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MANUFACTURING T O D A Y

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FurnitureToday

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2018



BEA RAPIDCLIPS

A squeaky problem leads to an innovative solution



The best inventions are created when someone sees a problem for which there is no solution. That was the case with BeA's RapidClips, which are used to apply sinuous springs, giving furniture manufacturers a way to improve the quality of their products while increasing factory productivity.

It started in 1988, when German innovator Reinhard Roick grew annoyed by a squeaking sofa that he had purchased recently. Observing the factory service technician repair the problem – Roick saw the underlying issue: metal clips were rubbing on metal springs. Replacing the clips, as the technician was doing, would not permanently eliminate the squeaking.

Soon, Roick developed his first compound clips – the RapidClip.

Eliminating Squeaks, Increasing Productivity

Today, more than five billion RapidClips have been installed, and though they meet their originally intended goal of eliminating squeaks, their benefits go far beyond that.

Another key benefit of RapidClips is appreciated by manufacturers: worker safety and productivity. Operators who install RapidClips will not cut their hands on the material. This keeps workers safe and eliminates lost time due to injury.

Finally, once installed, RapidClips stay in place and do not deform. In the past, manufacturers faced the issue of metal clips coming off, bending or deforming during the handling process, requiring them to be discarded. RapidClips do not deform, and stay in place once installed.

Innovative Design

RapidClips are able to offer this kind of performance because they're designed differently than traditional metal clips.

Where metal clips are mounted to the outside of spring rails, RapidClips are affixed to the inside of the rails, which means that shorter springs can be used, which is an immediate

cost-saving measure. A one-inch reduction in spring depth adds up quickly.

Further, the RapidClips' unique profile allows them to snap the spring into place permanently by simply inserting the spring into one clip, and pulling it across to snap it into the second clip. There is no more need to close the clips with a hammer or staple gun, which increases process speed dramatically.

To help manufacturers realize the benefits of RapidClips more easily, BeA offers a manual staple gun, as well as fully automatic machine that requires minimal operator supervision.

Made in Germany, the SMUA-EX machine applies a clip every 1.6 seconds, and can be programmed to save over 1,000 different rail styles. Its hopper holds thousands of RapidClips, while an industrial BeA Autotec stapler reliably shoots two staples per clip.

The machine is smart enough to be able to account for warps and imperfections in the wooden rail material. The SMUA-EX adjusts to these imperfections and constantly moves to present the rails perfectly aligned for the application of the RapidClips. No more waste of rails.

All the operator has to do is to load rails into a magazine, select the program and enter the number of rails required. Everything else happens automatically.

For more information about RapidClips and the SMUA-EX machine, visit: www.beafastenersusa.com.

Rapidclips Are Made Out Of A Proprietary Compound Material That Will Not Break – To This Day There Has Not Been A Single Quality Complaint About Clips Breaking. In Fact, The Rapidclips Are Guaranteed To Not Squeak For Ten Years.



SCHNEIDER

One-stop solution to move furniture from manufacturing to the consumer's door nationwide



Manufacturers Need to Keep Pace with Consumer Expectations

When it comes to purchasing goods online, consumers' expectations have changed rapidly. Not long ago, consumers mainly bought smaller items online — books, electronics, household items — things that could be easily packaged and delivered through the mail or other small-package parcel carriers.

This online revolution not only changed the way people shop, but it also created expectations for fast, painless delivery. As consumers started buying large items online, including furniture, those expectations grew. When things go wrong in the shipping and delivery process, manufacturers bear the brunt of the blame from consumers. Damaged products, missed delivery dates and unfulfilled promises lead to costly returns and claims, negative online reviews and lost sales.

Today, manufacturers' shipping capabilities need to keep pace with increasing consumer demands.

A Single Shipping Source Specializing in Furniture

Typically, furniture manufacturers have relied on a cluster of carriers and providers to ship their goods, each of which specializes in one

particular stage of the supply chain. This has led to damage claims, dropped handoffs, and worst of all, unmet customer expectations.

Schneider's First-to-Final Mile service provides manufacturers in the furniture



industry an end-to-end solution to move their products from the port or factory to the home, and all points in between. With more than 80 years of experience in the transportation industry, Schneider engineers custom solutions to fit manufacturers' needs for the first mile, middle mile, last mile and any combination thereof.

Being a furniture delivery specialist, Schneider knows how to avoid product damage during shipment. That's why Schneider boasts a 99.3 percent claims free rate. As a single source for all shipping needs, Schneider dramatically

reduces instances of damage or missed connections due to fewer "touches" of the product. In addition to using professionally trained drivers to handle product, Schneider's terminals, loads and equipment are configured to minimize damage to furniture.

