

RAVEN

Summer 2022 | No. 34



Leib Oehmig
CEO

No matter where you call home, we are witnessing extraordinary historical events unfolding across the planet. From the resurgence of COVID-19 to rising inflation and supply chain disruptions with no clear end in sight, these global crises continue to be at the center of our world every day. This is why we must work together to meet our business goals. Glen Raven is defined by the very essence of innovation, including the innovative thinking necessary to respond to the unexpected, and we have redoubled our efforts to provide our customers with purposeful work that makes a difference.

Take, for instance, The Bed Swing in the Lowcountry of South Carolina. In times as stressful as these, there is perhaps no better setting to take a breather than in your own outdoor bed swing. Even better, the experience includes the style and performance of Sunbrella® fabrics. Read on to learn how Sunbrella brings The Bed Swing's customers' vision to life and the foresight required to keep the company ahead of growing customer demand.


One hundred years ago, you wouldn't necessarily use "purposeful innovation" and "windows and doors" in the same sentence. But today we do. Pella Corporation, a privately held window and door manufacturing company, does more than create. It exceeds customer expectations with window and entry doors for every project — and a North Carolina-based branch of Pella relies on Glen Raven Logistics to get the job done. As the owner confirms, the partnership has kept products moving across a two-state distribution network, and GRL is instrumental in helping Pella navigate supply chain challenges that continue to grip our economy.

Not many people can say they've witnessed nearly a century's worth of change in the awning industry — but Bob Cole can. Cole, who turned 100 this summer, is the legendary chairman of the board of Goodwin-Cole Company, Inc., Northern California's top awning and pergola builder. A Trivantage® customer, Cole's company has been producing canvas and related products since before the turn of the 20th century, and it has thrived since, as Cole notes, because reinvention is inherent in his family business.

When it comes to boat protection, Shoretex Products has you covered. The company's owners both grew up on the water and know how critical shade is to keep the sun at bay, especially in Minnesota, the company's home and the land of 10,000 lakes. When Shoretex needed a lightweight fabric that offered superior water repellency and abrasion resistance, they turned to Trivantage. The result? Hydrofend® marine cover fabric, a Glen Raven product they describe as "flawless" and as the photography that accompanies this profile attests.

Finally, we take a look at Glen Raven's purpose as an organization and what it means to you. Our goal as a company is to help our customers reach their goals, and our associates, who are nimble, quick thinkers and demonstrate can-do attitudes that are laser focused on results, are doing just that. Read on to learn how our journey to become a more purpose-driven company is made possible by weaving connections that keep the world spinning.

Glen Raven is rooted in innovation, and after reading this issue of Raven, I think you will agree that our customers are too.



Hydrofend marine cover fabric, a solution-dyed polyester provided by Trivantage, checks all the boxes for Shoretex Products, Inc. | Page 14

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There's no better setting to take a breather than in your own outdoor bed swing, and with the lazy days of summer passing by, count on The Bed Swing to add a dose of style and function.

Take a



Breather



The Bed Swing With Sunbrella

There's no better setting to take a breather than in your own outdoor bed swing. In the Lowcountry of South Carolina, Martin Shuler, owner of The Bed Swing, offers homeowners the perfect combination of style and relaxation using Sunbrella® fabrics for his designs. The company operates as an online shop, building custom-made bed swings to suit a variety of style and space requirements.

Growing up on a dairy farm in South Carolina, Shuler would often help build barns and fences. While those experiences allowed him to gain firsthand craftsmanship experience, his true passion for furniture design stemmed from bed swings he saw on a vacation in the Caribbean.

"I remember going on vacations in the Caribbean and seeing bed swings," Shuler said. "When I saw them, I thought, 'I could make that.' So, I started creating and experimenting with my own designs for friends and family and later developed my business."

Style and function are staples of The Bed Swing's brand. Since the conception of The Bed Swing in 2016, Sunbrella has been Shuler's go-to source for fabrics, offering a growing number of design choices to mix, match and customize.



"I predominantly use Sunbrella®," Shuler said. "They've done a tremendous job with branding, so the name speaks for itself."

