

BUYER'S GUIDE

associate members directory

2022



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- Association News & Legislation
- Board of Directors
- Finance Options
- Upcoming Events
- Scholarship Winners
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If you've ever bought furniture at an Arkansas furniture retailer, chances are good that store is a member of the Arkansas Homefurnishings Association. With a top-secret member list, the association boasts more than 500 retail and associate members in the state. But what exactly does the association do?

A lot, actually. For over 90 years, the Arkansas Homefurnishings Association has provided its members with state and federal lobbying, serving as a watchdog to protect against unfair taxation and legislation; education for homefurnishing retail store executives and employees with consultation on any business problem and a chance to exchange homefurnishings retail experience and information among members at our various events throughout the year. AHA members can also save money by utilizing our member only finance programs.

According to Executive Director Randy Lann, the Arkansas association is one of the oldest and largest in the United States.

Their office is located just blocks away from the state capitol at 1405 West Sixth Street. They've taken a plain industrial-looking brick building and turned it into a charming, comfortable office space, as one would expect from an association that deals in homefurnishings. Decorated by one of their own members, the office balances neutral bases with interesting, brightly colored artwork and upholstery for a clean, calming effect.

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ARKANSAS HOMEFURNISHINGS ASSOCIATION GOALS

- *Improve profits of its members so that they, their families and employees may enjoy a more abundant life.*
- *Provide leadership for and initiate all proper collective action which are in the best interest of its members.*
- *Bring its members into closer relationship in order to interchange ideas and render mutual assistance.*
- *Represent its members in government affairs so that their voices are heard; acting as a watchdog of happenings in Arkansas and Washington to protect its members against unfair taxation and legislation.*
- *Promote goodwill and fellowship among all homefurnishings industry members.*
- *Exchange homefurnishings retail experience and information among its members so that decisions may be made based on reliable and available facts.*
- *Provide for the education of homefurnishings retail store executives and their personnel.*
- *Coordinate and improve the methods of homefurnishings retailing.*
- *Promote goodwill and fellowship between its members and the other segments of the business community.*
- *Create goodwill between its members and the general public.*



ARKANSAS HOMEFURNISHINGS ASSOCIATION STAFF

It has been one of the greatest experiences of my professional life to have served on the Arkansas Homefurnishings Association Board of Directors. With that being said, as I begin my year as the 2022 President, I want to thank all those who have given of their time and knowledge throughout the years. I have learned so much from my predecessors and have forged lasting friendships that have blessed me beyond measure. I treasure my "Furniture Family."



As retailers we have faced two of the most challenging years for our industry in 2020 & 2021. We can all see that 2022 will be filled with uncharted waters as well, but we have weathered this storm together and held each other up throughout our journey and will continue to do so. I can't mention the past two years without acknowledging the amazing staff we have in the AHA office in Little Rock. Randy Lann, Kevin Steele and Donna Strickland are three of the most dedicated and hardworking individuals I have ever met and we are incredibly fortunate to be able to seek their guidance and insight as easily as picking up the phone. They are always there for us!

My family has been a member of the AHA for many years, but until I became a board member, I never truly grasped all of the hard work that this association does on behalf of the retailers of Arkansas. I want you to know, from one AHA member to another, you are part of a unique group of individuals with a common thread woven throughout the furniture industry, some of us from a very young age.

All of the efforts put forth at the AHA is with your success in mind. If I can ever be of assistance to you don't hesitate to contact me or the association office in Little Rock. We are working for you and consider it a privilege to do so.

Thank you for being members of this remarkable organization. Please know that your support is vital to our continued achievements in 2022.

Very Respectfully,

Tracey Rackley
2022 President
Arkansas Homefurnishings Association

ARKANSAS HOMEFURNISHINGS EXECUTIVE DIRECTOR

Randy Lann

Executive Director

randylann@aristotle.net

Randy Lann became the Executive Director of the Arkansas Homefurnishings Association in 2001, but is no stranger to the furniture business. Like many others in the industry, Randy grew up in a furniture store. In 1977, Randy became a partner, and he and his father operated Furnitureland of Magnolia until December 2000.

