



June 2016

SOLUTIONS_{on}DEMAND

NEWS FROM AHFA'S SOLUTION PARTNERS



Solution Partners Slates 2016 Education Golf Tournament

AHFA's Solution Partners division will hold its 26th annual Education Golf Tournament Wednesday, September 14, at Lake Hickory Country Club in Hickory, N.C. New to this year's tournament is a \$10,000 hole-in-one contest.



The tournament once again immediately precedes the AHFA Regulatory Summit, being held this year at the Hickory Convention Center on September 15. Tournament registration is open to all interested players. The cost is \$500 for each foursome, or \$150 per player. Team sign-up is available online at www.ahfa.us, under Upcoming Events.

The tournament funds various education initiatives within the home furnishings industry, including the only scholarship program supporting the families of industry workers. The Solution Partners Scholarship Program has awarded 94 scholarships since 1990.

Recipients of the \$2,000 scholarships must be 21 years of age or under and enrolled in or planning to enroll in a four-year college or university, a junior or community college or a vocational or technical school. The scholarships are awarded based on financial need and academic merit. Children of any full-time worker employed by an AHFA member company are eligible to apply. This, of course, includes all ICFA and Solution Partners member companies and their full-time employees.



AHFA Plans New Online Resource Guide

AHFA will launch a new, online Resource Guide for the residential furniture industry on January 1, 2017. The Guide will be housed on the AHFA website, providing an easy portal for manufacturers to locate the product and service providers they need.

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ASSOCIATION SOLUTIONS

The new Guide will offer an easy-to-navigate directory of all AHFA Solution Partner members, with an exhaustive list of the materials, components, equipment and supplies these companies provide to residential furniture manufacturers. In addition, the service section of the Guide will offer listings for a broad selection of consultants, legal advisors, and other service providers that specialize in serving the needs of home furnishings manufacturers.

AHFA has partnered with **Naylor Association Solutions** of Gainesville, Fla., to manage the new Guide. Since 1969, Naylor has crafted custom communications solutions for associations. The company's online buyers' guides give association members access to industry-specific products and services, with multiple search capabilities and the ability to request proposals from vendors by geographic area or category. Several user-friendly formats include mobile and tablet-friendly pages.

In addition to the online Resource Guide, Naylor will publish AHFA's first printed Membership Directory since 2010. The 2017 AHFA Membership Directory will be printed and distributed to the membership this fall.

AkzoNobel Presents 2016 Finish Trends



Design and styling experts from AkzoNobel's Wood Coatings business added a new dimension to their trends in wood finishes showcase at the Spring 2016 High Point Furniture Market in April. Having introduced five major lifestyle trends for 2016 that are driving styles within the wood industry at last fall's market, the spring showcase took a closer look at the trends and brought each to life.

Freestanding wall displays dedicated to each of the trends featured lifestyle cues tied together by complementary examples of wood colors, techniques and finishing processes - all created by the artisans and technicians in the AkzoNobel International Color Studio located in High Point. Another display showcased the 2016 AkzoNobel Color of the Year, **Ochre Gold**, and demonstrated

how it could be used as a key accent to enhance the trends.

According to Robert Haley, color trends manager for AkzoNobel's Wood Coatings business, the demand for casual finishes continues to grow across all segments, including flooring, furniture, cabinetry, windows and doors. The trend points to consumers' preference for a relaxed home environment.



Cory Honors Team Members for Service

Cory Home Delivery recently honored Pedro Rivera for 50 years of service and inducted 13 other team members into the "Cory Silver Circle" of employees with 25 years of service.

Rivera, who began his association with Cory Home Delivery in 1966, worked side-by-side with Cory founders Joseph and John Cory. He began the practice of inspecting products as they were received, then re-inspecting when they were loaded for delivery, thus saving the cost of manufacturer returns and customer disappointments. Quality craftsmanship was his job and life for 50 years, according to third generation CEO Patrick Cory. Based in Secaucus, N.J., the company was founded in 1934 and now serves many of the industry's top furniture, appliance and electronics retailers throughout the United States, Puerto Rico and the Virgin Islands. It dispatches a modern fleet of 700 customized vehicles daily, delivering more than \$2.1 billion of consumer products to more than 1.6 million consumers annually.



*Pedro Rivera and
Patrick Cory*

Cory Expands into California

Cory Home Delivery has expanded its operations to Los Angeles to service long-time retail client Crate & Barrel, and is expanding in other regions, as well.

In the first quarter of 2016, the company entered the Chicago market for the first time. In the Northeast, they are now working with Wayfair.com from a large facility in Linden, N.J., and with Mitchell Gold + Bob Williams from a facility in North Bergen, N.J.

Welcome New Solution Partner Members!



JB MARTIN COMPANY

JB Martin is a vertical mill with weaving, dyeing and finishing all under one roof. Based in Leesville, S.C., it is the largest and most sophisticated supplier of velvets to furniture manufacturers and decorative wholesalers in North America. The company works with mohair,

linen, wool, cotton, rayon, solution-dyed and dralon acrylic, conventional and IFR polyester, producing a tremendous variety of velvets in thousands of colors. A specialist in finishing techniques, JB Martin offers embossing, printing and specialty finishing solutions. The company's diverse capabilities allow for supplying manufacturers and wholesalers with five yards or 50,000 yards and anything in-between. Founded in 1832 by Jean Baptiste Martin, the company revolutionized the velvet manufacturing industry with an innovative new loom that produced velvet five times faster than the existing technology. For six generations, JB Martin has been a family-run business, now with a 220,000-square foot mill on over 300 acres. The contact for AHFA members is [Robert Lachow](mailto:Robert.Lachow@jbmartin.com), or call 212/421-2020. www.jbmartin.com



[WARD/KRAFT INC.](http://www.wardkraft.com)

Ward/Kraft Inc. is a nationally known leader in the design and production of labels, plastics, commercial print, mailers and business documents, including continuous, unit set, cut sheet, labels and form/label combinations. Started in 1972 and based in Fort Scott, Kan., the family-owned company is now one of the top five manufacturers in the printing industry. For the home furnishings industry, Ward/Kraft supplies all sorts of hangtags and law labels. For information, contact [Gina Holt](mailto:Gina.Holt@wardkraft.com), or call 800/821-4021 x4363. www.wardkraft.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 tolls for building and strengthening the industry; and,
- promoting individual professional development of its members.

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