

MMQB

NOVEMBER 23, 2020



safeT

THE NEW SPACE SEATING®

867 SERIES



Lumbar
Support



FLIP
arms

INTUITIVE CONTROL:

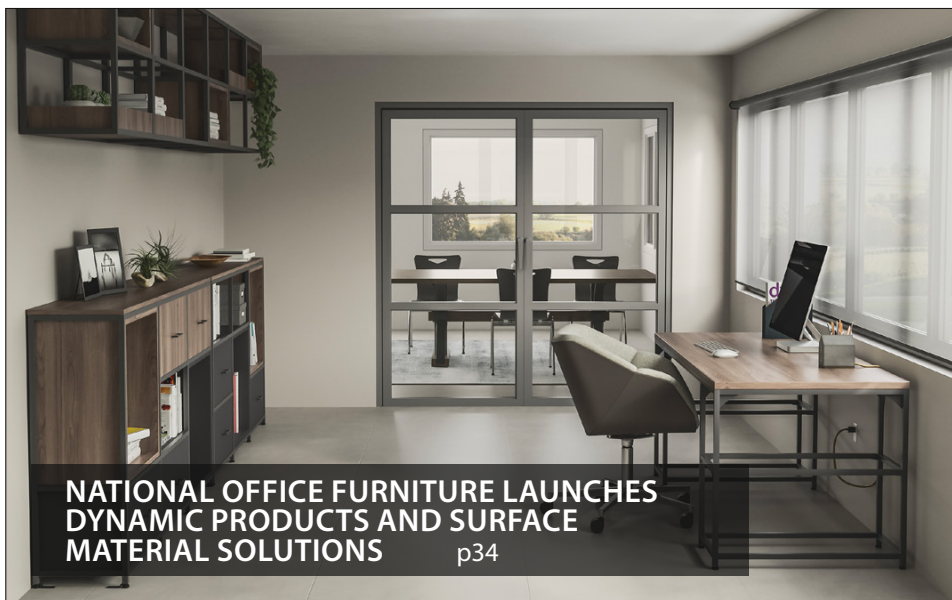
- Breathable mesh back and woven fabric padded seat with height-adjustable lumbar support
- One-touch pneumatic seat height-adjustment
- 2-to-1 Synchro tilt control with three-position lock and seat slider
- 3-way movement PU padded cantilever flip arms
- Silver nylon base with oversized dual wheel carpet casters

SPACE®
SEATING

solutions for every atmosphere®



GRAND RAPIDS CHAIR CO. LAUNCHES FIRST CONSUMER BRAND: ONLY GOOD THINGS
p20



NATIONAL OFFICE FURNITURE LAUNCHES DYNAMIC PRODUCTS AND SURFACE MATERIAL SOLUTIONS
p34

Safe-T Workplace Products Announces Exciting New Partnerships with Surgically Clean Air, Air Purification Experts, and Clear2, Facility Entry and Access Control Solutions Provider p4

Architecture billings remained stalled in October p8

HAT Contract and SiS Ergo Launch HomeWork: A New E-Commerce Website for Dealers p10

Manlio Armellini, the heart and soul of the Salone del Mobile di Milano, has passed away p12

PRODUCTS: 3form Encapsulates the City of Angels in Five New Graphic Patterns p28

Industry Briefing | Odds & Ends

Munson Business Interiors is the Newest Allsteel Dealer in Louisville, KY / Tangram Named Among "Best Places to Work in Orange County" for Fourth Consecutive Year by OC Business Journal / Sedia Systems Acquires Property in North Carolina to Consolidate Manufacturing and Engineering / Configura releases CET Designer 11.5 / Habitat for Humanity and Knoll Launch Partnership with Holiday Gift Giving / KI Wins In-House Creativity Gold Award / NYCxDESIGN Announces New Not-for-Profit Status p14

Marketplace & Help Wanted

This week's openings and offers. p40

MMQB Online Poll

Should the industry shift to more online sales and distribution to better serve the work from home market?

Yes



66.2%

No

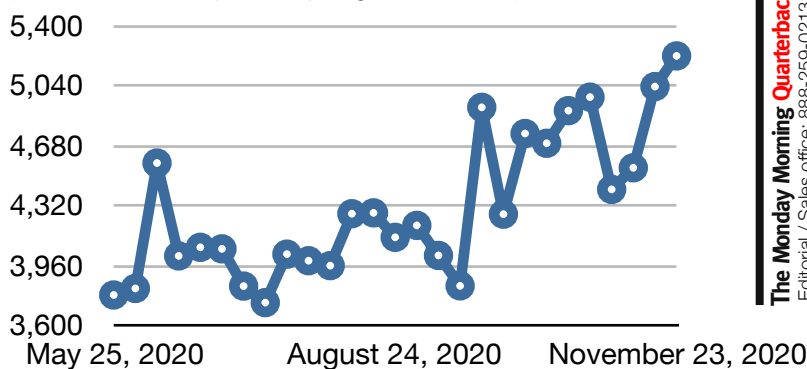


33.8%

MMQB Industry Index @ 5,223.79

YTD gain or loss: -20.25%

(2019 finished with a year-over-year gain of +39.77%)



NEWS

Safe-T Workplace Products Announces Exciting New Partnerships with Surgically Clean Air, Air Purification Experts, and Clear2, Facility Entry and Access Control Solutions Provider

► Safe-T Workplace Products are committed to providing a one-stop resource for ensuring safe, healthy environments.

