



2018-02-20

**Re: Victor Open Line Products Merged Into Guilford of Maine and New 2018 Price List**

Dear Valued Customers,

Since the acquisition of True Textiles by Duvaltex in 2016, we have been evaluating various aspects of the business in order to maximize synergies that would bring more opportunities to our partners and customers.

**We are happy to announce that the two best open line products on the market – Victor and Guilford of Maine – will be joined under the Guilford of Maine umbrella starting March 15, 2018.** Therefore, no more open line products will be sold under the Victor brand name. The Victor brand will continue to serve OEMs and textile marketers with custom designed and manufactured fabrics. (Please note that all product sku numbers will remain the same as today and for all brands.)

**About Guilford of Maine**

Guilford of Maine boasts a rich textile-weaving history and a vast array of available upholstery, acoustic, panel and cubicle fabrics.

**We would like to take this occasion to remind you of the following important points:**

**Ordering Desk / Customer Care**

Guilford of Maine customer care representatives are there to assist you and answer all questions you may have:

Territory	Cust. Care agent	Phone	Fax	Email address
USA	Sue Biedrzycki	1-800-544-0200	616-554-2255	<a href="mailto:customer.care@guilfordofmaine.com">customer.care@guilfordofmaine.com</a>
USA	Nancy Gunson			
USA	Portia Hayes			
USA	Bob Wilson			
International	Jo Ellen Hurt	616-554-2277		



## Territory Managers

Guilford of Maine's U.S. territory managers cover all USA for more responsiveness and are looking forward to assisting you based on your location:

States/Territory	Territory manager	Phone	Email address
	Billy Ford, Sales Director	336-466-6925	<a href="mailto:billy.ford@guilfordofmaine.com">billy.ford@guilfordofmaine.com</a>
Washington Oregon Idaho Montana Wyoming California Nevada Utah Arizona	Julie Cantor	206-527-8797 Cell :206-409-9627	<a href="mailto:julie.cantor@guilfordofmaine.com">julie.cantor@guilfordofmaine.com</a>
New Mexico Oklahoma Arkansas Louisiana Texas	The Lowe Group	713-254-2426 281-255-4449	<a href="mailto:chrislowe@the-lowegroup.com">chrislowe@the-lowegroup.com</a> <a href="mailto:jennifermiller@the-lowegroup.com">jennifermiller@the-lowegroup.com</a>
Colorado North Dakota South Dakota Nebraska Kansas Minnesota Iowa Missouri Wisconsin Illinois	Shawn Voss	616-554-2278 Cell : 616-886-7324	<a href="mailto:shawn.voss@guilfordofmaine.com">shawn.voss@guilfordofmaine.com</a>
Mississippi Tennessee Alabama Georgia Florida North Carolina South Carolina	Steve Acker	864 -541-7175 Cell : 864-541-1870	<a href="mailto:steve.acker@guilfordofmaine.com">steve.acker@guilfordofmaine.com</a>
Virginia West Virginia Maryland DC Pennsylvania Delaware	Kristi Robertson	828-302-4247	<a href="mailto:kristi.robertson@guilfordofmaine.com">kristi.robertson@guilfordofmaine.com</a>
New Jersey New York Rhode Island Massachusetts New Hampshire Vermont Connecticut Maine	Renee Mascolo	973-736-7117 Cell : 862-438-7091	<a href="mailto:renee.mascolo@guilfordofmaine.com">renee.mascolo@guilfordofmaine.com</a>
Michigan Ohio Indiana Kentucky	Amy Robertson	616-554-2260 Cell: 616-443-1828	<a href="mailto:amy.robertson@guilfordofmaine.com">amy.robertson@guilfordofmaine.com</a>

**For customers that also purchase exclusive True and Victor products, your current Duvaltex key account executive will continue to assist you.**



## **Deliveries**

The products will be distributed mainly from the USA and ready to ship.

## **Billing**

The billing is done in U.S. currency through Duvaltex (US) Inc. Payment must be remitted to the company name written on the invoices.

## **Price List**

**The new 2018 Guilford of Maine price list is included in attachment with this communication.** We strive to provide you quality products at competitive costs. Please refer to this price list for all active products.

Please note that all orders received on or after March 15, 2018, will be invoiced at the new price. For orders placed prior to March 15, 2018, they will be invoiced with the old price list. If you have any questions, feel free to contact your territory manager.

## **Sampling**

In order to provide you with the best tools available, all Guilford of Maine cards are now fabric cards instead of being digital.

Sampling (memos, cards) are available to order from [www.guilfordofmaine.com](http://www.guilfordofmaine.com) or by contacting your Guilford of Maine Customer care agent at 1-800-544-0200 or 616-554-2277 (for International customers) or by email at [customer.care@guilfordofmaine.com](mailto:customer.care@guilfordofmaine.com).

Thank you for your trust, and especially for the rich partnership you have built with Guilford of Maine.

We appreciate your business.

The Guilford of Maine team