"With so many colors and patterns, using the Sunbrella sample books helps me assess the best pairings," he continued. "Agra Indigo is one of my favorites because of the reversible white and blue leopard print. It doesn't leave it open like some fabrics that don't allow you to use the reverse side because of the thread structure. Other fabrics such as Echo Ash, Canvas Granite, Cast Lagoon and Gateway Mist have been very popular with our customers."

After Shuler and his customers discuss size, style and color scheme, construction starts with quality wood. "We use a lot of cedar and pine," he said. "The pine has to be treated and kiln dried to sustain the elements, although cedar has a more natural tendency to resist pests and the elements."

"We select the best quality from whatever species we use," he continued. "And we do our best to use wood that is dried properly with low moisture content so it is more stable when it is a finished product and hung on porches."

The bed swings are then outfitted with the homeowner's choice of rope, chain, shepherd hooks or stainless cables. Mattress cushions and pillows complete the overall look,

he says, adding instant appeal and long-lasting comfort. "I think our designs and attention to detail separate us from other companies," Shuler said. "We fully assemble everything, whereas most other companies will require some assembly."

Shuler says he enjoys crafting custom bed swings because of the relationship he develops with customers. To bring their vision to life, he draws inspiration from their personal tastes and design goals.

"I love talking to customers and helping them get the look and feel to get their backyard sanctuary exactly like they want it," Shuler said. "With our designs, I've tried to mimic the quality standards that Sunbrella has and infuse them into my business."

In a competitive market, Shuler credits not only his company's creative designs but also his team's meticulous attention to detail as standout qualities. In looks that range from clean and modern to charming and rustic, the company bridges the outside world with a home's interior. Committed to providing the best quality and design for his bed swings, Shuler hopes to expand his outdoor design fabrics in the future.

On the web at thebedswing.com.



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—MARTIN SHULER
Owner of The Bed Swing







BRINGS PURPOSEFUL INNOVATION TO CUSTOM WINDOWS AND DOORS

Lee Way had been working for Pella Windows & Doors of North Carolina and Southwest Virginia for 11 years when he took ownership of the company. The windows and doors market was brimming with potential, and Way, who served as general manager until 2019, was committed to continuing the company's rich heritage of innovation, service and design excellence.

Founded in 1925 and based in a small Dutch community in the heartland of Iowa, Pella Corporation is a family-owned business in the windows and doors industry with 17 manufacturing facilities and more than 70 distributors across the U.S. The company was founded when husband-and-wife team Peter and Lucille Kuyper invested in a new product: a window screen that rolled up and down like a shade. The investment led the couple to start Pella, and shortly after, a distribution network formed with the North Carolina and Southwest Virginia branch emerging in 1953.

"Pella Windows & Doors of North Carolina and Southwest Virginia are headquartered in Greensboro, North Carolina," Way explained. "In the three years that I've owned it, our business has more than tripled in size, and I couldn't be any more fortunate to have come in when I did. We've evolved to rapidly change with market demands, which is a unique position to have for a company that will celebrate its 100th anniversary in 2025. The Pella Corporation is still owned by the Kuyper family, and they're very excited about the upcoming anniversary."

Pella is focused on the concepts of quality, durability and sustainability. With a problem-solving mentality, the company goes above and beyond to solve pain points for designers, homeowners and building professionals, including

conducting extensive customer research and testing their products to ensure their products withstand the test of time.

"We found that one of the most common complaints you hear from architects is, 'I designed this pretty window, and there's that ugly screen blocking the view.' In the last few years, Pella has gotten incredibly innovative," Way said, referring to Pella's new Hidden Screen product that mimics their renowned Rolscreen® technology for vinyl window frames. "They have a lab where they do nothing but create, and I'm always super impressed when I walk in there and see that they've storyboarded everything and come up with some really game-changing solutions in the marketplace."

At Pella, innovation is a never-ending pursuit. In 2021, the company introduced the Easy-Slide Operator, a window hardware designed as an alternative to traditional window cranks for operating casement and awning windows. The hardware, slim and sleek in design, can be used with the same easy motion as dimming the lights with a dimmer switch. According to Chad Chimiak, vice president and general manager, the product is one of many examples of how Pella leads the charge in innovation.

"It allows the window a much smoother operation," Chimiak said, emphasizing the parallels between the smooth operation of his company's products and how the company is run. "We also offer internal installation services, which has improved our relationships between builders, homeowners and even our logistical partners as deliveries are smoother handoffs."

