



# The Sale Room @ IMS



## information:

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View Look Book

## ABOUT US:

The Sale Room @ IMS is your best resource for designer-quality furnishings at 50-80 percent off retail. We consolidate the other IMS showrooms' sale merchandise; and we search the country for fabulous deals on manufacturers' discontinued and overstocked items. Our motto is "Everyone deserves a beautiful environment."

**WE TAKE GREAT PRIDE IN ...** building relationships with our clients. Our clients trust our expertise and appreciate the quality we provide at a great value. We are here to help them love their homes.

## WHAT CRITERIA SHOULD OUR READERS LOOK FOR WHEN SHOPPING FOR QUALITY FURNITURE?

It's amazing what you find in the "guts" of the furnishings offered by some large, price-promoting retailers—drawers made of pressed paper covered in cheap veneer, creaky sofa frames made from low-grade wood, and imported pieces with poor finishes. We strive to source quality caseloads made of solid wood with dovetailed drawers and multi-step finishes. Upholstery should be eight-way hand-tied, corner blocks at the joints, and when possible—the legs should be part of the frame, not screwed onto the bottom.

**OUR FAVORITE FURNITURE LINES:** For upholstery, we love Our House Designs, a family-oriented, woman-owned company still making furniture the old-fashioned way. Much of the quality rests inside the pieces, where you don't see it. We also love the Candice Olson Collection for Highland House. Her design style is the perfect balance between contemporary chic and timeless classic, offering pieces for every room of the home.



PHOTOS COURTESY OF THE SALE ROOM @ IMS