With a nationwide footprint of terminals, Schneider offers fast service to every zip code in the U.S., from the largest cities to the smallest rural towns. Real-time tracking allows manufacturers complete

visibility of their products' shipping progress, allowing the manufacturer to communicate clearly with vendors and more easily control inventory. The single source also makes shipping easy from an accounting and management standpoint. Schneider provides a single point of contact, and a single invoice, making it easy for manufacturers to manage their supply chain.

Protect Your Brand with a Proven Nationwide First-to-Final Mile Delivery Expert

Schneider offers the seamless end-to-end solution manufacturers can count on to protect their brand and deliver on consumers' expectations. Turn to Schneider for custom solutions for every stage of the shipping process, nationwide delivery capabilities and technology to provide the visibility you demand.



Furniture Factory Digital Transformation Offers Made-To-Order Manufacturing To Meet Millennial Demand and Much More

Millennials are changing everything, including the way furniture needs to be manufactured.

They are demanding higher levels of personalization and quality, as well as transparency throughout the purchase process. Compounding the challenge for furniture manufacturers, millennials are not willing to wait, expecting delivery as quickly as one to two weeks.

The good news is they're willing to pay for it, with the majority saying they'd spend \$100-\$299 more.

Making the Digital Transition

Meeting this demand for customization requires a new approach by manufacturers. They have to be faster, more precise, and more responsive, while still offering high levels of quality and differentiation. Industry 4.0 is a new approach that offers a concrete response to current and future consumer demands in terms of customization, speed and cost.

The benefits of an Industry 4.0 approach to manufacturing will extend to multiple areas. McKinsey & Company estimates that using industry 4.0 levers will allow manufacturers to:

- Reduce time to market by 20 - 50%
- Reduce maintenance costs by 10 - 40%
- Increase productivity by 3 - 5%
- And reduce total machine downtime by 30 - 50%²

This approach is a group of emerging and existing technologies that, when combined, have the potential to optimize manufacturing. Manufacturers in all industries are creating "smart factories" using automation, robotics, Internet of Things, cloud computing, and other cyber-physical systems. The "smart factory" can reduce time to market up to 50 percent, increase productivity up to 5 percent all while reducing maintenance cost and machine downtime between 10 percent to 50 percent, according to research from McKinsey & Company.

Transitioning to Industry 4.0 systems is particularly important for furniture manufacturers. In order to meet the new made-to-order

demands and the constant high pressure of quicker delivery timelines, furniture companies need to connect, integrate and provide more information throughout their production.

Cutting Room 4.0

One of the areas in which furniture manufacturers can optimize their production processes is in the fabric cutting room. By optimizing this process, furniture manufacturers can use materials more efficiently, speed up production, increase quality, and reduce time-to-market.

That's the idea behind Lectra's Cutting Room 4.0, a new digital platform solution that combines speed, automation, business information and cost savings. It was designed to help furniture manufacturers accomplish their digital transformations to better compete in today's market and transform for future demands.

The foundation of Lectra's Cutting Room 4.0 for made-to-order production is its digital platform. With direct ERP, MES and CRM integration, this platform digitally transfers customers' orders and information between IT systems and the cutting room automating non-value added tasks.

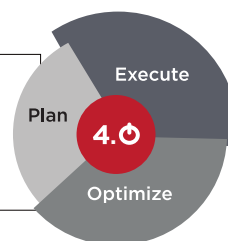
This digitalized, error-free data flow between people, processes and technologies supplies information that enables quick decision-making and real-time optimization. For manufacturers whose every order is different, Cutting Room 4.0 optimizes material planning by automating each step, from orders to offloading. The new platform features such modules as a Cutting Supervisor, Material Manager and Order Manager that automate and deliver timely and up-to-date production information.

The platform is accompanied by Virga®, a new single-ply fabric cutting solution. It optimizes cycle times for solid and patterned fabrics, allowing simultaneous loading,



Lectra Digital Cutting Platform

FOR MADE-TO-ORDER



scanning, cutting and offloading. On the fly pattern recognition and matching makes cutting time for patterned fabrics the same as for plain fabrics. To keep cost per cut piece low, a challenge in single-ply cutting, Virga's technology eliminates the need for paper or plastic, allows agile management of scraps and uses long lifespan consumables and spare parts.

Further optimizing manufacturers' cutting operations, Cutting Room 4.0 stores all information in the cloud, rather than on dedicated servers. This makes it easier for manufacturers to scale their operations to meet increasing demand, or decrease production if necessary.

By eliminating the boundaries between players in the value chain and improving the flow of information between them, companies will become more flexible, able to respond quickly to changing market conditions and customer needs. Industry 4.0 presents an opportunity to put customers at the center of the value chain, empowering companies to take advantage of technological advances to cost-effectively and efficiently bring furniture to customers faster, cheaper and with more customization options than ever before. All while allowing them to maintain profit margins.

