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**HANK'S FINE FURNITURE, HOME PLACE FURNITURE NOW OFFERING UNIQUE FINANCING PROGRAM THROUGH WELLS FARGO FINANCIAL RETAIL SERVICES**

**DES MOINES, Iowa – December 17, 2004** – Hank's Fine Furniture and its sister company, Home Place Furniture, have strengthened their consumer credit financing options with a dual-line Visa<sup>®</sup> credit card program offered through Wells Fargo Financial Retail Services, a leader in the credit financing industry.

"We have successfully grown our company by reacting to the wants and needs of our customers by offering the finest quality furniture and accessories at exceptionally great values," said Hank Browne, President, Hank's Furniture Inc. "By teaming with Wells Fargo Financial Retail Services, we are answering the needs of our customers by offering a dual-line preferred customer Visa credit card program that allows our customers more flexibility in managing their purchases."

Qualifying customers can take advantage of two distinct revolving lines of credit with a dual-line Visa card. One line is dedicated for purchases at participating Hank's Fine Furniture and Home Place Furniture locations, and the second line is dedicated for Visa card purchases and cash advance transactions worldwide, anywhere Visa credit cards are accepted. To qualify, customers complete only one application for the two lines of credit. Once they are approved and make purchases using their card, cardholders will receive one billing statement with an itemized list of charges under each line of credit.

"Hank's Fine Furniture and Home Place Furniture customers who take advantage of this unique program will have the buying power to finance their entire purchase on their store line of credit, then turn right around and walk down the street, travel or go anywhere else Visa credit cards are accepted and finance other purchases using the same card," said Terry Fuller, Senior Vice President, Business Development, Wells Fargo Financial Retail Services. "The opportunities such versatility creates for both furniture companies and their customers is tremendous."

To increase store traffic and encourage repeat business at Hank's Fine Furniture and Home Place Furniture, a full menu of special-terms promotions, including no payment and no interest option, will be available, allowing cardholders to "purchase today" and "pay tomorrow." Plus, cardholders pay no annual fee on either line and can take advantage of a low variable APR on the Visa line of credit.

In addition, Wells Fargo Financial Retail Services will help Hank's Fine Furniture and Home Place Furniture promote the dual-line Visa credit card program through targeted direct mail campaigns, in-store point-of-sale materials, program training, and more.

*Founded in 1981 by Hank Browne, Hank's Fine Furniture and its sister company, Home Place Furniture, are among America's Top 100 Furniture Retailers as identified by Furniture/Today. Hank's Fine Furniture has 18 locations in four states—Arkansas, Texas, Missouri, and Louisiana. Home Place Furniture has four locations in two states—Florida and Alabama.*

*Wells Fargo Financial Retail Services, headquartered in Des Moines, Iowa, specializes in providing private label and dual-line credit card programs to retailers in the United States and Canada. Its parent, Wells Fargo Financial, headquartered in Des Moines, Iowa, is an international financial services company. Founded in 1897, the company today has more than 18,000 team members.*