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High Point Market Hit List: Part 2 - Upholstered Furnishings

We are happy to bring you the second installment of our **High Point Hit List**, a directory of our go-to manufacturers of upholstered furnishings. We're taking the guess work out of planning your trip to market.

The manufacturers listed in this directory offer upholstered furnishings at tiered pricing levels and each has their own policies and restrictions. Some questions you should ask them are:

What are their pricing levels? Stocking dealer vs. designer net?

Is there a buy-in fee?

Are they "designer friendly?"

How many stocking dealers do they have in your area?

What are their shipping policies?

Check out these great manufacturers and when they ask you how you found them just say;

Soft Design Lab sent me!

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If you can't make it to High Point Market this year you can use this directory to source these great products online. Use the [High Point Market Exhibitor Directory](#) to look up their website addresses.

Upholstery Manufacturers & Showrooms

Ambella Home Collection, Inc. 310 N. Hamilton St. Hamilton Court S-110

Baker Furniture 319 N Hamilton St

Bassett Furniture Industries, Inc. IHFC C1200

Benchmark Upholstery Inc. Atrium on Main 430 S. Main St., Main Fl

Bernhardt Furniture Company IHFC D601

Burton James, Inc. 310 N. Hamilton St. Hamilton Court S-101

Caracole IHFC C500, IH106 Interhall

Century Furniture Market Square 500, 417 & Interhall 404

Cisco Brothers Corp. Mill Village 1014 Mill Ave.

CODARUS IHFC H220

CR Laine Furniture Company, Inc. 310 N. Hamilton St. Hamilton Court S-204

Currey & Company, Inc IHFC M110

E.J. Victor 116 S. Lindsay St

Fairfield Chair Company 100 E. Green Dr. Old Post Office

Fairmont Designs IHFC C867

Ferguson Copeland Ltd. 300 E. Green Dr.

Four Hands Showplace 4101

Four Seasons Furniture 113 E. Green St.

Global Views IHFC D220

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Go Home Ltd. IHFC D233

Guy Chaddock & Co 300 E Green Dr.

Hancock & Moore 200 Steele 3rd Fl

Harden Furniture Inc. 200 Steele 133

Hickory Chair Market Square 324

Hickory White 309 North Hamilton

Hooker Furniture Corporation IHFC C1058

Huntington House Inc 610 W. Green Dr.

Jeffco Furniture 425 N. Hamilton St.

Kravet, Lee Jofa, Brunschwig & Fils and Kravet Furniture Market Square 217

Lazar Industries LLC IHFC D817

Lee Industries Inc 100 S. Lindsay Street

Lexington Home Brands 1300 National Highway, Thomasville, NC 27360

Parker Southern Inc 200 N. Hamilton St. N Ct 203

Pearson Furniture Company Market Square 300

Sam Moore Furniture LLC IHFC C1058

Swaim Swaim Design Center 411 S. Main St.

Taylor King Furniture 200 Steele 3rd Fl

Thayer Coggin Inc 230 South Road, High Point

Theodore Alexander 229 W. Russell Ave.

Thibaut Fine Furniture Market Square 260

Tomlinson/Erwin-Lambeth 525 N Wrenn St

Vanguard Furniture Co Inc 301 N. Hamilton St

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Weiman IHFC G265

Wesley Allen 100 N. Hamilton St.

Wesley Hall Inc 310 N. Hamilton St. Hamilton Court S-106

Younger Furniture 220 Elm 214

General Tips for Getting the Most Out Of Your Market Visit

GET ORGANIZED

Use the **MyMarket** page on the High Point Market Website to find, save, and organize your at-Market schedule.

Sign in to MyMarket on www.highpointmarket.org.

Go to the Find by Product Category page under Find Exhibitors.

Browse through the sub-categories.

When you find a vendor you'd like to see, just click "Add to Plan."

Click **MyMarket** to organize your saved suppliers by building or shuttle stop, so you can make the most of your at-Market time. If you're in more of a mood to just explore, keep reading for my favorite way to see High Point's soft goods show.

Email your manufacturer sales rep ahead of time to make an appointment so you have their full attention for your visit.