Safe-T Workplace Products, a wholly owned subsidiary of table manufacturer Special-T, has announced two exciting new distribution and representation partnerships—with Surgically Clean Air and Clear2—that significantly expand the company's offerings of safety and security solutions for commercial and institutional spaces.

The partnerships are intended to support the mission of the Safe-T Workplace Products offering, a new line of solutions that

brings people working in commercial and institutional spaces a new level of safety and security.

Headquartered in Mississauga, Ontario, Surgically Clean Air has been making workplaces safer and cleaner with high-quality, medical-grade air purification systems since 2010.

Its premium air purification systems are favored by Fortune 500 companies, respected universities and some of the best-known sports teams in the world. They diminish every airborne impurity: viruses, bacteria, bio-aerosols, odors, gases, disinfectants, particulates, molds, and fungi. At the same



Custom Graphic PPE Stations

Help your clients connect with brand, space, and people.

PPE Stations don't have to be sterile, generic visual intrusions into the spaces you inspire. Specify units that complement the space and the brand while they instill confidence in your clients' organizations.

- Direct print graphics supported by our design team
- Also available in HPL finishes
- Unconditional 5-year guarantee
- Attractive GP and simple ordering process.

Contact us today to start profiting with Custom Graphic PPE Stations.

takeform takeform.net
800.528.1398

X-CHAIR

This is Not Your Grandfather's Office Chair!

BECOME A DEALER TODAY

Carry the Brand Consumers ask for by Name

Featuring Dynamic
Variable Lumbar Support

X-CHAIR has SPEQC

Style for any office aesthetic

Price that won't break the bank

Ergonomics and technological innovations

Quality materials and a 15-year warranty

Comfort you've been searching for



For more information contact Toby Tobin | (520) 334-5759 | ttobin@xchair.com

NEWS

time, these incredibly quiet purifiers re-energize the air with negative ions that contribute to a healthier, more productive work environment.

“After reviewing multiple vendors, we settled on one that really makes workplaces safer,” said Safe-T CEO Steve Rozeboom. “Surgically Clean Air technology can be deployed either as a freestanding unit or integrated into furniture, fixtures or stands at mouth level using our own patent pending designs. Compared to other, comparable products available, Surgically Clean Air is quieter, turns more air and serves to lower the viral load more effectively.”

Headquartered in Lawrenceville, GA, Clear2 is a comprehensive health management and screening solution that protects organizations and employees from

SURGICALLY CLEAN AIR



the spread of Covid-19. The solution is anchored by the Clear2 mobile app, with multiple add-on options that can reduce a company's risk in a variety of ways.

Users complete a daily health screening in the Clear2 app before they come into work and can validate their status with a quick temperature check once they arrive. Check-in capabilities allow for contact tracing and movement tracking, all easily accessible via a user-friendly administrative portal.



Paris Swivel Lounge Chair

styleworksfurniture.com



STYLEWORKS™
ENDLESS POSSIBILITIES, FUNCTIONAL STYLE

Quality & Design Inspired • In-Stock, Quick-Ship
Easy To Specify • Priced Right

NeoConnect
June 2020

special



More than
tables...



LET'S MAKE THE "NEW NORMAL"
MORE NORMAL.

New safety products and services are COMING SOON.
Let's help companies bring employees back to work safely.

NEWS

“At Safe-T Workplace Products, we are committed to providing a one-stop resource for ensuring safe, healthy environments and our new partnerships with Surgically Clean Air and Clear2 take that commitment to the next level,” commented Rozeboom. “Used in conjunction with Special-T’s screens,

space dividers and workplace barriers, Surgically Clean Air and Clear2 solutions deliver the ideal foundation for a safe and secure workplace.”

For more information, visit the Special-T website (www.specialt.net) or contact Tatiana Rodoslavova, Vice President of Business Development (tatiana@specialt.net).

