

RAVEN

SUMMER 2015 | No. 24



Allen E. Gant, Jr.
CEO AND CHAIRMAN

Dear Readers,

Creativity and inspiration are the hallmarks of Glen Raven, and the same is true for our business partners. This issue of Raven magazine focuses on partners who trusted Glen Raven to turn ideas into solutions, and how embracing new ideas and working together can drive innovation.

For example, The Pod Hotel is a new generation of affordable hotels created for savvy travelers who want to stay in the heart of New York City without breaking the bank. Functionality and durability are hallmarks of the Pod concept, which is why the hotel turned to Sunbrella® fabrics for all of its bedding.

Craftmaster Canvas is a Raleigh, N.C. company founded by a veteran Navy Seal who has used his military experience as the basis for a successful business in marine, RVs, motorcycles and awnings. Because it is a custom shop, each project is unique, requiring the right partner to deliver materials and supplies quickly and accurately.

You could say that innovation is a hallmark of Durkin's, Inc. This Danbury, Conn. company reinvented itself as a successful awning company less than 20 years after its founding in 1904 as a hat maker. One of the company's greatest strengths is its ability to adapt and find new ways to reach customers; read on to learn which division is one of the company's fastest-growing segments.

Like Durkin's, STOBAG, one of the largest manufacturers of awnings and innovative shade

structures in Europe, relies on innovation and inspiration to fuel its success. In a recent interview, the company's CEO discussed the inspiration behind the founding of his third-generation family business whose awning products can be found in the most exclusive buildings throughout Europe, including the stunning awning application on the cover of this issue.

Valued partnerships are a critical component of any successful relationship. United Central Industrial Supply relies on its partnerships with customers to successfully weather the ups and downs of the ever-evolving mining industry. This issue includes a fascinating read on how the company's every merger, acquisition and consolidation represented a step toward providing its customers with the exact products they need.

We hope you will enjoy reading about the online launch of Glen Raven's Materials Explorer database, making it easy for anyone to research the materials our company offers by their various performance attributes, appearance characteristics and end-use applications. We also take a look at the talent and determination of the elite members of the U.S. Sailing Team Sperry and the sponsorship by Sunbrella of the athletes vying for gold at the Rio 2016 Olympic and Paralympic Games.

As you read this issue of Raven, we hope you will ask yourself: Where will the next creative spark take my company?

Allen E. Gant, Jr.





There's no harder accomplishment in sailing than winning an Olympic medal. The U.S. Sailing Team Sperry sets the standard for high performance in the sailing world, which is one of the reasons Sunbrella® has signed on to a two-year sponsorship of the athletes vying for gold at Rio 2016. | Page 06

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THE SLIM DESIGN OF THE VERTICAL-LIGHT VS4300 FROM STOBAG ALLOWS THE AWNING TO BE INSTALLED IN ALMOST ANY BUILDING.

'SPIRIT FOR INNOVATION' FUELS GLOBAL DESIGN INSPIRATIONS – STOBAG



On the web at www.stobag.com.

The MELANO terrace large-area folding awning offers multifunctional weather protection in a classic design.

STOBAG, one of the largest manufacturers of awnings and innovative shade structures in Europe, has come a long way since its founding in a cider cellar in 1964 in Langnau-Gattikon, Switzerland. Founded as a manufacturer of home blind construction, today the company manufactures leading-edge, high-quality awning products that can be found in the most exclusive buildings throughout Europe.

Headquartered in Muri, Switzerland, the STOBAG group has over 700 employees and produces 150,000 awnings per year for distribution through global dealers. The company offers a complete awnings package for a range of external applications, including electric drives and controls as well as security shutters to provide protection against break-ins.



GIANNI GREMAUD

Gianni Gremaud, son of the company's founder and CEO, discussed STOBAG in a recent interview, including how his father's early vision charted a course that has kept the third-generation family business innovating and growing for more than 50 years.



STOBAG was founded by Ernst Gremaud in a home cider cellar in 1964 in Langnau-Gattikon, Switzerland.

TELL US ABOUT THE INSPIRATION BEHIND THE FOUNDING OF STOBAG.

There is a quote from German writer Johann Wolfgang von Goethe that suits my father Ernst perfectly: 'Courage is the first step to any great achievement.' My father founded STOBAG with his last salary. He had a vision. What started 50 years ago with considerable courage in an old cider cellar has, today, become a leading, internationally active manufacturer of sun and weather protection solutions. With a spirit for innovation and a constant adaptation to individual market requirements, our company was able to constantly expand without any 'slip-ups' along the way. We continue to be a local, family business with Swiss roots – and that's how we want to stay.

My father also understood that human beings have a natural desire to be in the open air, yet they also want protection from the sun and weather. This insight led to a deep understanding of the awning industry that would prove essential in bringing his vision for his company to life.



HOW ARE TODAY'S CUSTOMERS UTILIZING AWNINGS AND SHADE STRUCTURES?

Our customers are increasingly interested in using outdoor areas such as terraces, gardens and balconies as extensions to home and living spaces. Homeowners and hotel and restaurant owners want to enjoy outdoor areas from spring until autumn and in the evenings. That's why awnings and weather protection systems are in such high demand today. These systems offer protection from the sun and also can be used in almost any weather conditions, such as rain, wind and snow.

Our customers also are inquiring about protection systems that offer waterproof fabrics, lighting and privacy, and they are interested in more automation for their systems. Our sun and weather protection systems incorporate intelligent control systems that are safe and easy to operate using radio control or a smartphone app. These and other trends will be among the focus of our attention in the future.

HOW DOES STOBAG STAY ABREAST OF EVOLVING CUSTOMER NEEDS?

Our company is known for turning ideas into exceptional sun and weather protection systems. We have an Innovation and Competence Center that's dedicated to fostering the critical, creative thinking necessary to keep our company strong and growing. Everything is found under one roof, from brainstorming sessions to the various departments that inspect the solutions that are developed. The constant transfer of knowledge is embedded into our corporate culture, and this in turn has a positive impact on ideation, creation and distribution.

This approach to thinking often leads to the development of new product lines and tailor-made solutions for our customers. Our product range is therefore extremely comprehensive and ranges from



The STOBAG group is headquartered in Muri, Switzerland, and produces 150,000 awnings per year for distribution through global dealers.



STOBAG RECENT INNOVATIONS:

ARDON GP2600

A new generation of multifunctional glass canopies with built-in and patented telescopic awnings. ARDON is entirely free of annoying front support and provides reliable sun and weather protection for terraces, shopping streets and outdoor dining.

