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The Insider

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HAPPY NEW YEAR!

New Year Brings Buying Trips, Conventions & More



The start of a new year brings about a new set of markets and conventions in the flooring and furniture industry! To kick off the travel season this year, Hank Smith, Ryan Severt, Nick McCollom (Independence) and Larry Lamberson (Kirksville) traveled to the Dallas Market.

"The Dallas market was more than a mini market as several companies were showing their products. Shaw, Mohawk, Beaulieu and Cavalier were some of the companies HMS visited," said Ryan Severt. "The markets were in small hotel rooms to large conference rooms and warehouse space. Everything was pretty compact, so there wasn't a lot of driving all over town, which made it really easy to see several vendors."



Hank Smith, Nick McCollom and Larry Lamberson look at new products in Dallas.

The following week, Brazilton's Jim Puckett and Julie Smith traveled to the Shaw Flooring Network in Orlando. "It was great to network with others in the industry and learn what stores across the nation are doing to grow their business," said Julie Smith.

A highlight of the Orlando convention was a special breakfast with Kathy Ireland, CEO of Kathy Ireland Home. "Only the top 50 'ki' dealers were invited to this breakfast to hear about the new things in the line and also talk one on one with Kathy and her staff on what can be done to improve sales and marketing," said Jim Puckett.

Next on the agendas will be a trip to Tupelo furniture market, the Mohawk Colorcenter Convention in Washington, DC. and Surfaces in Las Vegas.

"I am really looking forward to the Colorcenter Convention," said Hiawatha manager Wanda Tietjens. "It is always so nice to get away and spend time learning with fellow HMSers."

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- And More!



-Rob Smith, HMS Information Systems

We are pleased to announce that RFMS was updated to the very newest version as of Sunday, January 19th, 2009. We are now on the cutting edge of RFMS. Most of the changes in the update are items that are not seen in everyday use. Remember to log off when finished with RFMS for the day.