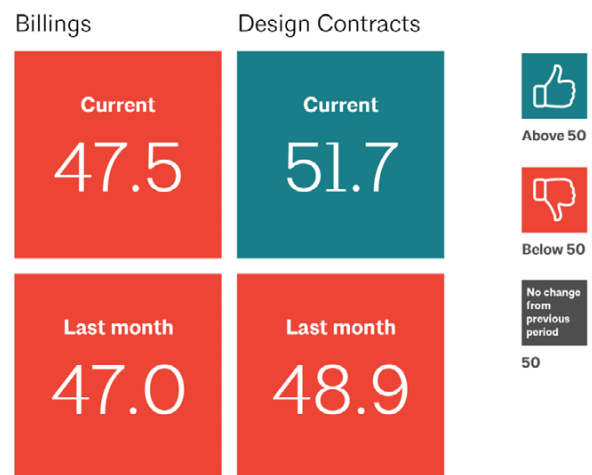


Architecture billings remained stalled in October

- The pace of decline during October remained at about the same level as in September

While architectural billings failed to show much progress during October, signs of improving business conditions at firms have emerged, according to a new report from the American Institute of Architects (AIA).

The pace of decline during October remained at about the same level as in September, posting an ABI score of 47.5 (any score below 50 indicates a decline in firm billings). Meanwhile, firms reported a modest increase in new project inquiries—growing from 57.2 in September to 59.1 in Oc-



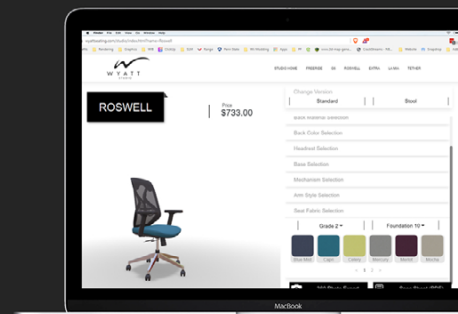


Introducing the Wyatt chair configurator!

Wyatt builds great chairs. Now you can too. The Studio will help you:

- Build & customize your favorite Wyatt chair
- Rotate in 360° and export that exact image
- Quickly generate your own PDF quote
- ~~Leap tall buildings in a single bound~~ *additional tests needed

studio.wyattseating.com



Join the movement.

NEWS

tober—and newly signed design contracts jumped into positive territory for the first time since the pandemic began, with a score of 51.7.

“Though still in negative territory, the moderating billings score along with the rebound in design contracts and inquiries provide some guarded optimism,” said AIA Chief Economist Kermit Baker, PhD, Hon. AIA. “The pace of recovery will continue to vary across regions and sectors.”

Key ABI highlights for October include:

- Regional averages: West (50.4); Midwest (49.4); South (45.8); Northeast (44.9)
- Sector index breakdown: multi-family residential (55.1); mixed practice (52.7); commercial/industrial (48.0); institutional (42.2)
- Project inquiries index: 59.1
- Design contracts index: 51.7

The regional and sector categories are calculated as a three-month moving average, whereas the national index, design contracts and inquiries are monthly numbers.

To learn more about recent economic developments impacting design and construction, visit AIA’s website.

HAT Contract and SiS Ergo Launch HomeWork: A New E-Commerce Website for Dealers

- ▶ **HomeWork’s product assortment meets the needs of any home office setting.**

HAT Contract and SiS Ergo, leading workspace ergonomic brands of parent company Innovative Office Products (IOP), announce the launch of HomeWork, a new e-commerce solution that helps commercial fur-

niture dealers provide work-from-home furniture, delivery and installation needs for their customers.

Available to dealers at no charge, HomeWork is an easy-to-use B2C website. Dealers, their customers and end-users can purchase an array of HAT Contract and SiS Ergo home office products. They can also add additional complementary products or services, such as white glove in-home installation, if desired. Dealers have the ability to set their own pricing and brand the website with their own company name, logo and other information. All products featured at the HomeWork site can be shipped directly to any residential location within the United States.

“The pandemic has forced all of us, including our dealers, to reevaluate how we do business,” said IOP Vice President of Marketing Libby Ferin. “With millions of workers across the country asked to stay home, we wanted to help our dealers since most are not equipped to ship product direct to home locations. This B2C website solution means they can now better compete against other e-commerce sites while delivering contract office-grade product to the home. Our dealers are our lifeblood. We’re pleased to provide this turnkey solution to help them capitalize on WFM business opportunities.”

Gary Spangler, senior account manager at Interior Investments, LLC., a market-leading dealership serving the Midwest, is using the portal for his clients. He commented: “We are always looking to capture additional business by being a valued partner to our clients. HomeWork enables us to do just that. It brings exceptional product,

NEWS

delivery and billing at a price point the worker from home can afford – all through a simple and easy to use website.”

HomeWork’s product assortment meets the needs of any home office setting. The offering allows users to choose how and what products best meet their personal workplace needs. It contains mobile, adaptable and fixed workspace solutions. This includes SiS Ergo’s M Series Nesting Table, a multifunctional mobile workstation; the Winston Workstation, a retrofit solution that turns existing tables or desks into a sit-stand ergonomic workspace; and HAT Contract’s Mid-HAT height adjustable table. Accessories include mobile storage units, monitor arms, desk lighting and power modules.

