

## FROM THE EXECUTIVE DIRECTOR

### Furniture of America's New Georgia Distribution Center

#### Models Efficiency

This past May Furniture of America moved from their warehouse space in Norcross, Georgia to Lawrenceville, Georgia. It's just a short two-mile drive from the TRIB offices, so we drove over this week to check it out. The facility manager Alan Lin met us to give a tour of the expansive 130,000 sq. ft showroom and warehouse.

The building's lobby is used to showcase some of the product offerings from Furniture of America. Just beyond that is the warehouse which is an impressive example of a modern furniture distribution center. The building is massive and stocked with product.

Containers traveling by ocean are shipped to the Port of Savannah and then trucked up to Lawrenceville. Some of FOA's product line is actually made in the USA. Some is made in California and shipped via rail. Other upholstery lines are manufactured in Mississippi. The company keeps track of product going into and out of the center by a barcode system that is also used by many of their distribution partners. "Our inventory is 100% accurate" says Lin.

Along with this new facility, FOA has added a machine that allows the center to make custom boxes. Dimensions are entered in to the machine



*Continued...*



## Calendar of Events

July 29—Aug 2

Las Vegas Furniture Market

August 21—23

RTO World

St. Louis, MO

September 10—11

Florida Rental Dealers Assoc.

Tampa, FL

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TRIB Group is pleased to welcome these new members:

CR Fosdick Enterprises

North Platte, NE

Chad Fosdick

308-221-6177

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REFER SOMEONE TO TRIB GROUP!

Do you know a RTO dealer who would benefit from joining TRIB? Ask about our Member Referral Program.

TRIB GROUP



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CURRENT MEMBERSHIP COUNT

199

"Once you choose hope, anything's possible."

-Christopher Reeve

Karl's Korner

Back to It!

So where did summer go? Down here in the Atlanta area schools are starting their new academic year, effectively ending summer. My wife is a teacher, and no summer break is not a break for teachers, she has spent most of the summer in seminars and classes and preparing for **what she'll cover during the school year**. So yes, summer has been brief for some of us.

For the RTO dealers summer is a slow time for inventory turns and gaining new customers. Now here we are and the ramp up to **"back to school" and all the marketing** associated with the end of summer is in full gear. From this point things get hairier and the mad dash

to the holiday season ramps up. In a few weeks most of us will gather in **St. Louis for RTO World '18**. The August RTO shows in the past have **always been the "unofficial" end of summer** in our industry. This co-produced show by APRO and TRIB Group promises to mark the end of summer with a bang.

RTO World will offer an opportunity for our members to network and to take in what APRO is offering in the various education seminars. Of **course, there's the deals in the Hot Show** and sales floor to get your inventory ready for the holiday rush. We look forward to seeing all our **members in St. Louis, and if you've considered coming it's not too late to get registered.**

-Karl

From The Executive Director ...

and it makes a box specifically for that item. This is extremely useful as much of their distribution from the facility is serving ecommerce sales from Amazon and Wayfair.

The facility distributes to the Southeastern states and employs 15 full time staff members. It is also energy efficient, using lighting control systems that only illuminate an area where staff is working.

A longtime vendor of the TRIB Group, Furniture of America has been a supporter of our group and our events and we have seen their company experience very healthy growth in the last several years. They are also exhibiting and sponsoring at the upcoming RTO World in St. Louis. Be sure to visit the Furniture of America booth in St. Louis.

Dennis



Alan Lin of FOA demonstrates the new machine that makes custom boxes.



There is still time! Register today for RTO World in St. Louis.



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## Vendor Spotlight:

### A Memorial

This month's spotlight will be about a person, and deservedly so. This past July 25<sup>th</sup> we lost a dear soul and much beloved man in David Gradick. David worked with Jamee Thompson representing Serta and Simmons bedding and has been part of our RTO community for years.



David has just celebrated his 72<sup>nd</sup> birthday with his daughter in Texas the previous weekend, but unfortunately feel ill and was hospitalized at the Texas Medical Center in Denison. Although initially he was improving his health took a turn for the worse and he passed away that Wednesday. He was survived by his daughter Sierra.

Any of you who have ever had conversations with David know how incredibly knowledgeable he was about our industry, bedding and most importantly, life. There are no words to express how different things will be without his presence.

David requested no funeral service be held, but a memorial service is planned in the future. Our prayers and condolences to his daughter who has lost her mother and now her father in the space of 2 years.



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