

# THE GABBY® DIFFERENCE

## Unique Materials:

Our design team is always on the hunt for interesting materials that complement each other, creating refined and sophisticated furnishings that make a stylish statement. We love to create beautiful products made from a palette of on-trend finishes and artful details that change the way that people think about furniture and lighting.

## Artistry Re-imagined:

We are inspired by artistry and craftsmanship from years past. We literally review thousands of historical antique and vintage pieces each year to find concepts or details that will help us augment or enhance our own designs. We also visit European fairs and source accents and furniture from antique markets in France and England that make our showrooms feel truly special.

## Constant Change based on Customer and Sales Team feedback

The home furnishings business is extremely fashion oriented and it is not uncommon for us to bring over 100 new Gabby designs to an individual market. We have explored multiple product categories and continue to develop items in home furnishings, lighting, custom made upholstery and more recently in hand painted artwork. We constantly survey our sales team and customers to improve our offerings. We also have a strong sourcing and quality control team in Asia that continues to seek out the most qualified, creative vendors that can bring our designs to life.

## Value and Service:

Customers continue to tell us that the Gabby line offers them great quality and a sophisticated look at a great value. We take that seriously and want to continue to be value driven in our approach. We are always working to deliver our most popular items as quickly as possible. We continue to improve on our goal to build the best sales and customer service team in the industry.

## Family-owned with Family Values:

In an industry where family businesses are becoming a rarity, we feel it's an advantage to be family owned. We are in it for the long haul and we have 2 generations of family members that have been entrenched in the furnishings industry. We are focused on a longterm vision of providing hundreds if not thousands of jobs to people that exude our core values and those that get, want and have the capacity to do their job. We continue to reinforce these values with our staff: DESIGN - Dedication, Enthusiasm, Synergy, Integrity, Goal-Oriented, & Nimble.