For more information about Lectra's Cutting Room 4.0, visit: www.makeitwith.lectra.com.

MORGAN TECNICA SPA

Morgan Tecnica Brings Passion & Innovation to the Industry

Furniture manufacturers have many challenges in today's marketplace. Two that weigh heavily are controlling costs (and maximizing profit), and delivering products to market quickly.

Morgan Tecnica is dedicated to helping manufacturers with both challenges, through innovation, technology, and most of all, listening.

"We're great listeners," said Michael Rabin, President of Morgan Tecnica America, a subsidiary of Morgan Tecnica Spa. "We love learning from our customers, and our success is based on the knowledge we have gained working with them."

That knowledge has translated into some of the most innovative new technologies on the market, all designed to help furniture manufacturers optimize their processes and operate more efficiently.

One of those products is the new Ply1 single-ply cutting machine solution.

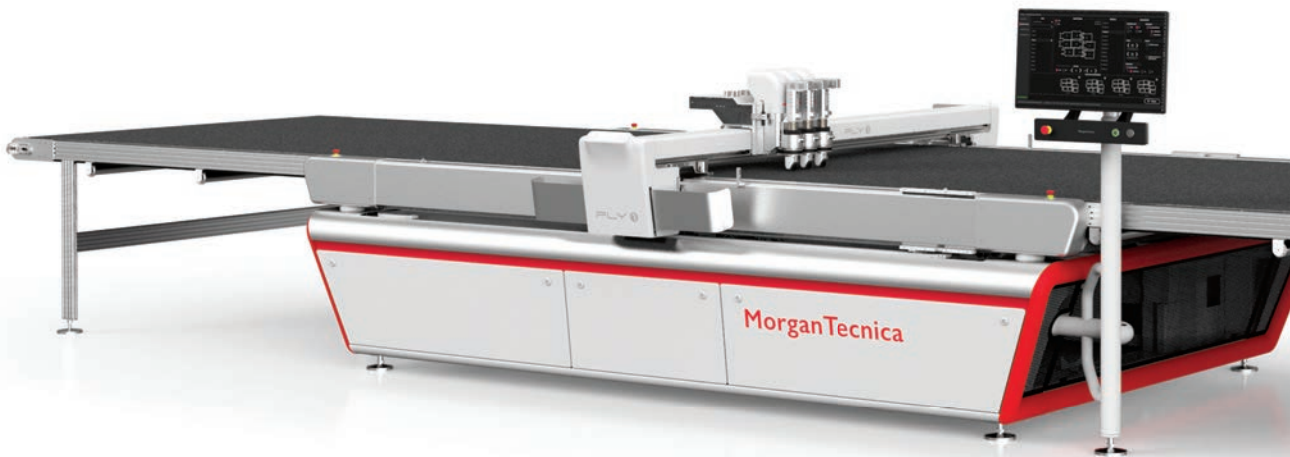
Speed & Efficiency

Combining high performance, maximum precision, minimal maintenance, modern design, and innovative software, the Ply1 is the fastest cutting machine in its category. More importantly, the Ply1 is a machine that meets the needs of large and small manufacturers.

Morgan Tecnica along with their local partners TST and United Sewing, offers an end-to-end solution meeting the needs and demands of today's manufacturer. Flexible in design and configuration, this solution is fully scalable and optimized to support the scale and growth of today's manufacturer.

Behind the machine is Morgan Tecnica's software, which helps manufacturers optimize their cutting room operations. With automatic nesting capabilities, cutting optimization, Morgan Tecnica software helps maximize fabric utilization, efficiency and operation. This makes it easier to plan material needs and usage when preparing customer orders.

But most of all, the Ply1 is fast. Its new technology includes new-generation linear motors, so the machine can cut up to 180 meters per minute, accelerating up to 3 Gs.



This increases output and allows manufacturers to get their products to market faster.

A Customer-Centered Approach

Like all Morgan Tecnica machines, the Ply1 comes with one of the longest warranties in the industry: three years. This warranty is a reflection of the company's philosophy of not relying on extended service contracts for revenue.

"Almost all of our revenue comes from the sale of our products," said Rabin. "Our success depends mainly on the quality of our products and our ability to bring the right solution to our customers. If we don't do a good job, people will hear about it."

That approach comes back to listening to their customers and bringing the best technology to them. "It's very important to us to make sure we're bringing something of value and substance to our customers," Rabin continued. "We focus on understanding their needs and helping them achieve their goals."

Rabin added that they've heard from customers that they don't want to be committed to long-term service contracts, but instead want to be autonomous. "They've invested in the equipment, not maintenance and support, so we give them that independence," said Rabin, referring to the flexible support options that Morgan Tecnica and their partners offer.

"We can and do support our customers, but they appreciate the opportunity to take control of their investment," he added.