VENTOSOL-CRISTAL VC5300

Equipped with the tried and tested STOBAG S.I.R. (Soft Integrated Retaining) system, VENTOSOL-CRISTAL offers windproof weather protection for the hospitality sector and private homes as well as interesting fields of application in the vertical area.

I.S.L.A. CONCEPT WITH PERGOLINO P3500

Individual STOBAG Living Ambiance – The modular I.S.L.A. Concept offers a weatherproof, self-supporting aluminum floor system and free-standing, extendable sun and weather protection islands.

conventional awnings to exclusive weather protection islands with an aluminum floor system, as well as numerous comfort options.

HOW DO YOU COMBINE BEAUTIFUL AESTHETICS WITH FUNCTION AND DURABILITY?

We work with product designers and architects in order to optimally harmonize design terms, function and technology. That's how STOBAG's sun and weather protection systems win people over – not only through their mature technology, extreme ease of operation, extensive color range and long life, but also by visual features that emphasize the effect of the building architecture.

WHAT DO YOU SEE AS THE GREATEST GROWTH POTENTIAL FOR YOUR COMPANY?

Private homes are increasingly gaining in importance. People are health-conscious and want to be able to make the most of their own garden or terrace for as long as possible throughout the year, regardless of the season. As a result, customers are willing to invest more money in their home and the surroundings. This is where we continue to see a huge potential for growth for our sun and weather protection solutions.

In many countries, the proportion of building conversions in the coming years will significantly increase as more buildings are being renovated rather than replaced. Architects increasingly incorporate textile sun protection in their projects and on a more sophisticated basis. In this case, modern, durable, complete solutions are in demand and are characterized by being easy to mount and operate.

HOW DOES DICKSON SERVE AS A PARTNER TO STOBAG?

Dickson® is a highly valued, innovative partner that contributes to STOBAG's international corporate success. The company has worked alongside us for more than 20 years to develop new trends, technologies and innovative products that offer creative solutions for our residential and commercial customers.

We currently use ORCHESTRA and ORCHESTRA MAX fabrics from Dickson. The durability and longevity of both fabrics ensure exceptional quality and peace of mind for our customers. New generation ORCHESTRA fabrics also offer superior solar protection, while ORCHESTRA MAX is a self-cleaning, waterproof fabric designed for permanent installation with constant exposure to the elements.



Daniel Schmid (left) displays fabrics from Dickson used in STOBAG's awning applications. The PERGOLINO 3500 (right) is a terrace awning available with an electric motor.



MELANO TP7000

MELANO offers a large surface cubic folding awning as the I.S.L.A. add-on module, with easy to integrate comfort options such as vertical shading, glazing or LED lighting.



MURALTO DS6200

MURALTO is a revolutionary system for facade awnings that brings together the advantages of two cover fabric types in the one system, which provides double the benefits. SDF technology also provides transparency and shading or transparency and blackout.



PURABOX BX1500

PURABOX is the most compact cassette awning that STOBAG has ever developed. The product is preferred by planners and architects for balconies and loggias in the demanding commercial sector, and it also is used for terraced housing and apartment blocks.



“There has been a special bond between Sunbrella and the sailing community for nearly 50 years, and the marine audience is one of our most loyal. Our alignment with the U.S. Sailing Team Sperry as a Gold-level sponsor is a natural fit.”

**BILL MCDANIEL, MARINE MARKET MANAGER
FOR GLEN RAVEN CUSTOM FABRICS**

U.S. SAILING TEAM SPERRY AND SUNBRELLA® CIRCUMNAVIGATE THE GLOBE IN SEARCH OF GOLD

Which of the following traits are most likely to aid a sailor in taking home a medal at the Rio 2016 Olympic and Paralympic Games?

- a. Drive.
- b. Resilience.
- c. Competitiveness.
- d. Speed.
- e. All of the above.

While the elite members of the U.S. Sailing Team Sperry, the nation's Olympic and Paralympic sailing team, each have a healthy dose of 'all of the above,' it's not easy to win a gold medal. It takes talent, determination and many years of hard work.

Most sailing athletes vying for Olympic greatness spend eight to 16 years sailing in high-performance boats. They often start working with Olympic equipment in their teens or right after college, and they have to be committed to a long journey over several Olympic quadrennials. On a day-to-day basis, Olympic and Paralympic sailors have two goals: master the technical elements of operating the sailing equipment, and improve sailing technique to increase boat speed.



With its sponsorship of the U.S. Sailing Team Sperry, Sunbrella® has assumed a prominent role in fostering the future of high-performance sailing in the United States.





"We don't prepare athletes to make the Olympic team," said Josh Adams, managing director of U.S. Olympic Sailing. "We prepare them to win a medal. We're here to succeed at the end game in Rio."

But there's no harder accomplishment in sailing than winning an Olympic medal. It's a long journey that requires athletes to push themselves through years of training and competitive racing.

"As an Olympic sailing athlete, there are a lot of peaks and valleys throughout training, and the athletes are constantly tested," Adams said. "You really have to be determined to get there in the end and to persevere through it all."

The U.S. Sailing Team Sperry sets the standard for high performance in the sailing world, which is one of the reasons Sunbrella® has signed on to a two-year sponsorship of the athletes vying for gold in Rio.

"This team of athletes represents the best in our country, known for their endurance and their commitment to technical expertise," said

Bill McDaniel, marine market manager for Glen Raven Custom Fabrics. "There has been a special bond between Sunbrella and the sailing community for nearly 50 years, and the marine audience is one of our most loyal. Our alignment with the U.S. Sailing Team Sperry as a Gold-level sponsor is a natural fit."

Both Sunbrella and the U.S. Sailing Team Sperry share many of the same core principles, including a commitment to high performance and a drive for technical innovation and sustainable results.

"We share so many aspects of what we do on a day-to-day basis, from innovation to perseverance to pushing the envelope to make a better product and to be a better sailor," said Gina Wicker, creative director for Glen Raven. "This partnership is a phenomenal opportunity for us to show our support for the sailing community and cheer on our country at the events leading up to and during the Olympic and Paralympic Games."



Both Sunbrella and the U.S. Sailing Team Sperry share many of the same core principles, including a commitment to high performance and a drive for technical innovation and sustainable results.



On the web at www.ussailing.org.



ABOUT THE U.S. SAILING TEAM SPERRY ATHLETES

The Olympic and Paralympic athletes that make up the U.S. Sailing Team Sperry span a range of ages and backgrounds. Some athletes are still in school, working to balance a college education with training for Rio. Others are training for their third Olympic Games while balancing family life.