The onboarding process for dealers is quick and easy. After determining which home office products they’d like to offer on their customized site, dealers receive a test site within two-to-five business days. Their fully functional, customer-facing web portal can be activated shortly afterwards.

HomeWork comes on the heels of HAT Contract and SiS Ergo’s Safe Spaces initiative launched this spring. Safe Spaces is comprised of two distinct collections: The Office Collection and the Home Collection. Product solutions for the Office and Home collections were selected for their quick-delivery and easy set-up. They also address the needs for health and safety. The Home Collection features an array of solutions that give end- users choice and control for how and where they want to work at home.

Dealers seeking more information about HomeWork can contact their local HAT Contract Sales Representative or SiS Ergo Sales Representative. More information about both brands are available at www.HATContract.com and SiSErgo.com



The cloud’s best friend.

Don’t believe cloud and physical storage go together? Well, just ask the world’s leading tech companies. Why? Because they’re using Phoenix products to keep their vital records and data safe on site. Really. They know tech isn’t bulletproof and supplementing their cloud storage with a Phoenix file or safe ensures multi-pronged protection. How is your customer supporting their cloud?

**Keep your reputation safe.
Phoenix Safe.**



**800.636.0778
phoenixsafeusa.com**

NEWS

Manlio Armellini, the heart and soul of the Salone del Mobile di Milano, has passed away

Manlio Armellini, Secretary General and then CEO of Cosmit from 1965 onwards passed away on November 23, 2020.

This is how Claudio Luti, President of the Salone del Mobile.Milano remembers him: “With Manlio’s passing, we have lost a friend whose tenacity and skill enabled the Salone del Mobile to achieve the successes recognized the world over. Along with the entrepreneurs, he oversaw and handled the evolution of what was to become the leading international event, and not just for design. He initiated cultural projects that rubbed off on the city of Milan, he was behind and believed in the SaloneSatellite project, and took on board the many changes that occurred over time, unfailingly coming up with solutions and innovations to safeguard and bolster the Salone brand, which was also his home and his life, with his wife Armida by his side. Carrying on along the same path will be the best possible tribute we can pay to an extraordinary man who will be much missed by us all. Ciao Manlio.”

MANLIO ARMELLINI

Cavalier of the Grand Cross of Order and Merit of the Italian Republic



Manlio Armellini was born in Porto San Giorgio (Ascoli Piceno) on 9th October 1937.

Throughout his 40-year involvement with the furniture industry (tradeshows, publishing, cultural events – Armellini, who began his career with Federlegno and was a part of the Salone del Mobile since it began in 1961, earned national and international awards, prizes, and recognition for the excellent results of the initiatives he organized and championed. It was Armellini who really put the Salone Internazionale del Mobile on the map in 1965, when he expanded the commercial offering by bringing together the key players in the furniture industry. Under his guidance as Secretary General, a position he took up in 1974, the show has grown in net exhibition space from 97,000 square metres to 222 thousand square metres, while trade visitor numbers have risen from 67,000 to over 348,000 including over 210,000 from outside Italy. The figures are testament to the event’s role in fueling the unique phenomenon that is the absolute leadership of Italian-made furniture internationally.

As of 1965, he was also responsible for more than 40 collateral cultural initiatives, which meant that the Salone del Mobile ventured out of the strictly trade fair realm, prestigious as it was, and into the world of artistic and design culture.

These collateral events organized in tandem with the Salone saw to it that Italian design became a stylistic, formal and industrial benchmark for the entire furnishing sector.

In 1987, these activities were rewarded by an ADI Compasso d’Oro, “for the promotion of Italian design.”

Also a journalist, Armellini started out as an editor of the furniture industry's longest established financial monthly, *L'industria del legno e del Mobile* 1949-2000 – founded by his father Tito Armellini, who was also a director of Federlegno – and later became the publisher of *Rassegna modi di abitare oggi* (1968–79). Extremely active in industry associations, Armellini also chaired Assomostre, under the umbrella of Confcommercio, the association that brings together 37 international trade exhibitions, events that rank among the most important in their respective fields.

Manlio Armellini was the Managing Director of Cosmit SpA – the company that organized the Salone Internazionale del Mobile, Euro luce, Euro cucina, EIMU (now Workplace3.0), the International Furnishing Accessories Exhibition, the International Bathroom Exhibition, SaloneSatellite, SASMIL – and the Cosmit Events Foundation in Milan, as well as being President of the Cosmit Foundation.

