

ETHAN  
ALLEN®

WE MAKE  
A BEAUTIFUL  
HOME



From a small corner of Vermont to a place in the global economy, we've built—and earned—our reputation as the quintessential American brand.

We changed the way furniture was manufactured, styled, marketed, and sold. Then, we changed it again.

And again.

**THIS IS OUR STORY.**



# WE ARE MAKERS

WE BUILD OUR DESTINY BY BUILDING THINGS OURSELVES.

We make 75% of the products we sell, and we make them in our North American plants.



We are defined by quality and craftsmanship. The name “Ethan Allen” means something in the marketplace.

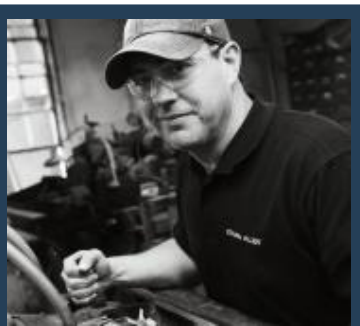


We control everything, from the factory floor to the moment something arrives in your client's home.

# WE ARE CREATORS

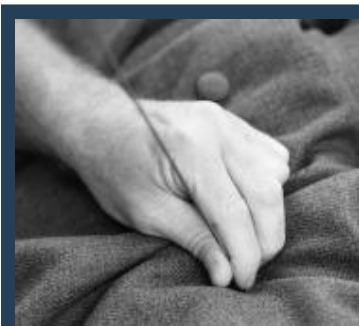
WE HAVE SOMETHING FOR EVERYONE—AND THOSE SOMETHINGS CAN BE CUSTOMIZED.

We have furniture in every imaginable style, from farmhouse to penthouse.



Our upholstery can be customized, and our fabric and leather selection is unparalleled.

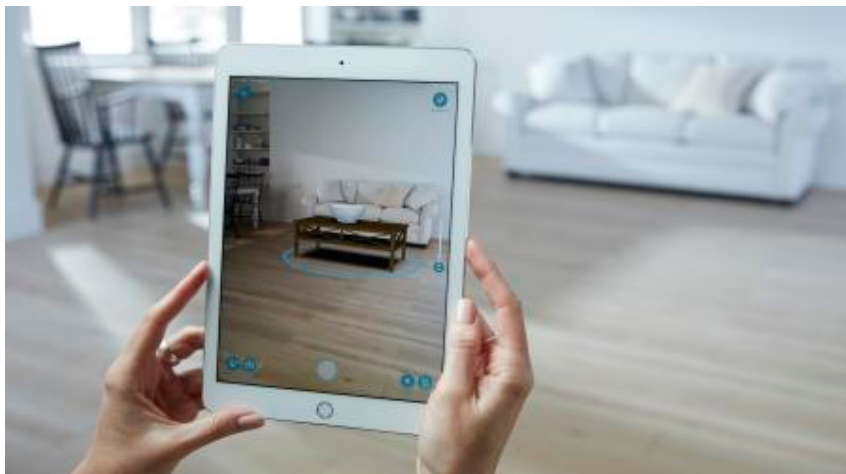
Many of our wood furniture pieces can be made with custom, hand-applied finishes.



We offer a world of options: Add welt, nailhead trim, or hand-applied leaf—or swap out tapered wood feet for acrylic to give your sofa a glam makeover.

# WE ARE DIGITAL

WE HAVE A KNACK FOR COMBINING TECHNOLOGY AND PERSONAL SERVICE.



Our augmented reality app places Ethan Allen furniture right in your home, at scale. Switching things up is as easy as tap, drag, and drop.