"It's a dynamic situation for the athletes, because they are taking on this massive challenge while trying to balance it with their everyday commitments," Adams said. "Many of our Paralympic athletes also have established careers outside of sailing that they have to balance with training."

Ultimately, success at the Olympic and Paralympic Games favors the athletes who put in the time on the water, so training and competing regularly is vital. Team members will participate in many months of training and several competitive racing events

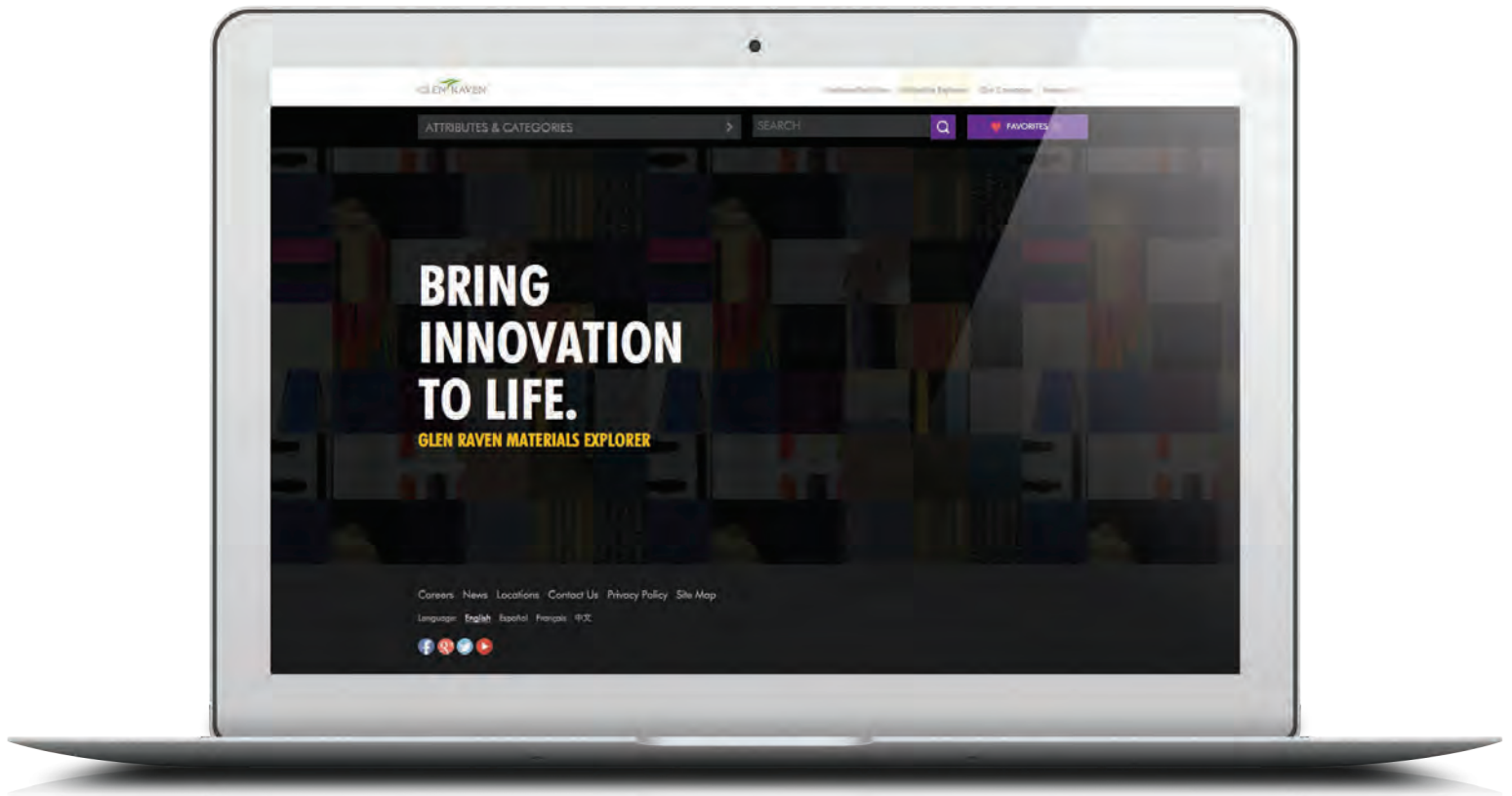
leading up to the Olympic events in Rio. One of these events was the ISAF World Cup in Miami, North America's premier Olympic and Paralympic classes regatta, of which Sunbrella served as the presenting sponsor.

"I was blown away by the things I saw at the ISAF World Cup," Wicker said. "The athletes are approachable, genuine and extremely hardworking through brutal conditions. Day after day they show up and they're on their game."

As the Olympic and Paralympic sailors embark on a busy schedule of training and racing at events around the world, it will ultimately come down to the most vital trait that will lead the team to gold.

Speed.

SEARCH. CLICK. INNOVATE. 'EXPLORER' ENCOURAGES USE OF GLEN RAVEN MATERIALS IN UNEXPECTED WAYS



AN ONLINE, SEARCHABLE MATERIALS LIBRARY

Materials Explorer is a comprehensive database featuring the global portfolio of Glen Raven products, easily searchable by performance attributes, appearance characteristics and end-use applications. Accessible on the Glen Raven website, Materials Explorer serves a wide range of customers, from small awning fabricators and large international companies to architects, product designers and students.

“One of our goals for the Materials Explorer is to encourage the use of Glen Raven materials in both expected and unexpected ways,” said Paige Mullis, director of concept development and Concept Gallery curator for Glen Raven. “For example, a material needed that is UV-resistant, durable, breathable and water-resistant may be the right solution to design a shoe as well as an awning or a shade product.”

It's the possibility of cross-pollination that makes the Materials Explorer such an important tool in facilitating innovation across industries and markets.

TECHNOLOGY TRANSFER AND INNOVATION

“Access to a broad range of materials offers companies exposure to a wealth of potential business opportunities,” said Lauren Levinsohn, associate Concept Gallery curator. “Exploring materials by attributes and performance features and experimenting with these materials in new ways can result in the development of a completely new product or entry into a new marketplace.”

This concept – where an existing material is used in a new way – is known as “technology transfer” and is a leading trend in materials innovation. In fact, companies outside of traditional Glen Raven markets, such as Harvard University's BioScience Lab and Honeywell, have used the Materials Explorer to locate and experiment with fabrics that have certain attributes or performance characteristics.