He was a Member of ADI (Italian Association of Industrial Design), a Member of UFI (Union Foires Internationales, Brussels), a Member of ICSID (International Council of Societies Industrial Design, Helsinki), a Member of the General Council of the AFI (Italian Forestry Association, Rome), an Honorary Member of District 108 of the Lions Club and an Honorary Member of UIPPA (Union Internationale de la Presse Professionnelle de l'Ameublement, Brussels). He also chaired the Technical Consultative Committee of the Fiera Milano Foundation, which helped to ensure that the new Rho-Pero fairgrounds took off.

He was also a Member of the Lombard

Region Monitoring Board for Planning the Design Museum in Milan.

On 26th May 1994, he was presented with a Certificate of Merit and Gold Medal by Federlegno, for “having contributed through the trade fair events to keeping the whole world's attention focused on the technological and formal values of the Italian furniture and furnishing sector, and ensuring that these exhibitions were unparalleled showcases for the design and creativity of the Italian industry.”

In 1996, Federlegno presented him with a silver plaque in recognition of the ongoing success of the Salone del Mobile.


He was awarded the Tagliacarne Prize “for his marketing policy capable of disseminating culture” by the AISM (Italian Association for Marketing Studies) in 1998.

He received the prize for promoting Italian furniture around the world as part of the Giuseppe Terragni Designer project in 2006.

He was largely responsible for Cosmit being assigned the Ambrogino d'Oro Award in December 2007, presented to him by Letizia Moratti, Mayor of Milan.

He was presented with the 2007 La Lombardia Prize for Endeavour by the President of the Lombard Region, Roberto Formigoni, in March 2008.

He was made a Knight of the Grand Cross of Order and Merit of the Italian Republic by the Head of State, Giorgio Napolitano, on 2nd June 2008.

On 29th January 2009, he was appointed a Member of the Scientific Committee for the Farnesina Design Collection Project by Ministerial Decree from Franco Frattini, Minister for Foreign Affairs. 

INDUSTRY BRIEFING

EVENTS

The WELL Conference

Postponed until 2021

The best way to ignite a movement is to experience its power.

That's why we're launching The WELL Conference, so you can experience first-hand the energy, enthusiasm and expertise that's coalescing around the idea that our buildings and communities, and everything in them, are fundamental to our health and happiness. This inaugural gathering will provide a deeper understanding of how design across every aspect – from place to policy to product choices – impacts our lives and our ability to live WELL at every turn.

www.thewellconference.com

ORGATEC

October 27 - 31, 2020

NOW CANCELLED

Discover visionary concepts at ORGATEC. The digital transformation means work is no longer tied to firmly defined spaces and times. Tomorrow's office can be anywhere ... even in our heads. The future belongs to flexible knowledge workers who work creatively and with a sense of responsibility — and it belongs to a work culture that is based more so than ever before on cooperation, motivation and trust in the spirit of partnership.

www.orgatec.com

EDspaces 2020

October 28 and November 10-12, 2020

ALL NEW DIGITAL EXPERIENCE

EDspaces is the premiere event to explore how the convergence of pedagogy, space and technology combined with innovation affects facility design and use and, ultimately, student outcomes.

www.ed-spaces.com

BRIEFING

Munson Business Interiors is the Newest Allsteel Dealer in Louisville, KY

Allsteel Inc., a leader in workplace furnishings, announces that Munson Business Interiors, Inc. (MBI), a full-service furniture dealer specializing in corporate, government, senior living, educational and healthcare environments, will be its newest dealer for the Kentucky market. Founded in 1986 by CEO Mindy Munson and run in partnership with President, Elly Price, the MBI team is comprised of skilled consultants who provide expertise, creativity and customer service from start to finish on every project from evaluation and planning to execution and installation.

"We are excited to be repre-

senting the Allsteel brand and to be able to offer new product solutions to our customers", explains Mindy Munson, CEO of MBI. "Our goal is to continue building our comprehensive portfolio of products and providing outstanding customer service and support. We feel that the strength of the HNI family of brands and national contracts will be a growth opportunity for MBI and we look forward to being able to offer expanded solutions to our current and future customers."

"Our new relationship with MBI provides a great opportunity for us to enhance our capabilities and coverage in the Southeast market and to create even more business value for customers", explains Kris Yates, President of Allsteel. "Based on Allsteel and MBI's shared commitment to exceptional customer service, we



have full confidence our collective customers will benefit from this new partnership now and in the future.”

In addition to Allsteel products, MBI will offer Gunlocke, HON and HBF solutions. The partnership officially launched on October 19th. Appointments can be scheduled by calling (502) 588-7373 or via email at jim@mbifurniture.com.