Something Special and Exciting

Having recently celebrated their 10-year anniversary, Morgan Tecnica operates with the passion and exuberance one might expect from a young, Italian company. They are driven by a mission to find new, innovative solutions, whether that's in the products they deliver or the way in which they serve their customers.



ITALIAN INNOVATION AND TECHNOLOGY

Technology
that shapes
Ideas

PLY 1
SINGLE PLY CUTTING SYSTEM



Based in Adro, Italy, about an hour outside of Milan, Morgan Tecnica is a family-owned business. The company does all of its design and manufacturing in Italy, but has offices around the world to serve its diverse customer base.

The passion with which the company was started by two prominent Italian families permeates the entire organization.

“Everyone who works here brings their best effort to work every day,” said Rabin. “We all feel that we’re doing something special and exciting, and people want to be a part of that.”

Despite entering the market much later than many of their competitors, and working in such an unforgiving industry, it’s that passion that allows Morgan Tecnica along

with our local partners to be successful, according to Rabin.

“We love what we do.”

LEGGETT & PLATT

ComfortCore® Trending Toward Enhanced Edge

ACTIVEDGE™

Eliminate weak foam encasement and get the edge over your competition. Leggett & Platt's ActivEdge line of steel coil perimeters is the number one replacement for foam encasement. Forming a frame around select ComfortCore® units, ActivEdge provides a longer-lasting edge than foam, reduces that roll-off feeling, and delivers a consistent sleep surface.

According to retail sales associates (RSAs), the mattress edge comes up during 93% of customer interactions. A weak edge can kill a sale because people want a mattress with a consistent sleep surface all the way to the edge and doesn't have a roll-off feeling.

Leggett & Platt's revolutionary, narrow-diameter, fabric-encased coils form a supportive, comfortable edge that's tested 26% more durable than foam encasement and bends 24% easier on adjustable bases.