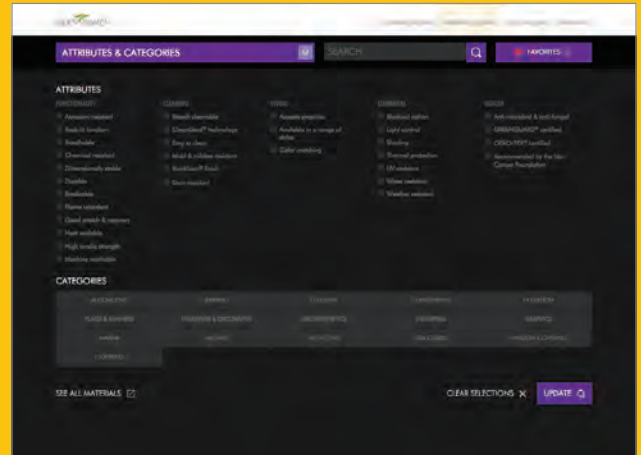
“Just because a material is developed for one purpose doesn't mean it can't be used in another field,” said Mullis. “We hope the Materials Explorer feature on our website will encourage companies and individuals to think outside the box and maybe find a better solution through materials innovation.”

On the web at
www.materials.glenraven.com.

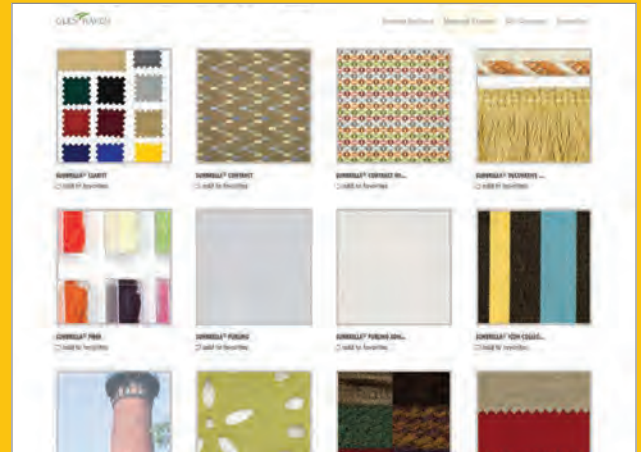


HOW TO EXPLORE THE ONLINE MATERIALS LIBRARY

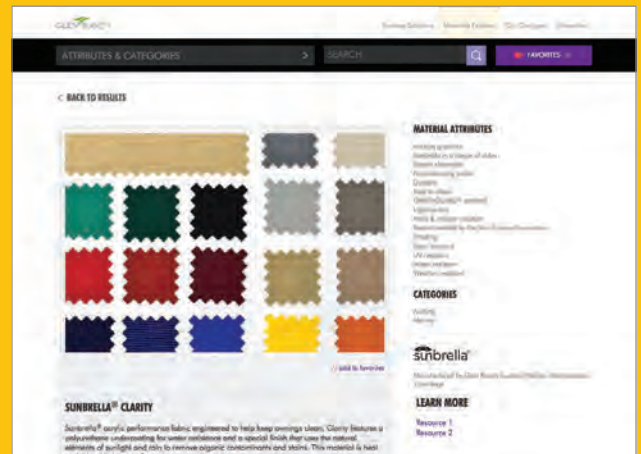
- Go to glenraven.com to access the Materials Explorer tab.



- Search for materials by keyword, by attribute and/or by category.



- Select "Add to Favorites" to keep track of interesting materials.



The Glen Raven Materials Explorer serves a wide range of customers, from small awning fabricators to companies outside of traditional markets such as Harvard University's BioScience Lab and Honeywell. Both have used the Materials Explorer to locate fabrics for innovative projects requiring a materials solution.

CASE STUDY: TECHNOLOGY TRANSFER SUNBRELLA® STEERING WHEEL

This custom steering wheel by Gussi Italia features Sunbrella fabric inserts, polished aluminum and stainless steel. Compared to traditional marine steering wheel materials, Sunbrella offers slip-resistance and does not feel as hot to the touch after long-term sun exposure.



Questions or comments? Email conceptgallery@glenraven.com.

SMALL ROOMS ARE THE BIG IDEA AT POD HOTELS



The Pod Hotel, a new generation of affordable hotels created for savvy travelers who want to stay in the heart of a city without breaking the bank, is thriving in a market once thought unthinkable for travelers on a budget – New York City.

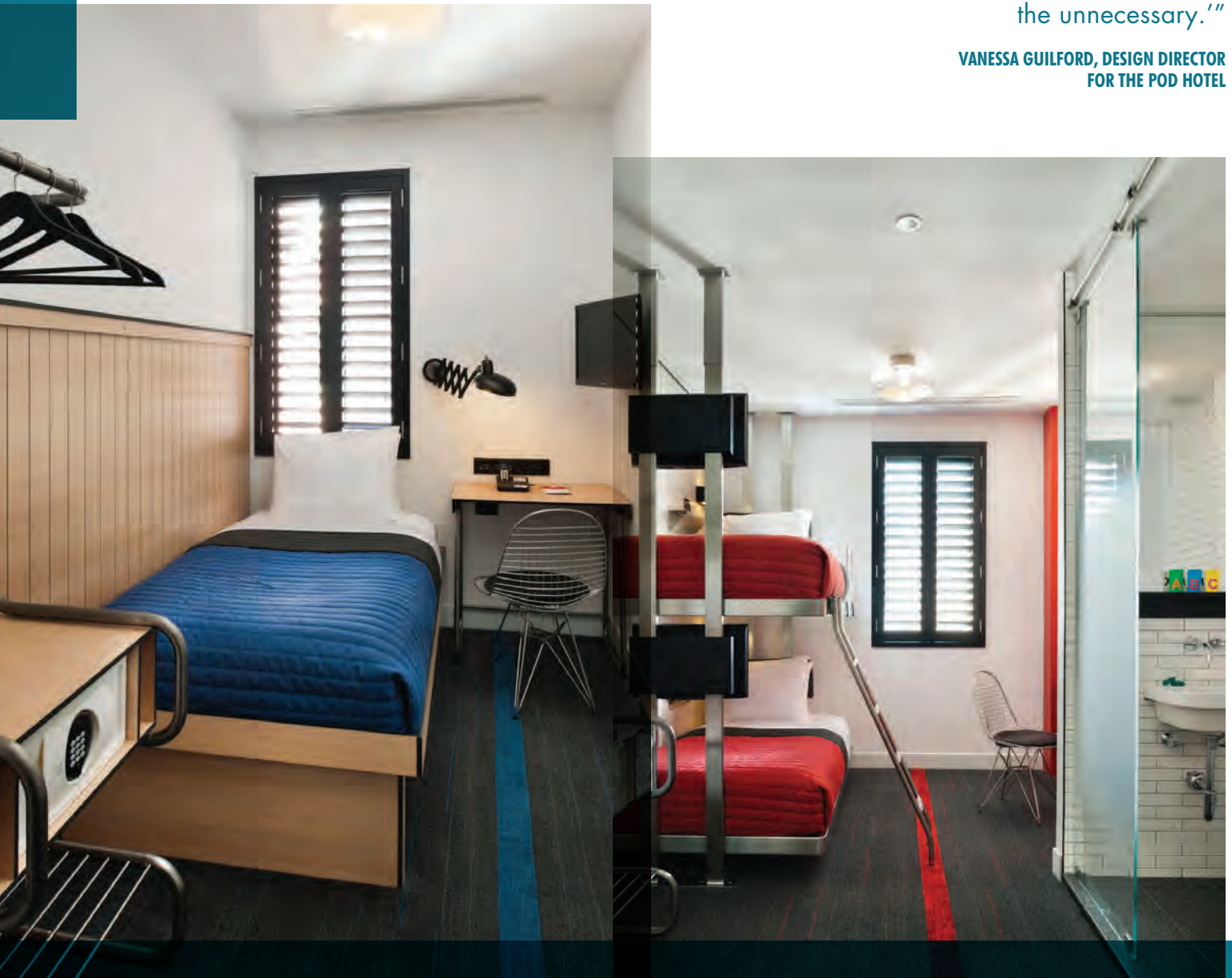
There is one catch, though the hotel prides itself on whether it is really a catch at all: each room offers less than 125 square feet of space.

