

February 6 - 9, 2014

# TUPELO

*We're All Business*



*Register Today to Attend...*

1-800-844-0841

[www.tupelofurnituremarket.com](http://www.tupelofurnituremarket.com)

# Join the Industry's Leaders

Reach the top buyers from throughout the United States as well as international buyers and important regional buyers from the southeast!

Following are just **some** of the major retailers who regularly attend our market:

Mayberry's Complete Home Furnishings  
WM Furniture Market - U.S. Virgin Islands  
Gardner-White Furniture Company  
American Wholesale Furniture, Inc.  
Orleans Oriental Rugs & Furniture  
Comeaux Furniture & Appliance  
The Great American Homestore  
American Furniture Warehouse  
Himeline Home Furnishings, Inc.  
Raymour & Flanigan Furniture  
Unclaimed Freight Company  
Planned Furniture Promotions  
Affordable Home Furnishings  
Art Van Furniture Company  
Roten's Furniture Company  
Fleming Furniture Company  
Heavner's Furniture Market  
Knight Furniture Company  
Galleria Home Furnishings  
Buddy's Home Furnishings

Westco Home Furnishings  
Badcock Home Furniture  
Wahlquist Management  
Grand Home Furnishings  
Nebraska Furniture Mart  
Bob's Discount Furniture  
Factory Direct Furniture  
I 4 Furniture - Canada  
Boscov's Dept. Store  
Colfax Furniture, Inc.  
Ivan Smith Furniture  
Lack's Valley Stores  
Standard Furniture  
Regency Furniture  
D. Noblin Furniture  
The Room Place  
Brown's Furniture  
Weekends Only  
WA Akin & Sons  
Room to Room  
Cleo's Furniture

A to Z Furniture  
HOM Furniture  
Spiller Furniture  
Bedding Mart  
Zak's Furniture  
Brown Squirrel  
Rooms To Go  
Furniture Fair  
Hainje's, Inc  
Big Lots, Inc.  
Story & Lee  
FFO Home  
Steinhafels  
Coffman's  
Miskelly's  
Aaron 's  
Baber's  
Cal TV  
HOB0  
Weir's  
Kyser



# Make a Statement to Your Competition!

500-plus premier manufacturers, importers & suppliers to the furniture industry showcase their product in Tupelo. Many of these companies participating have chosen Tupelo as their primary market! **Some** of them include:

Fairfax Home/South Sea Rattan  
Coaster Company of America  
Simmons Bedding Company  
Classy Art Wholesalers, Inc.  
Windsor Home Accents  
Artist Guild of America  
USA Premium Leather  
Southerland Bedding  
American Made Silks  
Therapedic by Sleep  
Jackson/Catnapper  
Affordable Furniture  
Largo International  
Summerour Lamps  
Furniture Traditions  
Standard Furniture  
Seven Day Market  
Oriental Weavers  
Jamison Bedding  
Five Star Mattress  
Simply Bunk Beds  
Albany Industries  
Vaughan Bassett

StyleCraft Lamps  
Symbol Mattress  
Encore Furniture  
Global Furniture  
UMA Enterprises  
Ashley Furniture  
Brooks Furniture  
Acme Furniture  
Coast to Coast  
Fusion Furniture  
Rustic Heritage  
Flair Enterprises  
Pure Latex Bliss  
Gail's Accents  
Chandra Rugs  
A.A. Importing  
Sealy Mattress  
Serta Mattress  
Lane Furniture  
Benetti's Italia  
L R Resources  
Bramble Now  
Golden Chair

Harris Imports  
HomeStretch  
Leather Italia  
Prime Design  
Kith Furniture  
Harden Mfg.  
Davis Home  
SleepTronic  
Glideaway  
Dalyn Rugs  
Kingsdown  
SteinWorld  
Corinthian  
Corsicana  
Englander  
Cramco  
J Henry  
Higdon  
Surya  
KAS  
ZUO