Schedule appointments with your manufacturer reps so you have their complete attention during your showroom visit.

PACK FOR SUCCESS

Leave your fashionista gear at home, this is serious design warfare and it gets down and dirty in the trenches!

Wear your most comfortable clothes and shoes, forget the stilettos, your feet will thank you later.

Bring a warm sweater or wrap because the temp can drop quickly and the wind picks up at night.

Plan for rain no matter what the forecast says and bring an umbrella – better safe than sorry.

Packing Band-Aids for sore feet and blisters is a must.

Bring a rolling bag so you don't throw out your back lugging around a purse filled with heavy catalogs and brochures.

TRANSPORTATION

From the Airport

It is an hour and a half drive from either Charlotte or Raleigh-Durham Airports into High Point and another 20 minutes into Greensboro.

Be sure to reserve your spot on the free **High Point Market Airport Shuttle** available to and from the Charlotte, Raleigh-Durham, and Greensboro airports. Go to the **Plan Your Trip** page on www.highpointmarket.org.

If you plan to **rent a car** reserve one well in advance of market or you will have a tough time finding one at the last minute.

If you are driving you can park at the local Oak Hollow Mall 921 Eastchester Drive, High Point, and take advantage of the **Park and Ride Shuttle** into market to save yourself the challenge of finding a parking spot in town. It's just a short few minutes on the shuttle bus into market.

Take advantage of the free transportation around High Point

The **Transportation Center** is located in front of the IHFC building at the main transportation terminal.

The **RED LINE** runs in a continuous circle around market and you can access most showrooms off this route.

The **Go Anywhere** Vans are available at designated stops throughout High Point and provide exactly what it sounds like, a ride pretty much anywhere you need to go at market and in the surrounding areas. Miss that last bus at night and you may be able to get one of their very friendly drivers to take you back to your hotel!

MAPS

You can get maps of HP at any of the main buildings and resource guides.

Here is the link for the map on the HP Website:

<http://www.highpointmarket.org/pdf/HPMAMaps.pdf>

Make use of the free **High Point Market Hotel Shuttle Service** to get to and from your hotel at designated times during the day. This is not only convenient and stress free but it's a great way to meet your fellow designers and network with manufacturers.

Cash - Bring some small bills for **tips**, the drivers and other helpful market personal are so helpful you will want to let them know that you appreciate their hard work and change is hard to come by in town. There are **ATM machines** in all of the main buildings.

WHERE TO EAT

There is no shortage of free food or beverages available at market with many showrooms serve fantastic free snacks, beverages, cocktails and even full meals so check with your reps to see what they offer and plan accordingly.

Visit the **Events page** of the HP website to sign up for free breakfasts, lunches, and social gatherings all around market. Be sure to check if you need to RSVP for the events you are planning to attend.

If you want to eat outside of the showrooms there are plenty of options available.

IHFC Interhall – Cafeteria style pre-packaged sandwiches and snacks

Showplace – Fast food available on the first floor

Market Square Food Trucks – I highly recommend; some of the best local cuisine in town!

Market Square –

The Factory is a lovely sit down restaurant and bar on the third floor. Great people and design celebrity watching. Sorry can't remember the name even though I eat there once every market! Great place to get off your feet.

Augustino Gusto European Bakery on the Mezzanine Level of Market Square

Antiques & Design Center / Market Square The **Boiler Room Bar** serving hand crafted cocktails and other spirits. Great **Happy Hour** every day at market.

Suites at Market Square

Starbucks the usual fare, drinks and pre-packaged sandwiches salads, snacks.

Panera Bread Co. Third Floor - sandwiches, salads, soups and awesome pastries.

In the City of High Point

Blue Water Grille 126 E State Ave A must for the serious diner and celeb sighting. Reserve early as it fills up well before market.

Claddagh Bar & Restaurant 130 E Parris Ave. Great atmosphere and food and it's packed with interesting personalities.

Deb and I hope you enjoy your trip to High Point Market as much as we always do. Even though we have been attending for many years each market is a new and exciting experience that should not be missed if you want to really have a handle on what is going on in our ever changing industry.

Have fun and remember to tell them that **Soft Design Lab** sent you!