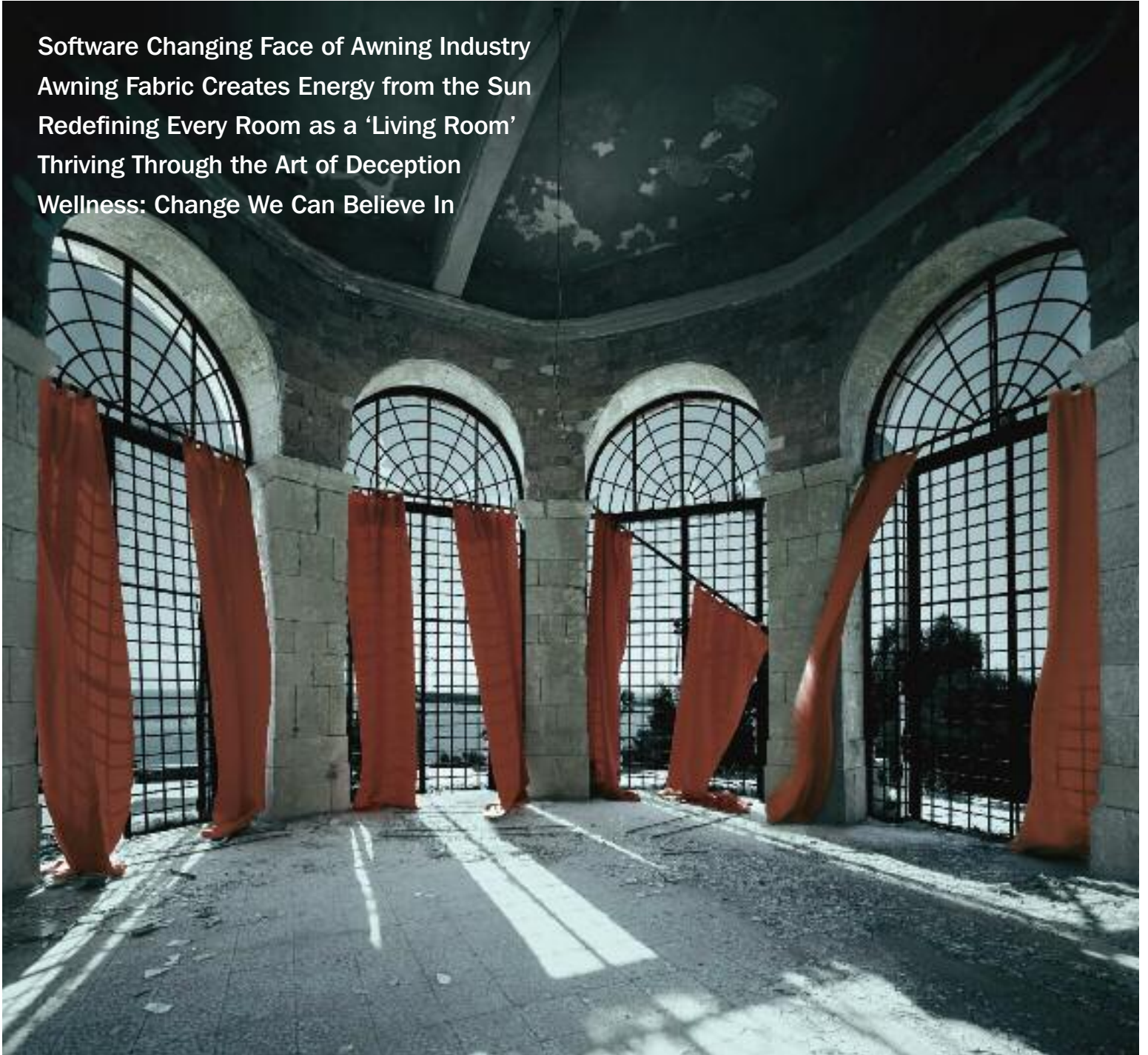


RAVEN

| Issue No. 9 |

Software Changing Face of Awning Industry
Awning Fabric Creates Energy from the Sun
Redefining Every Room as a 'Living Room'
Thriving Through the Art of Deception
Wellness: Change We Can Believe In



Issue No. 9

Winter 2009

Sunbrella® Fabrics Attract European Following

Dickson-Constant staged Sunbrella® fabrics at an ancient castle in Italy to emphasize how classic, woven textures adapt well to timeless European sensibilities. Photos by Charles Pétillon.



Dear Readers:

It is a pleasure to bring you the ninth edition of our Raven magazine.

Our lead article in this issue concerns growth in global markets and business opportunities that exist all around the world. Our Sunbrella® brand of furniture fabrics is gaining a loyal following in Europe with the introduction of an extensive collection specifically styled for the Continent. At the same time, our Dickson Coatings subsidiary continues to develop niche market opportunities, including performance fabrics for unique beach basket chairs popular along the Baltic Coast.

Also in this issue, we discuss the Internet and the multitude of ways in which the Web can be used to serve customers and build brands. While the Web remains an amazingly rich source of information, we are also focusing today on using the Internet to provide services to customers in real time, 24/7.

An accompanying article describes the recent acquisition of Canvas Link by our Tri Vantage distribution subsidiary. Canvas Link, which is an automated system for the design and costing for awnings, is an excellent example of the tools that we are providing our customers to enhance sales and operational efficiency.

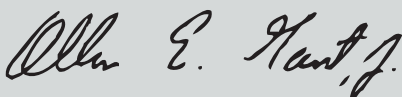
Partnerships with our customers remain a top priority as profiles of Saab Barracuda and Miles Talbott illustrate. The needs of the marketplace today often exceed the capabilities of any one company, which makes the ability to form win-win partnerships essential. We are proud of the new products that have resulted from our collaborations with Saab Barracuda, Miles Talbott and all of our trade partners.

Innovation remains the driving force at Glen Raven as illustrated by articles from our Dickson-Constant subsidiary in France. Dickson has recently unveiled a working prototype of a photovoltaic awning that offers all of the benefits of an awning, plus generates electricity from the sun. Another new type of awning fabric from Dickson incorporates self-cleaning characteristics, representing an entirely new frontier in performance fabrics.

We are also taking a moment in this issue to observe the 50th anniversary of our invention of panty hose in 1959. Glen Raven has long since exited this market, and we include this article only as a reminder of how new ideas can come from anywhere if you are open to the possibilities.

Finally, we have included an article on health and wellness. While Congress debates healthcare reform, there is one step that everyone can take to reduce healthcare costs – stay healthy. We have included an article from a wellness expert offering advice that everyone should follow.

In conclusion, I would like to again thank our customers, trade partners, associates and shareholders for your commitment and dedication during incredibly challenging times. At Glen Raven, we remain confident and optimistic about the future. With a focus on innovation, customer service, global opportunities and mutually beneficial partnerships, we will be well prepared when better days return.



Allen E. Gant, Jr.
President and CEO
Glen Raven, Inc.



SUNBRELLA® FABRICS ATTRACT EUROPEAN FOLLOWING

“We are evolving as a provider of home lifestyle products, and Sunbrella is one of our key offerings. The new collection is a major step forward in the international evolution of the brand.”

