



FURNITURE MARKET

WINTER 2020 MARKET

JANUARY 9TH-12TH, 2020



Register to attend today!
1.800.844.0841 | TUPELOFURNITUREMARKET.COM

JOIN THE INDUSTRY'S LEADERS!

Listed are just a few of the major retailers who recently attended our market:

American Wholesale Furniture, Inc
D Noblin Furniture Mart
Stash
Gardner White Furniture Company
Spiller Furniture
Peak Furniture Sales
Nationwide Furniture Distributors
Big Lots, Inc
Standard Furniture
Orleans Oriental Rugs & Furniture
Slumberland
Regency Furniture
Comeaux Furniture & Appliance
Brown's Furniture
Wayfair
Zak's Fine Furniture
Story & Lee
The Great American Homestore
WA Akins & Sons
Himeline Home Furnishings, Inc.
Haynes Furniture
Sutherland
Bedding Mart
Planned Furniture Promotions
Gallery Furniture

Raymour & Flanigan Furniture
Affordable Home Furnishings
ABC Warehouse
A-Z Furniture
Atlantic Bedding & Furniture
The Furniture Gallery
Unclaimed Freight Company
Folds Furniture
Heavner's Furniture Market
Home Furniture
Roten's Furniture Company
Gordman's
Hubbard & Hoke Furniture
Hainjies, Inc
Dixie Furniture
Wood Stock Furniture
Nunn Company
Furnishings Unlimited
Corvin's Furniture

Statements Furniture
Chelsea Home Furniture, Inc
HOM Furniture
Buddy's Home Furnishings
Kyser Furniture
Galleria Home Furnishings
Knight Furniture Company
Grand Furniture
AAA Mattress & Furniture
7 Day Furniture
Grand Home Furnishings
Huntington Wholesale
Steinhafels
Smart Buys Furniture
Amazon.com
Mattress Land USA
Barrow Fine Furniture
FFO Home

FOR MORE INFORMATION

1.800.844.0841

TUPELOFURNITUREMARKET.COM



You'll Find the Products You Need in Tupelo

Listed are just a few of the companies that have exhibited recently:

Behold Washington Furniture

Malouf

Coaster Company of America

Beyond Borders

Affordable Furniture

A & H Woodworking

VCNY Home

Split Nickel Warehouse

Solstice/Jamison Bedding

Kith Furniture

Seven Wonders Furniture

Symbol/Englander

USA Premium Leather

Snap Finance

American Woodcrafters

Albany Industries

Serta Mattress Company

Simply Bunk Beds

Sealy Mattress Company

Jackson/Catnapper

Furniture Factors, Inc

Classic Furniture

Cottage Creek

Dutch Craft Mattress

Crestview Collections

Artist Guild of America

Million Dollar Rustic-East

Hillsdale Furniture

Corsicana Bedding

Heritage Sleep Concepts

Brazil Furniture

United Weavers of America

Jenkins Lamps

Moss + Industry

Synchrony

StyleCraft

Harris Wholesale Furniture

Sleeptronic

England Furniture A La-Z-Boy Co

Bedding Technology

Kingston Casual

Brooks Furniture

Collums Home Inc

AA Importing Company

The Global Swap Shop

Mexsol

W Silver Products

Okinus

StyleCraft Home Collections

The Tin Can Gypsy

Mlily

Acima Credit

American Cover Design

Simmons Bedding

J Furniture

American Made Silks

Cassady Closeouts

Stacy Furniture

Monday Company

Synchrony

Hinkle Chair Company

M & W Curios & Poly Furniture

Acme Furniture

Southerland INC

India's Heritage

American Furniture Mfg

Tennessee Enterprises

Delta Furniture

A Plus International

Leather Italia

Capital Bedding

Great American Finance

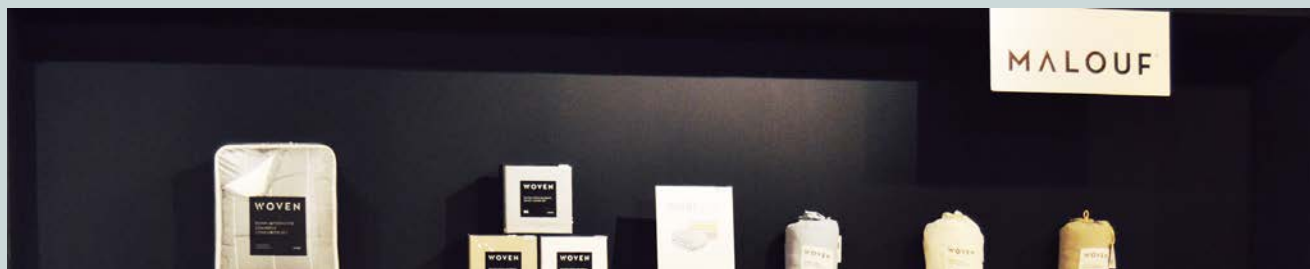
Pine Crafters Furniture

Merchants Preferred

AFD Home

Forever Green Art

Arkansas Homefurnishings Association



FOR MORE INFORMATION

1.800.844.0841

TUPELOFURNITUREMARKET.COM

Buyer Recruitment Programs

Knowing who our attendees are, from where they hail, and their travel and buying habits has its advantages! It allows us to develop packages and programs that make their participation in our event more convenient, enjoyable and more profitable!

SHOW YOUR BADGE PROGRAM

Attendees need only to show their TFM show badge to receive FREE shuttle service, and take advantage of discounts available on hotel accommodations. They may also receive discounts on car rentals, rounds of golf, skeet shooting, use of gym facilities, and get amazing deals at area restaurants!

TFM WEEKEND PASS

Our Buyer Recruitment personnel are working with key exhibitors to develop and fund travel packages for targeted buyers. Buyers chosen for a TFM Weekend Pass may receive hotel accommodations, meals and more! Those accepting this incredible offer must agree to attend the market on the weekend!

EARLY BIRD PACKAGE

Buyers that register before June 15th will receive up to half off hotel accommodations if they book through our reservation office. Additional discounts and specials are provided to Early Birds. Contact TFM's Buyer Recruitment Department to learn more!

TFM MARKETING MIX

- Print and Online Advertising in National Trades
- National and Regional Direct Marketing
- Social Media Marketing - Facebook & Instagram
- E-marketing Campaigns

FOR MORE INFORMATION

1.800.844.0841

TUPELOFURNITUREMARKET.COM



Buyer Recruitment Programs

HOSTED BUYER PROGRAM

Many of the top 100 buyers and largest retailers in the southeast United States regularly attend the Tupelo Furniture Market, but we want them all. So, TFM contacts every “major player” directly by mail, e-mail and telephone to offer them our “Hosted Buyer Program”. Let’s just say it’s an offer that would be difficult to refuse!



NETWORK NOW!

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 website
- Learn about new products and services through Facebook, LinkedIn and Instagram



TOS BUYER BENEFITS

- On-site incentives from participating exhibitors
- Special rates for travel, accommodations, entertainment and meals during the market

EXPANDED SHUTTLE SERVICES

Attendees living within 60 miles of the Tupelo Furniture Market need only coordinate with us in advance and we will, at NO CHARGE, provide them with shuttle services to and from the show.

Attendees living within 100 miles of the Tupelo Furniture Market may also expect shuttle services at NO CHARGE. However, at least a one night stay in Tupelo is required.



MISSISSIPPI MEANS UPHOLSTERY

The Tupelo Furniture Market is held twice each year in Mississippi. More than 200 furniture manufacturers and 500 suppliers to the furniture industry operate in the state. More upholstered furniture is shipped from Mississippi than from any other state in the country!

**FOR MORE INFORMATION ON
EXHIBITING COMPANIES GO TO
TUPELOFURNITUREMARKET.COM**

Buyer Recruitment Programs



LISTED BELOW ARE SOME OF THE COMPANIES THAT REGULARLY OFFER THE TUPELO ONLY SPECIAL (TOS) WITH A PURCHASE OF THEIR PRODUCTS OR SERVICES AT THE MARKET. THESE SPECIAL OFFERS ARE ONLY AVAILABLE TO BUYERS THAT ATTEND THE SHOW!

A & H Woodworking
A Plus International
AA Importing
Affordable Furniture
Albany Industries
American Cover/Persian Weavers
American Décor
American Made Silks
American Mattress Mfg. Inc.
American Woodcrafters
Art & Frame Mart
Artist Guild of America
Banian Rugs
Behold Washington
Beyond Borders
Brooks Furniture
Capital Bedding
Cassady Closeouts
Catnapper/Jackson
Classy Art
Coast To Coast Accents, LLC

Collums Homes
Corinthian, Inc
Cottage Creek
Crestview Collections
Delta Furniture
Ginger Mountain Candles
Great Mountain Rustic
H & H Lamp Company
Harris Wholesale Furniture
Hillsdale Furniture
Hinkle Chair Company, Inc
Jackson/Catnapper
Jenkins Lamps & Accessories
Jenkins Sport
Kidz World
Kingston Casual
Kith Furniture
Lacey Furniture
Leather Italia
Lux Lighting
M & W Curios & Poly Furniture

Mayberry Rug Company
Med-Lift
Million Dollar Rustic East
MLily
Monday Company
Mountain Woods Furniture Mfg.
Myco
Pine Crafters
Serta International
Serta Mattress Company
Seven Wonders Furniture
Simmons Bedding/Beautyrest
Simply Bunk Beds
Sleeptronic
Symbol Mattress
Tennessee Enterprises
Tupelo Furniture Direct
United Weavers of America
VCNY Home
W Silver Products



BEDDING IS BIG BUSINESS!

