

## What's Inside

### Aaron's acquires Progressive Finance

Rent-to-own heavyweight gains new capabilities in customer payment, strengthens omnichannel business presence through purchase. **p2**

### Farewell to Young America program

Retailers and licensing partners move to replace long-running youth program as Stanley Furniture winds down production operations. **p4**

### Rising yuan, labor costs impact China

Labor shortages, rising wages and raw material price increases are among the challenges that are making it harder for China factories to compete with other Asian resources. **p8**

### Natuzzi Americas names Teplitz CCO

Former Thomasville Furniture President Ed Teplitz has been named chief commercial officer of Natuzzi Americas, a new position for the Italian leather specialist. **p10**

### Sleep Train buying Hawaiian chain

West Coast bedding specialist

Sleep Train will gain entrance to the Hawaiian market with its acquisition of the nine-store America's Mattress chain. **p10**

### ISPA sees an uptick coming for bedding

The International Sleep Products Assn.'s latest forecast sees bedding shipments increasing 2% in 2014 and the dollar value of shipments rising by 2.5%. **p12**

### Outdoor experts forecast growth

Retailers participating in a roundtable discussion at the April High Point Market were bullish on the casual furniture segment, viewing it as a healthy new revenue stream. **p14**

### NAFHA names retailers of year

Tom Olinde of Olinde's Furniture and Dave Harkness of Harkness Furniture are this year's winners of the NAFHA's Retailer of the Year awards. **p16**

### Heritage appoints three to key posts

Heritage Home names Roxanne Bernstein chief marketing officer and appoints Lynda Stout and Tod Phelps to senior positions. **p18**

## La-Z-Boy realigns wood

*Adopting all-import model, selling Lea*

BY THOMAS RUSSELL

MONROE, Mich. — La-Z-Boy announced a restructuring Wednesday that will shift its case goods business to an all-import model and also spin off its youth furniture business.

The company said it will dis-

continue all case goods production at its Hudson, N.C., factory later this year, a move that will affect about 100 workers.

This facility assembles and finishes bedroom furniture for Kincaid and American Drew, which account for 12% of the company's wood furniture busi-

ness. Overall, case goods represents about 10% of La-Z-Boy sales.

As part of the closing of the Hudson manufacturing facilities, the company will exit its hospitality furniture business, also produced in Hudson.

In addition, the **p49**

## High Point Market hits

*Market highlights, p20  
Best of Market, p32*



### TAYLOR KING

The Pimlico chair has a classic architectural form, a Byzantine-inspired motif and a cosmopolitan chic aesthetic.



### UNIVERSAL

This panel bed is part of the California collection. It is made with oak veneers and ash solids in a light finish called Malibu.



### PARKER SOUTHERN

The Teague table base is wrapped in Zebra Natural hide.

## NSF program helps Serta retailer thrive

BY DAVID PERRY

CHARLESTON, S.C. — Conversations about a good night's sleep are turning into good mattress sales for the America's Mattress retailer here.

The six-store chain, owned by the husband and wife team of Jeff and Beth Ferguson, is part of the America's Mattress network of bedding retailers, which ranks among the nation's largest mattress retailers.

The Fergusons have some help in their better sleep conversations. They are using a brochure developed by Serta and the National Sleep Foundation, the sleep advocacy and education group with which Serta **p6**

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RETAIL STARS  
OF BEDDING

## LUXURY MEETS TECHNOLOGY

Your customers crave luxurious sleep. This mattress has the latest advancements in comfort to deliver it night after night.

Get the details from your Simmons sales rep.

Beautyrest  
BLACK

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## EDITOR'S *Picks*



**JOFRAN FURNITURE**

The Cooke County expandable kitchen island, which is paired with two ladder-back counter stools, features wine storage and five drawers.



**CAROLINA MATTRESS GUILD**

Fleur bed in the Scott & DuVal line features a divan design.



**MARTIN FURNITURE**

The Monterey efficiency desk and hutch unit are part of the Kathy Ireland Home collection by Martin. The group is made with straight grain cherry veneers in a toasted almond finish.



**LEGENDS FURNITURE**

The Devonshire collection's entertainment console, which comes in a lightly distressed cherry finish and antiqued hardware, features slow-closing euro hinges and removable back access panels. A speaker grill is optional, helping incorporate the latest in audio/video technology.



**STANDARD FURNITURE**

The McGregor dining set is available in regular and counter heights and features farmhouse-inspired turned legs in a midnight brown finish. Made with birch veneers, a table and four chairs retails at \$799.



**THE HOWARD ELLIOTT COLLECTION**

This bright gold metal cocktail table features antiqued mirrored removable trays and castors for easy maneuverability.



**NATHAN ANTHONY**

The Perle two-piece Angle sofa has a modern brass base.



**RUSH MATTRESS**

Part of the CoolNights Memory Gel collection, the 12-inch Windswept mattress offers cooling comfort with hi-density gel-infused memory foam and a layer of latex, the company says.



**BOYD SPECIALTY SLEEP**

The Lumbar-Lux model is an air-based guest bed that expands the company's airbed offerings.