**More than 100 companies show only in Tupelo.**



# Top Reasons to Do Business in TUPELO

- Many of the Top 100 Buyers in the U.S. attend and you should join them!
- Special "VIP" seminars, discounts and special offers are available
- Exhibitors selling new products and services fill close to 2 million sq. ft. of exhibit space
- We offer buyers the BEST VISIBILITY per sq. ft. of any furniture market! All on one level! You won't miss a thing!
- The TFM market is centrally located in the U.S.
- The Mississippi region is widely considered the upholstery capital of the world!
- Many companies exhibiting ONLY showcase their product at the Tupelo Furniture Market
- Exhibitors offer specials & incentives that Buyers can only get in Tupelo
- 500 to 800 different brands will participate from throughout the U.S. and the world
- One level, one combined complex so you can easily walk the entire show and miss nothing!
- Incredibly priced hotel rooms are available so don't forget to ASK ABOUT OUR SPECIAL RATES and packages!
- Register for the show, book your hotel, and schedule transportation all through the TFM office. One call is all you have to make!
- Our slogan is "We're All Business", but dress is casual
- Breakfast and dinner are complimentary each day of the show. Even lunch is provided during our "Lunch and Learn" Sessions. Take advantage and save!
- Musical entertainment and complimentary cocktails are offered each night. Take this opportunity to network and close business in a casual atmosphere!
- Complimentary shuttle service – anywhere and almost anytime!
- E-mail, fax, copy or just relax in our Buyer's Lounge and Business Center
- Find new product launch information or meet with media representatives in our Press Room



## Buyer Rewards Initiative!

- Show Your Badge Program
- Super Early Bird Package
- Hosted Buyer Program
- Expanded Shuttle Services
- "Lunch & Learn" Sessions
- Network Now!
- TOS Club Membership
- 100 Show Specials
- TFM & Exhibitor Show Dollars
- TFM Weekend Pass

# There's Lots to Do Before & After the Market



## GOLF

Take a break before or after the market and play the links at Big Oaks golf course. TFM has negotiated a 2-for-1 special, FREE golf cart and bucket of range balls for participants of our show. Be sure and show your badge when paying your greens fee.

Call **662.844.8002** to sign up.

[www.bigoaksgolfcourse.com](http://www.bigoaksgolfcourse.com)



## SKEET

After a long day of shopping for new product and negotiations, take aim at something other than a business deal! Skeet shooting at White Tail Ridge Outdoors offers those participating at the Tupelo Furniture Market special "membership rates". It's far noisier than golf but in the end it can be just as relaxing! Show your badge to receive "membership rates".

Call **662.891.1982** to sign up.

[www.whitetailridgeoutdoors.com](http://www.whitetailridgeoutdoors.com)



## MEMPHIS

Rock 'n' Roll, the Blues and even Soul music can trace their beginnings back to Memphis. Visit historic Beale Street, Graceland, Sun Studios and the Memphis Rock 'n' Roll Museum and learn how Elvis, Johnny Cash, B.B. King, W.C. Handy and Otis Redding made their marks on this river city and the world! And don't forget your taste buds! You'll need them to sample the ribs at the more than 100 BBQ "joints" for which Memphis is famous. For family fun, you might stop by the Pink Palace Museum, the Memphis Zoo or shop at numerous galleries, antique stores and boutiques in Mid-town & Downtown's South Main District.



## TUNICA

After shopping our six buildings and 2 million sq. ft. of exhibit space full of furniture and accessories, you may want to try your luck at nine world class casino hotels with the best gaming, sensational dining and hottest live entertainment east of the Mississippi. Casinos and Resorts include: Bally's, Fitz, Harrah's, Hollywood, Horseshoe, Resorts, Roadhouse and Sam's Town. Show your badge for TFM specials that may apply.

[www.tunicatravel.com](http://www.tunicatravel.com)



## TUPELO

Elvis was born in Tupelo in 1935 and lived here for the first 13 years of his life. Visit his home and museum, the church where he sang his first song and the hardware store where he strummed his first guitar! But there are other local attractions including:

- Tupelo Automobile Museum
- Natchez Trace Parkway
- Tupelo Buffalo Park and Zoo
- Tupelo National Battlefield  
(the last major engagement of the Civil War)

# Accommodations & Transportation

## Auto Rental & Limo Services

TFM takes pride in providing our exhibitors and attendees complimentary shuttle services to and from the airports, hotel and the market facility, and for most any other use during our 4-day event. However, we also realize that scheduling a shuttle is not always pragmatic. Thus, we have negotiated special discounts through 

**Enterprise**  
662.842.2237  
enterprise.com

## Host Hotels

Why choose a host hotel? First & foremost, TFM guarantees that these hotels provide exceptional customer service and that they are clean and well-kept.

