



For Immediate Release

**Furniture Marketing Group Names GE's Commercial Distribution Finance unit  
as Inventory Financing Source**

*Largest furniture buying coop in U.S. selects GE financing program to help grow sales*

HOFFMAN ESTATES, IL, March 9, 2006 – Commercial Distribution Finance (CDF), a unit of GE Commercial Finance, was recently named the inventory finance source for Furniture Marketing Group (FMG), the largest furniture buying cooperative in the U.S. with over 400 storefronts and more than \$1 billion in annual sales.

“Furniture Marketing Group will promote financing programs offered by GE Commercial Finance to all of our dealers,” said Mike Herschel, FMG’s executive director. “This alliance will provide our dealers with the credit lines, quality service and flexible programs necessary for all of us to grow our businesses now and in the future.”

CDF offers a number of financing programs to help furniture manufacturers and dealers improve cash flow and increase sales. CDF’s inventory finance programs, for example, offer repayment terms that can extend up to 90 days, freeing up retailers’ cash and allowing them to have greater purchasing power.

“FMG’s program will encourage retailers to stock a greater variety of furniture in their showrooms to meet customer demand and participate in new promotions because they’ll now have a period of time before payment is due,” said Bill Baptiste, CDF senior vice president and home furnishings sales director. “The program is flexible enough to add longer interest-free financing options with various vendor offerings going forward.”

In addition to inventory financing, FMG retailers who are importing goods can take advantage of GE’s Trade Flow Finance service. The program gives buyers up to a 60-day, interest free financing period as finished goods are shipped from an overseas port, cleared through U.S. customs, transported to retailers, and stocked in inventory.

“The Furniture Marketing Group is a significant presence in the North American furniture industry. With GE’s Trade Flow Finance service, they will be better able to help grow their members’ sales by relieving the cash flow pressures normally associated with container-lot orders,” said Gary McGugan, CDF’s senior vice president of Strategic Growth.

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GE developed the Trade Flow Finance program in response to furniture industry demand for financial tools that will assist importers looking to grow their retail sales by enabling dealers to increase product selection and availability and by matching payment terms with inventory turns.

“We’re proud to offer a variety of financing programs to support FMG’s growth,” said Al Safwat, president of CDF’s Special Products Group which serves the furniture industry. “Being designated as the inventory financing source for FMG further cements our position as a leading financial resource for the furniture industry.”

### **About Furniture Marketing Group**

The Furniture Marketing Group (FMG) is a member-owned organization of independent retail furniture dealers throughout North America. As the largest volume furniture buying cooperative in the nation, FMG currently represents over 400 storefronts with cumulative annual sales of over \$1 billion. At the beginning of 2006, FMG entered into a strategic alliance with the Nationwide Marketing Group, the largest group in electronics and appliances. Nationwide’s furniture division, called Furniture Smart, has over \$1 billion in sales and joined FMG as one large member.

### **About GE’s Commercial Distribution Finance unit**

GE’s Commercial Distribution Finance unit specializes in financing the movement of finished consumers goods throughout the distribution chain, serving more than 3,000 manufacturers who sell to over 40,000 retailers. Offerings include trade flow financing, inventory finance, accounts receivable financing, asset-based lending, private label financing, collateral management, e-commerce services and related financial products. For more information, visit CDF’s web site at [www.gecdf.com](http://www.gecdf.com).

### **About GE Commercial Finance**

With approximately \$230 billion in assets and an expertise in the mid-market segment, GE Commercial Finance provides loans, operating leases, financing programs and innovative structured capital to help customers grow. A wholly owned subsidiary of the General Electric Company, GE Commercial Finance is headquartered in Stamford, Connecticut, USA.

GE (NYSE:GE) is Imagination at Work – a diversified technology, media and financial services company focused on solving some of the world’s toughest problems. With products and services ranging from aircraft engines, power generation, water processing and security technology to medical imaging, business and consumer financing, media content and advanced materials, GE serves customers in more than 100 countries and employs more than 300,000 people worldwide. For more information, visit the company’s web site at [www.ge.com](http://www.ge.com).

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