“Our guests visit New York to seek, explore and become part of the city,” said Vanessa Guilford, the hotel’s design director. “They want to stay in the heart of the action and soak up the energy. What they don’t want is the price tag that typically comes with such an experience.”

In order to provide its guests with a stay that is both centrally located and affordable, The Pod Hotel offers rooms about a third of the size of the average hotel room in the United States. And smaller

"You might say our unofficial motto is 'out with the excessive and the unnecessary.'"

**VANESSA GUILFORD, DESIGN DIRECTOR
FOR THE POD HOTEL**



rooms correspond to a more affordable price point, or between \$100 and \$200 per night in the case of Pod.

"Pod is all about surprising details and intelligent design," Guilford said. "You might say our unofficial motto is 'out with the excessive and the unnecessary.'"

The Pod Hotel is the brainchild of Richard Born and Ira Drukier, co-founders of BD Hotels, an owner-operator company of independent hotels in New York. The duo, whose success in developing niche hotel products in the city span more than 30 years, first teamed up with Guilford on a 2004 project to remake a 350-room hotel in the city's Upper East Side. The aging hotel had struggled with low occupancy for years and was in desperate need of a new concept in order to compete.

"Our goal was to create a savvier, conscious space," said Guilford, a graduate of the School of Visual Arts in Manhattan. "We

achieved this by turning the floor plate of each room into two rooms, a concept born out of the design process and with new thinking on the best use of materials. This was the beginning of the micro hotel concept for BD Hotels and a precursor for The Pod Hotel."

The Pod Hotel 39 opened in 2012 in the Allerton House at 145 E. 39 St. in Murray Hill. The Pod Hotel 51 – the company's first pod – opened in 2007 at 230 E. 51st St. in Midtown East. Both hotels are located only minutes from all that Midtown Manhattan offers – Times Square, Central Park, the Empire State Building, the Museum of Modern Art and the Guggenheim Museum, to name a few.

Each hotel offers single pod, full pod, queen pod and bunk pod rooms. Even with their smaller size, the rooms are laden with amenities – free Wi-Fi, iPod/iPhone docks, storage drawers integrated into beds, sleek workstations and flat panel televisions. The Pod experience also includes roof decks, lobby gardens, restaurants and bars.



Guilford designed each room at Pod in a 20th century style. She chose blue, red and teal as her primary colors, and color is applied by floor. All rooms on a "red floor," for example, include red accents and red fabrics on the bedding. Guilford also draws design inspiration from Jean Prouvé, a 20th century French architect and designer known for using industrial materials in a clever and exploratory way.

"In design, form follows function," she said. "I prefer to design a space with a neutral canvas of materials and then punch it with color. In the case of Pod, this was accomplished by painted features on one wall and the selection of fabric colors for the bedding. This approach to design creates a space that is timeless, simple, clean, classic and fresh."

Fabric selection for bedding was important to Guilford given the transient nature of an industry known for higher than average wear and tear.



The Pod Hotel is all about surprising details and intelligent design. Each hotel offers single pod, full pod, queen pod and bunk pod rooms, and the Pod experience also includes roof decks, lobby gardens and restaurants and bars.



"Functionality and durability are hallmarks of the Pod concept, and this applies to fabric selection as well," she said. "This is why we offer Sunbrella® fabrics on all of our bedding at both locations."

Sunbrella upholstery fabrics featured at Pod 39 include Canvas Coal, Dupione Crimson, Dupione Galaxy and Dupione Deep Sea, while Pod 51 features Canvas Coal, Echo Galaxy, Echo Crimson and Echo Deep Sea fabrics. Echo Crimson and Echo Deep Sea also are custom runs of Sunbrella upholstery fabrics created exclusively for The Pod Hotel. Glen Raven's distribution subsidiary, Trivantage®, provides the hotel with the fabrics, and senior account representative Ann Marie Logue worked closely with Guilford to develop the custom fabrics run. The two also regularly collaborate on new ideas for the expansion-minded hotel.

"We chose Sunbrella fabrics because of the durability and cleanability of the product, as well as for the aesthetics," Guilford said.

"I love that the fabrics are easy to work with for our custom colors and design patterns, not to mention for their competitive cost."

The Pod Hotel is currently in design development on different patterns for two new hotels – Pod 42 and Pod Brooklyn – that will open later this year. The hotel also is exploring taking its concept to Washington, D.C., Chicago, Boston, Los Angeles and Austin, Texas.

"I draw on inspiration from Glen Raven and Trivantage to help create customized, signature concepts for The Pod Hotel," Guilford said. "They are partners in turning ideas into solutions, which is what the Pod experience is all about."



