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Textile producers charting course through impact of pandemic

By Adelaide Elliott Associate Editor

HIGH POINT — As the ongoing COVID-19 pandemic continues to stall industry events, delay production schedules and change product demands, upholstery textile manufacturers have been fighting to work with their new normal.

One of the biggest challenges to that is a general decline in traditional upholstery orders throughout the industry.

"Just like everyone else, as one part of the business slows down, such as retailers closing because of stay-athome rules, we start to see demand in our business pause, too," said Anderson Gibbons, vice president of marketing for Specialty Textiles Inc.



Anderson Gibbons

While a slow-down is not necessarily good for any business involved, it has, according to Gibbons, allowed STI time to close the Kings Mountain, N.C.-based milli for four weeks.

"It was largely done in response to trying to flatten the curve and follow rules set by the state," said Gibbons. We're in a small community, and we mean it when we say we don't want our people getting sick or drawing this situation out."

The closing was announced to the public on social media April 1 as a twoweek closure before being extended for a third week. During the closure, STI has

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By Clint Engel Senior Retail Editor

HIGH POINT — To put the coronavirus pandemic into perspective and to try to explain the sheer guesswork that has to go into any attempt to describe what a recovery will look like, kittle's Eric Easter goes back to his days studying at the University of Virginia.

"This is not easy stuff," said the CEO of the eight-store Indianapolisbased Top 100 company. "I went to business school, and I never had a case study where the topline started with zero."

Emerging from a reality of no

money coming in at one point and trying to figure out just how fast things ramp up is a difficult, if not impossible, exercise. You sort of put yourself in a startup scenario to a degree," he told Furniture Today.

Fortunately Kittle's won't be starting quite at zero. Its stores have been shut down since March 24, the day after Indiana's governor issued a stay-at-home order. The company has been operating with skeleton corporate and distribution center crews.

Transportation and delivery businesses are excluded from the closing order, so the retailer has been delivering

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High Point Market Authority cancels June event

Originally set for April and postponed until June, the market now will not reconvene until October. <u>02</u>

Profile in Leadership

Gallery Furniture's Jim
McIngvale says the best
leaders "are not distracted,"
but focus on their job, their
people and their customers. 06

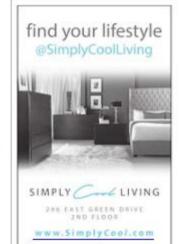


More spring product trends

From a stylish marriage of stone, metal, wood and leather to the finesse of the weave. 08-15.



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THIS WEEK, PART 2

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 a stylish marriage of stone, metal, wood and leather, p8-9
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- Woven Elegance
 celebrating the finesse
 of the weave in detail and
 materials, p14
- Spring Colors no spring fling complete without its show of pastels, p15

LAST WEEK, PART 1



 Waves of Grain

 reflecting heavy grain textures in finish and fabric



 Rustic Contemporary

 Basic elements combine with clean lines and curves



 Contrasting Finishes – a play of textures and tones for interest and contrast



Modern Cottage/ Coastal – a new take on cottage with the washes and soft colors

Spring PRODUCT TRENDS

Marble, Metals and More...



The Arabescato Orobico Maven dring table — from Decasa Marble — has a marble top and modern stainless steel base.



This accent table from Anya Home has a metal base and a sandstone too.





Rosa Beech Boy's Tarantula table is shown in a black ash frame with a marble too.



The Aldo side table by Nuevo is has a soulptural foundation made with tensors that supports a thin matte black stand and a circular top.