last month, but NHFA is encouraging them to connect to Homefurnishings.com.

Some members already have committed to the program as paying participants. Their sites will have added see NHFA, p56

Amini, Seymour will co-brand lines

By Ray Allegrezza

PICO RIVERA, Calif. — AICO founder and CEO Michael Amini and actress, artist, designer and author Jane Seymour have entered into an agreement to bring co-branded collections of case goods, upholstery and top-of-bed designs to market.

Amini and Seymour will collaborate on an initial lineup of three collections in traditional, casual European and Hollywood glamour



Amini



Seymour

styles.

They will be marketed as The Michael Amini and Jane Seymour Collections and will debut in February. AICO President Larry Rinaldi said the goods will reach retailers by June, and that each collec-

tion will be comprehensive. "For example, all of the case goods collections will see AICO, p57

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New at Market: Occasional

MAGNUSSEN HOME FURNISHINGS

IHFC M-1010

- ▶ The Orion five-piece occasional group features a clean, modern design, oval-shaped tops, two-tone sapelle, veneer inlays, sable finish, satin nickel hardware and capped feet and two pull-out panels. Also includes a desk for smaller spaces.
- ▶ The Maywood five-piece occasional group has a casual, cottage style with a planked table top, distressed cherry finish and cherry veneers. Drawers in this piece are replaced with baskets, providing a versatile storage option.
- ▶ The Canyon Creek four-piece occasional group features casual styling, chestnut finish and a hint of Southwest design with its slate trim inlays. The sofa table features drop-down door fronts.
- ▶ The Sui four-piece occasional group has an Asian fusion contemporary look with shaped angular tabletops, two-tone ash veneers, rich tobacco finish and center glass inlay with the look of cracked glass.
- ▶ The Alster three-piece occasional group has clean transitional styling, cherry veneers and a black finish. The cocktail table has a rich black leather tabletop, and the end and sofa table have recessed tabletops.

MAITLAND-SMITH

1925 Eastchester Drive

- ▶ A new hand-carved mahogany dining table with a green wax stone top and eight leaf extenders with marquetry design retails at \$11,097.
- ▶ Adding a foot stool at \$2,399 to its Olive leather upholstery collection. The stool is highlighted with a verdigris-finished cast brass finish.
- ▶ The Napoleon-brown finished bedside chest features hand-painted luggage motif, leather inlay, brass accents and charging station, \$4,197.

MATSUOKA

IHFC IH-408

- ▶ Moderne By Christian Lyon has deco inspiration on occasional pieces.
- ▶ Metropole By Christian Lyon has soft, feminine accents on occasional pieces.

MAYLAND COURT

SAMS M-542

The Natural Elegance collection includes a cocktail table with poplar base bark top under glass, in black with silver leaf accents, \$2,495; Cube side table with white bark on top and four sides, in a dark espresso wood finish, \$1,995; and a nine-drawer chest with poplar bark drawer fronts in deep imperial wood finish, \$2,495.

NICHOLS & STONE

US behind the Stickley showroom

The Departures collection features five groups of cocktail tables, end tables, accent pieces and entertainment pieces in eclectic styles and mixed hardwoods, including maple. The pieces will complement the company's new upholstery line.

PALECEK

IHFC D-202

- ▶ Expedition chair features campaign styling and large pole rattan construction. Split rattan is woven to form the chair seat and back, and rattan peel bindings add durability and visual detail.
- ▶ The Burbank coffee table is a modern take on a mid-century classic. Plantation mahogany forms the frames of both tables, which are hinged together to swing out for extra table space. Mahogany veneer in a walnut stain tops each table.
- ▶ The Woodburn tray table features hand-curved pole rattan. A removable tray top features rattan and cast

aluminum handles.

- ▶ The Auburn lounge chair is a hand-bent design with rattan poles formed into an abstract, interlocking weave. A two-tone finish in coffee and warm brown adds detail.
- ▶ The Bamboo sling bench features an elegantly curved bamboo pole frame in a deep coffee finish.
- ▶ The Belview side table, a modern take on a mid-century classic, features plantation-grown mahogany. Notched details create the appearance of floating legs, and inset rattan peel matting on the shelf adds detail.

P.A.M.A. FURNITURE

114 S. Main St.

- ▶ The No. 5986 Louis XV single vanity features an Argento finish and granite top, \$1,730.
- ▶ The No. 4421 Louis XV barrel cane chair is completely caned and has a Veneto finish, \$1,348.
- ▶ The No. 110 Mary hand-carved, solid-wood mirror features an Argento finish, \$1,330.

PAYNE STREET

330 N. Hamilton St.

Introductions include a retro-influenced game table in imbuya burl cluster veneer and a multi-layer table.