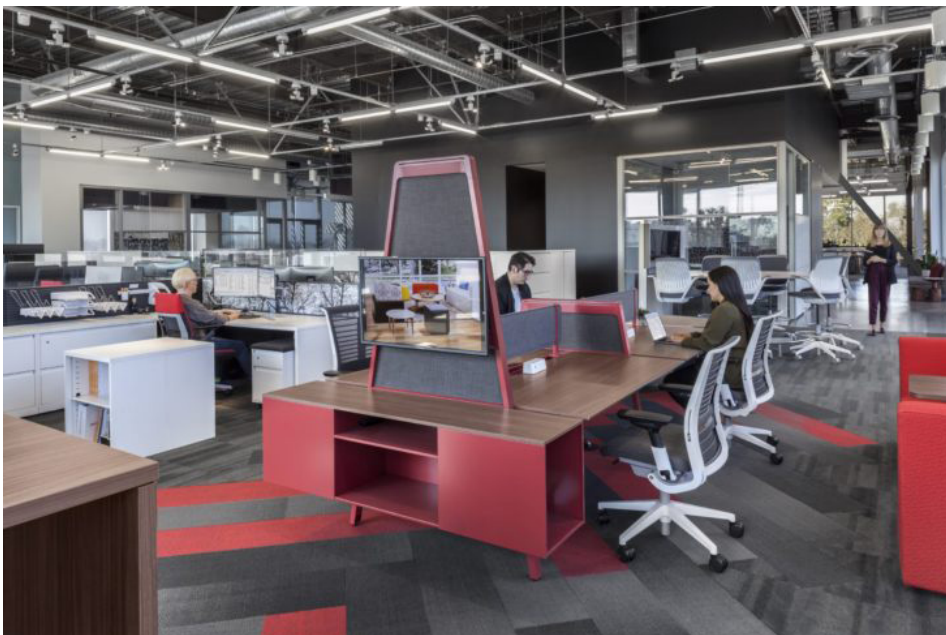
Tangram Named Among “Best Places to Work in Orange County” for Fourth Consecutive Year by OC Business Journal

Tangram, a curator of highly creative commercial interior environments and workspaces, has been named as one of the 2020 Best Places to Work in Orange County for the fourth year in a row. The awards program was

created in 2009 and is a project of the Orange County Business Journal and Best Companies Group.

The county-wide survey and awards program is designed to identify, recognize and honor the best places of employment in Orange County, California, benefiting the county’s economy, its workforce and businesses. The rankings of 100 area companies are grouped based on employee count, with Tangram placing seventh in the Large Companies category, up from fourteenth last year.

Organizations from across the county entered via a two-part process. The first consisted of evaluating each employer’s workplace policies, practices and demographics. The second consisted of an employee survey to measure the employee experience. Best Companies Group managed the overall reg-



Click Here to Submit Your News, New Products and Press Releases to MMQB.



INDUSTRY BRIEFING

istration and survey process, analyzed the data and used its expertise to determine the final rankings.

"We are very proud as a team to have been selected again this year alongside some of the most successful companies in Southern California, especially in such challenging times," said Tangram CEO and President Joe Lozowski. "A truly extraordinary group of professionals throughout the organization is at the foundation of our ongoing success and industry leadership through dedication to innovation and exemplary customer service."

Tangram curates destinations that empower people to work, learn and heal. These creative interior solutions foster workplace satisfaction, collaboration and productivity while enhancing the client's brand and culture. In addition to its core contract furniture offering, the company operates multiple additional business units for a comprehensive approach to commercial interiors. This range of services allows for top-to-bottom involvement that integrates each aspect of planning, design and installation.

Sedia Systems Acquires Property in North Carolina to Consolidate Manufacturing and Engineering

Sedia Systems' ownership has acquired a nearly 11 acre parcel in Asheboro, N.C., in order to consolidate its fixed and multi-purpose seating manufacturing operations at a single site, as well as allow for anticipated future growth and expansion of its engineering and other corporate support staff.

The purchase includes a 60,000 square-foot plant built in 1986, used most recently for furniture manufacturing. It also includes an adjacent 2,800 square-foot office building. Both structures will undergo extensive updating and renovation before Sedia Systems moves its manufacturing operations there early in 2021 from two separate leased facilities in nearby High Point, N.C.

"We've been looking aggressively for a long-term home for Sedia Systems to flourish and we found it in Asheboro," said Sedia Systems' CEO Wilson Troup. "We're projecting very strong growth in 2021 and beyond, based in part on so many delayed projects this year and increased penetration of Sedia Systems' products throughout the Americas and through our EMEA (Europe, Middle East, and Africa) subsidiary."

The company, founded 16

years ago and headquartered in Chicago's West Loop District, has steadily grown its product offerings through the years to become an industry leader in the fixed seating category. Sedia Systems has brought innovation as well as a fresh aesthetic to auditorium and lecture hall seating, fueling its success in both domestic and global markets.

Troup said the company will be seeking to add manufacturing, engineering, and other support staff positions in the new location and expects to break ground in the next 12 to 18 months on a showroom and customer experience center on the property.

