

## 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-at-home 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, NC-based mill 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 two-week closure before being extended for a third week. During the closure, STI has

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## The shape of retail recovery

### Furniture players eye an unpredictable comeback from unprecedented downturn



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 Indianapolis-based 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. **02**

#### 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 fineness of the weave. **08-15**



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## THIS WEEK, PART 2

- **Marble, Metals and More** – a stylish marriage of stone, metal, wood and leather, p8-9
- **Global-Inspired Geometrics** – design with a nod to mathematical precepts, p10
- **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 Orobianco Maven dining table — from Decasa Marble — has a marble top and modern stainless steel base.



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



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



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



Hickory White's coastal table has a metal frame in an antique brass finish and a tray top finished in blue and white.