Patrick Raguet

While Sunbrella® fabrics are respected around the world among the boating community, the brand is not as renowned as a fabric for home décor. But these perceptions are changing, thanks to the efforts of Dickson-Constant, which is marketing Sunbrella throughout the Continent for both outdoor and interior furnishings.

A breakthrough in this marketing effort occurred recently with the introduction of an extensive new collection of Sunbrella fabrics styled specifically for the European market. The new collection includes 138 styles that have been warmly received by interior designers and retailers.

“Dickson-Constant’s reputation is based on our long-held leadership in the awning segment,” said Patrick Raguet, marketing director. “We are evolving as a provider of home lifestyle products, and Sunbrella is one of our key offerings. The new collection is a major step forward in the international evolution of the brand.”

A Dickson-Constant design team drew inspiration for the new Sunbrella collection from international trade shows throughout Europe. The new fabrics emphasize a “natural” look and feel with offerings such as Natté, Linen and Deauville that suggest cotton. Jacquard woven fabrics, such as Cadiz and Stone, add flexibility and texture.

One of the many European companies gravitating toward Sunbrella fabrics for interiors is Top Point, a company based in Bleiswijk, the Netherlands, that specializes in high-end draperies. Bernard Klatte, one of the owners of the company, is a long-time sailor and is well acquainted with Sunbrella fabrics for durability, fade resistance and long-life in the harsh northern European climate. He became intrigued by the opportunity to offer similar performance fabrics for interior draperies.

“We were looking for an outdoor performance fabric, but for indoor curtain applications,” Klatte said. “Offering solution-dyed acrylic fabrics to our customers represented a new marketing concept, but we had to have a contemporary design and a perfectly soft hand for interiors.”

Designers and textile engineers at Dickson-Constant accepted the challenge. Working with Sunbrella® brand technology, they were able to offer Top Point just the right fabric, which is a perfect combination of performance with elegant European styling and a soft hand.

“We worked extremely hard to meet Top Point’s specific standards and were the first to present the fabrics they en-

visioned,” said Jean Van der Ghinst, market manager for indoor and outdoor furniture fabrics for Dickson-Constant.

Dickson-Constant is providing Top Point with a special Sunbrella furniture fabric with an extra soft touch and pre-stabilized to minimize shrinkage. The line includes three constructions with 60 colors per construction: Canvas, Linen and Natté. The total collection is 180 SKUs.

“In Europe it is a completely new concept for a jobber to use solution-dyed acrylics for curtain applications,” said Pieter Verhelst, an indoor and outdoor furniture specialist with Dickson who works with textile jobbers. “We are promoting these fabrics to jobbers based on all of the advantages of a solution-dyed acrylic, but with an accent on what we call a ‘soft stability finish.’”

Top Point, which makes the majority of its sales to interior decoration shops in the Netherlands, was founded in 1904 and today specializes in high-end draperies. Dickson and Top Point began working together about two years ago, a relationship indicative of the growing interest in Sunbrella furniture fabrics in Europe.

While the relationship with Top Point is relatively new, growth opportunities are encouraging.

“The working relationship between our companies has been very good,” said B. de Ridder, co-owner of Top Point. “The market response to the new fabrics and draperies has also been very good and we have already had customer interest in a fabric wider than our standard 140 cm. We will soon launch a 300 cm width for the 2010 season.”

For more information, visit www.toppoint.eu.

OPPOSITE PAGE (top) Pieter Verhelst, an indoor and outdoor furniture specialist with Dickson-Constant who works with textile jobbers, left, and Jean Van der Ghinst, market manager for indoor and outdoor furniture fabrics for Dickson-Constant, review the growing range of Sunbrella fabrics for home décor in Europe. **OPPOSITE PAGE** Netherlands-based Top Point offers Sunbrella performance fabrics for draperies, working with the latest additions to Sunbrella fabrics that reflect European tastes.



DICKSON COATINGS OFFERS UNIQUE FABRIC FOR UNIQUE USE

“Our fabric has just the right classic, textile look, plus it’s as durable as the chair itself.”

Matthew Watson



4



The Baltic Sea is unique among the world's coastal regions. It is the youngest sea on the planet, formed from retreating ice masses only 15,000 years ago, barely the blink of an eye in geologic time. The Baltic is also the world's second largest brackish water mass, the result of Northeast Atlantic seas combining with fresh water from rivers traversing nine countries that surround it.

Also unique to the Baltic is the beach basket chair, which is said to have originated in 1882 when an elderly woman, suffering from rheumatism from the harsh Baltic climate, asked the king's basket maker to create a shelter for her from the sun and the wind. While the result was a chair that looked as much like a laundry basket as a chair, the design was highly functional and gave rise to a cottage industry that continues today.

One of the lead manufacturers of beach basket chairs for the Baltic and North German shores today is the Korb Company, which was founded in Germany in 1925. Korb has just one factory in Heringsdorf on the island of Usedom with a close-knit staff of 30.

"Our relationship with Korb began about 15 years ago when they asked for a striped fabric that had to be highly abrasion resistant against sand and wind and also waterproof in saltwater, washable and non-soiling," said Matthew Watson, general manager of Dickson Coatings, Glen Raven's performance fabrics subsidiary in France. "Our solution was a high tenacity fabric that features embossed stripes. This technique gives the fabric a rich, textile look and feel combined with excellent performance."

The Korb Company continues to follow traditional construction techniques for its beach basket chairs, with careful attention to craftsmanship. The chairs are popular rental items throughout the Baltic region and are coveted by discriminating homeowners.

"Our company has created more than 250,000 wicker sun chairs since we were founded, making us one of the oldest manufacturers in the world," said Mathias Fromholz, owner of Korb. "The idea of producing wicker sun chairs has been copied many times, not only here in Germany but all over the world. Our distinction is that we follow original, hand-crafted design."

The "Strandkorb" beach basket chair features natural weaves that are long lasting. Wooden components are stained with several coats to protect against decay and weathering, and plywood sections are waterproofed. All metal components are galvanized or made with rust-proof, high-grade steel or saltwater-proof aluminum.

Korb's unique position in the marketplace was recognized on the world stage in 2007 when world leaders attending the G8 summit in Germany were photographed sitting in a mega-sized

Korb beach basket chair featuring Dickson Coatings fabrics. German leaders selected the Korb chair for a photo opportunity because the chair represents one of the strongest symbols attached to the region. It was later auctioned for 1 million euros (\$1.4 million), which was donated to charity.

"German Chancellor Angela Merkel thanked us for the chair, which she said symbolized the relaxed atmosphere they were trying to create for the summit," Fromholz said.

According to Watson, the fabric from Dickson Coatings is a good fit for the look and the durability of Korb beach basket chairs.

"Just as the Strandkorb is unique, so is the fabric, which we invented just for Korb," Watson said. "Our fabric has just the right classic, textile look, plus it's as durable as the chair itself."

After more than 80 years, the Korb company is continuing to deliver on its original mission in the Baltic region.

"For many generations our company philosophy has been: 'Meeting your requirements with a great love of detail, handcraft skill, the best technique and the highest quality,'" Fromholz said. "That tradition continues just as strong today."

For more information on the Korb company and its unique beach basket chairs, visit www.korbgmbh.de.