Pella Carolina has invested in its workforce and logistical capabilities, including partnerships, to deliver a great



We transitioned about five years ago from being a window company that sells a window to trying to provide an experience to our customer.

—LEE WAY

Owner of Pella Windows & Doors of North Carolina and Southwest Virginia



experience — from ordering to installation — as the company grows and scales upward.

“We transitioned about five years ago from being a window company that sells a window to trying to provide an experience to our customer,” Way echoed. “This includes service before, after and during the sale.”

During the same year the Easy-Slide Operator product was introduced, Pella Corporation faced challenges with finding reliable transportation for shipping. The company needed a solution to make the logistics process more efficient and turned to Glen Raven Logistics, an independent, full-scale transportation and logistics solutions provider owned by Glen Raven, Inc., to get the job done.

“Pella Corporation needed more companies doing transportation, as there was a shortage and a more pressing need for reliable transportation, and GRL fulfilled that need,” Way said. “At the same time, our location was having frequent issues with logistics. In some instances, third-party services were calling and saying they were going to be here and then not showing up on time or sometimes unannounced. So the reliability of GRL is a huge benefit for us.”

GRL has its own fleet of trucks and trailers, including a trailer pool to enhance operational flexibility for its customers. For Pella, it has served as another great benefit, giving the team ultimate peace of mind.

“We’re so busy that we’ve outgrown our current building,” Way said. “While we’re in the process of trying to build a new location, we’ve had to expand to another warehouse down the street.”

“Without the ability to have trailers from GRL, we’d come knocking on your door asking to store windows in your bedroom,” he joked. “Truly though, Glen Raven is solutions-oriented, and they help us find a way to solve whatever problem we throw their way.”

With GRL, Way said they have not only consistent and on-time transportation but also a trustworthy partner who has the tools and resources that allow Pella to serve its larger customers.

“We have a customer who at one time wanted a delivery once a week at a tractor-trailer load level,” he said. “We don’t have the ability to provide that, so our alternative would have been to go out and hire a Class A driver, buy a truck and buy a trailer. Having GRL allowed us to avoid taking those extra measures and retain that customer, who happens to be twice as big as our next-largest customer. We wouldn’t have them if it was not for GRL.”

From the Outer Banks to the Blue Ridge, Pella Carolina has seen tremendous growth over the years. And Way, born and raised in North Carolina, said he looks forward to what the future holds.

“With the growth Pella Carolina has experienced in the last five years, I would love to have more opportunities to partner with Glen Raven” he said. “Our success is defined by our culture and by the people we hire. We’re going to continue to grow in the space that we’re in, offering a wider variety of installation services and service packages to homeowners. The window and door market is exploding, and our growth potential is infinite.”

On the web at pellabrand.com/north-carolina.



**Having GRL
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that customer.**

—LEE WAY

Owner of Pella Windows & Doors
of North Carolina and Southwest Virginia



(Left to right) Joe Adamy, welder; Bob Cole, chairman; and Chuck Kaiser, awning hanger. Cole, who turned 100 this summer, joined Goodwin-Cole more than 70 years ago, while Adamy and Kaiser joined in the early 1980s.

GOODWIN-COLE:

A Tradition of Reinvention

From backyard patios to storefronts, Goodwin-Cole has manufactured residential and commercial shade solutions to deliver a full season of comfort for more than a century. The company, formerly known as Carnie-Goodwin-Pendleton Co., was founded in 1888 in Kansas City, Kansas. In 1920, the company migrated west to Sacramento, California, where Bob Cole became a partner with Tom Goodwin and renamed the business Goodwin-Cole.

With a focus on quality sales and service, Cole has built upon Goodwin-Cole's history of versatility to foster not only longevity but also success in the industry. In his early teens, he worked at the company's Fresno site, folding cotton pick sacks and driving trucks for \$0.25 an hour. He later accepted a job as a salesman at the Sacramento site in 1948 and gained sole ownership in the early 1980s.

"Our number one endeavor is always to give excellent service," Cole said. "We've had challenges in the business, but by and large, we have very satisfied customers."

Today, reinvention is inherent in the company. While awning and canopies have made up most of the company's product line since its inception — from covering animal-drawn wagons in the 19th century to designing a tent covering for the Stanford Stadium press box and aerial drones for the U.S. Air Force — Goodwin-Cole's inventory now includes additional products, including automated shade systems, truck tarps, metal awning, and custom indoor and outdoor coverings.