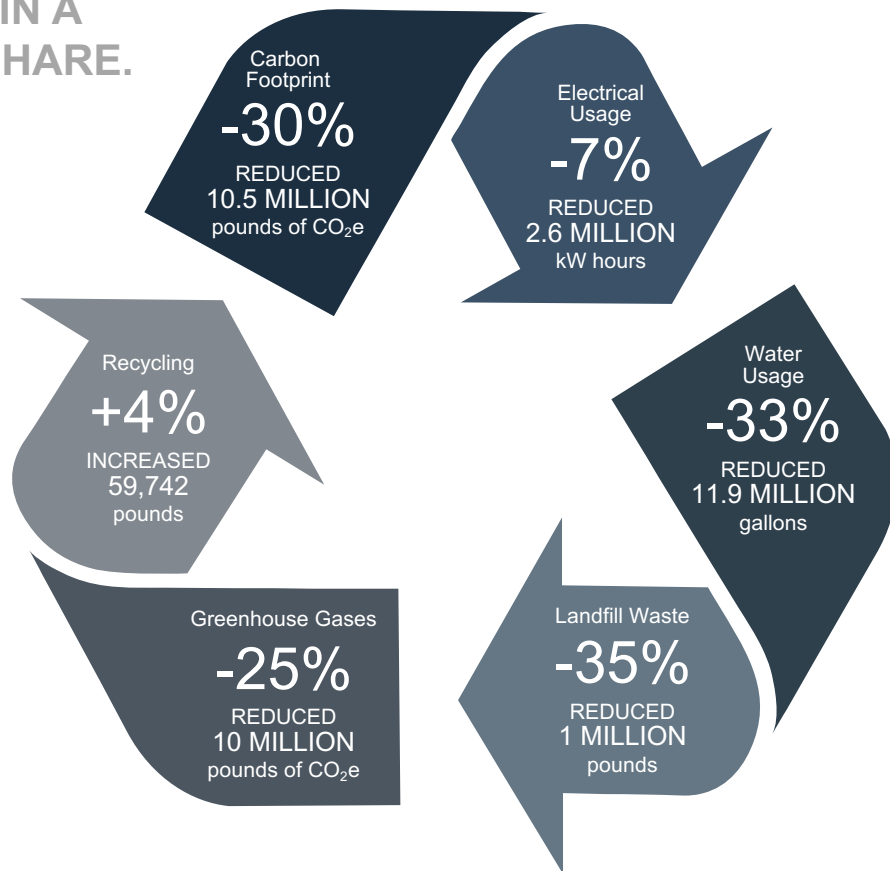
Walk through your new space in 3D. The images are astounding, whether they're on your tablet or on the big screen in our Design Center.

# WE ARE GREEN

WE CREATE FURNITURE FOR THE HOME IN A WAY THAT HONORS THE HOME WE ALL SHARE.

And we haven't stopped there—

90% of the power we use to manufacture furniture now comes from renewable resources (biomass and hydroelectric).



# WE ARE BEAUTIFUL

OUR ROOMS MAKE YOU SAY “WOW.”  
AND THE WOW DOESN'T COST A DIME.

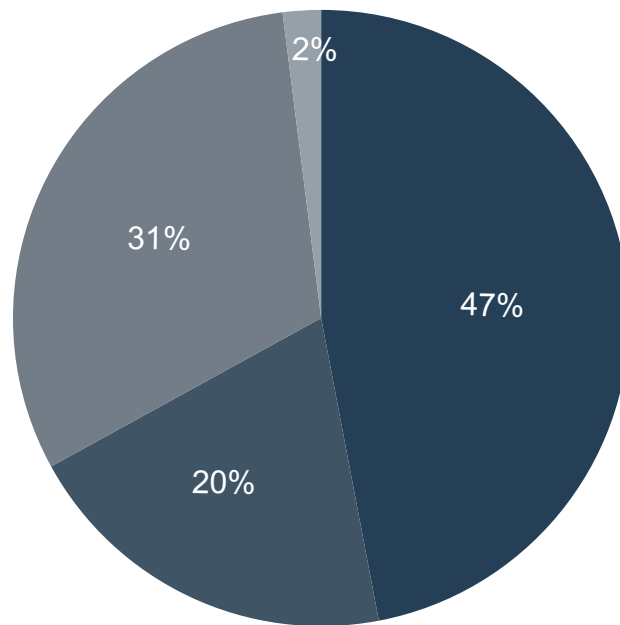
- No more pretty chairs all in a row—we invented the gallery showroom, where furniture and accents are shown in gorgeous room settings.
- We were one of the first furniture retailers to offer complimentary interior design service.
- Our designers are incredible: 1,500 strong, many with design degrees, design certifications, and impressive professional backgrounds.
- We can make any design dream come true, from globally inspired getaway to luxury suite.