"With the additional product lines we've created over the past 16 years," he noted, "the increasing demand for those products precipitates the need for more space. We've also recently launched an acoustics division called Akouo Acoustics and we can easily imagine developing and manufacturing new lines for Akouo in Asheboro, as well."

Asheboro is the seat of Randolph County in the geographic center of North Carolina, just 15 miles south of High Point and about 90 miles northeast of Charlotte.

"It was a pleasure working with Sedia Systems during their due diligence," said Crystal Gettys, Randolph County Economic Development Corporation's

Business Recruitment Director. "Their business is perfectly suited for our community and we have the strengths that will help Sedia Systems grow. We have the grassroots, skilled workforce they are looking for with both furniture and textiles in our blood."

Configura releases CET Designer 11.5

Configura released this week CET Designer 11.5, which features updates such as custom shapes for View Clips, the ability to import and export Custom Categories, simplified user preferences for software updates and more.

"User experience is at the heart of what we do, and we're always listening to our CET community because their feedback inspires new features, like custom shapes for View Clips," Configura Vice President Customer Experience Tracy Lanning said. "CET Designer 11.5 gives our users even more flexibility within the software, and we're excited to see how these new features enhance the user experience."

CET Designer 11.5 features updates and new tools, including:



The ability to place a 2D View Clip in a custom shape in Paper View

The ability to import and export Custom Categories

A simplified notification system within CET Designer to select preferred time and day for installing updates

The ability under the Tools tab to add "Leader with text" in Drawing View in addition to Paper View

Enhanced features for Schemes including a new tool called Scheme Painter, which enables copying and pasting of properties and materials to other objects

A new Eyedropper tool for the Schemes dialog, which makes it easier for properties from any object to be applied to other objects

For a full list and description of updates, view release notes for CET Designer 11.5 and Catalogue Creator 11.5 at confi.news/11-5ReleaseNotes.

Habitat for Humanity and Knoll Launch Partnership with Holiday Gift Giving

Knoll, Inc., a constellation of design-driven brands for the workplace and home, on Nov. 19 launched a cause marketing partnership with global housing non-profit Habitat for Humanity. The debut coincides with the Knoll Cyber Week Holiday Sale.

The partnership expands the Knoll commitment to good design and sustainable building practices. Last year, Habitat helped over 7 million people build or improve a place to call home. The organization builds sustainable buildings, largely by following energy-efficient construction standards that prioritize safety, health and materials conservation. Habitat prioritizes locally available materials and climate-sensitive designs.

"Giving back to the communities where we live and work has been part of the Knoll culture since our founding. Our partnership with Habitat is an exciting new way we can build on that heritage and make an impact on affordable housing," said Andrew Cogan, Knoll Chairman and CEO.

From November 20, 2020 to December 31, 2021 customers will be able to donate \$5.00 to Habitat for Humanity at checkout at the Shop at knoll.com and on orders placed at retail Knoll Home Design Shops in New York and Los Angeles. Knoll will match all customer donations up to a total of \$100,000.

Learn more about Knoll Community Impact efforts here.

KI Wins In-House Creativity Gold Award

KI has been awarded a 2020 In-House Agency Forum Gold Award in the category Multi-

INDUSTRY BRIEFING

Media – B2B Campaign, for their 2019 NeoCon Campaign. Neocon is the contract furniture industry's largest trade show in the US. The campaign included: interior design, environmental graphics, showroom activities, giveaways, social media, web site, invitation/communications and more!

"I am proud our marketing communications team was awarded the Gold for its efforts to bring the Chicago showroom and NeoCon campaign to life," said Joe Burkard, Vice President – Marketing and Communications. "Knowing that other winners included the likes of Facebook, Bloomberg and Anheuser-Busch speaks volumes for the creative talent we have in-house here at KI."

The In-House Agency Forum (IHAF) is the only membership organization dedicated to providing tools and insight in support of every function within the in-house agency model. From creative to media to executive management, IHAF offers exclusive, year-round benefits to our members via Benchmarking Data and Best Practices, Conferences and Events and Networking opportunities.

NYCxDESIGN Announces New Not- for-Profit Status

NYCxDESIGN is proud to announce its new status as a NY

not-for-profit corporation. The transition positions the organization for long-term success supporting NYC's design community and comes at a time when the city is facing unprecedented challenges. NYCxDESIGN believes that design is part of the solution and that the organization can help lead the response to rebuilding and reenergizing the city as a design destination and creative hub. As a not-for-profit corporation, NYCxDESIGN will build off of its long-standing objectives to bring together diverse stakeholders across many creative verticals, showcase the City's leadership in design thinking and manufacturing, and engage and educate the public in promoting the impact of design. Its work will be focused on the annual festival, as well as year-round activations, awards, podcasts and publications and the first ever NYCxDESIGN grant focusing on entrepreneurship in independent design.