"We've adapted to the current era," Cole said. "When synthetic fabrics were introduced to the market in the 1940s and 1950s, it transformed our industry and became the bulk of our business."

Custom outdoor coverings are a staple at Goodwin-Cole.





Now, we've expanded our product offerings to meet the growing needs of our customers, with a goal of being the best awning shop in the U.S."

In his lifetime, Cole, who turned 100 this summer, has seen demand for awnings rise and dwindle as the need for shade solutions pivoted when air conditioning became more popular after World War II. Since then, demand has returned as more people have recognized their energy efficiency benefits, protection and design appeal. While many things have changed over the years, one thing that prevails is Goodwin-Cole's commitment to customer satisfaction.

"Back in the day, if you had a five-story building with 100 apartments, those apartments that faced south and west would need awnings because there was no air conditioning," he said. "They had fans, but if you put the awning on the outside window, that would take the



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service.**

—BOB COLE

Owner of Goodwin-Cole



sun off the window. So, awnings were very popular for our business in those days, and we manufacture quality products to meet the needs of customers to this day."

Housed in a 17,500-square-foot building in Sacramento, Goodwin-Cole operates with a team of 25 employees. General manager Scott Pierce leads day-to-day operations, with Bob Cole serving as chairman of the board and his son, Dan Cole, as president.

The father-son duo credit quality products and good service for their business's success, including from suppliers like Glen Raven, who has served as a partner of Goodwin-Cole since Bob Cole joined the company more than 70 years ago.

Goodwin-Cole offers a wide range of Sunbrella® fabrics for its custom awnings, indoor and outdoor roller shades, shade sails and more. The indoor and outdoor performance fabrics are designed to maintain beauty and durability through elements of harsh weather and UV damage. This, the Coles said, is what helps make their products stand out.

"The product has got to be a good product, but the service makes the difference," Bob Cole said. "We've known the Gant family since the very beginning. Even still, Glen Raven is the leader both with products and with service in our industry. Their fabrics are some of the finest in the world."

"Our customers love Sunbrella fabrics," Dan Cole echoed. "And when you look through that sample book

of all the different colors you can have, it's what really makes a living room or a backyard sparkle."

The same tradition of reinvention from which the company was founded is not the only secret to Goodwin-Cole's tremendous success. For these two men, quality products and service start with building strong partnerships.

"The people we deal with, the service and the quality of the product makes our job a lot easier," Dan Cole said. "The industry has substance, continuity and strength because of Glen Raven and the powerhouse they are. They're a catalyst for making companies like ours successful. It helps our company and our reputation to have such a great product line that starts with people who are kind, smart and helpful. And that's exactly the kind of people who make up Glen Raven."

Rooted in a spirit of innovation, Goodwin-Cole is focused on creating world-class textile products, with nearly every project starting from scratch and tailored to suit the customer's exact specifications. Along with Sunbrella, the Coles also credit support from Glen Raven's distribution subsidiary, Trivantage®, as a critical part of their company's longevity.

"We use Trivantage fabric for our shade sail products," Dan Cole said. "It's durable, long-lasting and stays beautiful through harsh weather conditions. Our customers love that quality in the fabric."

On the web at goodwincole.com.



Shoretex

Shade Critical to Keeping Sun at Bay

During the hot summer days, boating adventures flourish in Minnesota's waterways. The land of 10,000 lakes is renowned for its boating culture, leading the nation in the number of boats per capita. For those who call Minnesota home, including residents who like to cruise the largest waterfront lake in the world — Lake Superior — shade is critical to keep the sun at bay and their boats protected.

Since 1989, Shoretex Products, Inc. has designed and manufactured quality and durable marine canvas products. The idea for the company came when Shoremaster, a waterfront equipment company that specializes in docks and boat lifts, purchased a small canvas shop with the intent of building their own canopy tops, developing Shoremaster Fabric Division. In 1991, the idea to produce

boat covers introduced the company to the marine canvas market in west-central Minnesota, forming what is now known as Shoretex Products, Inc.

