



Do domestic players have an advantage or a unique set of challenges?

**F**oam allocations are cutting production levels, labor supply continues to run short, and transportation of materials and finished goods slow down deliveries. How are domestic manufacturers meeting those challenges? [See pages 10-22.](#)

## Gardner-White introduces exclusive Detroit Furniture line of upholstery

*Made in America line honors retailer's long heritage*

By Anne Flynn Wear  
AUGUST 2015

WARREN, Mich. — Gardner-White, a Top 100 furniture and mattress retailer in Michigan, has launched an exclusive new Detroit Furniture collection.

"We've had the frames on the floor

for less than a month, and the response has been terrific," said Rachel Tronstein Stewart, Gardner-White president. "As the only family-owned furniture retailer in Detroit, which has been open since 1912, we wanted to honor that heritage with this new collection that's made in America."

The company partnered with Mississippi-based Max Home to create the collection, which has been in the works for at least half a year. It includes a total of four frames. The first one called Marisol has been rolled out, with the other three

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#### Premarket sponsors expect record April attendance

Members of the High Point Premarket Committee call interest in the April 25-27 event "unprecedented." [2](#)

#### Phibbs second keynote at 2021 Bedding Conference

Nationally known as The Retail Doctor, Bob Phibbs will be a highlight at the upcoming 2021 Bedding Conference. [4](#)



#### Growth, expansion continues for key industry players

From new stores and facilities for Broad River and City Furniture, to a new production facility for Ashley, the industry continues to invest in opportunities. [24](#)

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Consumers say...

**How important is BOPIS?**  
(buy online, pick up in store)



**43.5%**

extremely or somewhat important

Source: Furniture Today Strategic Insights



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