

Table 7. Furniture Companies In North Carolina

Firms	Sales in \$Millions (2004)	Employees (2004)	Product Type	Main Brands	Foreign Activity	Recent Restructuring Activity	North Carolina
Furniture Brands Int. www.furniturebrands.com	674	U.S.: 15,496 NC: 8,887	Home/residential, wood, motion furniture	Thomasville, Broyhill, Drexel Heritage, Henredon, Lane	Outsourcing	Downsizing, consolidation, distribution network expansion, plant closings due to overcapacity and import competition	i.e. Thomasville, located in Thomasville N.C. has utilized imports of unfinished products, and as of 2002, has 160 employees in the Far East
Lexington Furniture Industries www.lexington.com	130	U.S.: 1,290 NC: 1,130	Premium home furnishings, casegoods, upholstery	Betsey Cameron, Bob Timberlake, Lexington, Liz Claiborne	Outsourcing labor, import components, export finished products, manufacturing abroad	Branding, increase in marketing budget, became independent company again in 2002	(Lexington, NC) Casegoods and upholstery manufacturing in NC plants
Kincaid Furniture Co, Inc. www.kincaidfurniture.com (owned by La-Z-Boy Furniture)	92.5	U.S.: 16,271 NC: 1,075	Wood casegoods	Laura Ashley	No outsourcing, little foreign activity	De-verticalization, expanding, emphasis on new equipment and streamlined production, licensing of collections, offer education to its employees	(Hudson, NC) Recent plant closing in Hudson due to higher level of productivity with fewer workers, almost all products are in-house in NC
Vanguard Furniture Co, Inc. www.vanguardfurniture.com	40	N/A NC: 1,030	Mid-priced home furnishings	Michael Weiss, PGA TOUR Home, Lauren Brooks	Sold in 6 different nations	Consolidated 401(k)	(Hickory, NC) 6 plants in NC, no direct consumer selling
Klaussner Furniture Industries www.klaussner.com	17.5	U.S.: 2,809 NC: 1,130	Home furnishings, sofas	Realistic, Distinctions, Dick Idol, International, Klaussner	Exports to over 60 countries, Klaussner International, has support facilities around the world	Branding of product lines, focus on competition with foreign leather producers, segmenting production to increase competitiveness, increase in "one-stop-shopping", diversification into the wine market	(Asheboro, NC) Remains a private company since its beginning in 1964

