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SOLUTIONS_{on}DEMAND

NEWS FROM AHFA'S SOLUTION PARTNERS



AkzoNobel Unveils 2017 Finish Trends

Working with a group of leading international architects, interior designers and trend watchers, AkzoNobel, an AHFA Solution Partners member, has defined the wood tones and finish styles expected to dominate the coming year.



AkzoNobel's Denim Drift color palette.

The company and its leading color experts have identified **Denim Drift** - the shade of your favorite blue jeans - as the 2017 Color of the Year.

"We understand how essential color is to everyday life," explained Heleen van Gent, head of AkzoNobel's Global Aesthetics Center. "As well as being practical, paint and color can have such a transforming and uplifting effect on people and the places they spend their time, whether at home, work or leisure."

To complement the Color of the Year, AkzoNobel developed a palette with a spectrum of blues, from dark and moody to crisp and airy.

"With blue set to dominate interiors in 2017, Denim Drift is a unique shade that represents the times we live in," van Gent stated.

Robert Haley, color trends manager for AkzoNobel's Wood Coatings business, presented the company's latest research on color and styling trends at the October High Point Market. In addition to revealing Denim Drift as the 2017 Color of the Year, Haley identified five major lifestyle trends for 2017:

- **Past Perfect** -- pays tribute to heritage and refined styling with romantic aesthetics;
- **Crafted** -- gives homage to items that are hewed, textured and handmade;
- **Infusion** -- where opulence is minimal and modern mixes with retro looks;
- **Sanctuary** -- highlights cottage design with spa-inspired hues; and,
- **Urbanology** -- showcases how functional and purpose-led spaces offer cosmopolitan and intrepid looks.



New Online Resource Guide Set for January

AHFA's new online Industry Resource Guide for residential furniture manufacturers will launch in mid-January. The Guide will be housed on the AHFA website, www.ahfa.us, providing an easy portal for manufacturers to locate the product and service providers they need.

The new Guide will offer an easy-to-navigate directory of all AHFA Solution Partner members, who will be distinguished from other listings by an "AHFA Member" designation. The comprehensive resource will list materials, components, equipment and supplies used by residential furniture manufacturers. In addition, the service section of the Guide will offer listings for a broad selection of consultants, legal advisers, and other service providers that specialize in serving the needs of home furnishings manufacturers.



AHFA has partnered with **Naylor Association Solutions** of Gainesville, Florida, 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 in mid-January.

Globe Express Names Bennett President



Globe Express Services, an AHFA Solution Partner and Specialized Furniture Carrier member, appointed David F. Bennett president of its Americas division in October. Bennett brings extensive industry experience to the new post, having worked in senior management roles for several logistics companies. His experience spans nearly 30 years working for importers and exporters and gaining important insight from the third-party logistics customer's perspective. Bennett is known for his thought leadership in the logistics industry and has been

a frequent guest speaker at AHFA events. www.globeexpress.com

AHFA Welcomes New Solution Partner Members!



NLI INTERNATIONAL

NLI International is a full service, white glove delivery company serving customers throughout the catalog, home and internet shopping industries. We specialize in the delivery of merchandise that exceeds the size and weight limitations of standard parcel carriers, such as furniture, electronics, exercise equipment and mattresses. We deliver to residential and business addresses across Canada and we are supported by a network of professionally trained and experienced delivery technicians. NLI International was created and is owned and managed by professionals with experience from within the furniture industry who understand the requirements of making successful home deliveries. www.nliinternational.com



Benchmark International

BENCHMARK INTERNATIONAL

Benchmark International offers the widest range of independent testing services for wood, concrete and steel products. The Benchmark team of engineers offers years of experience in the forest products industries. The company does not subcontract out portions of its inspections, testing and certification services, nor does it offer other products or services that would compromise the confidentiality, objectivity or impartiality of its certification processes and decision-making. Although it tests many types of products, the engineered wood products market is its oldest and largest customer. Benchmark has one of the most comprehensive laboratories and testing facilities available to the wood industries. www.benchmark-intl.com



AMBER ENGINE

Detroit-based Amber Engine is part of the Quicken Loans Family of Companies. It was founded by a team of home furnishing industry innovators, technology experts and business professionals. Its mission is to have the most accurate, complete and timely record of product data for the home furnishings industry. For manufacturers, Amber Engine supports requests for product data from retail partners; easily updates product changes and alerts retailers; manages distribution of product data to retailers from one convenient, digital location; and, merchandises products into kits and groups for better positioning to today's consumers. www.amberengine.com



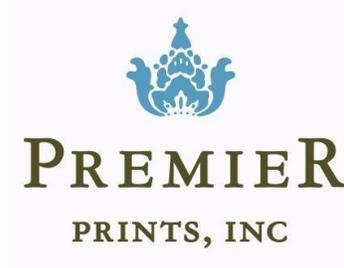
TEMPOTEST USA

Based in Carrollton, Texas, Tempotest USA offers more than 400 patterns in solution-dyed fabrics for garden, terrace and poolside. With a Teflon® Extreme by Parà fabric protector finish, all Tempotest Home fabrics are water- and oil- repellent and resistant to mold, stains, salt and UV fading. Since 1921, all Tempotest fabrics are proudly and exclusively made in Italy. www.tempotestusa.com



SUNBURY TEXTILE MILLS

Founded in 1954, Sunbury Textile Mills continues to manufacture 100 percent of its decorative jacquard fabrics in the United States, including its 100 percent solution-dyed acrylic Sunbrella performance fabrics for indoors and outdoors. www.sunburytextiles.com



PREMIER PRINTS, INC.

Founded in 1991 by a Tupelo, Mississippi, family with deep roots in the furniture supply industry, Premier Prints began by producing a printed decking fabric. Eventually the company expanded into printed decorative fabrics using an environmentally-friendly, water-based pigment printing system. www.premierprintsinc.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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