

# SUPPLIERS on DEMAND

Quarterly News  
from AHFA's  
Supplier Division

Fall 2011

Dear Patricia,

This fall 2011 edition of AHFA's Suppliers on Demand newsletter is designed to help you begin looking forward to 2012 and planning how you will maximize your AHFA membership in the coming year. Begin by marking the dates at the right in your calendar. These are excellent opportunities to enrich your executive team and to keep all of your top decision-makers up-to-date on key issues that impact day-to-day operations.

Then review the articles below for important news from companies offering key products and services to improve the efficiency and profitability of your operations in 2012.

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2012 SUSTAINABILITY SUMMIT  
**Racing Beyond Expectations**  
BEST PRACTICES FUELING  
THE INDUSTRY'S  
SUSTAINABILITY SUCCESSES  
FEBRUARY 22-23, 2012  
RENAISSANCE RALEIGH NORTH HILLS HOTEL  
RALEIGH, NORTH CAROLINA  
Presented by the American Home Furnishings Alliance

## Don't Miss 2012 Sustainability Summit!

Providing practical strategies for powering environmental initiatives beyond expectations is the focus of AHFA's **2012 Sustainability Summit**, slated February 22-23 at the Renaissance Raleigh North Hills Hotel in Raleigh, N.C.

## 2012 CALENDAR

### Sustainability Summit

*February 22-23, 2012*  
Renaissance Raleigh North  
Hills Hotel  
Raleigh, NC

### Manufacturing Summit

*March 21, 2012*  
Franklin Center  
Starkville, MS

### Global Supply Chain Conference

*July 20-21, 2012*  
Embassy Suites  
Kingston Plantation  
Myrtle Beach, SC

Online registration and hotel links for all events are on the [EVENTS](#) page of [www.ahfa.us](http://www.ahfa.us).

These Supplier Division members offer special rates or services for AHFA members!

**Assured Products Group**  
Customized software for regulatory compliance

Titled, "Racing Beyond Expectations: *Best Practices Fueling the Industry's Sustainability Successes*," the 2012 Summit will bring together a cross section of environmental, manufacturing, marketing, supply chain and retail executives for the home furnishings industry's premier sustainability program.

The event will open at 9 a.m. Wednesday, February 22, with a keynote presentation from Michael Lynch, managing director of NASCAR Green Innovation. Lynch has more than 20 years experience in strategic management, product development and scientific research with a focus on environmental and health technology. He joined the National Association for Stock Car Auto Racing in 2008 to develop the organization's environmental strategy.

With scores of business partners and an estimated audience of 75 million people, NASCAR presents a unique opportunity to popularize certain environmentally-friendly behaviors, Lynch points out. For example, his Green Innovation program has built the largest recycling effort in sports, on track this year to divert more than 1,000 tons of material from landfills, including more than 12 million beverage containers.

In addition, at the start of the racing season in February 2011, NASCAR launched a multi-year biofuels program for the organization's three series of major races. All of the cars in the 95 races that comprise The Sprint Cup, Nationwide, and Camping World Truck are using the fuel. By last month they were expected to have logged more than 1 million miles with the fuel, which results in 20 percent less greenhouse gas emissions than unleaded gas.

But these activities aren't the only reason home furnishings companies should be interested in NASCAR's green initiatives. Among Lynch's greatest challenges is credibly communicating the organization's green initiatives to a skeptical public, as well as to the even more skeptical environmental community.

"We only talk about and focus attention on initiatives once they're up on their feet and moving along," Lynch reported to a roomful of sustainability professionals gathered for an Executive Network sponsored by GreenBiz.com last summer.

Following Lynch's opening address, the Summit agenda turns to successful strategies for improving environmental performance.

"Many companies think they're already doing the best they can to save energy, conserve water, reduce waste and maximize recycling," says AHFA's Bill Perdue. "At this year's Summit, we're going to offer concrete examples of measures that can boost performance and case histories of companies that powered past their goals."

On day two, the focus shifts to regulatory issues that are related to environmental management. From CPSIA compliance to Lacey Act enforcement, presenters will tackle the range of tracking and chain of custody challenges that are common to many of today's regulatory requirements.

In addition, AHFA will introduce its new Responsible Sourcing Manual -- the industry's first guide to policies, procedures, practices and resources for responsible global sourcing.