OPPOSITE PAGE (top) Korb beach basket chairs are favorites along beaches throughout the Baltic region in Europe. **OPPOSITE PAGE (bottom)** The Korb staff is a tight-knit group dedicated to the traditional craftsmanship that has made their chairs an icon in the region since 1925. **ABOVE** World leaders attending the G8 summit in Germany in 2007 were photographed in a Korb chair, which symbolized the relaxed atmosphere that was to serve as a backdrop for the meeting.

GLEN RAVEN SUPPORTING CUSTOMERS ON THE WEB

“With each new generation of Web sites, we emphasize more visual elements and higher levels of engagement with our customers.”

Gene Wicker

Glen Raven’s presence on the Web is just as diverse as its products and services. Looking for an awning fabricator? Try www.outdoorspaces.com. Interested in the latest information on boat care and maintenance? Type www.careformyboat.com into your Web browser. Shopping for Sunbrella® fabrics for awnings, marine or furniture? You’ll want to check out fabrics in the showroom at www.sunbrella.com.

If you’re an awning or marine fabricator and want to order materials, then sign up at www.trivantage.com, which provides access to more than 12,000 items online and supports a customer-exclusive extranet. Or, if you are looking for the best rates in commercial shipping, go to www.glenravenlogistics.com and obtain a quote online.

“Glen Raven has moved far beyond brochure-ware on the Internet to applications that support our customers and consumers,” said Gene Wicker, eMarketing manager for Glen Raven. “Many of our sites are into their fourth generations; as technology matures, we add functionality and improve the experience. Each Glen Raven subsidiary uses the Internet differently to meet customer needs.”

One of the most active users of the Internet is Dickson-Constant, which supports numerous sites for consumers and customers in France and throughout Europe.

“The objective of our sites is to promote Dickson’s brands, showcase products, inform customers and provide sales support for our partners,” said Patrick Raguet, director of marketing for Dickson-Constant. “Dickson-Constant has been on the Web for a long time, and today we support a network of Web sites with many purposes.”

By way of example, www.dickson-constant.com is the corporate Web site which allows visitors to browse the full range of Dickson and Sunbrella fabrics. This site is also a portal for numerous customer support tools for designing awnings and estimating the amount of shade created by an awning.

Another of the active users of the Internet is Tri Vantage, Glen Raven’s national distribution subsidiary. Applications range from an online catalog and customer-only extranet to a consumer-oriented site – www.peopleloveshade.com – which helps consumers learn about the functional and aesthetic benefits of shade and locate sun control professionals.

“It’s amazing how much our use of the Internet has grown in the last year alone, driven by our desire to increase value for our customers,” said Carolyn D’Amato, director of advertising for Tri Vantage. “Our goal with the Internet is to provide customers with ordering convenience, education and information that will make their businesses more successful.”

Glen Raven’s most highly trafficked Web site is www.sunbrella.com, home for the Sunbrella® brand. A site make-over during 2009 added a fabric search function, introduced a blog and re-oriented the site toward lifestyle applications. Site traffic continues to grow steadily despite the recession.

A closely allied site is www.outdoorspaces.com, a joint venture with Somfy Systems, a leader in motors and controls for awnings. The Outdoor Spaces site promotes awnings for outdoor lifestyles, incorporating a fabricator directory.

Glen Raven’s corporate Web site – www.glenraven.com – also received a facelift during 2008, incorporating content from the Raven magazine. The corporate site offers a portal to Glen Raven subsidiaries and products. Glen Raven has also ventured into social media with Facebook pages and Twitter accounts.

“With each new generation of Web sites, we emphasize more visual elements and higher levels of engagement with our customers,” Wicker said. “People visit Web sites for specific needs, and we want to be sure that we have the design, navigation and content that will meet those needs fast and easy.”

OPPOSITE PAGE Glen Raven’s presence on the Internet continues to increase in diversity with applications focused on direct service to customers and support for consumer marketing. This collection of screen grabs ranges from a Dickson-Constant site providing tips on boat maintenance to a Tri Vantage Web site that allows awning and marine fabricators to submit orders online. A directory at the far right provides a comprehensive list of current sites, including Glen Raven’s recent entries in social media.



Overview of Glen Raven Web Sites

www.glenraven.com
Corporate Web site

www.sunbrella.com
Sunbrella brand site

www.dickson-constant.com
Corporate and customer site

www.dickson-coatings.com
Corporate and customer site

www.trivantage.com
Corporate and customer portal

www.glenravenlogistics.com
Logistics corporate site and services portal

www.geogrid.com
Strata Systems corporate site

www.outdoorspaces.com
Consumer education, directory

www.peopleloveshade.com
Consumer education, directory

www.storifesinfos.com
Dickson awning customer support

www.careformyboat.com
Dickson boat maintenance site

www.storisteagreedickson.com
Dickson awning retailers' network

www.tissus-creatifs.com
Dickson non-professional site

Social Media

<http://www.facebook.com/GlenRaven>

<http://www.facebook.com/Sunbrella>

<http://www.facebook.com/TriVantage>

<http://twitter.com/Sunbrella>

SOFTWARE CHANGING THE FACE OF AWNING INDUSTRY

“Canvas Link software is a powerful addition to the sales and marketing efforts of awning businesses.”

Steve Ellington



8

In some ways Larry Gomes is the most unlikely person to shift paradigms in the awning industry. But, then again, when you consider his life story, he may be the most likely to bring about fundamental change.

Gomes' main career was in software development for the financial services industry, but his first love was boating, which led him to work with canvas for his 36-foot Pearson Cutter in the early 1990s. From there, Gomes, a true entrepreneur, gravitated to running his own canvas shop in Rhode Island along with his software enterprise.

“As a new fabricator, I was frustrated that there weren't any good software tools for helping me to design and sell canvas products, so I started creating tools of my own,” he recalls. “We built a program that allowed us to take photos of homes or businesses and overlay awnings. It really helped property owners visualize what an awning could do.”

Gomes continued to develop software for his awning shop, adding estimating and training tools in addition to improving the awning design module. One day in early 1997 a marketing representative from The Astrup Company, a national distributor, viewed a demonstration of the software during a routine visit to Gomes' canvas shop.

The marketing rep was so impressed that he took Gomes' creation to Astrup management, which added the offering to its sales

catalog. Soon after, John Boyle & Company, the nation's other major national awning distribution company at the time, also added Gomes software to its catalog. With sales and marketing support from Astrup and Boyle, Gomes eventually closed his canvas shop and devoted himself full time to his new venture – “Canvas Link.”

“Canvas Link really changed my life,” said Gomes who has devoted 12 years to its development. “Other fabricators would call me to compliment the Canvas Link products and then ask questions. It was wonderful to help these fellow fabricators solve problems in their businesses. I formed a lot of great relationships and because of the difference I was making in their lives, I made a commitment never to let them down.”

With this commitment to Canvas Link users, Gomes continued to look for partners that could help take his creation to the next level. The acquisition of Astrup and Boyle and the formation of Tri Vantage by Glen Raven during 2007 provided the ideal opportunity. Earlier this year, Tri Vantage acquired the rights to Canvas Link software and committed to a program of enhancements. Tri Vantage made Canvas Link available to awning fabricators at deep discounts this summer, with Gomes continuing as a consultant for support and development.