Tupelo is where mattress manufacturers launch new product. More than 40 bedding companies show. Nearly every mattress company showing will have special pricing that will make a trip to Tupelo MANDATORY for all retailers!

FOR MORE INFORMATION ON
EXHIBITING COMPANIES GO TO
TUPELOFURNITUREMARKET.COM

Top Reasons To Do Business In Tupelo

- Cost of exhibit space is affordable
- Unmatched sponsorship opportunities
- Ability to promote to pre-registered attendees
- Expect a quick return-on-investment (ROI)
- The best order-writing furniture market in the country
- More than 30% of the Top 100 Buyers in the U.S. attend
- Close to 2 million sq. ft. of show space under one roof
- BEST VISIBILITY per sq. ft. of and furniture show
- Centrally located in the U.S.
- Located in the upholstery capital of the world
- No charge for pallet delivery
- A casual but business-focused atmosphere
- Will accommodate early deliveries
- Buyers' & Exhibitors' Lounge
- Complimentary shuttle service
- New exhibitor targeted buyers
- Many exhibitors ONLY showcase product at the Tupelo Furniture Market
- Exhibitors offer specials and incentives that Buyers can only get in Tupelo
- 200 to 300 exhibitors from throughout the U.S. and the world
- One level & one combined complex so Buyers can easily walk the entire show
- No scheduled delivery times are necessary during established set-up times/dates
- More than 2 million sq. ft. of complimentary parking adjacent to facilities
- Complimentary cocktails, music and entertainment nightly
- Initiative buyer recruitment
- Social media marketing
- Exhibitor E-Blast marketing
- Affordable hotel rooms & in-house booking agent available for show participants
- Complimentary breakfast and dinner buffet every morning and evening of the show



MORE CASEGOODS THAN EVER IN TUPELO

TFM and Mississippi are well-known for upholstery, but there are PLENTY of companies showing casegoods. In fact, Mississippi's furniture manufacturing base is growing and some of our most prestigious upholstery companies have expanded into casegoods.

FOR MORE INFORMATION ON
EXHIBITING COMPANIES GO TO
TUPELOFURNITUREMARKET.COM

There's Lots to Do Before & After the Market



GOLF

Take a break immediately after the market ends and play the links.

Big Oaks golf course.
Call 662.844.8002 to sign up.
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

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 the Mid-town & Downtown's South Main District.



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! Additional local attractions are Natchez Trace Parkway, Tupelo Buffalo Park and Zoo and Tupelo National Battlefield.



ACCESSORIES IN EVERY BUILDING!

Every furniture retailer needs accessories and will find them in Tupelo. More and more designers as well as decor and accessory retailers from throughout the southeast are shopping in Tupelo!

FOR MORE INFORMATION ON
EXHIBITING COMPANIES GO TO
TUPELOFURNITUREMARKET.COM

Schedule of Events

THURSDAY 7-9AM Complimentary Buyer Breakfast – Front of Building 5

6PM Dinner
National Buyer's Award Ceremony
Entertainment and Cocktails Provided

FRIDAY 7-9AM Complimentary Buyer Breakfast – Front of Building 5

6PM Dinner
National Manufacturer's Representative Award Ceremony
Entertainment and Cocktails Provided

SATURDAY 7-9AM Complimentary Buyer Breakfast – Front of Building 5

6PM Dinner
Entertainment and Cocktails Provided

SUNDAY 7-9AM Complimentary Buyer Breakfast – Front of Building 5

FOR MORE INFORMATION

1.800.844.0841

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Dealer Pre-Registration - JANUARY 9TH-12TH, 2020

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

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

Complete 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

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.



ACCOMMODATIONS

Tupelo Furniture Market's Host Hotels offer special rates to those attending or exhibiting at the Tupelo Furniture Market. We encourage all those traveling to Tupelo to take advantage of these hotels that have offered discounts to those participating in the market. Be sure and mention the Tupelo Furniture Market to receive special rates.

FOR MORE INFORMATION

Contact the
Tupelo Furniture Market
for best pricing on hotel
accommodations!

1-800-844-0841 or 662-842-4442