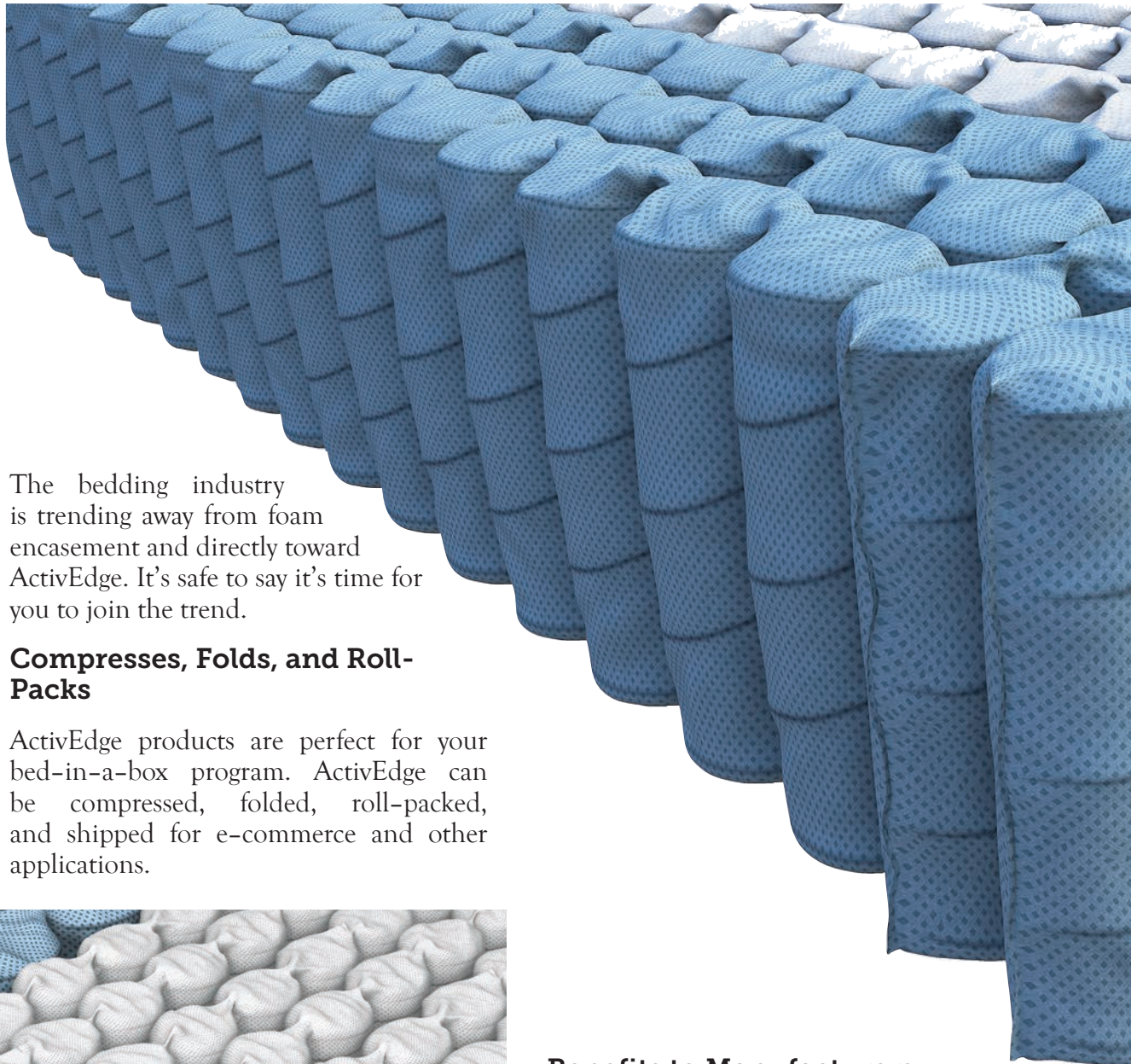
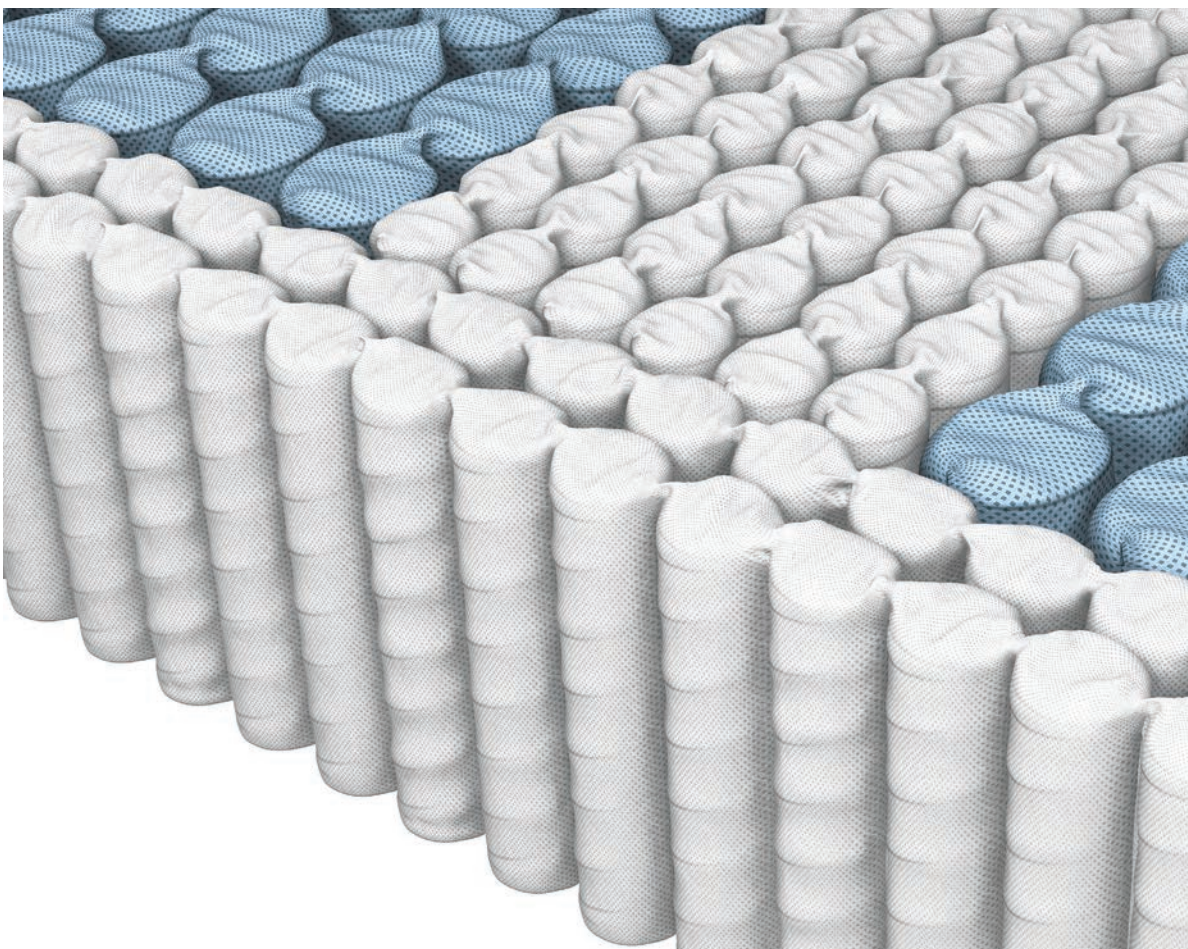
ActivEdge is Trending Up

Approximately half of all ComfortCore units sold now feature ActivEdge products.

The bedding industry is trending away from foam encasement and directly toward ActivEdge. It's safe to say it's time for you to join the trend.