On the web at
www.thepodhotel.com





FROM PARACHUTES TO RVs: FORMER U.S. NAVY RIGGER TACKLES DIVERSE FABRICATION CHALLENGES THROUGHOUT CAREER

When Frank Krick, owner of Craftmaster Canvas in Raleigh, N.C. was just 13 years old, he crewed on the Tall-Ship S.S. Saluda (renamed S.S. Odyssey, Tacoma, WA), a restored U.S. Navy World War II acoustic research vessel. A childhood spent around marinas in Oak Harbor, Wash., where he learned to sail, and a strong family tie to the military, influenced Krick's decision to enlist in the U.S. Navy at age 18.



During his time in the Navy, Krick trained and served as a special operations parachute rigger. Parachute riggers perform highly specialized tasks from sewing to quality assurance for the EOD, SEAL and SDV teams; they are responsible for inspecting, maintaining and packing static-line and free-fall parachute systems, among other crucial support tasks.

"I served as a parachute rigger and a jumpmaster – where you throw people out of planes. I started getting approached by individual SEALs who wanted me to help them modify their gear," Krick recalled. "A lot of guys were taking vintage Vietnam War vests and either asking their wives to help them add pouches and holsters, or taking them down to a local sewing shop, or even modifying their gear by hand.

"There was a real demand for better tactical assault gear," he added. "As soon as I left the Navy, I launched Blackhawk Industries and began designing and building holsters, backpacks, harnesses and other gear that could serve as a standard for the SEAL teams."

Krick later sold Blackhawk Industries and worked for a variety of organizations including the U.S. Coast Guard and TCOM Manufacturing Flight and Test Facility in Elizabeth City, N.C.

A love of working on and around boats eventually drew Krick back to the marine industry, where he worked for Fountain Power Boats in Chocowinity, N.C., fabricating canvas and upholstery products for the company's wide variety of award-winning boats and picking up techniques from other marine fabricators. After several years working independently in the Washington, N.C. area providing canvas fabrication and repair services to local boat owners and boat manufacturers, and serving part-time in the North Carolina Army National Guard, he relocated to Raleigh with his wife, Pamela, and founded Craftmaster Canvas in January 2014.

"Craftmaster Canvas started out primarily doing marine canvas work including dodgers, Biminis, steel frameworks, marine upholstery and repairs," said Pamela Krick, who serves as vice president of the company and assists her husband with many

aspects of the custom work as well as much of the administrative work. "Since opening our location in Raleigh, we have also been fortunate to serve our growing RV and camping community as well as meet a variety of custom sewing needs in our region."

Craftmaster Canvas is a custom shop, so each project is unique. Projects vary from custom-designed shade solutions to motorcycle seat covers and accessories, to ongoing contract sewing for RV companies. And demand is high for canvas work in the region.

"Many of the canvas fabricators in our area are starting to retire, so when people find out we are a canvas fabricator we can't keep them away," Frank said. "We get a lot of requests to create something that the manufacturer of the RV or boat doesn't make anymore, like updates to the sofa upholstery or cushion repairs. I often point marine and RV customers toward Sunbrella® fabric for its performance properties, especially because North Carolina can get so humid, and because the upholstery on a boat is inevitably going to get wet."

Because there is plenty of work to be done, Frank is also helping Pamela learn the canvas trade.

"I assist Frank in many aspects of the custom work, and I do some of the repairs, which I enjoy," said Pamela. "We work very hard to turn around projects quickly without compromising quality, which helps us maintain strong relationships with our customers. It's rewarding to be able to address customer concerns and turn out a unique product that they'll enjoy for many years."

Because each day is unique, Frank and Pamela rely on partners like Trivantage® to deliver materials and supplies quickly and accurately. Trivantage has been a partner to Craftmaster Canvas from the beginning, and Frank and Pamela depend on Glen Raven's distribution subsidiary for materials, including Sunbrella fabric, vinyl, binding, thread, steel tubing and reinforcing material, and to stay on schedule.

Staying on schedule will become even more important as Frank and Pamela embark on their next adventure: Craftmaster Canvas moved to a mobile servicing format in February 2015.

"One of our greatest strengths is our flexibility and innovation in helping customers solve problems," said Pamela. "Our new mobile format will allow us to make many repairs and adjustments on-site, which means less travel time for our customers and a quicker turnaround on many types of projects."

Recognizing that customer relationships are a key factor to their success, the new mobile servicing format keeps them close to their customers and is vital to the company's business strategy. Yet nothing holds a candle to the discipline, attention to detail and true love of the craft that keep Frank and Pamela going every day. Whether the next project is a unique enclosure for a 40-foot sailboat or specialized gear for U.S. Navy SEALs, the craftmasters are ready for the challenge.

On the web at
www.craftmastercanvas.com.



FRANK AND PAMELA KRICK

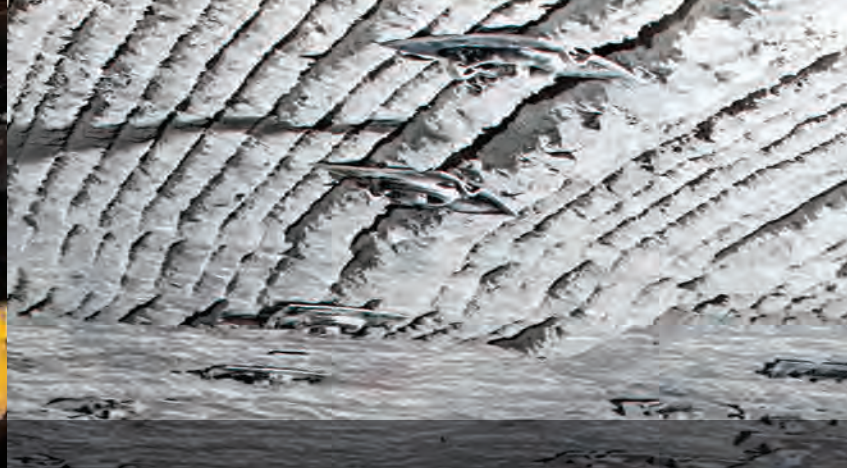
"One our greatest strengths is our flexibility and innovation in helping customers solve problems."

PAMELA KRICK, VICE PRESIDENT
OF CRAFTMASTER CANVAS

PARTNERSHIPS, PRODUCTS AND SERVICE KEEP UNITED CENTRAL GROWING STRONG



On the web at
www.unitedcentral.net.



“You adapt. You overcome. You improvise.”

