

Home Furnishings Business™

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STRATEGY FOR THE FURNITURE INDUSTRY

FORTY UNDER 40

A STORY WORTH TELLING

What Sells: Youth Furniture
Take 5 with Bob Sherman
Consumer Spending Today
Hot New Products in Vegas



A STORY WORTH TELLING

Success requires passion, resilience and ambition and the talented home furnishings professionals you will see on the following pages have had a measurable impact on their brands, their peers, their companies and the industry.

Meet the Home Furnishings Business 2017 Class of Forty Under 40, a fine selection of ambitious individuals. Some are entrepreneurs and some are leaders who have climbed the ranks of the family or corporate ladder, but all of them have what it takes to excel in their fields and are ready for any challenge that may come their way. As the new generation of home furnishings executives, their stories are worth telling.



Steven Allegrezza, 32

Company: Magnussen Home

Position: Merchandising/
New Business Development

Steven Allegrezza has brought new levels of innovation, creativity, technology and profitability to his newly created role at Magnussen Home. He manages and maintains the e-commerce distribution channel, and the day-to-day operations that comes along with each e-commerce account. This includes managing the online catalog, updating content and maintaining reports to track sales metrics, trends, profitability, and inventory availability. He is credited with consistently finding ways to streamline, improve and enhance existing processes and procedures and has earned a reputation for boosting efficiencies and profit as he helped grow the business in this channel by 40%.

Steve is an active volunteer at his local church and helps with youth ministries. He volunteers at his local SECU house when he's not coaching little league baseball. He is described as honest and trustworthy and a credit to his generation.



Vergil Arbuckle, 37

Company: BDI

Position: Business Development Associate

With nine years of customer relations experience and six years at BDI, Vergil Arbuckle was named BDI's most valuable customer service rep - for six years - before his recent promotion to business development associate. In his new post, he will play a key role in enhancing communication between the external and internal teams on a variety of new sales initiatives and will be responsible for working toward profitability goals. Vergil knows his product and his customers and has developed strong relationships. He responds quickly to the needs of his clients and provides thoughtful insight. He also is thorough and sets the bar for his peers in the industry.

Vergil is the first in his family to graduate from college and has a degree in architecture from North Dakota State University. He finished the Ironman World Championship triathlon in Hawaii in 2006. In his spare time, he volunteers for Habitat for Humanity.