

# P A O L I™

December 2011

We are pleased to announce that, effective immediately; The Carlan Group is representing Paoli in Maryland, DC and Virginia.

The Carlan Group is based in the DC metro area with a new showroom located at 2200 Pennsylvania Ave, NW in Washington, DC. With combined experience of over 60 years in the furniture industry, The Carlan Group has been successfully representing high profile furniture manufacturers since 2004, facilitating sales through dealers, design professionals, architects and government procurements.

I will be in town with them January 4-5, 2012 and would like to schedule a brief meeting to make their introduction. Please contact them with a time frame that is convenient for you on either of these days.

In the interim, if you need assistance please contact them at:

Lisa Carter  
703.975.3329  
[lisa@thecarlangroup.com](mailto:lisa@thecarlangroup.com)

Margarita Moylan  
703.298.7303  
[margarita@thecarlangroup.com](mailto:margarita@thecarlangroup.com)

Please join us in congratulating The Carlan Group team as they embark on their exciting opportunity with Paoli.

Sincerely,

PAOLI INC



Stephen M Smith  
Vice President Commercial Sales