PENNSYLVANIA HOUSE

2622 Uwharrie Road

The Forecast collection in solid white oak features seven occasional pieces. They include a table with a beveled glass insert on an oak top; serpentine cast iron frame on oak top round end table; and oak storage cube with upholstered leather cushion. Cocktail table, \$399; end table, \$199 to \$299.

PHILLIPS COLLECTION

IHFC C-202

Introducing a wide variety of new, eclectically styled occasional pieces with unusual shapes, materials and colors.

PULASKI FURNITURE

220 Elm 220

The No. 21298 curio features an Oxford Black finish, heavy crown and split interior wood-framed glass shelves for flexible arrangements, \$1,299.

ROBERTA SCHILLING

US E-301

Expanding the Moderna collection of dining and occasional with pieces that feature smooth metal, exotic woods and fine leather and delicate fibers.

SAFAVIEH

MS 120

- ▶ The country French-styled Matty White table is constructed from birch wood, \$1,795.
- ▶ The Madeline tall cabinet is a country French design constructed from birch wood and flax, \$2,495.
- ▶ The Lucerne salon settee has country French styling and features linen fabric on birch wood, \$1,295.
- ▶ The Provence French side chair features country French styling in birch, \$695.
- ▶ The Provence French arm chair combines linen fabric with birch wood, \$895.

SAMUELSON FURNITURE

200 Steele St. S-135

The No. 4026 nesting tables, designed by John Black, come in an espresso finish with stainless steel base and are a modern take on traditional nesting tables.

SCHNADIG

IHFC C-500

- ▶ The Caracole collection of 30 occasional introductions feature three style categories designed to mix with contemporary, traditional and casual styles. Pieces

include a curio with translucent, champagne-colored beads on the back to reflect light; a rectangular cocktail table in pine with lower display shelf and dark emperador marble top; a three-drawer chest with a flaky-white painted finish on pine; and a square cocktail table in urban styling with a black rub-through finish.

- ▶ Coast to Canyon features 12 occasional pieces and includes a slender glass-top bench cocktail table with an upholstered seat at one end and a chow sofa table accented by inset black stone with gold flecks with a contemporary Asian-style influence.
- ▶ Venange is a classic and current Louis Philippe group with four occasional pieces. Includes a basketweave hall chest and a petite bookcase in vintage black with a plank back in cherry with three shelves and a bottom drawer for storage.

SCOTT THOMAS

200 Steele S-136

- ▶ The Breton console is made of European beach solids and walnut veneers. Features raised panels mitered at the drawer sides.
- ▶ The Duclos triple buffet features a fine walnut burl and aged bronze drawer pulls, hinges and escutcheons. Buffet is an addition to the Loire Valley collection.
- ▶ The Provincial bureau is a slant-top piece made of French walnut with a simple pull-out slide for office tasks.

SHARELLE FURNISHINGS

Atrium 313

- ▶ The Gigi three-piece occasional group features coffee, console and lamp tables in contemporary styled wood and veneer, \$1,500.
- ▶ The Mia room divider comes in contemporary style with wood veneer and metal legs, \$700.

SIERRA FURNITURE

US E-501

- ▶ The No. 23302/2 Sierra armchair features solid wood, stainless steel, with a functional and flexible design, \$2,544.
- ▶ The No. 23312 Crono coffee table features mirrors and solid wood, \$1,077.
- ▶ The No. 23342 Toscano coffee table is a solid-wood contemporary design, \$2,652.

STEIN WORLD

WMC A-344

- ▶ The Wood Trends group of traditional and transitional designs features 35 items in solid wood and wood veneers with rich finishes, \$109 to \$1,099.
- ▶ The Hand Painted group features more than 60 accent items, \$99 to \$899.
- ▶ The Exotics group features 12 items in mixed media, including shells, stones, metal and leaves, \$199 to \$699.
- ▶ Accent seating includes 10 items with a variety of fabrics and frames, \$249 to \$649.
- ▶ The Metallic group has 17 new items that include chests, credenzas and chairs with mirror accents and textured details, \$249 to \$899.
- ▶ The Safari group features six new items, including chests, credenzas and accent tables with hand-painted animal print finishes, \$99 to \$549.
- ▶ The Vanity sink program includes seven new items, with clean lines and finishes, stone tops on wood and wood product cases and matching linen cabinets for increased storage, \$599 to \$1,599.

STICKLEY

225 N. Elm Street

- ▶ The Metropolitan occasional group is adding new pieces that include cocktail tables, end tables, sofa tables and breakfast tables. The group features contemporary styling with Arts & Crafts influences, cherry

continued, p28