“Canvas Link software is a powerful addition to the sales and marketing efforts of awning businesses,” said Steve Ellington, president of Tri Vantage. “Being able to illustrate the look of an



awning on a home or business makes the sales process much more effective. Automated estimating based on proposed designs speeds the sales process and motivates buyers.”

Canvas Link users report that the software is a valuable sales and marketing tool, particularly in working with customers who are new to awnings. The software is also a time saver for awning fabricators, the vast majority of which are small businesses.

“We use Canvas Link’s Awning Composer software for both our residential and commercial customers,” said Mark Horton with Atlantic Awning Co., a family-owned business active in the Boston market since 1888. “For residential customers, it helps homeowners visualize how the awning will look after it’s installed. For our commercial customers, architects want to see a rendering, and Awning Composer adds tremendously to our professionalism. It has absolutely added to our sales and allowed me to be pro-active in marketing.”

Deric Cruikshank with Salem Tent and Awning in Salem, Ore., says the investment in Canvas Link software has been good for the company, which was founded in 1890.

“With all of the home design shows on television, visualization has become important for homeowners,” Cruikshank said. “Awning Composer is a great tool to help close the sale, particularly when it comes to fabric choice.”

Tri Vantage is continuing to enhance Canvas Link to maximize its value to awning fabricators as a tool to help sell, design and fabricate more effectively, efficiently and profitably.

“Our objective is to help sun control professionals strengthen their businesses, expand markets, and satisfy customers,” said Mark Stiver, Tri Vantage marketing systems manager and Canvas Link project manager. “Canvas Link is one of the many innovative uses of information technology that we will continue to pursue. We are working closely with customers to develop expanded functions for Canvas Link as well as new applications in support of casual furniture and marine. The only limit to innovative possibilities is our imagination.”

OPPOSITE PAGE During the fall IFAI Expo, Larry Gomes, second from right, demonstrates the latest offerings from Canvas Link. **ABOVE** This composite photo illustrates how Canvas Link software was used to create an awning rendering for a customer’s beach house. The picture in the camera is the “before” image. In addition to visualization tools, Canvas Link also provides software for estimating awning fabrication costs.

SAAB BARRACUDA THRIVING WITH 'DECEPTION'

“At Saab Barracuda, the products we manufacture save lives, so there has never been any room for cutting corners.”

Dottie Womack



10



When you mention the word “deception” to most people it conjures up a negative connotation. But, for Saab Barracuda, “deception” is a core strength that the company has elevated to “The Art of Deception.”

The answer to this riddle is the fact that this Lillington, N.C.-based company is a world leader in multispectral camouflage systems used by the U.S. military to deceive the enemy. Multispectral means that these systems guard warfighters from detection on every level – visual, near infrared, thermal and radar. Many of the systems from Saab Barracuda also reduce heat gain, which is essential in desert and tropical war zones.

“We have an incredibly dedicated workforce that appreciates how lives depend on our work,” said Dottie Womack, president of the company. “A number of our employees are retired military and many have loved ones in Iraq or Afghanistan. With Fort Bragg nearby, we are never far from the military. Deception may be a negative word for civilians, but for our military, it can mean the difference in life or death.”

Saab Barracuda traces its roots to 1975 when a predecessor company founded in Lillington began making aluminum fibers used to diffuse radar from detecting military aircraft. The eastern North Carolina operation has evolved over the years through different ownership, consistently focusing on protecting warfighters from detection by the enemy.

The company was purchased in 2002 by Saab Group, a global leader in military equipment, and was renamed Saab Barracuda. While Saab Group and Saab Barracuda share the Saab name with the Swedish car company, there are no business connections. (The Barracuda name originated with a previous Saab company that specialized in the manufacture of high performance fishing nets, which is a core technology for manufacturing camouflage systems.)

“Our company is Swedish owned, but the control is strictly U.S. as required by the Department of Defense,” Womack said. “We have our own U.S. board of directors, and we have numerous special measures in place to preclude foreign control of our technology.”

Saab Barracuda product offerings are highly technical, capable of protecting tanks and other large military equipment as well as individual warfighters. The company’s 175 employees design and manufacture numerous advanced products, including made-to-order static, mobile and personal camouflage systems as well as climate control products. Its customers include the U.S. Army, Navy, Marines and Air Force along with other major military suppliers.

“It is a different business model when you essentially have one client – the U.S. military,” Womack said. “We not only meet Department of Defense requirements, including onsite inspectors, but we also challenge ourselves to continually improve, including adopting lean manufacturing and Six Sigma.”

As a primary supplier to the nation’s military, Saab Barracuda works with a select group of outside suppliers, including Glen Raven, which provides fabrics for its ULCAN systems (Ultra

Lightweight Camouflage Net.) These systems provide multispectral protection in systems that can be deployed quickly and easily with limited manpower owing to their light weight.

“Glen Raven has a great technical group with tremendous knowledge of fabrics and finishes,” Womack said. “They are extremely helpful in efforts to continually improve our products.”

The relationship between Saab Barracuda and Glen Raven is the result of Glen Raven’s acquisition of John Boyle & Company in 2007. John Boyle, a national distribution and technical fabrics manufacturing company, had been supplying fabrics to Saab since 1998 through its Statesville, N.C. facility.

“We worked with Saab from the ground up in developing a new fabric for ULCAN,” said Rich Lippert, a member of the original John Boyle team and currently vice president for military and outdoor products for Glen Raven. “Bobby Stone, our site manager in Statesville, and his team worked very closely with Saab’s experts on every stage of development, and we continue to have technical staff working closely with Saab.”

