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**Julius M. Feinblum To Receive Jerry Gans Memorial Award**

Thursday, October 30, 2008  
 By: *Furniture World Magazine* [Print Page](#) | [Send This Article By E-mail](#) | [Click to Review](#)

The Greater New York Home Furnishings Association (GNYHFA) announced that Julius M. Feinblum, President of Julius M. Feinblum Real Estate, Inc. has been named one of two Jerry Gans Memorial Award winners for 2008.

The award honors prominent members of the furniture industry for distinguished service and is presented each year by the Greater New York Home Furnishings Association at a formal dinner and dance. This year's award will be presented at Terrace on The Park in Flushing Meadow Park, Queens, NY on November 22nd.

Throughout his long career, Mr. Feinblum has been a Wall Street executive, furniture representative/marketer and principal of the home furnishings real estate consulting and brokerage company that bears his name.

"We are so pleased that Julie will be accepting the Gans award this year," said Barbara Goldstein, Executive Director, GNYHFA. "He is nationally known as the premier 'go to' expert for furniture real estate transactions. Julie, of the Julius M. Feinblum Real Estate organization, and the entire Feinblum family have been highly supportive of our organization and industry."

A Journal is being prepared to commemorate this occasion and offers the perfect medium for Julius M. Feinblum's many friends and business associates to congratulate him. For more information on attending the November gala Dinner or participating in the Journal, (deadline for all journal ads is November 11th ) contact GNYHFA at [greaternyhomefurn@gmail.com](mailto:greaternyhomefurn@gmail.com) or call Barbara Goldstein, at 212-725-0091.

About Julius M. Feinblum: Julie has deep roots in New York area and in the furniture industry. He grew up in Brooklyn, working in the store his father, Abraham Feinblum owned. After Abraham passed away when Julius was only 22, he took a position Wall Street, and in only four years he rose to become President of a major regional brokerage firm with over 100 salesmen.

By the age of 30, Julius decided to leave Wall Street. He returned to the furniture industry as a sales rep for Barney Schwartz of Lehigh Bedrooms where he learned the upholstery business, generating over \$4,000,000 in sales during the 1970's and early 1980's. &#8232;

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Latest Furniture Industry News

**[Stanley Furniture Announces Management Changes](#)**

Rick Schroeder is the new Vice President of Design. Adam Tilley has been named Vice President of Product Management for Adult Product Lines.

**[Specialty Sleep Association Offers Consumer MattressFinder](#)**

Association to offer retail mattress and bedding store locator for visitors to the association website, [www.SleepInformation.org](http://www.SleepInformation.org).

**[Broyhill's Raymond Simonetti To Receive Jerry Gans Memorial Award](#)**

The award honors prominent members of the furniture industry for distinguished service and is presented each

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Poll

**1) The biggest Problem Facing Independent Furniture Retailers Is...**

- Competition from mass merchants

- Proliferation of factory owned stores
- Delivery and supply chain issues
- Product quality and repair issues
- Low price points for imported goods
- Problems hiring qualified employees
- Other issues (see comments below)

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Pay Tribute to a Special Friend or Family Member & Help Save Lives

Early in his career as a rep, Julius was featured in a FURNITURE WORLD Magazine article that recognized his unique approach to selling wholesale furniture. In 1982, he met Flexsteel's Bruce Lauritsen. Bruce and Dan Masters hired Julie to handle merchandising in the New York and New Jersey markets and develop a sofabed marketing program. Julie subsequently helped to increase Flexsteel's volume in New York and New Jersey ten-fold, working to create programs for Sears, JC Penny and Levitz and Seaman's.

In 1987, during the October High Point Market, the stock market dropped precipitously. Julius realized that the New York market would suffer terribly and he decided to strike out in a bold new direction. Influenced by his childhood friends Philip Pilevsky and Mark Goldberg, both major figures in the real estate industry, he resigned from Flexsteel.

Pilevsky asked him to use his broad knowledge of the local furniture industry to seek out opportunities to both purchase furniture real estate, and lease properties to furniture retailers in the Tri-State area. Julius represented the Ullians and Glass families in their sale of Suburban Colonial Furniture's 11 properties. He approached The Acker's - Harry, AJ, and David who leased some of these prime locations, setting the stage for both the phenomenal growth of Sleepy's and Julius M. Feinblum Real Estate.

Currently, the Feinblum's and the Acker's still do business day to day. Feinblum Real Estate has served as consultants and brokers for over 700 Sleepy's location acquisitions. Feinblum Real Estate has been at the center of many other large real estate deals as well. Julie worked with Steve Halper and Alan Rosenberg to develop Seaman's real estate. Later when Morty and Carl Seaman sold the company to KKR he helped to merge Levitz with Seamans and handled the real estate for both companies. Julie handled the real estate dealings of Sears Homelife with his partner DJM, and negotiated the liquidation of real estate for Breuners and Huffman Koos. Most recently, he partnered with several of Wall Street's largest Hedge Funds on the bidding for Levitz Real Estate and recently served as a principal in the Wickes Furniture real estate liquidation nationally.