Compresses, Folds, and Roll-Packs

ActivEdge products are perfect for your bed-in-a-box program. ActivEdge can be compressed, folded, roll-packed, and shipped for e-commerce and other applications.



Benefits to Manufacturers

With ActivEdge, manufacturers can eliminate bottlenecking at glue stations because building foam tubs is no longer necessary. Additionally, you can reduce foam inventory because you no longer need to buy foam rails, just the inner-spring unit.

ActivEdge™ Lineup

Now available in six innerspring units, ActivEdge fits a variety of applications. Choose from Caliber Edge or five options using narrow-diameter Quantum coils.

CALIBER™ EDGE features tempered-steel coils that frame ComfortCore® innerspring units for durable, comfortable support all the way to the edge. QUANTUM EDGE® has reinforced sides that

Leggett & Platt®



93%

According to retail sales associates (RSAs), the mattress edge comes up during 93% of customer interactions.

feature Quantum coil rails, along with Caliber steel coils at the head and foot to deliver an enhanced edge experience. QUANTUM EDGE® ELITE is Leggett & Platt's tempered-steel perimeter unit that is available in four options and offers premium edge support in our highest coil counts.

ActivEdge is featured in approximately half of all ComfortCore unit sales, is more durable than foam encasement, bends easier on adjustable bases, and does away with bottlenecking at glue stations.

Get the edge with Leggett & Platt's ActivEdge.

LEARN MORE: Go to BeddingComponents.com/Active.



ZÜND

ZÜND

swiss cutting systems

New precision cutting systems help manufacturers reduce waste and increase yields

In today's furniture market, things change continually and quickly. Today's consumers demand more variety, customization, and higher quality—all at lower prices.

Upholstered furniture manufacturers need production equipment that is highly precise and efficient, while still versatile and affordable. That's what Zünd delivers with its new D3 and G3 cutting systems.

Precision and Efficiency

The D3 and G3 cutters were designed for manufacturers who cut full- or half-hide leather. Both machines allow manufacturers to reduce scrap and material costs by getting a greater yield out of every piece of leather.

The D3 and G3 combine Zünd's precision cutting heads with a proprietary imaging software. This allows manufacturers to control how much leather is used for sellable product and how much goes to waste.

Both machines offer the same precision and efficiency. The difference is speed. The D3 features a dual-beam system with two cutting heads operating independently/simultaneously. This is perfect for manufacturers who require faster production or need to produce large quantities of smaller, more detailed pieces.

Versatility

Zünd recognizes that many manufacturers don't necessarily just cut leather all day. This makes having a dedicated leather machine prohibitively expensive and could diminish the efficiency and profitability gains from having the machine. So, Zünd



designed the D3 and G3 to be versatile.

Both types of machines are able to cut a wide range of materials, including plain fabric, matched fabric, and various types of foam. No tooling changes or modifications are required, so manufacturers can easily go from leather to fabric to foam and back to leather again.

This allows manufacturers to keep their machines running, no matter what they're making or how their product lines change.

A Different Way of Doing Business

Based in Altstätten, Switzerland, Zünd is a second-generation family-owned business that has been serving customers in the furniture and other industries for more than 30 years. Though manufacturing takes place exclusively in Switzerland, Zünd serves its customers through its worldwide network of subsidiaries and distributors.

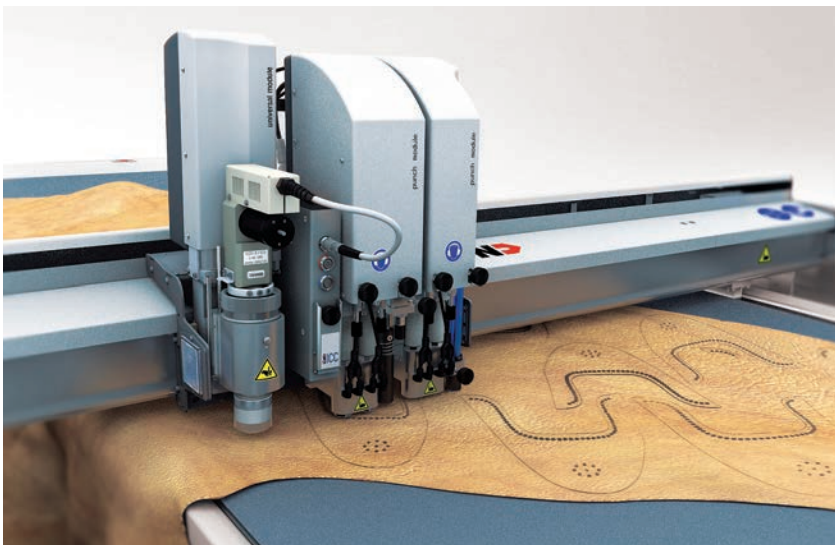
Service is part of what sets Zünd apart. While the company does offer several attractive service agreements, unlike many of its competitors, it does not mandate expensive

KEY FACTS:

- Zünd D3 and G3 cutters were designed to be versatile, cutting full- or half-hide leather, as well as fabric and foam.
- The D3 and G3 use precision cutting heads and proprietary software to reduce waste and increase yields.
- Zünd understands that ongoing service is a big part of the total cost of ownership. The built-in quality of Zünd systems means they can offer their customer more service options.

maintenance and service contracts. The quality built into Zünd systems means customers have more choices and total cost of ownership is reduced.