# WHAT WE MAKE AND SELL

## OUR PRODUCTS

- Upholstered seating in fabric and leather
- Case goods for living room, dining room, media room, home office, and bedroom
- Functional accent tables
- Soft goods, including duvet covers, quilts, bedding essentials, decorative pillows, and throws
- Drapery and drapery hardware
- Lighting
- Rugs
- Outdoor furniture and accessories, including patio umbrellas, outdoor upholstery, and concrete fire tables
- Artwork and wall décor, including custom-framed artwork and custom mirrors
- Decorative accents, including clocks, florals and trees, baskets, bottles and jars, decorative boxes, candleholders, sculptural pieces, planters and urns, trays, and vases
- Wallpaper



■ Upholstery ■ Accents ■ Case Goods ■ Other

# WHERE YOU CAN FIND US

ETHAN ALLEN OPERATES THE FOLLOWING FACILITIES AROUND NORTH AMERICA:

## MANUFACTURING PLANTS

Orleans, VT  
Beecher Falls, VT  
Maiden, NC

Guanajuato, Mexico  
Cortes, Honduras

## NATIONAL DISTRIBUTION CENTERS

Atoka, OK  
Dublin, VA

Old Fort, NC  
Maiden, NC

## REGIONAL HOME DELIVERY SERVICE CENTERS

Akron, OH  
Albuquerque, NM  
Allentown, PA  
Amesbury, MA  
Asheville, NC  
Aurora, CO  
Baton Rouge, LA  
Bedford, NH  
Belleville, MI  
Billings, MT  
Boise, ID  
Brentwood, MO

Bristol, PA  
Buffalo, NY  
Calgary, Alberta, CAN  
Calstadt, NJ  
Centerville, OH  
Chester Springs, PA  
Columbia, SC  
Delta, British Columbia, CAN  
Erlanger, KY  
Fort Walton Beach, FL  
Grapevine, TX  
Hagerstown, MD

Hayward, CA  
Houston, TX  
Kent, WA  
Lenexa, KS  
Linden, NJ  
Maiden, NC  
Margate, FL  
Maryville, TN  
Medina, OH  
New Orleans, LA  
Newburgh, NY  
Newtown, CT

North Andover, MA  
Oakdale, MN  
Ormond Beach, FL  
Phoenix, AZ  
Pomona, CA  
Pooler, GA  
Redding, CA  
Reno, NV  
Sandy, UT  
Sanford, FL  
Tampa, FL  
The Colony, TX

Tualatin, OR  
Tucker, GA  
Vaughan, Ontario, CAN  
Victor, NY  
Virginia Beach, VA  
Wausau, WI  
Wilmington, NC  
Worthington, OH  
Youngstown, OH

We also operate retail Design Centers throughout North America, Europe, Asia, and the Middle East:

Cambodia  
Canada  
China

Jordan  
Kuwait  
Philippines

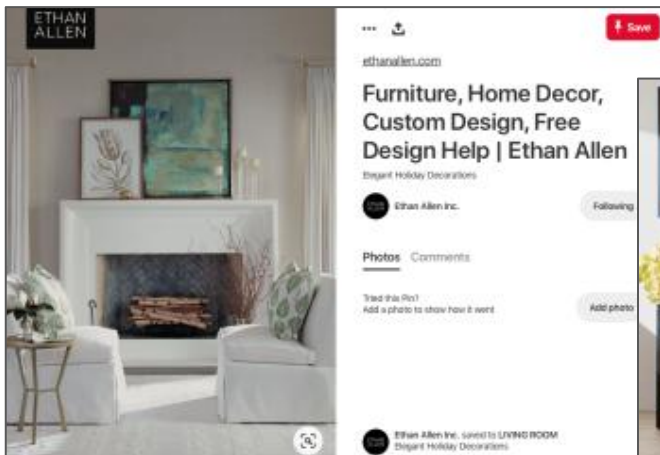
Qatar  
Romania  
Saudi Arabia

South Korea  
Thailand  
Taiwan

United Arab Emirates  
United States

# HOW WE MARKET ONLINE

- Email
- Social media (organic + paid ads)
- Search engine marketing (organic + paid ads)
- Banner and interstitial ads



# HOW WE MARKET

## EVERY DESIGNER HAS A DIGITAL PRESENCE.

- Designers get a dedicated web page that includes their bio, headshot, an online portfolio, and contact information.
- Clients can contact designers with one tap from our EA inHome™ app.

**ETHAN ALLEN**

Free Design Service | Design Ideas | Shop By Room | Blog | AR | Financing

Locations | My Account | **MY CART**

LIVING DINING BEDROOM BEDDING OFFICE OUTDOOR LIGHTING RUGS DECOR GIFTS ETHAN ALLEN | **Disney** CLEARANCE

Home / Store Locator / Danbury Design Center

### Deena Doherty

Design Consultant

**About**

Deena joined Ethan Allen in 2000 after earning a bachelor's degree in interior environmental design. In 2005, she was the recipient of Ethan Allen's two top awards: the National Circle of Excellence and Designer Circle of Excellence. Both were for her success and commitment to design excellence and superior service. In 2014, she was awarded the Ethan Allen Design Excellence Award. Deena is a member of the Interior Design Society (IDS).

