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SOLUTIONS_{on}DEMAND

NEWS AND VIEWS FROM AHFA'S SOLUTION PARTNERS



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Solution Partners Golf Tournament Slated

AHFA's Solution Partners division will hold its **Annual Education Golf Tournament** Wednesday, September 30, at Lake Hickory Country Club in Hickory, N.C. The event immediately precedes the [2015 Regulatory Summit](#), slated Thursday, October 1, at the Crowne Plaza Hickory Hotel. Joseph Mohorovic of the U.S. Consumer Product Safety Commission is the keynote speaker.

Proceeds from the golf tournament help fund six \$2,000 scholarships that are awarded each year to children of full-time AHFA member company employees. It is the only scholarship program dedicated to assisting families employed in the residential furniture industry. The program is open to employees working at both manufacturing and supplier member companies. Applications are due in January each year, and the scholarship recipients are announced in May.

Golf tournament registration is \$500 for a foursome or \$150 per player. Hole sponsorships also are available. Awards will be presented at a 6 p.m. reception at the Crowne Plaza Hickory Hotel. Contact Mary O'Keefe at mokeeffe@ahfa.us for more information.

Smith Given Distinguished Citizen Award

Smith Leonard PLLC Audit Partner **Ken Smith** has been given the High Point Chamber of Commerce's highest honor, Distinguished Citizen of the Year. Smith received the award in

February. A High Point native, Smith has dedicated most of his 45-year career in public accounting to serving his clients and the greater High Point community. He has been a partner at Smith Leonard and its predecessor organization, BDO Seidman, since 1980, and served as national director of furniture industry services for BDO. He has produced *Furniture Insights*, a monthly newsletter highlighting relevant trends and statistics in the furniture industry, for nearly 25 years. Smith Leonard is a longtime AHFA Solution Partner member, and partner Darlene Leonard serves on the Board of Directors.



Valdese Weavers Acquires Dicey Mills

Valdese Weavers, Valdese, N.C., has purchased Dicey Mills of Shelby, N.C. Valdese began integrating Dicey's business into the Valdese factory in January and expects to complete the transition by the end of December 2015. Valdese did not purchase the Dicey factory in Shelby. The addition of the Dicey line adds different yarn systems and weave techniques to the Valdese offerings. Dicey Mills was founded by Paul M. Neisler Sr., in 1956 and had been owned and operated by the Neisler family since that time.



AkzoNobel Delivers Eco-friendly Finishes

AkzoNobel has continued advancing its formaldehyde-free wood coating system to meet the latest indoor air quality standards while achieving high quality appearance and performance. AkzoNobel is a global paints and coatings company and a major producer of specialty chemicals. It is a longtime AHFA Solution Partners member. The company's "Planet Possible" approach underscores working with customers to deliver products that provide an economic benefit while not compromising sustainability. In February the company announced that office furniture producer Paoli had switched to the formaldehyde-free wood coating system.

Valdese Expands Crypton Across All Brands

This winter Valdese Weavers expanded its offering of Crypton Home performance fabrics across all brands, including custom products and exclusives. The move allows customers to choose high

performance options in all constructions, colors and patterns. Crypton Home was shown in the Valdese Weavers showroom during the December 2014 Showtime Market and included 100 fabrics from the collection. Crypton has been producing patented, environmentally-friendly textile performance solutions since 1993. Valdese Weavers is an AHFA Solutions Partner member and a leading producer of decorative textiles in the United States for residential and contract markets.



Cory Named Carrier Partner of the Year

At an awards dinner in February, Bob's Discount Furniture named Cory Home Delivery its "Carrier Partner of the Year." Cory 1st Choice Home Delivery of Secaucus, N.J., is a longtime AHFA Solution Partner member, and CEO Patrick Cory is 2015 chairman of the Specialized Furniture Carriers. Altogether the company received 10 awards from Bob's Discount Furniture for "tremendous performance in 2014."

Welcome New Solution Partner Members

ABERCROMBIE TEXTILES™

Abercrombie Textiles manufactures dobby and jacquard fabrics for a variety of applications, including residential, hospitality, outdoor and contract upholstery. For over 30 years, the company has been producing American made fabrics in the historic weaving town of Cliffside, North Carolina. Although it is a mass-producing mill, custom designs are its speciality. The company's 140-inch jacquard looms offer flexibility in width and speed. For more information, contact Jeffrey Irwin, vice president of sales, at jirwin@abercrombietextiles.com.



Eco-friendly wood and furniture components

Established in 1987, the Jayakas factory supplies rubberwood custom stock directly to furniture manufacturers in North America, Europe, China and Japan. Its High Point, N.C., warehouse has been facilitating the company's relationship with U.S. buyers since 2002. In addition to cut-to-length stock, the company's factory in Malaysia produces ready-to-assemble sofa legs, table legs, chair legs and other stock for small, medium and large quantity orders. For more information, contact Jason Cheng at Jason@bingltd.com.



Lectra is a provider of integrated solutions for the upholstered furniture industry, covering design, product development and automated cutting. By using Lectra's 3D upholstered furniture design software, customers can explore 3D styling variants, control costs and deliver ready-to-produce models. Lectra solutions generate fabric and leather savings at every stage in the cutting process, guaranteeing optimized production costs. For more information, contact Kathryn Bertin at k.bertin@lectra.com.



Since 1995, Capitol Marketing has been providing promotional solutions to help clients meet and exceed their objectives while staying on budget. Customers and employees respond because they are rewarded for their actions. Capitol creates **Loyalty Reward Programs** that can be customized for your company. Programs targeted to consumers build traffic, while programs targeted to employees can increase productivity, reduce turnover and boost profits. **Traffic Builder Programs** bring in new customers, and **Pick Your Plastic** is a one-of-a-kind gift card program that allows recipients to choose the restaurant, store or gas card they want. Capitol Marketing is also the largest provider of individual travel awards in the United States. For more information, contact Tom Coffeen at tcaffeen@capitolmarketing.com.



[AHFA's Solution Partners](#) division has been an integral part of the Alliance for more than 50 years. Its mission is to improve the effectiveness of companies serving the home furnishings industry by:

- addressing industry issues and trends;
- increasing understanding and communication between solution providers and home furnishings manufacturers;
- sponsoring programs that provide knowledge, solutions and tools for building and strengthening the industry; and,
- promoting individual professional development of its members.