Today, the company is co-owned by Sharon Heifort and Bill Kasper, who were employees of Shoremaster Fabric/Shoretex for 25 years before purchasing the company. Based in Fergus Falls, Minnesota, Shoretex manufactures custom boat covers and boat lift canopies for the original equipment manufacturer, brick-and-mortar marine dealers and online dealers.

"Sharon was involved with the finance side, and I was involved with sales and marketing," Kasper said. "We had been co-workers for 25 years and having worked as long as we had in the business, we knew the learning curve."



These past couple of years, sales have been off the charts due to people wanting to be outside.

—BILL KASPER

Co-Owner of Shoretex Products Inc.

Kasper and Heifort purchased Shoretex Products Inc. in 2016. Born and raised in Minnesota, the owners combined their experience and shared love for the state's boating culture to strengthen the company's foothold in the marine canvas industry.

"We both grew up near water," Kasper said. "Our county, in particular, has more lakes in it than any county in the U.S., so we were blessed when the glaciers came through and left us with a bunch of water. From fishing and skiing to pontooning and ice fishing in the winter, it's all second nature for us."

Shoretex recently celebrated 32 years in the marine industry. In its lifetime, the company has braved several challenges in the industry, including the COVID-19 pandemic. While boating was popular before the pandemic, demand skyrocketed for products including boat covers as people gravitated toward outdoor activities such as boating.

"The marine industry has flourished in the last few years due to COVID-19," Kasper said. "We've been growing steadily since taking ownership, but these past couple of years, sales have been off the charts due to people wanting to be outside. The marine industry hasn't taken a step back, and we see several more years in it."

Dedicated to providing the best products for its customers, the company has been a partner with Glen Raven for more than 15 years. Most recently, Shoretex added to its inventory Hydrofend® marine cover fabrics, a solution-dyed polyester provided by Trivantage®, Glen Raven's distribution subsidiary.

"We wanted a lightweight fabric that had good water repellency and abrasion resistance, was heat sealable and didn't fray," Heifort explained. "Hydrofend checks all of the boxes."



Hydrofend marine cover fabrics balance high water resistance with breathability.





"Hydrofend has been flawless for us so far," Kasper echoed. "The customers really like the lightweight nature of the fabric because it's easy for them to put on, take off and store. It also offers a really nice, rich look, and customers gravitate toward that to spruce up their lakefronts."

Shoretex custom boat covers are crafted specifically for each model. The company uses computer-aided design, automated cutting, heat welding and many different types of sewing machines to ensure the covers fit just right. Kasper and Heifort say the company's pattern library traces back more than 30 years, and they update their inventory consistently to keep pace with the boating industry's growing demand.

"From a manufacturing side, our employees love using Hydrofend because it's easy for them to move around, get under the sewing machines, carry and fold," Kasper said. "It's a big difference from the heavier vinyl and other materials that we offer."

Since becoming co-owners six years ago, Kasper and Heifort have seen the same commitment to quality products and service reflected in the Shoretex-Glen Raven relationship.

"We've got a really great, solid relationship with Trivantage/Glen Raven, and they've been so responsive, especially in the last couple of years when supply chains have caused a lot of ripples," he said. "They've always been serviceable and have really stood up and helped us along."

On the web at shoretexfabric.com.



In 2022, we
continue our
journey to become
a more purpose-
driven company
by weaving
connections that
keep the world
spinning.

—LEIB OEHMIG, CEO

Glen Raven's Purpose

At Glen Raven, no matter how big or complicated the world seems, what keeps it spinning is the life that happens in the everyday moments. From the moments of connection each of us spend at home with family or neighbors to the work we create together with colleagues and customers, Glen Raven's products and services help weave the experiences at the heart of everyday life.

The innovative solutions offered by Glen Raven bring comfort and relaxation and enable people to express their unique style. We are focused on solutions that provide protection and safety or that help build the roads and bridges that connect our communities. Customers count on Glen Raven to understand their needs and bring together the knowledge and tools that will turn their creative vision into reality.

At its core, Glen Raven is committed to nurturing and strengthening the infrastructure that connects us all and moves the world forward. We can do this because we keep our eyes on what's next, and we bring together the people, ideas and resources to make what's next possible for our customers. As we chart Glen Raven's future, we have reflected over the past year on the core of who we are and what makes us a truly unique and special organization. We have revisited our roots in the past and our long history of success. And we talked with people from across the company — at all levels, in all locations — about what they think makes us special. From that history, we have defined a North Star to guide every decision we make to carry us into the future.