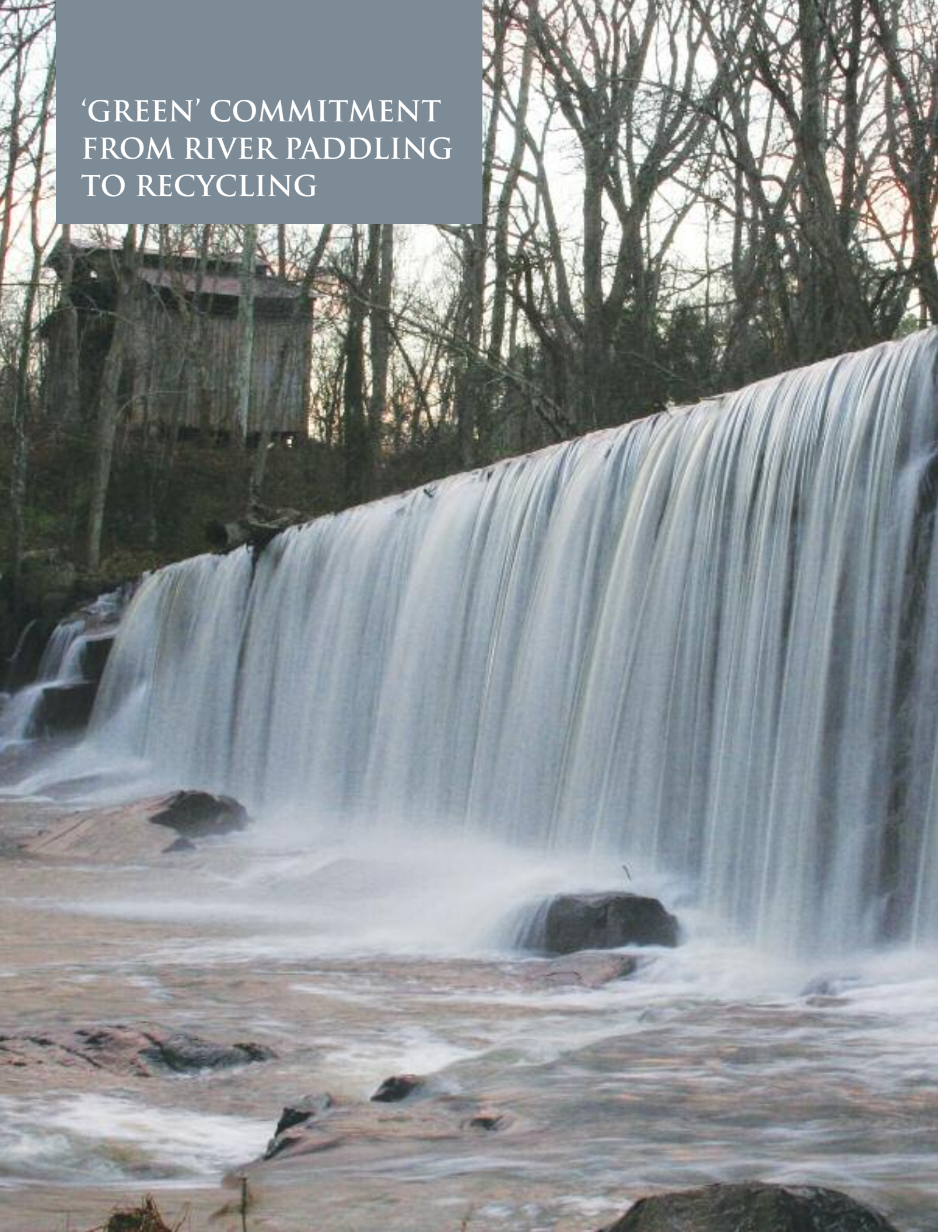
As the military’s requirements continue to grow and change, the relationship between Saab Barracuda and Glen Raven remains an essential element in addressing the deception requirements of the modern day warfighter. Complementary technical expertise and shared values are core to a successful relationship.

“The most important core strength of Saab Barracuda has always been our ethical approach to business,” said Womack, who has been with the Lillington operation since 1976. “During the past few years, there has been an increased emphasis by the government on ethical business practices, which we have always followed. At Saab Barracuda, the products we manufacture save lives, so there has never been any room for cutting corners.”

For more information, visit www.saabgroup.com/us.

OPPOSITE PAGE (top) Members of the Saab Barracuda management team include, seated left to right, Bill Easterling, vice president, manufacturing and new product development; Dottie Womack, president; and Mike Wood, vice president, business development. Standing, left to right, are Hollie Wade, facility security officer; Magnus Natt och Dag, chief financial officer; and Patricia Anderson, vice president, quality – technical and safety. **OPPOSITE PAGE (bottom)** Glen Raven provides fabrics that Saab uses in the manufacture of Ultra Lightweight Camouflage Net Systems (ULCANS). The systems protect warfighters from enemy detection from virtually every source, including visual sightings and radar, and can be deployed quickly and easily because of their lightweight. The netting systems are manufactured to exacting standards set by the military for the protection of U.S. military personnel in the field.

'GREEN' COMMITMENT
FROM RIVER PADDLING
TO RECYCLING



What do recreational paddlers on the Haw River in Alamance County have in common with homeowners decorating outdoor spaces? At first blush, you would say “not much,” but in fact they are both linked by Glen Raven’s commitment to environmental stewardship.

One of the most visible commitments to the environment is a new paddling access park supported by Glen Raven on the Haw River in Alamance County near the company’s North Carolina headquarters. Through a cooperative arrangement with the Haw River Trail Committee, Glen Raven has provided paddlers with access to the Haw River across Glen Raven land since 2001. Most recently, the company supported the creation of a new access site on the Haw, which is the state’s second most popular river among paddling enthusiasts.

“The new Altamahaw Paddle Access is an important access point, providing safe portage around Glen Raven’s stone dam for travelling downstream,” said John Gant, who has spearheaded Glen Raven’s involvement with the project.

The section of the Haw River accessed by this new site originally had low natural waters falls, and was the site of a grist mill in the early 1800’s. John Q. Gant, founder of Glen Raven, and a business partner increased the height of the dam to support the energy demands of Glen Raven’s textile mill in Altamahaw. With a height of some 20 feet, this is the last remaining stone-work dam on the Haw in Alamance County.

Beginning in 1939, a hydroelectric generator was incorporated into the dam to provide power for Glen Raven’s Altamahaw plant. With the relocation of Glen Raven Logistics to the former Altamahaw plant, the hydroelectric generator has been updated and provides up to one million kilowatt-hours annually for the logistics operation.

In other environmental initiatives, Glen Raven’s Anderson, S.C., Sunbrella® fabrics manufacturing center recently earned ISO 14001 environmental management system certification. The ISO certification covers the plant’s environmental procedures, processes and planning activities. Based in Geneva, Switzerland, ISO (International Organization for Standardization) is the world’s largest developer of international standards. It is best known for its ISO quality standards, which the Anderson plant has also achieved.

Glen Raven’s Anderson plant, which has also registered as an Energy Star Partner in recognition of a comprehensive energy efficiency program, is continuing to support its Renaissance program, which recycles waste fibers into new uses, such as outdoor rugs, and its Recycle My Sunbrella program, which accepts used fabrics from consumers for recycling.

Colonial Mills, Inc., a leading manufacturer of braided-texture area rugs branded as “cmi,” has been the most active in promoting rugs with Sunbrella Renaissance Yarns. The rugs were showcased this year at numerous magazine show homes supported by Glen Raven.

Another fabric featuring recycled content and woven at the Anderson plant is a high performance offering for commercial wall coverings marketed in partnership with Maharam, a leading textiles provider. Featuring long-term durability, ease of cleaning and fade resistance, the wall covering fabric is designed for offices, hotels and public spaces. It is made with 25 percent post-consumer content from recycled beverage containers.

“At Glen Raven, we define ‘green’ as doing the best we possibly can by the environment, which has been a part of our culture for decades.”

Allen E. Gant, Jr.

Glen Raven’s Sunbrella fabrics recycling program, “Recycle My Sunbrella,” operates through a Web site – www.recyclemysunbrella.com. Anyone interested in submitting Sunbrella fabrics for recycling should visit the site for additional details on the return process.

Recycling is emphasized in all aspects of Glen Raven operations, including the executive offices in Burlington, which recycled more than 37,000 pounds of waste paper during in the past year. Meanwhile, paper purchased for the headquarters location is made of 30 percent post-consumer waste, which reduces the annual impact on the environment by saving 20,000 gallons of water, 12,000 kilowatt-hours of energy and 51 mature trees. All paper is certified under the Sustainable Forestry Initiative.

“At Glen Raven, we define ‘green’ as doing the best we possibly can by the environment, which has been a part of our culture for decades,” said Allen E. Gant, Jr., president of Glen Raven. “You can see our efforts for the benefit of the environment in many aspects of our business and in our relationships with plant communities.”