Clint Eastwood may have made this phrase famous in the 1986 war film “Heartbreak Ridge,” but it might be better suited for companies like United Central Industrial Supply that have managed to successfully weather the ups and downs of an ever-evolving industry for 41 years. United Central has been supplying North American mine operators with the highest quality mining supplies and service since 1974, and they have no plans of slowing down.



HENRY E. LOONEY

Looking back over the past several decades, Henry E. Looney, president of United Central, describes a company that has seen its fair share of challenges – from wars and recessions to the boom in natural gas exploration and an aging workforce – but he remains optimistic about the future of the company.

“Our focus at United Central has always been on the mining industry,” said Looney. “Every merger, every acquisition, every consolidation

was a step toward providing our customers with the exact products they need, when and where they need them.”

Founded as United Supply in Big Rock, Va., the company has always been a key player in the coal mining industry. Because mines are often located in rural areas, coal companies began founding their own supply groups to supply products for both internal and external needs.

“United Supply started the ‘just in time’ delivery model for the mining industry before the ‘just in time’ process was ever identified,” said Looney. “We were delivering five days a week with same-day or next-day service then, and we continue to follow that model today.”

Over the years, United Central has strategically acquired companies that can provide a geographical, service or product advantage, allowing the company to continue delivering a value proposition to their customers. And customer relationships remain strong – top domestic coal producers have partnered with United Central for an average of nearly 30 years.

“I think most companies’ success can be attributed to their people,” Looney said. “Most of our people have more than 20 years of experience in the mining industry, and they understand the local cultures in rural mining areas. Our success comes back to our people who are able to offer the level of service seen in a local

company combined with a comprehensive product portfolio that includes over 70,000 SKUs.”

VENTILATION CURTAINS AND A VALUED PARTNERSHIP

Coal constantly leaches methane gas, which has to be flushed out of the coal mine to protect miners from deadly explosions. As surface air is pumped down into the coal mine to flush out the methane, ventilation curtains, also known as brattice, are used to direct airflow to active sections of the mine, where miners and equipment are operating. This contributes to a safe and efficient mine operation.

United Central has long offered its mining customers brattice through R.J. Stern, which became a partner to United Central and a primary supplier of ventilation products in the early 1980s. R.J. Stern became part of Glen Raven in 2007, allowing Glen Raven Technical Fabrics to enter the mining industry.

“The relationship we’ve developed with United Central over the past several years has really grounded Glen Raven Technical Fabrics in this particular market,” said Matt Clark, market manager – energy for Glen Raven Technical Fabrics. “It’s been a learning curve, but it has also opened our eyes to potential new product opportunities that we can pursue with a partner like United Central.”

One of the key tenets of United Central’s mission is “to associate with and promote materials sourced from reputable manufacturers who produce quality products and are recognized as industry leaders.” As the company continues to expand its mining product portfolio in the coming years, it will look to companies that share the same drive to adapt, improvise and overcome challenges in an ever-changing industry.

“In order to succeed, we have to constantly look at our mining markets through a different lens and figure out how we can become better at what we do,” Looney said. “I believe the companies that will succeed are those that can sit down with their manufacturing partners and brainstorm ideas to develop new products or improve existing ones, while remaining cost-competitive and delivering intrinsic value.

“Glen Raven has always delivered that value,” he added. “We believe a partnership with Glen Raven is critical to our future.”

FIELD OF DREAMS: DURKIN'S INC. OWNER LEAVES BASEBALL MOUND AS TEENAGER TO JOIN FAMILY AWNINGS BUSINESS

On a warm spring afternoon in 1962, 13-year-old Tom Ginty had one foot on third base and both eyes on home plate. With his team leading the game, the high school freshman was only 60 feet away from adding to his team's score.

"If you've ever played baseball, you certainly understand the adrenaline rush of standing on third base," Ginty recalled. "Add in the fact that you're poised to score, and you're focused like a laser on reaching home. That is, until you spot your father trying to get your attention."

Ginty's father, Bernard, had driven to the field from his family business, Durkin's, Inc., a producer of high-quality fabric products for commercial, residential and municipal applications, to ask his son a question. Or, rather, to make a statement.

"He said simply, 'I need your help,'" Ginty said.

Ginty never made it to home plate, instead leaving the game early to learn he would be working part-time in the family business, installing awnings.

"It was all hands on deck at our company in the early 1960s," he said. "Now that I was in high school, I was asked to join the business that my great-grandfather had founded. It was with an enormous sense of pride and responsibility that I accepted, and I've been part of the business ever since."

Durkin's was founded as a hat maker in a barn on Mallory Street in Danbury, Conn., in 1904 by Ginty's great-grandfather, Patrick Durkin, an Irish immigrant, and his son Denis, who was born in America in 1886. At first, the company was making supplies for Danbury's world recognized hatting industry – the city's first hat factory was established in 1780 – but it quickly



On the web at
www.durkinsinc.com.



started producing custom shading products in response to a growing demand for residential and commercial shading applications.

"Danbury was known as the 'Hat City of the World' in the early 1900s, when nearly a quarter of the hats sold in the United States were made in the city," Ginty said. "But by the 1920s, labor issues and changing wardrobe styles left the hatting industry in serious decline."

With the city and its major industry seemingly under siege, Denis Durkin took the reins as president of Durkin's, Inc. The company was already responding to customer requests for residential and commercial awnings, and Denis made the decision to go all in as an awning company.

"Under my grandfather Denis' leadership, the company introduced residential porch window awnings for installation within 30 miles of Danbury," Ginty said. "This foresight was a major reason that Durkin's survived the looming Great Depression, and it also set the company on a path of steady growth that would continue in the years leading up to and after World War II."



Following the war, the United States was in the midst of an economic renaissance, especially in manufacturing communities with a skilled workforce already in place. The city of Danbury was ready to put workers from the once-thriving hatting industry back to work, and companies like Durkin's were eager to oblige. The Durkin's awning business was steadily growing, but there was another threat on the horizon – one the business did not anticipate.

"Two words: air conditioning," Ginty said with still the slightest touch of exasperation. "By the mid-1950s, awning companies started to fail mainly because of the advent of air conditioning. It was a real struggle for Durkin's to hang in there. The housing boom of the late 1950s actually made matters worse, because most new homes at the time included porches, which offered shade protection. The silver lining was that homes also included uncovered patios and decks, which offered new business opportunities for our company."

It was a time of transition for Durkin's as well. Denis sold the company to his son, William Durkin, and his daughter Rita's husband, Bernard Ginty, in 1955. Seven years later, Tom Ginty was standing on third base, a conversation away from his entry into the family business, which the Ginty family fully acquired in 1976 after William Durkin retired.