For our customers, we want to share our "why," or the purpose that guides us and reminds us of the important and impactful role we play in the lives of the people and communities that our products touch every day. We are also sharing the values and guiding principles that have always defined us. We must be dedicated to upholding them; otherwise, we would no longer be Glen Raven.

We invite you to pause and reconnect with what your partnership with Glen Raven means. We ask you to commit to helping us live our purpose and principles to the fullest every day, and we'll do the same for you. Because we all have the privilege of leading an industry that, more than any other in the history of human civilization, has continually paved the way for the world to weave a richer tapestry of life.

A handwritten signature in black ink, appearing to be 'LO'.

Leib Oehmig, CEO

OUR GUIDING PRINCIPLES

WEAVING CONNECTIONS THAT KEEP THE WORLD SPINNING

Heart for People

Glen Raven shows kindness and embraces difference. At all times. Even when we disagree, we recognize the humanity of each other and the dignity that every person deserves. We trust the good intentions of one another. We are respectful. We care.

"The notion of caring. That is something you feel. No matter where you go, people care about who you are and what you do. They do the small things with employees. We want people to have the feeling that we are here for the long term and the security in that."

—Patrick Raguet, Dickson®

Drive to Improve

Our unending drive to improve and enthusiasm for solving problems allow us to stay ahead of the changes around us. We protect and nurture the freedom to dream, encourage opportunities to develop and allow for the lessons that failure may offer.

"We are constantly exploring, studying, testing, trying to understand the latest technologies and how that might reflect in new products. That's also reflected in our manufacturing facility."

—Patti Bates, Glen Raven Technical Fabrics



LIVING OUR PURPOSE



Your Voice

We want to hear your voice. For more information on our purpose initiative and how it extends to you and your business, or to share a story of working together or a new idea to move your business forward, please contact your Glen Raven representative.

Thank you for your partnership.

We Get After It

At Glen Raven, we are self-starters and hard workers. If a problem needs solving, we know we can figure it out. As individuals, we have the confidence and belief that we can make a difference. We bring our ideas to the table, and we are not afraid to be advocates, as well as associates, when we know those ideas are important.

"Culturewise, you work hard, you get the job done. Most people will juggle a lot of responsibilities, more than their job description states. What matters is just getting things done."

—Katelyn Bell, Trivantage®

It's Not About Me

We are quick to jump in, collaborate and support one another. While we all want to be involved and make a contribution every step of the way, we recognize it is about the whole, not any one piece.

"At the core, everyone is very passionate about being here and about what they do. Everyone, no matter your role, contributes to the conversation. We really believe in collaboration. Everyone has a different perspective. Everyone feels listened to. As a growing company, we are trying to figure out how to preserve that."

—Esther Chang, Glen Raven Custom Fabrics

All-In on Doing It Right

As a company and as individuals, we are committed to doing everything we can to be the best that we can. We go above and beyond when it is the right thing to do for Glen Raven, for our co-workers, for our customers. We do the right thing for the right reasons, even when no one is watching.

"We really do have partnerships rather than customers, and we operate totally in sync with them. Our sales teams talk to their sales, our service talks to their service, our development teams talk to their development teams. It is total coordination across the board. Those customers don't operate like that with anyone else."

—Mia Alberto, Glen Raven Technical Fabrics

We Take the Long View

The longevity of Glen Raven is a testament to our focus on the big picture and our priority of achieving long-term value over short-term gains. We are always learning and always looking forward.

"Right now with the back-order situation due to COVID-19, within four months, we're building two facilities, adding more than 70 looms in South Carolina, new spinning plant in Burlington, 40 looms at GRA. We're gonna build capacity so this never happens again."

—Allen Gant III, Glen Raven, Inc.



LIVING OUR PURPOSE



Glen Raven is committed to weaving connections that keep the world spinning, and that commitment extends to our customers.

We believe that being a weaver is everyone's job; being a weaver is a state of mind. At Glen Raven, we are weavers of the connections — between people, ideas and resources — that help to strengthen the infrastructure of life and move the world forward.

We take the time to connect on a personal level with the people and communities we touch.

