



June 2015

# SOLUTIONS<sub>on</sub>DEMAND

NEWS FROM AHFA'S SOLUTION PARTNERS



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*Roger Starnes, a skilled upholsterer for CR Laine.*



## Sponsorships Available for Regulatory Event

AHFA's Solution Partners division is sponsoring a [2015 Regulatory Summit](#) in Hickory, N.C., on Thursday, October 1. The event will bring together top regulatory officials, scientific experts and industry leaders to discuss issues impacting the day-to-day operation of home furnishings companies. Companies desiring to heighten their visibility in the industry can take advantage of event sponsorship opportunities at several different levels. Ranging from \$1,000 to \$5,000, sponsors will have exclusive opportunities at the event, including the option of a tabletop display in the exhibit area (tabletops only). For details on each sponsorship level, contact [Mary O'Keeffe](#).

## Jarrell Retires from Wright Global Graphics



Lanny Jarrell, vice president of sales and home furnishings branding for Wright Global Graphics and a longtime leader within AHFA's supplier's division, has retired after 46 years in the industry. "Lanny helped this business grow into the success it is today, and we are grateful for all his contributions to our clients and company over nearly five decades," said Don Wright, senior vice president and chairman of the board. Jarrell began his career with Thomasville, N.C.-based Wright of Thomasville in 1969 as a press operator. He soon moved into sales with a focus on the mattress and furniture industries. The company, which now has four domestic facilities as well as a plant in China, changed its name to Wright Global Graphics in 1961. Jarrell served as president of AHFA's Suppliers Division (now Solution Partners) in 2012 and 2013 and was chairman in 2014. "Lanny has been an important and valued member and

dedicated leader within our suppliers division for many years. We will miss him," said AHFA CEO Andy Counts, seen above with Jarrell on a recent visit to AHFA's headquarters in High Point.

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## Sign Up Today for Education Golf Tournament

There are still sponsorships available at various levels for the 2015 Solution Partners Education Golf Tournament. Slated for **Wednesday, September 30**, at Lake Hickory Country Club in Hickory, N.C., the tournament helps fund a variety of education initiatives in the home furnishings industry, including a scholarship program that helps the children of industry workers afford a college education. Registration to play in the tournament is \$500 for a foursome or \$150 per player. Sign up is available online at [www.ahfa.us](http://www.ahfa.us). For information on sponsor levels, contact [Mary O'Keeffe](#).



## Valdese Weavers Celebrates 100 Years

Valdese Weavers, the largest decorative jacquard textile mill in North America, celebrates its 100th anniversary this year. The company was founded in 1915 as the Waldensian Swiss Embroidery Company, a lace and embroidery manufacturer developed by Italian immigrants. Twenty years later, Harley Shuford purchased the company, changed its name to Valdese Weavers Inc., and introduced jacquard woven fabrics to the company's product line. Today it has six branded companies: Valdese Weavers, Valdese Weavers Contract, Circa 1801, Home Fabrics, Valdese International Products and Dicey Fabrics. To celebrate its milestone, the company has introduced a new logo and renovated its High Point showrooms, with all brands now showing on the sixth floor of Market Square Tower. More events are planned in coming months.

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## AMP Hires New Director of Operations

AMP, developer of a software platform specifically for the furniture industry, announces Kristie Lanum joined the company in March as director of operations. Her responsibilities include day-to-day operations as well as managing customer service, marketing and graphic design departments. AMP's software offers a digital product catalog, data standardization, a presentation tool and an order processing tool that tracks order history, product availability, sales trends and more. CEO Patrick Henley began selling the software at the 2013 summer Las Vegas Market. More information on the Seattle-based company is at [www.amptab.com](http://www.amptab.com).

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### OBITUARY:

#### Joseph P. Cory, 1938-2015

Joseph (Joe Sr.) P. Cory, chairman of AHFA Solution Partners member company **Cory Home Delivery**, died on April 28 in Boca Raton, Fla. He was 76 years old. Mr. Cory was CEO of Secaucus, N.J.-based Cory Home Delivery from 1977 to 2013, when the transition to the third generation of the family began. For over five decades, his vision of a company built on relationships founded in dignity and respect propelled the company forward. The close bonds he formed with his Cory team members and long-term clients transcended the business and created a family that stretched beyond the boundaries of traditional kinship. In 2010, Mr. Cory was honored with the City of Hope Spirit of Life Award for his efforts to support City of Hope's research of treatments and cures for cancer and other illnesses. His son, Patrick, currently serves as chairman of AHFA's Specialized Furniture Carriers division.

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## Welcome New Solution Partner Members Drinker Biddle®

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With 620 lawyers in 12 offices nationwide, Drinker Biddle & Reath strives to provide clients with unparalleled service across a broad spectrum of industries. The firm's 160-plus-year history is marked by significant national roles in such practices as class action defense, corporate and securities, government relations, health care, intellectual property, insurance, investment management, private equity, bankruptcy, energy, environmental, education and communications. For more information, contact [Pascal Benyamini](mailto:Pascal.Benyamini), or go to [www.drinkerbiddle.com](http://www.drinkerbiddle.com).

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Cameron M. Harris & Company is an independent agency representing more than 50 insurance companies. The firm provides personal and commercial coverage, business services, surety bonding, employee benefits and group products. Based in Charlotte, N. C., Cameron M. Harris & Company was founded in 1979 and has grown into one of the largest independent agencies in the South. For information, contact [George Dowdy](#). Before entering the field of employee benefits, Dowdy was a manufacturer's rep in the home furnishings industry for over 20 years.

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[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 tolls for building and strengthening the industry; and,
- promoting individual professional development of its members.

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