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Standard hourly wage, no bonuses

## New Furniture & Accessory Market In Fredericksburg, VA To Have 500 Exhibit Spaces

Wednesday, September 28, 2011  
By: Furniture World Magazine [Print Page](#) | [Send This Article By E-mail](#) | [Click to Review](#)



Larry Karel

Larry Karel, owner of Karel Exposition Management, announced that his company is adding a new region and will be producing the first ever, furniture and accessory market in Fredericksburg, Virginia, September 9-10, 2012 at the Fredericksburg Expo Center.

The show is KEM's first in the area with nearly 500 exhibit spaces. The two day event is already seeing a very active assignment of exhibit space. According to Karel, the Fredericksburg Furniture & Accessory Market is attracting the independent stores that are no longer traveling to markets far from home due to travel costs.

"I feel positive about the country and the economy. This show will be a bonanza for buyers and sellers from Washington, D.C., Delaware, Maryland, Pennsylvania, Virginia and North Carolina," said Karel.

Over the years KEM has contributed to the success of many businesses who have participated in his shows. Some even consider KEM their main source of business. "We want our exhibitors to grow and prosper with us," states Karel.

Word of mouth, along with social media and the internet, are bringing manufacturers from around the world to KEM markets.

"Each day we are amazed at where our e-mails come from," Karel reports. "We had new exhibitors from China with us in Edison and now a company from Turkey will be with us as well. It's all about bringing the products to the buyer and writing business," he added.

Karel reports that he and his team are putting the finishing touches on the "31st Long Beach California Market" at the Long Beach Convention Center, November 2 through 3 followed by the "2nd Texas



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Latest Furniture Industry News

### [We're All Selling The Same Stuff!](#)

Ever notice that furniture retailers seem to all be selling the same stuff? Here are five ways to make this reality less important to your bottom line.

### [Cory Joins U.S. EPA SmartWay Transport Partnership](#)

As a member of the partnership, Cory will contribute to savings of 1.5 billion gallons of fuel, \$3.6 billion in fuel costs, 14.7 MMT of carbon dioxide (CO2), 215,000 tons of oxides of nitrogen (NOx) and 8,000 tons of particulate matter.

### [View The September/October 2011 Edition of FURNITURE WORLD Magazine](#)

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### [Hooker Furniture's Sam Moore Division Creates New Website](#)

Website is part of Hooker Furniture's strategic plan to better integrate its wood furniture and upholstery divisions.

### [German Furniture Industry Shows Robust Growth Says imm cologne Show](#)

Domestic furniture industry grows 4.6% in the first half of 2011, and exports remain strong.

### [Capel Teams Up with Genevieve Gorder for Soulful New Rug Line](#)

- ☐ wage, no bonuses
- ☐ Bonus of \$ per stop for each Perfect Delivery
- ☐ Monthly bonus based on Performance against standards
- ☐ Premium bonus \$/hour next month to Top Team this month.
- ☐ Non cash incentives such as lunch coupons, catalog gifts.
- ☐ Assigned Parking Spaces for Delivery Team of the Month
- ☐ Other, please describe.

Furniture and Accessory Market," November 9-10, 2011 and the show of shows, the "60th Edison Furniture & Accessory Market," February 5-7, 2012. "Some scattered space is still available but selling quickly," Karel said.

**About KEM:** Karel Exposition Management (KEM), is the nation's largest producer of regional furniture and accessory trade shows, known for showcasing an exceptional roster of manufacturers, vendors and suppliers since 1952. The company provides cost-effective venues for exhibitors and buyers to conduct business. Don't look for lavish parties or trendy seminars. These are no-frills shows. At the end of the day, the show managers turn out the lights and everyone leaves for the night.

As with all of his shows, Karel adheres to his company's successful credo, "For less than a tank of gas, you can shop the market and return home the same day. No costly airfare, hotel room, food or car rental as would be the case if you had to travel to a market far from home."

For additional information call 305 792-9990.

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### [Soulful New Rug Line](#)

The line features four collections of flat-woven styles that marry Gorder's unique design aesthetic with Capel's signature craftsmanship.

### [Therapedic International To Introduce Gel Mattress Line In High Point](#)

Using swirl gel-memory foam, the new GelTouch® series sleeps cooler than a regular memory foam mattress.

### [Weekly Retail Furniture Media Note #4 from Lance Hanish - MobileFirst: - "Don't Call. Text Me."](#)

Recently a Pew Research Center study, written about by Alex Minicucci from Technorati, found that almost 1/3rd of U.S. adults prefer to be reached by text message rather than a call on their mobile phone. As for the remainder, 53% prefer a phone call, and 14% say it depends on the situation.

### [Weekly Furniture Management Tip #12 - A Good Leader--](#)

These weekly "Monday Morning Management Tips" are jointly provided by both Country View Woodworking and Furniture World.

### [Furniture Retail Tip #18 From Grandpa Mike-e-e! at 90 - Furniture Footprints In The Sands Of Time!"](#)

If you are in Pizza Slice #2 or #3 or #4, turn your head around and see what kind of footsteps you left for the next generation to remember you by. And that doesn't only include those kids who have some of your genetic material...

### [Easy Furniture Web Tip #131 - Shift + Return = Keep Lines Together](#)

This week's Easy Web Tip is really easy. In fact, some of you will yawn. But if you don't already know this little tip, you will be very happy today.

### [HOMESMART Completes Conversion of 29 Stores](#)

HOMESMART, a new concept launched late in 2010, has experienced robust growth and now has 56 stores open with plans to open approximately 10 more by the end of 2011.

### [West Elm to Open Retail Store in Seattle's South Lake Union Neighborhood](#)

The 15,000+ square foot store is the brand's first in Washington State and features a number of unique design details including a living wall and an art installation designed specifically for the location by Seattle-based artist, Justin R. Lytle.

### [Art Van PureSleep Opens In Ann Arbor](#)

In addition to the 1-2-3 bedding process, Art Van PureSleep experts also stress the importance of selecting the right pillows for correct spinal alignment, as well as a good mattress protector to safeguard your investment.

### [R. J. Klosterman, Flexsteel's President & CEO, Announces Retirement](#)

Klosterman held positions as Treasurer, Chief Financial Officer, President and Chief Operating Officer, before becoming President & CEO.

### [F. S. Kluff Announces International](#)