We work to anticipate and understand what our consumers and customers need.

We actively connect ideas and promote collaborative thinking.

We design products that help to create spaces for bringing people together.

We connect art and science, so people can express their unique sense of style and trust in the comfort and durability of our products.

We combine performance technology with technical workplace solutions that protect people, so they can safely do the jobs that help keep our communities going.

We keep an eye on what the world needs next.

We sew together the supply chain to deliver high-quality solutions.

We take a holistic view: We bring together the products, tools and resources our customers need.

We communicate transparently with our customers and partners.

We are a thought partner, a resource, a designer and an advisor — our customers can trust us to share our expertise.



Glen Raven Global Locations

GLEN RAVEN, INC.

- Corporate Office
Burlington, NC
336.227.6211
- The Link
Burlington, NC
336.227.6211
- Altamahaw Conference Center
Altamahaw, NC
336.227.6211

GLEN RAVEN ASIA

- Corporate Office/
Manufacturing Plant
Jiangsu Province, Suzhou
86.512.6763.8151
- China Sales Office
Changning District, Shanghai
86.181.1615.3195

GLEN RAVEN CUSTOM FABRICS, LLC

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Burlington, NC
336.227.6211

- Anderson Plant
Anderson, SC
864.224.1671

- Burlington Plant
Burlington, NC
336.227.6211

- Norlina Plant
Norlina, NC
252.456.4141

- High Point Showroom
High Point, NC
336.886.5720

- Burnsville Plant
Burnsville, NC
828.682.2142

GLEN RAVEN TECHNICAL FABRICS

- Corporate Office
Burlington, NC
336.227.6211

- Showmut Park Avenue
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336.229.5576

STRATA SYSTEMS, INC.

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800.680.7750

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91.992.043.2001

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Wasquehal, France
33.320.45.59.59
- Dickson-Constant Italia SRL
Gaglianico, Italy
39.015.249.63.03
- Dickson-Constant GMBH
Fulda, Germany
49.661.380.82.0

- Dickson-Constant Nordiska AB
Frölunda, Sweden
46.31.50.00.95

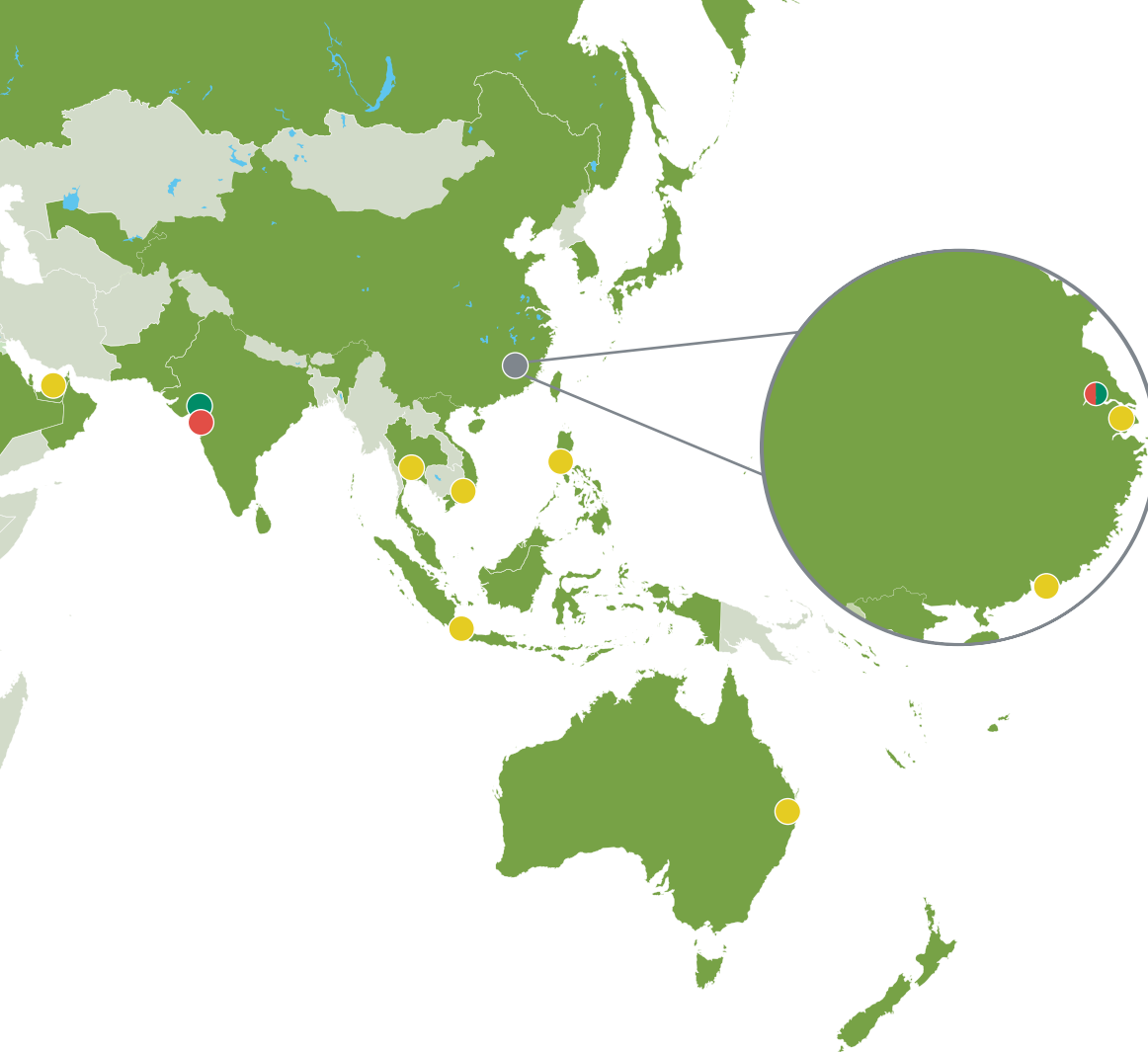
- Dickson-Constant España
Barcelona, Spain
34.93.635.42.00