Early registration is only \$299 for AHFA members. The rate goes up to \$325 after January 15. Click the link below to reach the registration page:

[2012 Sustainability Summit Registration](#)

A special group rate of \$159 per night is available at the Renaissance Raleigh North Hills Hotel until February 3. However, prospective attendees are urged to make reservations as soon as possible to ensure availability. Click below to reach the hotel's group reservation page:

[Renaissance Raleigh North Hills Hotel](#)

**Chemserve Lab**  
Environmental  
consulting, CPSIA  
testing

**FleetNet America**  
Emergency roadside  
assistance, equipment  
maintenance

**FurnitureDealer.net**  
Website solutions and  
strategies

**Globe Express  
Services**  
AHFA's discount  
container shipping  
program

**T-Chek Systems**  
AHFA's discount fuel  
card program

*For contact information,  
consult the Supplier  
section of AHFA's  
Membership Directory.*

*For your  
marketing needs  
in 2012, be sure  
to consult these  
AHFA Supplier  
Division  
members:*

**AdColor**  
Web-to-print services,  
including customized  
POS materials; email  
and print marketing  
campaign materials

## 'Transforming' Bed Combines Bed with Desk

Patented "Hiddenbed" hardware from **Häfele America Co.** was used in the new



"Transforming Bed" introduced by Berg Furniture at the fall High Point Market. The Häfele mechanism allows the user to easily switch back and forth from a desk to a bed within the same space without the hassle of having to remove anything from the surface of the desk. The unique design allows rooms to have a dual purpose, a key design imperative in many of today's smaller living spaces.

[www.hafeleamericas.com](http://www.hafeleamericas.com)

**Geographics**  
Commercial printing, catalogs, print marketing materials

**Media Matters**  
Advertising, brand licensing, marketing services, media planning, PR

*For contact information, consult the Supplier section of AHFA's Membership Directory.*

## SUPPLIER DIVISION NEWS



Old Dominion Freight Lines announces expanded service capabilities with

**Vault Logistics**

, a third-party provider of transportation and warehousing solutions and a wholly-owned division of Old Dominion Freight Lines. Michael Venegoni has been named president of the new division.

Vault Logistics is based at Old Dominion's logistics center in Thomasville, NC.

"Our customers are asking for a broader range of solutions and innovation across complex and dynamic supply chains," said David Congdon, president and CEO of Old Dominion. "We are making a significant investment in our future and our capabilities to best serve our clients in the new economy."

Vault Logistics combines several of Old Dominion's existing business units, including warehousing, business solutions and truckload brokerage, with expanded service capabilities.

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**RPM Wood Finishes Group**, a leading manufacturer of wood coatings and touch-up and repair products, has acquired Fuhr Industrial, a provider of waterborne wood coating products and technologies based in Mansfield, Texas.

"Bringing Fuhr Industrial into our CCI business unit will allow us to leverage our strong relationships and manufacturing capabilities with the technologies provided by Fuhr, further enhancing our position as an industry leader in the industrial wood coatings market," said RPM President Ronnie Holman.

"The combining of our waterborne technologies with CCI's Industrial Wood Coatings line better enables Fuhr to service the North American wood coatings markets with our environmentally friendly products," said Adam Fuhr, president of Fuhr Industrial.

The RPM Wood Finishes Group consists of CCI, Mohawk Finishing Products and Guardian Protection Products. Each division is dedicated to different aspects of decorative and protective furniture coatings. Primary markets for the company are furniture and cabinetry, and product offerings include coatings for industrial wood applications, touch-up and repair products, stain repellents and soil release products.

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#### **Globe Express Appoints New Executives, Expands Locations**

Globe Express Services® (Overseas Group), one of the world's 85 largest global logistics providers, announces the appointment of Gregory Tampas as president - The Americas.

With nearly 20 years of logistics experience, Tampas comes to Globe from Dorel Industries, a global consumer products company with annual sales over \$2 billion, where he served as senior director of corporate logistics. He will be based at GES's corporate headquarters for the Americas in Charlotte, N.C.

GES also recently opened three new corporate locations, one in Miami and two in China. These openings mark the first step in an integrated plan to expand the company's corporate office network from 42 to 50 by the end of 2011.