Space planning is at the core of her designs, which ensures clients' spaces are not only beautiful but also functional and comfortable for years of enjoyment. Deena works alongside her clients to help them make the best informed decisions in every phase of the design process. Comfortable working across the entire spectrum of styles, she defines success by her clients' pure satisfaction after their projects are complete.

**Contact**

Have a design question?  
Phone: 203.890.5301  
Email: Deena.Doherty@ethanallen.com  
I'm on

Visit the Danbury Design Center

25 Lake Avenue Ext  
Danbury, CT 06811  
United States

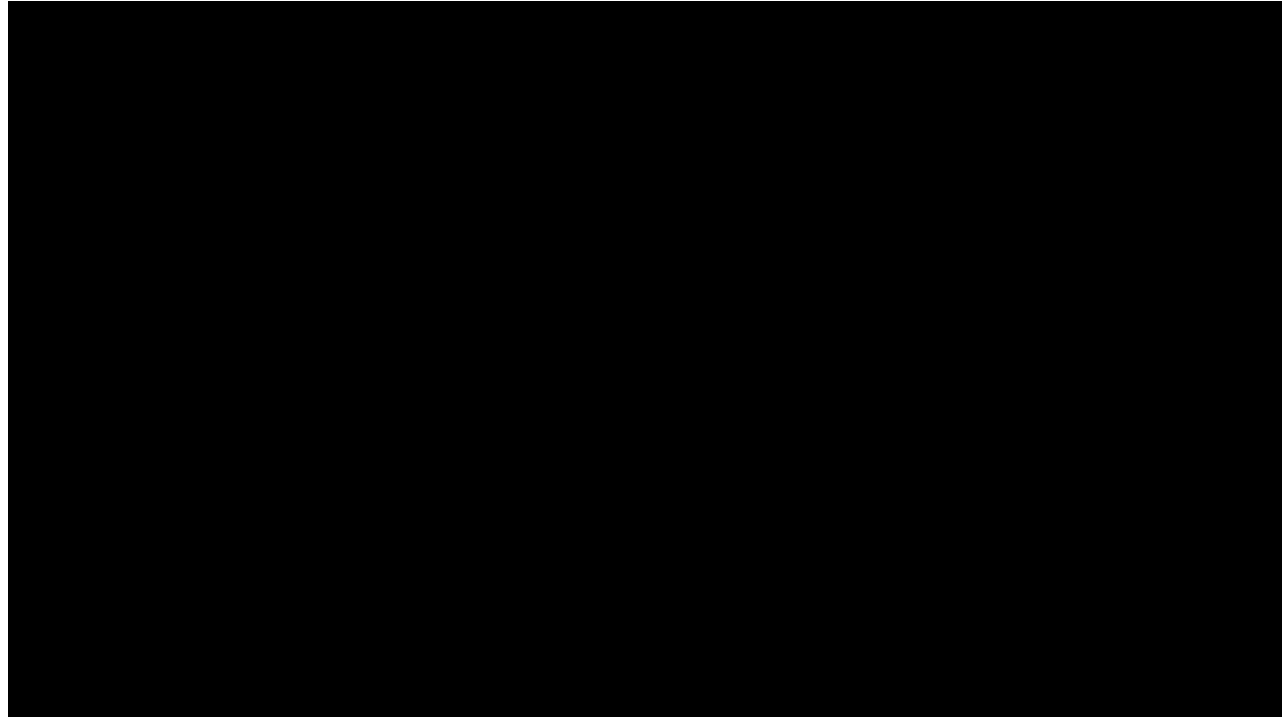
**GET DIRECTIONS**



# HOW WE MARKET

## ON THE AIR

- Local and national TV ads
- Local radio spots (broadcast radio and streaming apps, like Pandora)



**Our Creative Services department can help you develop a range of online, print, and TV/radio assets, including photography, graphic design, copy, scripts, and more.**

# OUR COMMITMENT

**QUALITY & CRAFTSMANSHIP  
THAT ARE SECOND TO NONE**



**COMPLIMENTARY WORLD CLASS  
INTERIOR DESIGN SERVICE**



**THE ETHAN ALLEN  
MEMBER PROGRAM**



**AN INCREDIBLE SELECTION  
& A SLEW OF CUSTOMIZATIONS**



**IN-HOME WHITE-GLOVE DELIVERY**



**A SOCIALLY RESPONSIBLE BUSINESS**



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ALLEN®

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A BEAUTIFUL  
HOME