Randy is active in many civic and charitable organizations, serving on the Board of Pathfinders; he also serves on the Board of Directors for the Arkansas State Police Foundation. He is a past president of the Arkansas Society of Association Executives (ASAE) and past president of the Arkansas Society of Professional Lobbyists (ASPL).

A member of the 2006 World Championship Steak Cooking Team, he and his team are featured regularly on the Food Network. Randy is an avid duck hunter and musician who enjoys playing his Martin guitar.

On game weekends, in the fall, he can be found doing what he truly enjoys, cooking for the Dallas Cowboys as their official grillmaster and tailgating at Arkansas Razorback football games.

Randy and Cindy have been married for 44 years and have two children, Brad and Julia. They reside in Vilonia and are members of The Cowboy Church in Conway.



ARKANSAS HOMEFURNISHINGS ASSOCIATION STAFF

Donna Strickland

Office Manager

afa@aristotle.net

Donna Strickland has been employed by the Arkansas Homefurnishings Association since 1992. Donna plays an important role in the day-to-day operations and has served as Office Manager since 2001.

Donna and her husband, Tony, live in southwest Little Rock where they have raised two sons and a daughter, and they now have three grandsons and three granddaughters. Donna enjoys spending time with her family, reading, bowling with her sons and traveling whenever possible.

For any questions concerning the Associations' benefits, costs, programs or events – please don't hesitate to call Donna.



Kevin D. Steele

Assistant Executive Director,

Government Relations

ksteele@arhfa.com

Kevin Steele joined the Arkansas Homefurnishings Association in August of 2017. Previously, Kevin served as Military and Veterans Liaison for the Office of the Arkansas Secretary of State.

He brings with him a working knowledge of the Capitol and a network of connections with elected officials across the state. A veteran of the United States Navy, Kevin lives in Little Rock with his wife Lydia and twin children Harrison and Savannah.

If you have any questions about membership or financing with the Arkansas Homefurnishings Association, contact Kevin at 501-539-3093.



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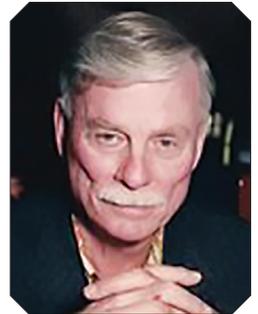
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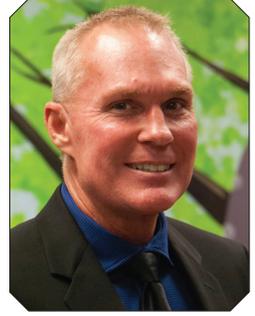
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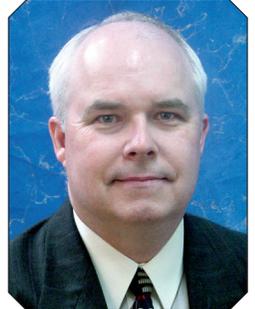
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Planned Furniture Promotions



See Planned Furniture Promotions Ad Inside Back Cover

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Government Contacts

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See Serta Simmons Ad Back Cover

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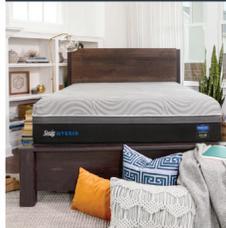
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Past Presidents

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Kaleen Rugs
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See Serta Simmons Ad Back Cover

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Jofran Sales, Inc.
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Ultra Comfort Chairs



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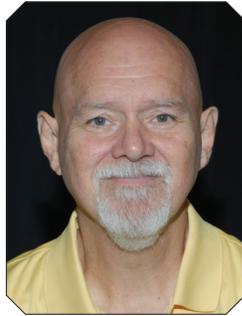
Market Dates & Events

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God Bless my wonderful
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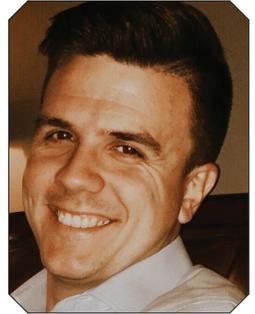
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Retired Members

