

## FIRST STATE MANUFACTURING INC.

### *INDUSTRIAL UPHOLSTERY SOLUTIONS FOR THE 21<sup>ST</sup> CENTURY* “COMMERCIAL INSTANT INFO SHEET” 2011

#### **Part I. Basic Information**

Name of Company: First State Manufacturing  
Address: 301 SE 4<sup>th</sup> Street, Milford, DE 19963

#### **Contact Information**

Primary Contacts: Ashley Wolfe, Executive Sales Director, General Manager  
Ian Littlejohn, Sales Manager

Business Phone: 302.424.4520 FAX: 302.424.4526 Company website: [www.firststatemfg.com](http://www.firststatemfg.com)

#### **Part II. What We Do**

First State Manufacturing is an award-winning, full service industrial upholstery service. We support the volume upholstery needs of 5-Star hotels, country clubs, healthcare facilities, chain restaurants, theaters, conference centers, and corporate offices. If you can sit on it, we can cover it! Our services include:

- Seating & Refurbishment • Slip Covers
- Cushion Covers • Booths & Banquettes
- Outdoor Furniture •

We also manufacture or repair:

- Conference Room Volume Seating • Window Treatments
- Cornices • Complete Renovations

We serve local establishments as well as national chains. A sampling of our customers include:

Dover Downs \* Midway Slots \* Trump Plaza \* The Inn at Perry Cabin \* The Sheraton \* Unos \*  
\* The Olive Garden \* Chilis \* AI DuPont Hospital for Children \* Six Flags Amusement Park \*  
and U.S. and International Government customers.

First State Manufacturing can custom manufacture products like restaurant booths and banquettes according to any design requirement, and we offer a broad range of design option support for those who want help deciding what will work best for them.

We know businesses invest in their upholstery. That's why we provide free estimates and the most cost-effective solutions. We know that something as "small" as an unpadded edge will reduce the life of your upholstery by as much as half, and that certain kinds of foam are going to wear out sooner than others.

**“First State Manufacturing is changing the way the hospitality and restaurant industries think.”**  
In fact, we set the standard when it comes to working with long-lasting materials. Our customers are confident that they're getting the best level of durability and comfort on the market. Our promise is to find the MOST beneficial solution for each and every one of our customers. In fact, if your upholstery needs aren't something we can accommodate, or if we aren't equipped to give you the best price, we'll direct you to another dependable upholstery service that can.

### III: Awards & Recognition

A sampling of our awards include *SBA Minority Small Business of the Year*, *Lockheed Martin Small Business of the Year*, *Gold Medalist for On-Time Delivery*, Named “Best Company to Work For” by *Delaware Today Magazine*, and *Department of Defense Contractor of Choice*.

### IV. Sampling of Past Performance References

Our customers say it best:

- Midway Slots, Bob Souza, Facilities Manager, 302-398-5325
- Dover Downs Entertainment, Rich Duncan, Facilities Manager, 302-857-3218
- Inn at Perry Cabin, Emily Simpson, Housekeeping Manager, 410-745-2200
- UNO's Pizzeria Millshop, Dennis Trimble, Facilities Manager, 757-715-4477

As an additional service to our customers we offer:

- Credit Card Services
- Prototyping
- Design Engineering
- Quantity and Prompt Pay Discounts

*Why not schedule your FREE consultation  
with one of our specialists for any industrial upholstery need you may have?*

**Call 302.424.4520 to arrange for your no-obligation, free estimate today!**

***“FIRST IMPRESSIONS ... THEY REALLY DO COUNT”***