OPPOSITE PAGE A stone dam on the Haw River provided power for Glen Raven’s first textile plant in the late 1880s. This same dam, one of the tallest stone dams remaining in North Carolina, is used today to run an electric generator that provides the majority of electricity needed by Glen Raven Logistics. The Haw River has become a favorite with paddling enthusiasts, which Glen Raven is supporting through donation of land for a new paddling access site.

AWNING FABRIC CREATES ENERGY FROM THE SUN

“The photovoltaic awning is an innovative and environmentally friendly solution that limits architectural impact; it can be rolled up and down and added to the relatively complex forms of existing structures.”

Vincent Baudelet

Awnings are great for blocking the sunlight, resulting in cool comfort underneath. But, what if an awning could do more than block the sun? What if an awning could also generate electric power from the sun?

This “what if” led Dickson-Constant to launch a development program in 2005 to create a photovoltaic awning in partnership with Somfy® Systems, a leading European maker of motors and controls. The fruits of this endeavor, a working photovoltaic awning prototype, debuted during an international trade show during 2008 and has since gained the interests of the international press. The awning fabric incorporates solar panels that produce an electric current when exposed to light.

“The photovoltaic awning is an innovative and environmentally friendly solution that limits architectural impact; it can be rolled up and down and added to the relatively complex forms of existing structures,” said Vincent Baudelet, market manager for the new Dickson fabric. “The sites where we envision these awnings being installed include private homes, office and residential buildings, motor homes and boats.”

Unlike rigid crystalline panels, Dickson’s solar fabric uses solar cell technology based on silicon pulverization. These solar cells are ultrathin and light as compared to classic solar cells in crystalline silicon in stiff panels. Solar cells incorporated in the photovoltaic awning fabrics are flexible enough to be rolled up with the fabric, yet are highly energy efficient. Dickson developed a patented process for laminating the solar cells to the fabric.

“The photovoltaic solar energy sector is growing by almost 40 percent per year in Europe, encouraged by government regulations and incentives,” Baudelet said. “According to expert assessments, full competition between photovoltaic electricity and network electricity is already a reality in the south of Italy. The same should be true for Spain and the south of France by 2015 and for much of Europe by 2020. The EPIA (European Photovoltaic Industry Association) forecasts that photovoltaic electricity in Europe could represent 10-12% of all electricity by 2020, compared to the 3% currently.”

To optimize the production of energy and prolong the working life of the cells, the prototype awning developed by Dickson and Somfy incorporates a motor served by a central weather

sensor. The sensor extends the awning during bright days and rolls it up during windy weather to prevent damage.

Baudelet provided additional information on the breakthrough in solar awnings:

Q. Many have dreamed of photovoltaic fabric. Why do you believe this prototype will be successful?

A. With global warming and the exhaustion of natural resources, renewable energy is booming, and European governments are supporting development with regulations and tax credits. Solar energy is sustainable and “green” with no CO₂ emissions.

Q. What do you think will be the major applications?

A. We are targeting three different markets: awning, RV’s and marine. Photovoltaic is very attractive for “nomad” applications such as RV and marine where other power sources are difficult to access.

Q. What about the issue of price? It would seem to be an expensive product?

A. For consumers in Europe, the electricity produced with the awning can be resold to the national operator at a very attractive tariff. If you add tax credits (50 percent of the purchasing value), the return on investment is about seven years.

Q. Describe the development team behind this product.

A. The Dickson-Constant team consisted of 10 people – engineers, market managers and others, including a development team with Somfy Systems. The project is also supported by a French organization that provides assistance for innovation and new business ventures. The leading textile engineering school in France is also helping us.

Q. When will the fabrics be available for sale?

A. We anticipate the end of 2010 for the RV market and 2011 for awning and marine.

BELOW The prototype photovoltaic awning from Dickson-Constant incorporates flexible solar cell technology. Leading the project is Vincent Baudelet, market manager.



AWNING FABRICS BECOME SELF CLEANING

“The combination of ease of maintenance and waterproofing makes Orchestra Max unique in the awning marketplace.”

Patrick Raguet



Today's awning fabrics are relatively easy care. A little soap, warm water and a soft bristle brush can remove most stains. If the fabrics are either the Sunbrella® or Dickson® brand, you can even add bleach to the cleaning mix for really tough stains.

But, what if an awning could be even easier to clean? What if awning fabrics could, in fact, be self-cleaning?

Dickson-Constant has recently raised the bar for awning fabric maintenance with a new line of self-cleaning awning fabrics; dirt slides off with water. Permaclean® treatment incorporated into Orchestra Max is the basis for its state-of-the-art self-cleaning characteristics. Nanoparticles applied on the fabric assemble to form an extremely dense protective layer that keeps dirt on the surface where it can be easily rinsed off.

Dickson-Constant, however, did not stop at self-cleaning with its new fabric. In addition to self-cleaning qualities, Orchestra Max is waterproof. Waterproofing is achieved through the addition of an anti-fungal, UV-resistant acrylic resin.

“The combination of ease of maintenance and waterproofing makes Orchestra Max unique in the awning marketplace,” said Patrick Raguet, director of marketing for Dickson-Constant.

“Orchestra Max is particularly well suited for permanent installations with high exposure to climate changes and pollution,” he said. “It is designed primarily for retail, hotels and other commercial applications. It is also a state-of-the-art solution for particularly demanding homeowners.”

Orchestra Max will gradually replace Dickson-Constant's Orchestra TT collection, which had been its professional grade awning fabric line. Raguet provided more details on its breakthrough development:

Q. What led Dickson to develop Orchestra Max?

A. The awning fabric market is mature in Europe and as a leader we must bring innovation to the market to help our customers differentiate themselves from the competition. Awning fabric maintenance is an important issue, especially for fixed or permanent installations such as shops, hotels,

bars and restaurants that are exposed to sun, pollution and stains. All of our customers have been looking for a self-cleaning fabric for many years.

Q. Orchestra Max includes numerous technologies. Which of these is new and which were existing?

A. Self-cleaning technology is not really new. It already exists on glazing for instance. But as far as acrylic fabrics are concerned, it is a new technology. Orchestra Max offers two major benefits for users: ease of maintenance – rain or simple rinsing with water is sufficient to rid the fabric of dirt. Second, the fabric's waterproof qualities allow you to enjoy a terrace in all kinds of weather.

Q. Describe the nanotechnology behind the product.

A. Nanotechnology is the engineering of functional systems at the molecular level. A self-cleaning treatment produces what is called the “Lotus effect,” which is a physical phenomenon resulting in a super-hydrophobic (water resistant) surface such as found on the Lotus plant. Observed in nature for decades and now duplicated in a number of products, any debris on the Lotus plant remains on the surface of super-hydrophobic leaves to be washed away with water.

Q. What will be the leading types of installations for Orchestra Max?

A. Fixed or permanent installations for shops, hotels, bars and restaurants are ideal for Orchestra Max – anywhere you find high exposure to UV, rain, pollution and stains.

Q. What is the current offering? Number of solids and patterns?

A. There are 32 styles – 21 solids and 11 fancy stripes.

Q. Where will this fabric be available?

A. During the introduction stage this fabric will be available only in Europe.

ABOVE The latest awning fabrics from Dickson-Constant feature nanotechnology that makes the fabrics self cleaning. Patrick Raguet, marketing director, reviews development samples.