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ASSOCIATION

Hall of Fame

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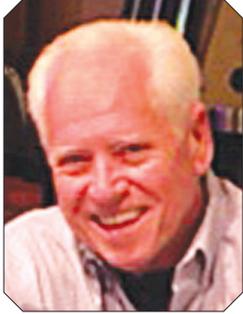
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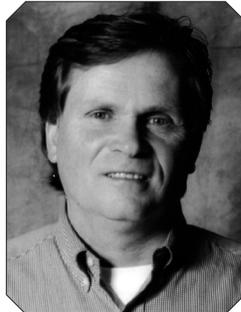
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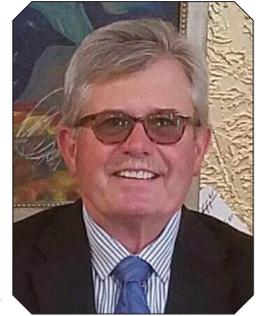
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Nationwide Marketing Group 110 Oakwood Dr., Suite 200 Winston-Salem, NC 27103 336-722-4681 www.nationwidgroup.org	Jason Chenault
NE - Kids 3901 Bishop Lane Louisville, KY 40218 502-562-0000 Fax 502-562-0001 www.ne-kids.com	Tony Rihner
Nest Home Collections 4290 E. Brickell St., Unit B Ontario, CA 91761 909-490-3010 www.nesthomecollections.com	Suzie Morris
New Classic Furniture 7351 McGuire Avenue Fontana, CA 92336 www.newclassicfurniture.com	Bryant Prude
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Omnia Leather 4900 Edison Ave. Chino, CA 91710 909-393-4400 www.omnialeather.com	Mickey Mitchell
Oriental Weavers 3295 Dug Gap Road Dalton, GA 30720 800-832-8020 Fax 706-277-9665 www.owsphinx.com	Robert Strydom
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Attorney General Leslie Rutledge

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- Jim Young** 501-590-2221
8112 Hart Road • Benton, AR 72019

2022 CALENDAR

JANUARY

SU	M	TU	W	TH	F	SA
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
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FEBRUARY

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MARCH

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JUNE

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OCTOBER

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NOVEMBER

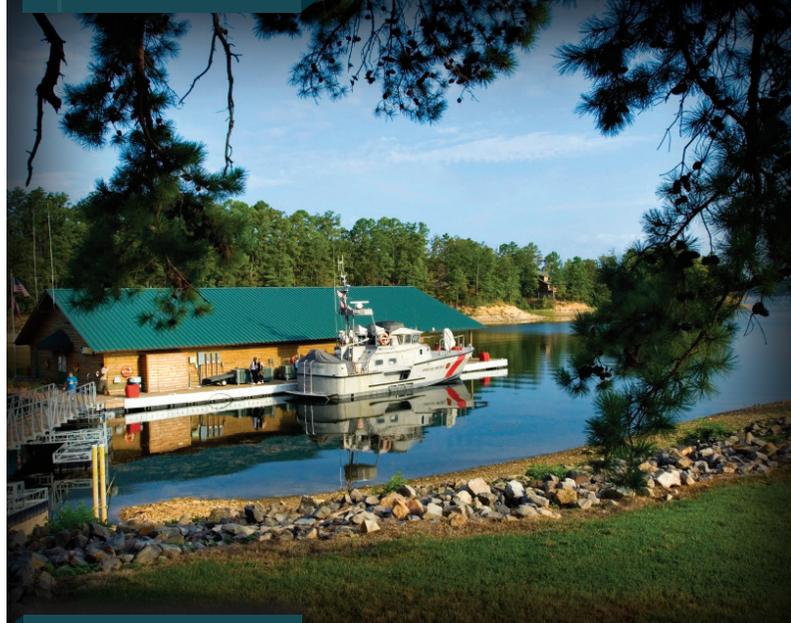
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DECEMBER