For more information about the D3 and G3, or other Zünd products, visit www.zund.com.



WARM INDUSTRIAL NONWOVENS



Warm Industrial Nonwovens History

Warm Products, Inc. was established in the late 70s with the introduction of an environmental window treatment product engineered to reduce heating and cooling costs. This was followed closely by a very popular cotton batting product necessitating the purchase of nonwoven textile equipment to satisfy growing demand and control quality.

Warm continued to grow as a full-fledged manufacturer diversifying and increasing capacity as industrial and custom-rolled goods volume increased, spurring the formation of Warm Industrial Nonwovens (WIN). Warehouse space was doubled on the East Coast (Hendersonville, N.C.) to 210,000 square feet; tripled on the West Coast (Elma, Wash.) to 165,000 square feet and several new nonwoven lines have been installed in both locations.



Today, WIN's nonwoven fiber processing capacity is close to 40 million yards annually utilizing 13 state-of-the-art nonwoven lines between the two plants. These services include Air Laid, Card & Cross Lapping, Thermal Bonding and Needle-punch. Several new capabilities have also been added to include Sonic Welding, Gravure Printing, Lamination and Automated Custom Cutting to name a few. As more nonwoven equipment is scheduled to come on-line, WIN's capacity and capabilities will continue to grow well into the future.

High Standards of Quality

"With a history of producing high quality consumer products, WIN is used to exceeding expectations in customer service, on-time delivery and high standards of quality," said Ron Stafford, executive vice president and chief operating officer.

WIN has invested heavily in state-of-the-art manufacturing lines, but it doesn't end there. WIN provides regular training through the quality assurance programs ISO 9001:2015, ISO 14001:2015 and AS 9100:2015 for all team members.

As a manufacturer for the furniture and bedding industry, WIN prides itself on being able to meet the specific needs of their customers. "WIN is customer driven

and we welcome new challenges," said Stafford. "WIN understands the importance of adhering to the exacting standards and specifications this industry requires."

WIN credits its ability to process a wide variety of natural and synthetic fibers as well as blending up to 10 different fibers for its success in the furniture and bedding industry. "Processing natural cotton, purified cotton and wool requires the specialized cards we run. We're also fortunate to be able to dedicate lines preventing cross contamination," said Stafford. "Meeting the customer's specifications in width, loft and weight is a combination of computerized line automation, operator training and documented testing on every roll produced."

A History of Getting It Right

WIN is dedicated to the success of its customers. This dedication requires a strong



commitment to its team members. "I've been here for more than 25 years," said Stafford, "and I'm not alone. Out of the 53 people working here, more than a dozen have been here well over 10 years."

WIN recognizes the enormous value of an educated, diverse workforce ready and eager for any nonwovens challenge it may face. As active members of their communities on both the east and west coasts, they donate monthly to the area food banks and participate annually in local charitable events. WIN prides itself on being an American manufacturer sourcing whenever possible all raw materials from US suppliers.

UL

UL helps manufacturers invest in their futures



For furniture manufacturers, safety testing is more important than ever. It's more than just determining if their products are safe, it's an investment in their brand, and reputation.

UL (Underwriters Laboratories), one of the most recognized names in safety science, offers the equipment and expertise to allow furniture manufacturers to test their products themselves. It's a practice that more companies are adopting to improve their product quality and differentiate themselves in the market.

In the past, testing was done by a handful of industry leaders and manufacturers that were pushing the boundaries of technology and design. Other manufacturers were sticking to tried and true designs and relying on products and designs that had been around for many years. But technology, e-commerce and globalization are catalyzing change at an unprecedented pace. Today, consumers expect innovative designs, safety, quality and performance, all at a reasonable price. The speed of business is pressing manufacturers to be more efficient than ever with their product design, testing and launch process. By conducting testing in house, manufacturers have access to more expedient testing, more comprehensive results, and more frequent testing throughout the product design and manufacturing process.

Benefits of In-House Testing

For more than 120 years, UL's mission is to create safer living and working environments by applying a scientific approach to testing, inspecting and certifying products across more than 20 industries.

