

JANUARY/FEBRUARY 2024

VOLUME 19 NUMBER 1

THE MERCHANDISING ISSUE

# Home Furnishings Business®

STRATEGY FOR THE FURNITURE INDUSTRY

Merchandising:

## THE EFFORT THAT CREATES THE MAGIC

STYLE DIRECTIONS:

Color Study

WHAT SELLS:

Waking Up to Better Sales

BEDDING BOARDROOM:

Is the Pie Shrinking or Just our Slice?

2024 Forty Under 40

*Nominations Now Open*

INSIDE:

50+ Must See New  
Products in Vegas

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# Las Vegas



**Orchids America, LLC**  
C597  
partners.orchidsluxhome.com



**Bloomingville**  
C712, C796 & C788  
bloomingville.us

**Empire Art Direct**  
A329  
empireartdirect.com



**Streamline Art**  
B346, B475  
streamineart.com

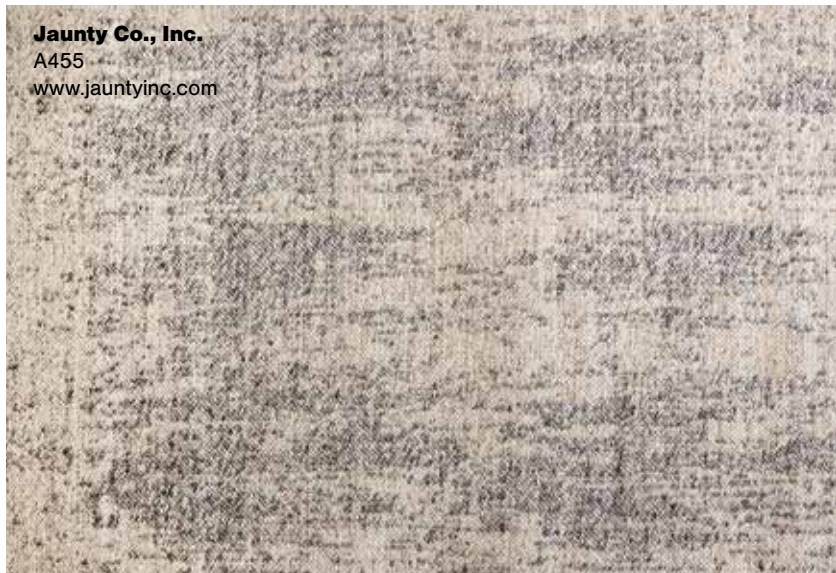


**Azzurro Living**  
C354  
azzurroliving.com



**World Source Design**  
B601-50  
worldsourcedesign.com

**Jaunty Co., Inc.**  
A455  
www.jauntyinc.com



# Las Vegas

**Zuo Modern**

A216  
zuomod.com

**Artmax**

B467  
artmaxfurniture.com



**Shloof**

E212  
shloofpillow.com



**Stylus, Made to Order Sofas**

B700  
stylussofas.com

**Essentials For Living**

B600  
essentialsforliving.com



**Alpine Furniture**

A500  
alpinefurniture.net



**TFS Sleep / TFS Natural Home by The Futon Shop**

C1565  
tfsleep.com



**Therapedic**

B946  
therapedic.com

# Las Vegas

**Bedding Industries of America (BIA)**  
B1118  
beddingindustriesofamerica.com



**Lite Source Inc.**  
A310  
lite-source.us



**Vertuu Design**  
B365  
vertuu.com



**Renwil**  
A425  
renwil.com

**Phillips Collection**  
A202  
phillipscollection.com



**Dovetail Furniture**  
B-59  
dovetailfurniture.info



**Kalaty Rug Corporation**  
B455  
kalaty.com



**Four Hands**  
B201  
fourhands.com

# Las Vegas



**Porter Designs**  
C1444 and B726  
porterdesignsusa.com

**Real Flame**  
B1 F6 - 601  
realflame.com



**Meva**  
A305  
meva.us



**Whittier Wood Furniture**  
B601-66  
whittierwood.com

**SPI Home**  
C765  
spi-home.com



**Vanguard Furniture**  
A132  
vanguardfurniture.com



**Xplorer Maps**  
E650  
xplorermaps.com

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**Pacific Coast Lighting**  
A301  
pacificcoastlighting.com



**Casa Bonita Home Furnishings**  
B150  
casabonitallc.com



**Case & Canvas**  
C354  
caseandcanvas.com



**Charleston Forge**  
A242  
charlestonforge.com



**Innovative Sleep Technologies**  
C1507  
innovasleeptech.com



**Rug Factory Plus**  
A417  
rugfactoryplus.com



**Fusion Designs**  
B620  
fusiondesign.us



**DreamFit**  
C1544  
dreamfit.com

**KAS Rugs**  
WMC B175  
kasrugs.com

# Las Vegas



**Spring Air International**  
A701  
springair.com



**Diamond Mattress**  
B975  
diamondmattress.com



**Omnia Leather**  
A256  
omnialeather.com



**Parker House Furniture**  
A854  
parker-house.com



**Twin Star Home**  
A830  
twinstarhome.com



**Diamond Sofa**  
B746  
diamondsofa.com



**OW Lee**  
A120  
owlee.com



**Downtown Company**  
A132  
downtowncompany.com

# Las Vegas



**Charleston Forge**  
A242  
charlestonforge.com



**Streamline Art**  
B346, B475  
streamineart.com



**Renwil**  
A425  
renwil.com



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porterdesignsusa.com

**Union Home LLC**  
C466  
unionhomefurniture.com



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C712, C796 & C788  
bloomingville.us



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A500  
alpinefurniture.net