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- South America Sales Office
Montevideo, Uruguay
59.89.9209.219
- Vietnam Sales Office
Ho Chi Minh City, Vietnam
84.906.397.888



GLEN RAVEN®

Glen Raven, Inc.
1831 North Park Avenue
Glen Raven, NC 27217
336.227.6211
glenraven.com

- Corporate
- Manufacturing
- ● Corporate/Manufacturing
- Distribution
- Sales/Service
- Logistics
- Countries Sold Into

- Indonesia Sales Office
Jakarta, Indonesia
6221.8066.9600
- Office 8
Burleigh Heads, Queensland, Australia
61.(0)4.3299.5334
- Thailand Sales Representative
Bangkok, Thailand
66.81.751.1447
- Hong Kong Sales Representative
Hong Kong
852.6850.4459
- Philippines Sales Representative
Manila, Philippines
63.908.958.8404
- Turkey Sales Representative
Kadıköy/Istanbul, Turkey
90.533.600.88.79
- India/SAARC Sales Representative
Mumbai, India
91.961.953.64.55
- Middle East Sales Representative
Dubai, United Arab Emirates
971.5.09519006

GLEN RAVEN LOGISTICS

- Corporate Office
Altamahaw, NC
800.729.0081
- Mexico City Terminal
Mexico City, Mexico
011.525.55.561.9448
- New Jersey Terminal
Ridgefield, NJ
800.729.0081
- California Terminal
Riverside, CA
800.729.0081
- Texas Terminal
Laredo, TX
800.729.0081

TRIVANTAGE

- Corporate Office
Burlington, NC
336.227.6211
- Distribution Center
Mebane, NC
877.540.6803

- Distribution Center
Irving, TX
800.786.7610
- Distribution Center
City of Industry, CA
800.841.0555
- Distribution Center
Miami, FL
800.786.7605
- Distribution Center
Austell, GA
800.786.7606
- Distribution Center
Middleburg Heights, OH
800.786.7601
- Distribution Center
Maryland Heights, MO
800.786.7603
- Distribution Center
Somerset, NJ
800.786.7602

TRICAN CORPORATION

- Distribution Center
Mississauga, Ontario, Canada
800.387.2851

TUNALI TEC

- Cuernavaca
Jiutepec, Morelos, Mexico
800.00.88.6254
- Guadalajara
Guadalajara, Jalisco, Mexico
800.00.88.6254
- Cancún
Cancún, Quintana Roo, Mexico
52.998.279.3502