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John Strange | Little Rock, AR - 2009
Duane Cousins | Benton, AR - 2010
Neil Bates | Little Rock, AR - 2011
Jerry Holt | Little Rock, AR - 2012
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Hank Griffin | Little Rock, AR - 2015
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Bob Davis | Little Rock, AR - 2021

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Doug Brandon | Little Rock, AR - 2003
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Vol Brashears | Berryville, AR - 2004
Kenneth Dennis | Fayetteville, AR - 2004
A.J. Hambuchen | Conway, AR - 2005
Don Harris | Little Rock, AR - 2006
Roy Hunter | Wynne, AR - 2007
Clemmie White | Benton, AR - 2008
W.R. "Bud" Rice | Waldron, AR - 2009
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John Shores | Bentonville, AR - 2011
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Ray Blakely | Nashville, AR - 2013
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Kurt Bachert | Rogers, AR - 2015
Terry Rice | Waldron, AR - 2016
Phil Herring | Hot Springs, AR - 2017
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Pete Polk | Hot Springs, AR - 2019
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1954 J. Hearn Latimer (D) | Nashville
1955 Hugh Stanphill (D) | Little Rock
1956 F. C. Peters (D) | Little Rock
1957 J. W. Strawn, Jr. (D) | Little Rock
1958 L. W. Eoff (D) | Fayetteville
1959 W. L. Johnson (D) | Jonesboro
1960 E. B. Garrett, Jr. (D) | El Dorado
1961 Jim Vardaman (D) | Ozark
1962 Fremont Ferguson (D) (Lucille) | Dewitt
1963 Omar Washburn (D) | Mena
1964 M. Gaines Young, Jr. (D) | Carlisle
1965 Paul Bowlin (D) | Pocahontas
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1967 W. A. "Bill" Wyatt, Jr. (D) | Paragould
1968 Paul Teague (D) | Hot Springs
1969 Charles Baxley (D) (Jane) | Crossett
1970 Walter Heard (D) | Newport
1971 Flave W. Peters (D) | Russellville
1972 Ray Burbank (D) (Barbara) | El Dorado
1973 Woodrow Harrelson (D) | Jonesboro
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1975 Carl Garrett (D) (Ann) | El Dorado
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1977 Wendell E. Fureigh (D) | Pine Bluff
1978 Trumann Moore (D) (Bonnie) | Walnut Ridge
1979 Joe S. Hankins (D) | Hope
1980 Harold G. Morgan (D) (Martha) | Paragould
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1982 Walter Silliman (D) | Camden
1983 Ted Parker (D) (Sally) | Forrest City
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1992 Riley Porter (Denise) | West Helena
1993 Kurt Bachert (D) | Rogers
1994 Ray Kordsmeier, Jr. (Cindy) | Conway
1995 Debbie White | Hot Springs
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1997 Randy Lann (Cindy) | Vilonia
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2002 Jere Matthews (Cara) | Hot Springs
2003 Mickey Mitchell | Springdale
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2022 MARKET DATES & CONTACTS

ATLANTA

404-220-3000
www.americasmart.com

January 11 - 18
March 2 - 4
July 12 - 18

DALLAS

214-655-6100
www.dallasmarketcenter.com

January 5 - 11
March 23 - 25
June 22 - 28
September 13 - 15

HIGH POINT

800-874-6492
www.highpointmarket.org

April 2 - 6
October 22 - 26

LAS VEGAS

888-416-8600
www.lasvegasmarket.com

January 23 - 27
July 24 - 28

TUPELO

662-842-4442
www.tupelofurnituremarket.com

February 16-18

OTHER IMPORTANT DATES & EVENTS

AHA FUN FEST

Maumelle Country Club
May 17 - 18, 2022

AHA FISHING TOURNAMENT

Mountain Harbor
September 27-28, 2022

ANNUAL AWARDS AND APPRECIATION BANQUET

December 1, 2022

ROLLIN' SMOKE DINNER & EVENT

Las Vegas Furniture Market
January 24, 2022
July 25, 2022

Faltering Sales? Losing Money? Ready to Retire? We Can Help!

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