For the furniture industry, UL also designs and builds test equipment and develops test

methodologies to help ensure products meet and exceed performance, quality and safety requirements. The test results generated from UL test equipment help reduce manufacturer risk and provide science-based evidence that their products outperform the competition.

In light of compressed product development cycles, UL is now offering furniture manufacturers testing equipment that they can install in their own facilities

to enable testing at any stage of the process, as often as needed.

By maintaining testing equipment in-house, manufacturers can help ensure that products meet and exceed industry and customer requirements throughout the product development process. This test equipment provides high quality results from component-level testing to design validation and prototype evaluation, all the way through product release. By testing their own products throughout the design process, manufacturers can also ensure and communicate to consumers that their innovative designs meet quality and performance expectations. In-house testing can help identify potential compliance or performance risks earlier, enabling the manufacturer to make product adjustments and improvements during the design phase when it is easier and less expensive. Testing can also provide valuable competitive insights, benchmarking performance against that of competitive products.

From value engineering and design validation,

to assuring products meet or exceed industry standards, or conducting due diligence to verify a product is safer and will perform as expected, testing helps manufacturers make better, higher quality products. Not only does in-house testing ultimately help ensure better products, but it also helps protect the manufacturer by offering another layer of liability protection as well as protecting the integrity of their brand and their reputation. With the ever-changing designs and materials and the complexity of today's furniture, it's more important than ever that manufacturers test their products.

In short, in-house testing enables companies to develop better products, faster.

Building Value Into Products

UL is known globally for offering trusted third party validation of product safety. With their expansion into the furniture industry, UL can help furniture manufacturers, suppliers and retailers who want to conduct in-house testing.

But testing products to pass or fail is just a small part of what they do.

Today, UL is much more than a testing lab. UL is a solution provider, a thought leader, and a trusted expert. They are dedicated to helping manufacturers in the furniture category be more nimble and efficient in their product development and production.

By giving them the means to collect data and make important product decisions quickly, UL is helping companies build more value into their products, making sound investments in their brands, and their futures.



HEICO

HEICO Group brings new design possibilities to furniture



People have been using nails to fasten wood and other materials for centuries. For much of that long history, nails have been utilitarian in nature, meant to be functional and, ideally, unseen.

But that has changed, especially for furniture manufacturers. Today, upholstery and furniture nails are widely used as decorative and design elements, as well as fastening components.

Decorative nails and other fasteners allow furniture manufacturers and designers to give their products and designs an individual touch. The endless possibilities allow their creations to stand out.

No one knows the world of decorative fasteners better than the HEICO Group, the world's oldest and largest decorative nail manufacturer.

A History of Leadership

In business since 1900, the German company has built a reputation for providing reliable fastening technology solutions. The company manufactures high-quality steel and solid brass furniture nails, custom nails, panel nails, furniture glides, special tacks, and a wide range of other products.

HEICO has been owned and led by the same family for its entire history, spanning nearly 120 years. The fourth generation of the family is leading the company into the future, building on the heritage established by the previous generations.

Serving the furniture industry, HEICO has a product selection that is unmatched.

The company's fasteners are designed to enhance the look and design of a wide range of furniture, including contemporary, transitional and traditional, anywhere a unique, individual look is needed.

The company is constantly developing new products, giving manufacturers nearly unlimited design possibilities. HEICO offers a large variety of shapes and sizes, as well as different finishes and surfaces.

In addition to decorative nails, HEICO offers a variety of other products, including



Selection. Quality. Service.
Heico Nails It.



metal tack strip, metal quick edge, sectional connectors, webbing, hook-and-loop fasteners, zippers and slides, and snaps and d-rings. The company also offers nail guns and fastening tools to assist with any production needs.

Quality and Consistency

In all, HEICO offers more than 200 styles of nails in more than 50 finishes, along with more than 4,000 SKUs of other products. But a large selection alone isn't why manufacturers and designers trust HEICO.

The company is committed to quality. Strict quality control, maintenance, inspection and testing procedures are followed at HEICO facilities around the globe. The company is certified according to DIN ISO 9001:2008, to ISO 50001 as well as to the uniform and recognized regulations of ISO/TS 16949:2009.

That means that customers can expect the same high level of quality and consistency, no matter when they buy their products.

A Dedication to the Customer

No company can last 120 years without being committed to their customers. Service is the last, but most important pillar on which the company has built their reputation.

Their sales and customer service team is knowledgeable, friendly, dedicated, and responsive. At HEICO, taking care of their customers, and exhibiting the highest levels of integrity, trust and respect, is their highest priority.

A vast, and growing product selection, high levels of quality and consistency, and most importantly a dedication to customer service, are the reasons a growing number of furniture manufacturers are discovering why HEICO decorative nails and fasteners can add value to their products.

CONTACT US TODAY

NORTH CAROLINA
1 828-261-0184

MISSISSIPPI
1 662-840-3500