MILES TALBOTT REDEFINING EVERY ROOM AS A 'LIVING ROOM'



Anyone who grew up in a traditional American household remembers the “living room.” It was the room with beautifully upholstered furniture where company was entertained and kids were strictly forbidden to enter.

The definition of “living room” is changing, however, thanks to forward thinking companies such as Miles Talbott Furniture, which has adopted an extensive line of Sunbrella® performance fabrics designed by home furnishing designer Joe Ruggiero.

“We are firm believers in Joe’s philosophy that every room in the house should be a ‘living room,’” said Jim Stokes, managing partner with High Point, N.C.-based Miles Talbott. “Our biggest challenge is education. People see our beautiful Sunbrella performance fabrics and keep asking is that really Sunbrella? Can I really clean it with bleach?”

A relatively new partnership with Joe Ruggiero and Sunbrella fabrics is just one of several strategic decisions that have driven steady growth for Miles Talbott since it was founded in 1993 as a sister organization to Michael Thomas Furniture.

“Miles Talbott was created to address a specific niche in the market – the starting point of the upper end and a more casual aesthetic,” said George Jordan, president of Miles Talbott. “We’ve earned a reputation for quality custom construction, responsive customer service and shorter lead times.”

Miles Talbott delivers 90 percent of all orders within 30 days and 40 percent within 15 days. Retail salespeople who phone the company can count on hearing a human voice.

“Not long ago, a salesperson called to check on the status of a glider ordered by a soon-to-be new mom,” said Chrissy McCormack, vice president of sales. “We worked with our plant



manager to be sure that the glider was delivered before the baby arrived.”

In the highly competitive furniture industry, Miles Talbott recognizes that quality, service and extensive custom design options are essential, but none of these alone will sustain leadership. It also takes creativity and risk tolerance to stay on top. This philosophy led to the partnership with Joe Ruggiero and Sunbrella fabrics.

“We wanted a creative and dynamic team for upholstered furniture, and we were blown away by Miles Talbott.”

Joe Ruggiero

“Joe called me on a Saturday on my mobile phone to talk about how we might work together,” Jordan recalls. “It was a big step for us to partner with Joe and Sunbrella, but the vibe felt right from the very beginning.”

Miles Talbott launched its first Joe Ruggiero furniture designs and Sunbrella fabrics collection in the fall of 2008 with 44-SKUs, which has since grown to 85. The company’s expansive 25,000-square-foot showroom in High Point provides the perfect venue to bring Ruggiero’s visions for Miles Talbott to life in frames and fabrics.

“We did extensive research for a licensing partner for upholstered furniture,” said Ruggiero, who has created the JR Collection of home furnishings that includes a Sunbrella fabrics line launched in 2002. “We wanted a creative and dynamic team for upholstered furniture, and we were blown away by Miles Talbott.”

The Miles Talbott, Joe Ruggiero and Sunbrella partnership is representative of many relationships that Glen Raven has formed throughout the furniture industry. Shared design aesthetics, focus on core values and commitment to quality and performance are assuring mutually beneficial collaborations.

“Our supplier base is critically important,” said Stokes, who joined Miles Talbott after a successful career with a Fortune 500 company. “We must have suppliers we can rely on. If I need a wood frame or fabrics shipped the same day, I have suppliers who can and will deliver.”

When asked about his strategy for the future, Jordan’s answer is “stay the course,” building on a commitment to quality, service and quick turnaround. Underneath a commitment to continuity is an entrepreneurial spirit open to new possibilities.

“Even though we have achieved double digit growth, we can never be complacent,” he said. “We are serving a great niche and we must be open to new ideas. When we decide to do something new, we truly embrace it as we have the Joe Ruggiero collection and Sunbrella fabrics.”

OPPOSITE PAGE (bottom) The Miles Talbott management team – left to right, Jim Stokes, managing partner; Chrissy McCormack, vice president of sales; and George Jordan, president, remain close to manufacturing operations in High Point. **BELOW** Home furnishings designer Joe Ruggiero is collaborating with Miles Talbott with fabrics and upholstery targeted to consumers who value design excellence combined with durability and easy care. Miles Talbott Sunbrella offerings range from top-of-bed to furniture and draperies.



WELLNESS: CHANGE WE CAN BELIEVE IN

BY SUSAN E. SANDERS, MS, MBA
LIFESTYLE CENTER PROGRAM MANAGER,
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“Stress resilience helps you boost your productivity when completing your ‘must do’s’ so that you have more time for your ‘want to do’s.’”

Susan Sanders



With the debate raging over healthcare reform, there is probably one point that everyone can agree on: the best way to reduce healthcare costs is to stay healthy.

Exercise, good nutrition and sufficient sleep are essential to good health no matter how the healthcare debate progresses. Even more important in coping with today's global turmoil is stress resilience. Stress resilience helps you boost your productivity when completing your "must do's" so that you have more time and energy for your "want to do's." Stress resilience, and resulting enhanced productivity, can be found in three dimensions of wellness: physical, mental and environmental.

Physical Fitness

Everyone is aware of the importance of healthy eating and adequate exercise, so let's focus instead on the importance of sleep. Sleep deprivation releases hormones that promote hunger. Research shows that if you sleep four hours or less each night, you are 75 percent more likely to be obese. If you are not getting seven hours or more of sleep each night, follow these tips.

Starting today

- No caffeine after 2 p.m.
- Remove anything with a plug from your bedroom. Bed lamps and alarm clocks are the only exceptions.
- Use the bedroom for sleep and intimate activities only. No eating, computing or helping kids with homework.
- Create a 15-30 minute routine before bed that does not include electronics (i.e. TV watching.) Wash up, choose clothes for tomorrow, read, write in a journal, lie down and close your eyes. A relaxation CD may help you doze.
- Talk to your doctor or check out Sleepfoundation.org for more information.

Mental Health

Are you productive or just busy? Stress can sap your productivity while devastating your body, leading to obesity and other health problems. When you are stressed your body reverts to prehistoric days. It does not know the difference between multi-tasking and being attacked by a pterodactyl. Your body releases calories to run or fight. Since neither is appropriate for multi-tasking, your body stores those calories, usually right around your waistline, resulting in obesity.

Starting today

- Do one thing at a time. Imagine how delighted people will feel when they have your undivided attention during a conversation.
- Do not e-mail anyone within five feet of your office; get up and go talk to them. Consider company-wide "Email-free Fridays." Why keep all the relief to yourself?
- Stop for two minutes each hour. Stand up, breathe deeply and stretch to the ceiling. Repeat three times. Set your Blackberry timer and escape to the bathroom if needed.
- Surf DrPeeke.com for more information.

Organized Environment

Average managers have 38 hours of unfinished projects on their desk tops, and the amount of paper has doubled since 1985 when we optimistically declared a paper-free future. Managing your environment can ease stress for you.