All are within 7 miles of the show location & will offer competitive rates to show participants.

Comfort Inn  
662.840.0340

Hilton Garden Inn  
662.718.5500

Comfort Suites  
662.847.0025

Quality Inn  
662.842.5100

Holiday Inn Express  
662.620.8184

LaQuinta Inn  
662.847.8000

Best Western Plus  
662.847.0300

Courtyard Marriott  
662.841.9960

Candlewood Suites  
662.553.4649

Hampton Inn & Suites  
662.821.0317

Holiday Inn  
662.269.0096



# Tupelo Only Special



It is anticipated that more than 100 companies will offer Tupelo Only Specials (TOS) during this Spring event. Listed below are the companies that regularly offer specials with a purchase of their products or services at the furniture market. These special offers are only available during the four days of the show!

Artists Guild of America/Art Mates  
Jenkins Lamp & Accessories, Inc.  
Trendsetters Furniture & Interiors  
Affordable Furniture Mfg., Inc.  
Hinkle Chair Company, Inc.  
Leisure Home Products, Inc.  
Jackson Furniture Industries  
Classy Art Wholesalers, Inc.  
International Caravan, Inc.  
Therapedic By Sleep, Inc.  
Serta Mattress Company  
Kindred Spirits Style, Inc.  
Windsor Home Accents  
Country Road Furniture  
Med Lift & Mobility, Inc.  
Harden Manufacturing  
Yoder's Lawn Furniture  
USA Premium Leather  
Baroque Masters, Inc.  
Capital Bedding, Inc.  
Jimson Mfg. Co., Inc.  
Pine Crafter Furniture

Brooks Furniture Mfg  
Rizzon Furniture, Inc.  
Bean Bag Boys, Inc.  
Largo International  
Cassady Closeouts  
Donco Trading Co.  
Sealy Mattress Co.  
Ashton Wall Decor  
Furniture Traditions  
Seven Day Market  
Leather Italia USA  
W. Silver Products  
Jamison Bedding  
M & W Sales, Inc.  
Global Furniture  
Mohawk Home  
Rustic Heritage  
Mayberry Rugs  
Gail's Accents  
A.A. Importing  
R & B Furniture  
Classic Design

Benetti's Italia  
Golden Chair  
Classic Flame  
M & W Curios  
Harris Imports  
Powell Home  
Kith Furniture  
LR Resouces  
Davis Home  
Catnapper  
SteinWorld  
Kidz World  
Karastan  
J Henry  
Surya  
KAS  
ZUO



# Schedule of Events

## Thursday, February 6

Complimentary Buyer Breakfast Sponsored by Eagle Corporation	7:00 – 9:00
Show Opens	8:00
“Lunch & Learn” Series Profitability Consulting Group (PCG)	11:00 – 1:30
Show Closes for Evening	6:00
National Buyer's Award Dinner Sponsored by Surya Entertainment TBA	6:00 – 8:00
Surya Party Entertainment (DJ), cocktails, hors d'oeuvres & more	8:00

## Friday, February 7

Complimentary Buyer Breakfast Sponsored by Eagle Corporation	7:00 – 9:00
Show Opens	8:00
“Lunch & Learn” Series Profitability Consulting Group (PCG)	11:00 – 1:30
Show Closes for Evening	6:00
National Manufacturer's Representative Award Dinner Entertainment TBA	6:00





# Schedule of Events

## Saturday, February 8

Complimentary Buyer Breakfast  
Sponsored by Eagle Corporation 7:00 – 9:00

Show Opens 8:00

“Lunch & Learn” Series  
Profitability Consulting Group (PCG) 11:00 – 1:30

Show Closes for Evening 6:00

Complimentary Buffet Dinner  
Sponsored by Furniture Factors  
Entertainment TBA 6:00

## Sunday, February 9

Complimentary Buyer Breakfast  
Sponsored by Eagle Corporation 7:00 – 9:00

Show Opens 8:00

Show Closes for Evening 5:00

\* Schedule of Events is subject to change. For updates about entertainment or sponsorship information, please visit [www.tupelofurnituremarket.com](http://www.tupelofurnituremarket.com).