Julie married his wife Linda, a top residential real estate broker, in 1993. She joined Julius M. Feinblum Real Estate in 1994 and has been a driving force, helping to grow the company nationally. Linda has sons Robert and David. Julius has a son Abraham, daughter Abby and a wonderful granddaughter Breanna. Abraham, who is currently Business Manager, worked for Seamans before joining Julius M. Feinblum Real Estate. He is active with the Make A Wish Foundation and, along with Linda is on the Board of GNYHFA. Linda's son David Lucas and Julius' brother Fred Feinblum both are partners in the company.

The success of Julius M. Feinblum Real Estate has, in large part been due to the knowledge and professionalism of its employees. Key salesmen are former furniture retailers, reps and factory executives.

Julius M. Feinblum was honored by IFRA in Washington D.C., and by American ORT.

year by the Greater New York Home Furnishings Association.

### [Decorating School Crash Course -Online Article](#)

Lesson #7a: Script for a design seminar that will help your customers to make knowledgeable color, pattern and texture choices.

### [Monthly Survey Of Furniture Business From Smith Leonard Accountants & Consultants](#)

Lots of negatives with a few positives such as increased housing sales and lower gas prices.

### [WHFA Accepting Nominations for the 2009 Western Retailer of the Year Award](#)

The Western Retailer of the Year recognizes and rewards the contributions of home furnishings businesses in the West.

### [Internet Is Key to Influencing Home Furnishings Shoppers to Buy](#)

The Internet captures just over 5 percent of the total home furnishings market, according to the latest study of the home furnishings market from Unity Marketing.

### [artisan studio™ Collection Names Canadian Distributor](#)

Designer and crafter of multi-dimensional metal sculptures announced the finalization of a Canadian distribution agreement with Toronto-based Picture Perfect International.

### [Boomerang Your Way to the Best Possible Retail Business Solutions](#)

Get away from the trap of endless meetings, stalled plans, unresolved issues and poorly recycled ideas.

### [New Mexico Retailer American Home Files For Chapter 11](#)

Regional chain with 12 stores in New Mexico and Arizona files voluntarily.

He is extremely honored to be receiving the Jerry Gans Memorial Award from the Gans family and the GNYHFA, his peers, friends and clients in the furniture industry. Julie would also like to thank all of his associates for their hard work. &#8232;

About the Jerry Gans Memorial Award: The Jerry Gans Memorial Award is given in recognition of an individual who has distinguished himself/herself with deeds and service to the industry. This award was established in the name of Jerry Gans who gave honor and dignity to his profession.

About GNYHFA: The Greater New York Home Furnishings Association has been your industry watchdog dedicated and committed to you and your industry for over 88 years. They have been the eyes and ears of your industry for all matters, legislative, trucking, licensing, taxes, customer complaints, whatever your needs have been. Our Board of Directors consists of Manufacturers' Representatives, Retailers, Industry Publishers, and Suppliers assuring that the GNYHFA is universally and totally committed to preserving, promoting and supporting your rights.

### **[2008 Pinnacle Design Achievement Awards Winners](#)**

Listing of the 2008 Pinnacle Award winners and judges' comments during gala awards ceremony in High Point.

### **[Aaron Rents, Inc. Reports Third Quarter Results](#)**

Net earnings rose 32% to \$21.1 million versus the \$15.9 million recorded in the third quarter last year.

### **[Furniture Brands International Reports Third Quarter Results](#)**

Net sales for the 2008 third quarter were \$413 million, compared with \$501 million in the third quarter of 2007.

### **[PROFITsystems Appoints Parlin as COO](#)**

In her new role as COO, Parlin will take on the challenge of directing the products and services that PROFITsystems offers.

### **[Julius M. Feinblum To Receive Jerry Gans Memorial Award](#)**

The award honors prominent members of the furniture industry for distinguished service and is presented each year by the Greater New York Home Furnishings Association.

### **[Yipit Launches Website That Makes Furniture Store Inventories Searchable By Consumers](#)**

Shoppers can specify the type, style, materials and price range of the piece they want, and see every showroom in New York that carries it.

### **[OFS Brands acquires Loewenstein Furniture](#)**

Socially responsible furniture manufacturer looking to quickly improve quality, lead-times and customer service.

### **[Target Settles Website Accessibility Suit](#)**

Retailer establishes \$6 million fund and promises to take affirmative steps to provide full access to their Web sites by blind consumers.