

HABEGGER FURNITURE, INC.

Business Background

Habegger Furniture background is a familiar story to many in the furniture industry. Second, third and even fourth generations have helped the business flourish. Currently run by Gary and Ron Habegger, the company first opened an upholstery business in Berne, Indiana in 1935. The goal was to build a reputation on the quality of their work and integrity of their business. During a time when people scrutinized every dollar they spent, value was key to a successful business.

Today, the Habegger family's commitment to value and quality is stronger than ever. They open their doors each day giving customers the very best value and quality for their dollar. To achieve that goal Gary and Ron seek out manufacturers that share their commitment. Proudly, over 75% of the furniture sold in Habegger stores is manufactured in North America.

Over the years the business has grown to two locations to better serve their customers. The Habegger family members, along with valued employees, greet customers who trust in that commitment to quality that was built from the tradition of the family forefathers. They proudly deliver furniture that is made for a lifetime of family use. Quality with value- it worked in 1935 and it still works today.

How PROFITsystems partners with Gary and Ron

Habegger Furniture made the commitment to the quality and value of their forefathers, but they knew they could not stop there. They knew that if they continued to manage the business under the concept of "we have always done it that way" they would be left behind, unable to keep up with their competition and the rapidly changing buying trends of their customers.

In 1999 the brothers decided that they needed to keep the traditional values but modernize to the best in technology. A key focus was to find a company that understood the furniture industry. Once they met with the PROFITsystems' team they knew that they had found their fit. After a quick 30 days, they were up and running and have never looked back. Generic off-the-shelf software would never be able to handle the needs of understanding inventory metrics or customer orders which are a high percent of Habegger's sales.

One of the biggest benefits is the ability to analyze the entire business, breaking it into categories so that they know exactly where they are making money, and where they aren't, and what to do about it to improve top end sales revenue and bottom line profitability.

Ron and Gary have also taken advantage of PROFITgroups and are a member of Visionaries. Along with fellow group members they meet twice annually to review financial benchmarks, tour and case study a member's store, share best practices and work together to creatively solve problems. They love the group atmosphere because they are constantly learning. The industry keeps evolving and this gives them a chance to keep up with what is new and to learn from fellow members who want to seek out a better way to do business.

Gary and Ron are quick to recommend PROFITsystems to fellow businessmen in the furniture industry. Their belief, based on personal experience, is the PROFITsystems knows the furniture industry and what it takes to succeed in it. Every solution offered from software, to consulting, performance groups to conferences, all focus on the things that are really important to the furniture industry.

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Habegger Furniture proudly stands by their family tradition of quality, value and excellence in customer satisfaction. Any business would be proud to have their history, and thrilled to be part of a team that will celebrate future successes as well.

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TO LEARN MORE:

<http://www.habeggerfurniture.com/>

ABOUT HIGHJUMP

HighJump is a global provider of supply chain management software and trading partner network technology that streamlines the flow of inventory and information from supplier to store shelf. We support more than 15,000 customers in 77 countries, ranging from small businesses to global enterprises. Our functionally rich and highly adaptable solutions efficiently manage customers' warehousing, manufacturing, transportation, distribution, trading partner integration, delivery routes, eCommerce and retail stores. For more information, visit <http://www.highjump.com>.



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