



312 Armstrong Road
P.O. BOX 880
Rogersville, TN 37857

Phone: 423-272-8135
Fax: 423-272-4782
Email: thehenards@bellsouth.net
Website: www.otishomecenter.com

With over 260 years of combined buying/sales/management experience, the staff at Otis Home Center has learned through the years what it takes to run a successful furniture and appliance retail business. During these combined years, we have seen many ups and downs in the retail business and that is why we use our experience in buying, marketing, selling and financing. In today's ever changing markets, one has to stay on top of things constantly to run a successful business.

Mrs. Otis (Dorothy) Henard



61 years experience

Having help start Otis Home Center at its present location with her husband (Otis Henard, deceased), 61 years ago, Dorothy has seen a dream that her and Otis had in able to offer fine, quality furniture and appliances to customers in the Rogersville area. Through the years, she has not only seen business in this area thrive, but also to other surrounding areas, neighboring towns and counties, and even selling and shipping goods to all 50 states. Dorothy has always been very active in the day to day operations at Otis Home Center, but her health has taken its toll on her being able to do some of the duties that she did in the past. With all of the training and knowledge that Dorothy has given each and every employee, Dorothy is the owner of the business and still takes a retired, yet active interest in the business.

Philip Henard



45 years experience

Having started helping in the family business when he was still in grade school, Philip helped sweep and keep the store looking good. He was then allowed to start help uncrate, price, and display hardware items on the shelves and help customers with purchases during high school years. Then he attended Carson Newman College in Jefferson City, TN, but still he came home on weekends to help in the operations of the family business. Philip has been very active in the daily operations of Otis Home Center with his father Otis Henard since his return from college and has taken over managing the day to day operations fully since the passing of his father. Philip has successfully ran the business now for several years and he contributes it also with the help of his wife and the knowledgeable staff that he has working with him every day. Without the staff pulling together and doing their part, it would make running the store a very difficult task.

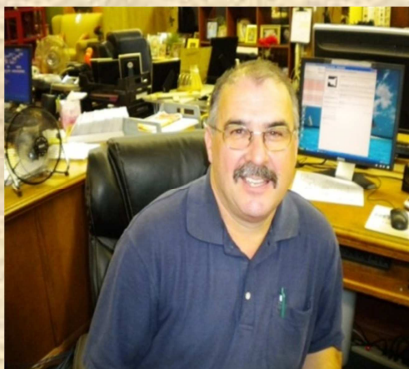
Karen Henard



36 years experience

Karen started in the retail business at Town-n-Tweed Clothing in Kingsport while in high school at a young age, achieving training in marketing and sales at the time. Upon her and Philip's marriage some 35 years ago, she has been active in the daily operations of Otis home Center ever since. She has had some training on interior home design and has helped in displaying furniture in a home and showroom setting. While putting her skills together along with other staff, they have won awards for showroom displays, not only by customers, but by the manufacturers as well.

Keith Sorah



37 years experience

Keith has been in retail and management sales for several years and gained lots of his training as he worked and managed Ball Brothers Furniture Store. He brought his training to Otis Home Center and is involved in the daily operations, but his experience is mostly in appliance and bedding. He is knowledgeable and trained by the manufacturers' sales teams to help bring you all the information you may need in bedding and appliances. Keith enjoys working with the entire staff at Otis Home Center, so we can pass those savings on to our customers. In today's ever changing markets, everyone has to stay on top of how we buy and market our inventory. Having name brand and quality manufacturers to represent makes his job easier.

Judith Williams



30 years experience

Judith came to Otis Home Center with extensive training that she received in retail and management positions that she has had. Most recently before coming to Otis Home Center, Judith was manager for Dollar General Store and Helig-Meyers. She uses her experience received in these jobs to help serve in buying, marketing, design and sales for Otis Home Center. Also, she works with the salesmen on a one to one basis for the best deals and to obtain any help she may need in ordering, shipping, and returning of damaged goods. Judith says that it is the quality of products and the salesmen that she deals with that helps make her job much easier. If not for the manufactures help in standing behind their products, it would make her job a lot harder.

Victoria Mullins



41 years experience

Victoria came to us with many jobs and training experiences as one could ever possibly have. She has owned and managed several businesses in the past, and we can't help but to give her a hard time, because if you add up all the places she has worked for as long as she says, then Victoria would be nearly or over 200 years old! Victoria is no quitter, she has worked as hard as everyone to help display and design the showrooms for the best look. Having many talents, except for singing, but she can decorate your home to suit your liking. Victoria is also a buyer for furniture and accessories for Otis Home Center.

Jaden Henard



8 years experience

Jaden is the son of Philip and Karen Henard and has been working with them at Otis Home Center since he graduated from Cherokee High School 7 years ago. His duties are to keep the warehouses in good looking conditions, and making sure things are always in place. He is in charge of loading and unloading trucks as they arrive and to also check items in for delivery shortages and/or damages. Jaden and other workers in the warehouse all try and do their best to work together to make a team effort. He knows all of the delivery truck drivers and also knows how to receive all merchandise. Jaden also enjoys going on deliveries to people's homes to help setup furniture and appliances. He is a very valuable person around Otis Home Center and we would not know what to do without him and his knowledge of daily operations he is in charge of.