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## Home Textiles Today Extra

The Online Fashion and Business News Source for the Home Textiles Industry

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#### Good Afternoon,

Welcome to HTT Extra, the daily e-newsletter for home textiles industry professionals. Brought to you by the staff of Home Textiles Today, HTT Extra provides you with a daily update of the latest news from the world of home textiles manufacturing and retailing.

#### In This Week's Issue:

1. Wal-Mart promises big changes
2. Tuesday Morning up in 3Q
3. Cool weather heats up sales
4. Confidence down for September
5. Federated targets additional divestitures
6. Gamet Hill partners with Trans-Ocean
7. Feld to lead Cost Plus

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#### 1. Wal-Mart promises big changes

BENTONVILLE, Ark. – Wal-Mart kicked off its two-day meeting with analysts this afternoon with assurances that executives will lay out a plan filled with new ideas and initiatives to improve the pace of its performance, and therefore, its stock valuation.

This afternoon, executives focused on a few key messages: Wal-Mart's size offers global operating leverage; the retailer is going to be more aggressive in merchandising and marketing to become more relevant to customers who buy better goods at other stores; and it intends to become the preferred retailer for Hispanic consumers.

"Some of you see our size as a liability," said John Menzer, vice chairman. "In the next two days, we are going to show you we can be very nimble."

Product categories Wal-Mart is targeting for deeper penetration with consumers who are more "selective" than its core opening price-point shoppers include apparel, home, baby and electronics.

#### 2. Tuesday Morning up in 3Q

DALLAS -- Tuesday Morning Corporation reported net income for the third quarter ended Sept. 30 increased 9.2 percent to \$8.2 million compared with \$7.5 million last year.

For the nine-months ended Sept. 30, net income was down to \$25.4 million compared with \$25.7 million a year ago. Net income for the nine-month period, excluding the after-tax lease adjustment in the first quarter of 2005, was \$27.8 million, an 8 percent increase.

Net sales for the third quarter increased 3.3 percent to \$192.3 million from \$186.1 million. Comps, excluding the impact from the hurricanes, decreased 3.6 percent. Without the hurricane adjustment, comps declined 4.4 percent.

On a year-to-date basis, sales are up 5.5 percent to \$596.6 million, with a comps decrease of 3.3 percent.

The company issued guidance for the remainder of 2005 including annual sales of approximately \$960 million, flat comps for the fourth quarter, low-single digit negative comps for the full year, and annual diluted earnings per share of approximately \$1.58.

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#### 3. Cool weather heats up sales

NEW YORK -- Helped by colder weather and a stepped-up demand for seasonal goods, same-store retail sales perked up 3.6 percent during the third week of October, helping sales so far during the month to edge slightly ahead of plan, the Johnson Redbook Index reported.

For the three weeks month-to-date, sales improved 3.5 percent, topping a target of 3.4 percent.

"Our sample continued slightly ahead of plan in October," said Redbook Analyst Catlin Levis. "The strength during the week was largely due to a surge in soft-line sales, especially apparel, as cooler temperatures unleashed a bout of consumer demand for seasonal goods."

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\*\*\*\*\* HTT Extra Online Poll \*\*\*\*\*

Dear Home Textiles Industry Associate:

As a subscriber to HTT Extra, the daily e-newsletter for Home Textiles Today, your opinion matters to us. Please let us know how we can best use our electronic capabilities to serve you better by taking a few minutes to participate in a brief survey. All results will be anonymous and confidential.

Just click here to answer about ten questions. The entire process should take less than five minutes of your time.

Thanks for your participation!



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