Today, from his office located inside a 16,000-square-foot design and fabrication facility on Beaver Brook Road in the heart of Danbury, Ginty, 66, noted that state-of-the-art equipment allows Durkin's to command total control over its product, giving customers a superior end product, delivered on time and at competitive prices.

Durkin's produces high-quality fabric products for a wide array of applications, serving commercial, residential and municipal sectors across the country. The company's product line includes retractable awnings for decks, patios and windows; commercial and storefront awnings; custom graphics; stationary awnings; motorized solar screens; party tent rentals and sales; truck covers and tarpaulins; boat lift covers; flags and flagpoles; industrial and environmental enclosures; and a number of other custom fabric products. The company also provides annual up-and-down service, cleaning, repairs, storage and maintenance services.





"We are now in our fifth generation of family leadership and continue to be recognized as one of the premier industry leaders in the Northeast," Ginty said. "Our customer satisfaction rate exceeds 99 percent, so we must be doing something right."

Ginty's son, Jeff, represents the company's fifth generation of family leadership. He joined Durkin's full-time in 2010 and currently manages the company's Tent & Event Services division, one of the fastest-growing segments of the company and one that relies on technology, including online and social media, to reach a new customer base.

"One of our greatest strengths as a company is our ability to adapt to new ways to reach and respond to customers," said Jeff Ginty, 36. "We've been around for over 110 years because we are a solutions-oriented company. Our online presence is a critical part of our strategy to attract and retain customers."

Also playing a critical role in the growth of Durkin's has been brand recognition for Sunbrella® fabric, which is the company's flagship offering, and support from Trivantage®, Glen Raven's distribution subsidiary. Trivantage provides the fabrics that Durkin's needs, as well as business-building ideas and training.

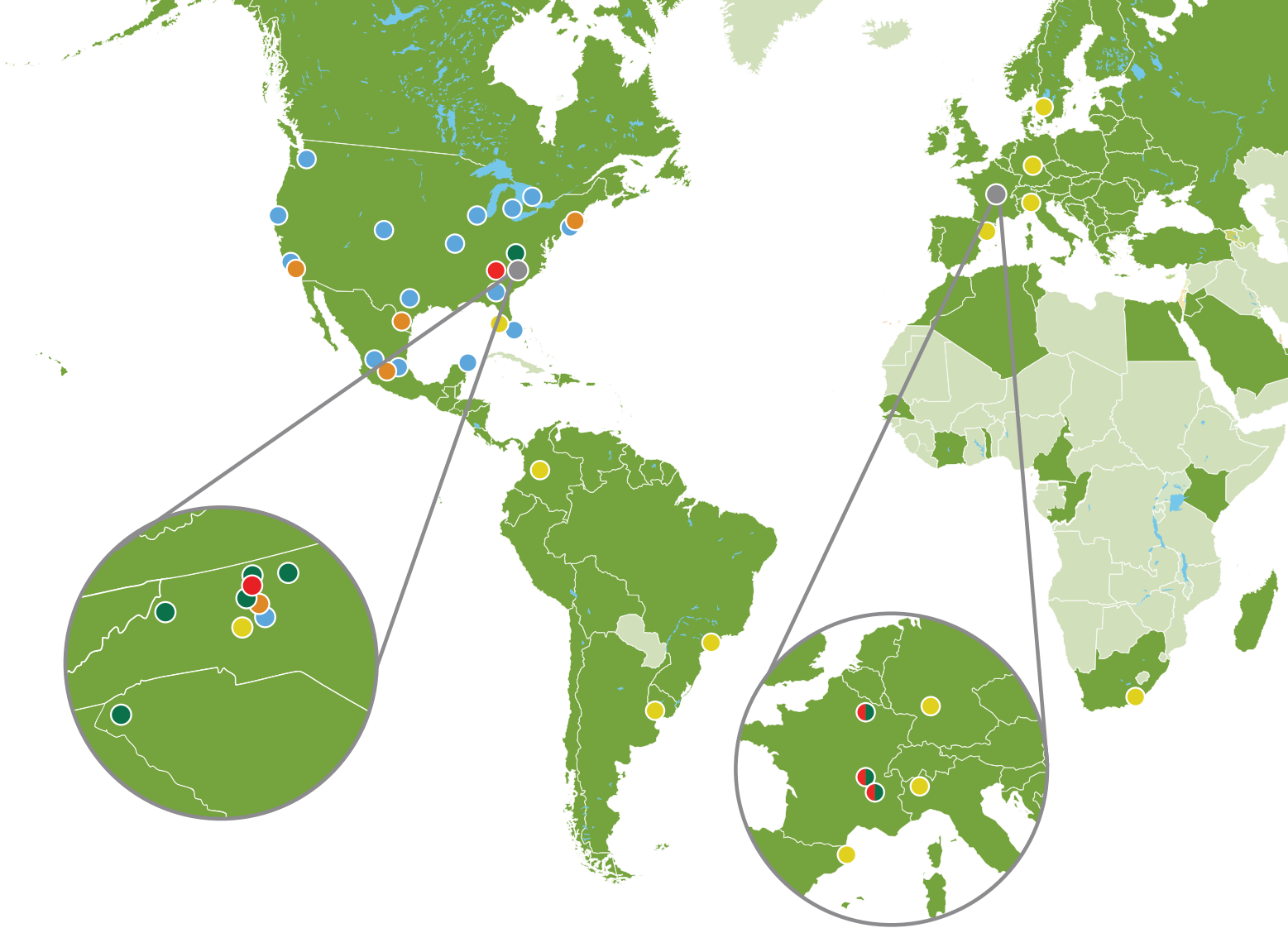
"We've been using Sunbrella fabrics for our awning applications since the 1960s," Ginty said. "Cotton was the most widely available fabric at the time, but we made a strategic decision to switch to a fabric made of acrylic fibers.

"In the 50 years since," he continued, "the Sunbrella brand has become synonymous with the Durkin's brand. Customers often say, 'I want a Sunbrella awning,' but I have to remind them that Sunbrella makes the fabric, not the awning. This speaks to the power of both brands in the minds of consumers."

Durkin's Inc. produces high-quality fabric products for a wide array of applications, serving commercial, residential and municipal sectors across the U.S.



JEFF & TOM GINTY



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- Burlington Plant
Burlington, NC
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- Norlina Plant
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- High Point Showroom
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- Washington Distribution Center
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