# Buyer Rewards Initiative

Take advantage of special programs as well as money-saving opportunities that can only be found in Tupelo! No furniture event in the country offers more innovative and comprehensive packages and specials for its attendees!

## Show Your Badge Program

You need only to show your TFM badge to receive specials on lodging, receive FREE shuttle service almost anywhere during the show dates, and take advantage of discounts available on hotel accommodations, limo service, car rental, rounds of golf, skeet shooting, use of gym facilities and casino specials!

## Super Early Bird Package

If you register before December 5th you will receive membership in the TOS Club, a reserved seat at "Lunch & Learn" Sessions, business consultations at no cost, all meals during the market and discounted hotel accommodations. But, you must book through our office. Call 1-800-844-0841 and ask to make your reservations.

Super Early Birds that choose to stay in a TFM room block will receive sharply discounted hotel accommodations and be eligible to receive TFM & Exhibitor Show Dollars. A select group of those that respond to this offer will be provided with our new WEEKEND PASS! Additional discounts and specials are provided to Super Early Birds. Contact TFM's Buyer Recruitment Department to learn more!



## Regional Buyer Shuttle Services

If you think we won't go the extra mile to get you to the market...think again! If you live within approximately 60 miles of the Tupelo Furniture Market you need only coordinate with us in advance and we will, at NO CHARGE, provide you with shuttle services to and from our event. Attendees within 120 miles of the market may also expect shuttle services at NO CHARGE. However, at least a one night stay in Tupelo is required.

## Buyer & Seller "Matchmaker" Initiative

Many thousands of buyers attend each and every Tupelo Furniture Market. There is no way one exhibitor can meet everyone. Nor can every buyer physically stop, talk to or buy product from every exhibitor. Thus, many meetings are left to chance because there is not always structured communication between the buyers and sellers before, during or after the show. With this in mind, the TFM Buyer Recruitment Department created the Buyer and Seller "Matchmaker" Initiative.

The program consists of three main components which are facilitated by the TFM sales staff, buyer recruitment personnel and the marketing department. The components include:

- Pre-show communication between exhibitors and pre-registered attendees that have an interest in meeting.
- On-site meetings scheduled by the Buyer Recruitment Department.
- Post-show communication & promotion between buyers & exhibitors.

The "Matchmaker" Initiative was launched in February at our spring market and was incredibly effective! If you would like to learn more about how to participate in this exciting new TFM offering, please call our Director of Buyer Recruitment, Candice Hall, at 662-842-4442 or e-mail her directly at [candi@tupelofurnituremarket.com](mailto:candi@tupelofurnituremarket.com)



# Hosted Buyer Program

For each of our shows, our leading exhibitors provide TFM's Buyer Recruitment Department with a list of whom they consider their "Top Buyers". Buyer Recruitment personnel then work collectively with these exhibitors to develop and fund a package for these targeted retailers that may include airfare, transportation and hotel accommodations. Other offers may include entertainment, B2B meetings, educational opportunities, special incentives on product purchased and/or TFM & Exhibitor Show Dollars!

The Buyers on this target list often include the "TOP 100" Buyers in the country, but the list also includes key regional retailers and individuals or companies that are new or growing rapidly. If you believe you may be on the Hosted Buyer List, don't wait to hear from us. Please call to confirm so we can immediately begin planning your trip to Tupelo!



## TOS Club Membership Buyer Benefits

Buyers want value. The TOS (Tupelo Only Special) program has been in existence for several years and has been very successful. However, we have expanded the benefits. These include:

- Special Networking events with special pricing opportunities
- Opportunity to win "TFM Show & Exhibitor Dollars" for on-site only purchases from our exhibitors
- Aggressive, on-site incentives from participating exhibitors during the Tupelo Furniture Market for TOS Club Members
- Incentives offered by participating exhibitors exclusively for TOS Club Members
- Special rates for travel, accommodations, entertainment & meals during the market
- No charge and guaranteed seat at "Lunch and Learn" Sessions
- Potential to participate in the Top Exhibitor, New Exhibitor and Hosted Buyer Programs



## "Lunch and Learn" Sessions

This seminar series which was launched at our 2013 spring market was very successful but many of our attendees were not able to attend because of limited seating capacity. Therefore, we will again offer this series of seminars.