Located in a 110,000-square-foot, multifunctional site, GES Miami will serve as a key gateway facility for Latin American trade. Richard Palma, vice president sales & development (Florida, Latin America & the Caribbean), explains: "GES Miami offers a wide variety of multimodal, project-type and value-added logistics services, including inventory management and distribution, all within a scalable, multi-functional, bonded facility with close proximity to all local air and sea ports. This will allow us to strengthen our focus on the Latin American region, especially in key markets such as Brazil, Chile, Argentina, Colombia, Mexico, Panama and Peru."

Globe has also expanded its China platform with new offices in Guangzhou and Suzhou, bringing its total number of in-country corporate locations to 10. The Guangzhou office will strengthen the company's network in southern China, and the Suzhou office will further develop their coverage in various industries, including high-tech, automotive, textiles, chemicals and pharmaceuticals.

In other news, Globe's Torrance, Calif., corporate office has added Waleed Moujaes as director of national sales, John Ramos as regional sales manager, and Brenda Lynch as region office manager.

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**Cory 1st Choice Home Delivery Service** today announced that it has joined the SmartWay® Transport Partnership, an innovative collaboration between the U.S. Environmental Protection Agency (EPA) and the transportation industry. The partnership provides a framework to assess and improve the environmental and energy efficiency of goods movement supply chains.

As a member of the partnership, Cory will contribute to savings of 1.5 billion gallons of fuel, \$3.6 billion in fuel costs, 14.7 million metric tons of carbon dioxide (CO<sub>2</sub>), 215,000 tons of oxides of nitrogen (NO<sub>x</sub>) and 8,000 tons of particulate matter. Carbon dioxide is the most common greenhouse gas, and nitrogen oxide is an air pollutant that contributes to smog. By joining the SmartWay® Transport Partnership, Cory demonstrates strong environmental leadership and corporate responsibility.

SmartWay is a win-win, says Cory Chief Information Officer and Executive Vice President Marin Dragojevic. "A conscientious approach to serving our clients, their customers, and the communities in which we operate is integral to our identity. By reducing the carbon footprint of our fleets, we not only are following our moral imperative, but we are also extending a competitive advantage to the retailers we serve by aligning them with more environmentally aware consumers."

SmartWay participants rely on tools and approaches to track and reduce emissions and fuel use from goods movement. The partnership currently has more than 2,700 partners.

One of the oldest and largest specialized home delivery carriers in America, CORY Home Delivery, founded by Joseph Cory in 1934, today is in its third generation of family management and ownership. Based in Secaucus, N.J., the company serves many of the top 100 furniture, appliance, and electronics retailers in the United States, Puerto Rico and the Virgin Islands. The company dispatches a modern fleet of 500 customized vehicles daily delivering more than \$2.1 billion of consumer products to more than 1.6 million consumers annually.

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## AHFA WELCOMES NEW SUPPLIER MEMBERS



### UNIVERSAL LEATHER

Universal Leather has eight tanneries in six countries across the globe. With more than 40 years experience in tanning leather and building leather furniture, the company has an expansive array of products, including leathers using eco-friendly tanning and finishing, lead-free pigments, hand finishes, decal-printed leathers, embossed printed leathers, hair on hides, and 1,000 design articles and colors. Based in High Point, N.C., the company also has offices in Argentina, Brazil, Columbia, Mexico, China and India.

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### FURNITURE CITY WAREHOUSE

Furniture City Warehouse and Distribution specializes in customized services, including heavy, delicate and/or difficult to handle goods; temperature-controlled environments; warehousing, pick-and-pack distribution services, cross-docking and repackaging; outdoor storage for hazardous chemicals; and 24/7 customer service. The family-owned and operated business is located in High Point, N.C. and is equipped with more than 20 loading docks and six drive-in docks with ramp access

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### NORTHWEST HARDWOODS INC.

Northwest Hardwoods manufactures 15 species of kiln-dried hardwood lumber, including Alder, Ash, Basswood, Birch, Butternut, Cherry, Hemlock, Hickory, Hard Maple, Pacific Coast Maple, Yellow Poplar, Red Oak, White Oak and Walnut. Operations include 12 facilities across North America.

North American Hardwoods are among the most plentiful and well-managed natural resources in the world. In fact, there are more hardwoods now than

there were 50 years ago, and the current tree selection and harvesting methods ensure this will remain so for generations to come. Northwest Hardwoods uses virtually every portion of the log that goes through its mills. Even scrap products like bark and wood chips fuel their facilities. All of its primary manufacturing facilities are certified under the Sustainable Forestry Initiative's fiber sourcing certification standard.

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