Starting today

- Give yourself permission to spend time getting organized. Can you afford not to?
- Create a someday/maybe file (paper, electronic or both). If you cannot act on an item in the next six months, put it out of sight.
- Set up 1-31 files and January-December files. You won't need that report until your meeting on the 9th, so file it in the 9th folder. You don't need those travel plans until May? Put it in your May folder. At the end of February, take 10 minutes to put the March's folder contents in the 1-31 files. If you have anything left in the 1-31 files, perhaps the someday/maybe or circular file is a better place.
- Search Napo.net for a professional organizer or tips.

Do not underestimate the impact of stress on your life brought on by the global recession. The effects of stress are cumulative and may not manifest themselves today, but they will some day and probably sooner than you think. Incorporate these suggestions today for a more stress-resilient life.

Susan Sanders is program manager for the Alamance Regional LifeStyle Center. Prior to joining Alamance Regional, Susan managed corporate fitness programs in Austin and Sherman, Texas, and at Duke University and Duke Health System. Susan and her husband, Paul, compete in triathlons.

GLEN RAVEN EMPHASIZING ASSOCIATE WELLNESS

More than 80 percent of all Glen Raven associates in the U.S. have joined the company's wellness program since it was launched as part of a new medical benefits package this year. Associates obtain lower premiums when they agree to a health risk assessment and follow wellness recommendations of a nurse practitioner.

"While the program is less than a year old, we can see that it is providing positive results," said Janice Burgess, Glen Raven wellness manager. "We have received numerous stories of how the health risk assessment has identified potentially life threatening conditions for associates, resulting in intervention just in time to prevent a serious incident."

In addition to health risk assessments, Glen Raven provides clinics at its North American locations where associates are

treated by nurse practitioners for every day health concerns. The clinics, also available to the spouses of Glen Raven associates, are making medical care more readily available at lower costs.

"So far this year, we have seen a significant reduction in our healthcare claims," Burgess said. "As a self-insured provider, these reductions are extremely important to us. We will continue to track results throughout the remainder of the year, but we are encouraged that health risk assessments and on-site clinics are a great combination to improve associate wellness and reduce the costs of our medical benefits."

PANTY HOSE CELEBRATES 50TH ANNIVERSARY

“That was the beginning of a revolution in the world of fashion, which eventually changed the life and design of the hosiery and undergarment trades, not to mention the comfort of every woman in the world.”

Passage from “The Raven’s Story”

It was an idea that Allen Gant, Sr. had been rolling around in his mind for several years, inspired by his wife’s first pregnancy. Why couldn’t someone manufacture a garment for women that was panty and hose combined into one?

With a decline in the full-fashioned hosiery market in the mid-1950s – a key segment for Glen Raven – the time was right for an innovation that would replace the lost revenue. Mr. Gant discussed the idea with the hosiery plant management team which set about finding a way to modify existing machinery to create the new garment.

“It took two days to...get everything ready...and put back on the machine...but the first one they turned out was far from what they had imagined,” according to “The Raven’s Story,” the official history of Glen Raven. “Within a week they had worked it out and could make a full-fashioned pair of stockings and panty into a single sheer waist to nylon garment.”

In 1959, Glen Raven applied for a patent only to learn that another company had also filed a similar application at about the same time, which meant that neither company would be granted exclusive rights. Undeterred, Glen Raven went to market with its new product under the trademark Panti-Legs®.

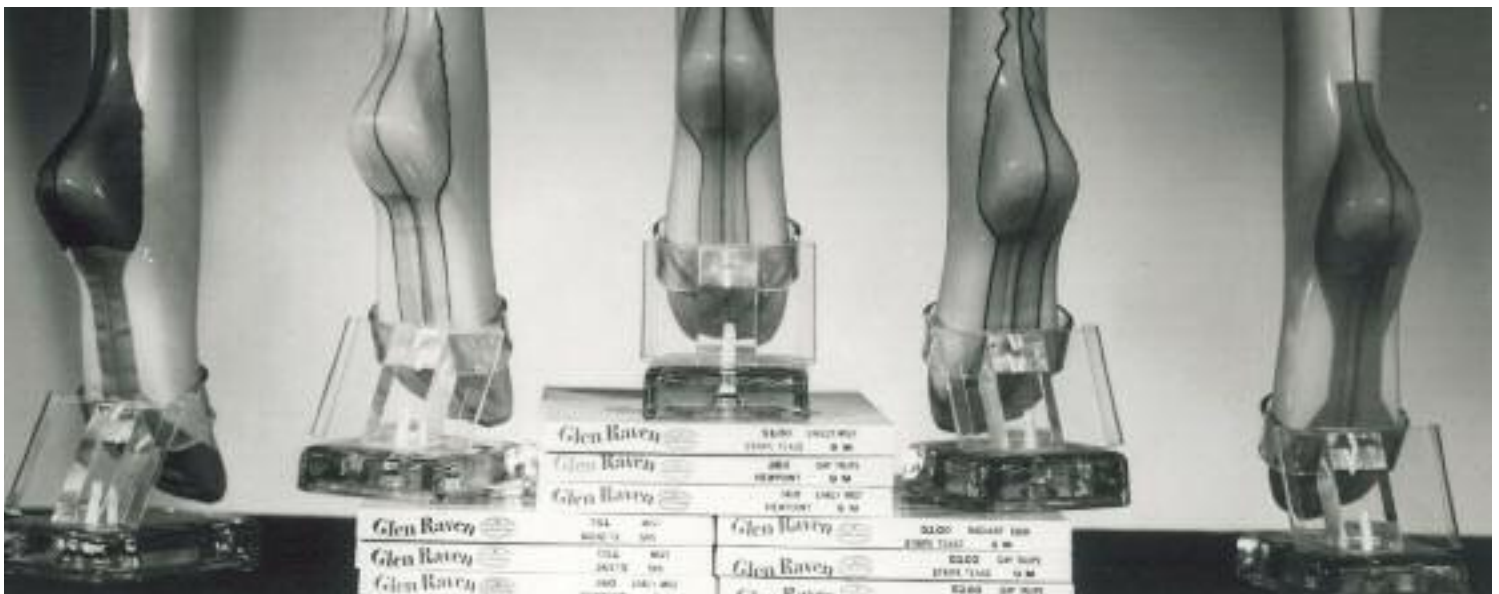
“That was the beginning of a revolution in the world of fashion, which eventually changed the life and design of the hosiery

and undergarment trades, not to mention the comfort and convenience of every woman in the world,” states a passage in “The Raven’s Story.” “Glen Raven could rightfully claim being as early as any other if not the first manufacturer in the world to make the product.”

Glen Raven’s Panti-Leg became a staple for women’s fashion and enjoyed sales success for many years, including rapid growth during the mini-skirt era of the 1970s. Glen Raven discontinued the manufacture of panty hose in mid-1990s because the product had become commoditized and was no longer profitable.

“Our company is a completely different organization than we were in 1959 when my father and his team invented the first panty hose,” said Allen E. Gant, Jr., president of Glen Raven. “Recognizing this milestone is important, however, because it illustrates a spirit of innovation that began in 1880 with our founding and continues today.”

BELOW While fashion hosiery was the mainstay of Glen Raven for many years, markets began to contract in the late 1950s, inspiring the invention of a new offering – panty hose. **OPPOSITE PAGE** Glen Raven launched its “Panti-Legs” brand of panty hose in 1959 and continued as a leader in the market until the early 1990s.





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Issue No. 9 | Winter 2009

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