The "Lunch and Learn" Sessions will be held in the Magnolia Room located in building 1. John Egger and John McClusky, are well-known, professional consultants and have made dramatic improvements in operations and profitability for retailers. These seminars are offered at no additional cost to attendees. The scheduled seminars are as follows:

February 6	11am-12pm	Sales and Profitability
	12:30pm-1:30pm	Operations and Profitability
February 7	11am-12pm	Delivery as a PROFIT Center
	12:30pm-1:30pm	How to get, sell and keep customers in a tough economy
February 8	11am-12pm	Sales and Profitability
	12:30pm-1:30pm	Operations and Profitability



### Network Now!

The Tupelo Furniture Market's mission is to provide opportunity for the industry to do business. But that doesn't mean the opportunity is limited to the dates of our spring and fall events!

TFM offers many ways for our exhibitors and attendees to stay in touch. Our buyers can benefit from the following:

- Receive e-messages pre, post and between each market
- Gain access to special offers from exhibitors in the TOS Section of our recently re-designed, optimized website
- Learn about new products and services through Facebook & Twitter



## TFM Show & Exhibitor Dollars



Certain buyers that participate in the Tupelo Furniture Market will be awarded TFM Show & Exhibitor Dollars. These "dollars" spend like real "green backs" and they can only be spent toward an on-site purchase during the market! Not every buyer will be awarded TFM Show & Exhibitor Dollars and those that receive this special offer must participate in the following programs:

- Buyer must be in attendance at the Tupelo Furniture Market Friday, Saturday or Sunday. No Show Dollars may be spent prior to the show's opening, Thursday or after the event
- Buyer must be a TOS Club Member
- Buyer must be a Top Exhibitor or New Exhibitor "Targeted Buyer" OR buyer must participate in the TFM Weekend Pass



## TFM Weekend Pass

As with our highly successful Hosted Buyer Package, our Buyer Recruitment personnel are working with key exhibitors to develop and fund travel packages for targeted buyers that plan on driving to the market. Buyers chosen for a TFM Weekend Pass will receive hotel accommodations, fuel reimbursement, meals, TOS Club Membership, TFM Show & Exhibitor Dollars and more! Those accepting this incredible offer, essentially a no-cost trip to the Tupelo Furniture Market, must agree to attend the market on Saturday and Sunday!





# Dealer Pre-Registration

## February 6-9, 2014

No standing in line – immediate entry. Only certified dealers admitted.

Company Name \_\_\_\_\_

Contact Name \_\_\_\_\_

Mailing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Cell \_\_\_\_\_ Fax \_\_\_\_\_

Email Address \_\_\_\_\_

Store type (mark all that pertain)

- Furniture   
  Juvenile Furniture   
  Gift & Accessory  
 Lighting   
  Interior Design   
  Other \_\_\_\_\_

What is the approximate annual volume of your business?

- Less than 1 Million   
  Between 1 & 5 Million   
  Over 5 Million

Please list the names and titles of any other buyers for your company who need to pre-register for the show.

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Please return the completed form no later than January 10, 2014 to receive your badges in the mail prior to market.

**Detach completed form and mail or fax to:**

Tupelo Furniture Market • 1879 N. Coley Road • Tupelo, MS 38801  
Fax: 662.844.3665

**Register online at [www.tupelofurnituremarket.com](http://www.tupelofurnituremarket.com)**

In an effort to maintain a professional atmosphere, strollers are not permitted, and children under 12 are strongly discouraged from attending the show. Anyone with special circumstances should contact Buyer Services at 662.842.4442 prior to market.



1879 North Coley Rd. • Tupelo, MS 38801

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FOLLOW US ON:



Contact us  
TODAY!

*reserve your exhibit space*

**1-800-844-0841**

or

[tfm@tupelofurnituremarket.com](mailto:tfm@tupelofurnituremarket.com)