Led by Program Director, Valerie Hoffman, the organization will work closely with the NYCEDC as well as its Steering Committee of leading event, educational, museum and association leadership. It is in the process of forming a Board of Directors and exploring Executive Director candidates for the newly formed entity.

According to Hoffman, "In 2019, the City of New York transitioned management of NYCxDESIGN to SANDOW, a company deeply rooted in design, to strengthen and grow the program. After assessment by SANDOW and several members of the NYCxDESIGN Steering Committee, it was determined that NYCxDESIGN should transition to a not-for-profit entity to best serve our community. Core to the not-for-profit's values are diversity, purpose, cultural placemaking, economic opportunity, and creativity and inspiration. These pillars will serve as the foundation for all NYCxDESIGN



programming and content. We are looking forward to new avenues of support and to engaging more media and organizational partners in our work.”

In 2021, NYCxDESIGN will present a series of Design Days taking place May 13–18, showcasing NYC’s talented design community. The program will feature primarily virtual events, in addition to outdoor experiences, select tours, and other small gatherings, depending on COVID-19 protocols at that time. The annual NYCxDESIGN Awards program, hosted by Interior Design and sponsored by ICFF, will take place virtually to celebrate and recognize exceptional design in NYC. The May timeline also includes Design Pavilion’s Open to the Sky, a special, city-wide installation activating all five boroughs with small, built structures that embody messages of hope and spirit, and an expanded edition of ICFF + WantedDesign Manhattan’s virtual CLOSEUP event. In addition to partner organized events, the NYCxDESIGN team will curate special offerings including self-guided journeys and broadcasted interviews and tours that will be broadcasted on DesignTV by SANDOW, reaching millions of viewers globally to further promote NYCxDESIGN programming. Those interested should stay tuned for more information on event registration, opportunities to participate, and how to

attend.

Beginning in 2021, NYCxDESIGN will launch a grant focusing on entrepreneurship in independent design. The grant will seek to fund a designer/design business that embodies the entrepreneurial spirit of NYC and is pushing ahead in terms of diversity, sustainability, and innovation. Additional details will be announced in January 2021. The organization will also continue to produce The Magazine, the first edition of which features dozens of contributions from NYC designers, as well as NYCxDESIGN’s new podcast hosted by Debbie Millman entitled The Mic. These platforms highlight NYC’s most creative minds and provide ongoing opportunities for the creative community through Open Calls.

In recent months, NYCxDESIGN has led several campaigns and partnered on initiatives to offer visibility, foster connection, and unite and inspire New York City’s design community to ensure the revitalization and continued strength of not only the design industry, but all creative sectors in NYC. In partnership with NYCEDC, AIANY, and Design Advocates, NYCxDESIGN introduced Design Corps in July, a network aimed at supporting local businesses through pro bono design services. The program assists restaurants across the five boroughs in improving

their space and ensuring compliance with the requirements of outdoor and indoor dining. In October, NYCxDESIGN launched the An Ode to NYC poster campaign featuring a bold collection of graphic expressions dedicated to New York City’s enduring creative energy by twenty-one local designers. The posters were on view throughout the city’s five boroughs to inspire and delight. The posters are still available for sale exclusively at the Poster House SHOP with proceeds going to the Black Artists + Designers Guild (BADG).

NYCxDESIGN was first established in 2012 as a City Council initiative to convene and promote the design industry in New York. City organizations including NYC & Company and NYCEDC managed the “design week” for six years, growing it into one of the leading design festivals in the world alongside Milan, Paris, and London. The annual festival originated in the month of May to leverage the success of long-standing design events in NYC including ICFF and WantedDesign. Over the past eight years, new anchor events have been established to celebrate design week including Design Pavilion, the NYCxDESIGN Student Showcase, and NYCxDESIGN Awards. 

PRODUCTS

Grand Rapids Chair Co. Launches First Consumer Brand: Only Good Things

After 20 years in the contract furniture industry, Grand Rapids Chair Co. is introducing their playful collection of chairs and tables to the residential marketplace. The new brand, aptly named Only Good Things, is the company's response to the need for versatile, high-quality, design-forward solutions for the home.





PRODUCTS

Applying their know-how in a way that is accessible to consumers, Only Good Things aims to expand their offerings beyond the hands of specifiers and into people's homes. Spending more time indoors, many people have been re-evaluating the spaces around them and the true comfort of, for example,

the kitchen table—having to adapt to become a classroom, office, rec room, and so much more. Creating a direct and more intimate relationship with the end-user, Only Good Things hopes to expand the company's ability to provide comfort and quality pieces for everyday tasks.



PRODUCTS

Leveraging their experience manufacturing ultra-durable furniture for commercial environments such as hospitality and office spaces, Only Good Things will offer a level of quality unseen in consumer furniture brands. Each piece will be tested to BIFMA standards — a voluntary certification pro-

gram created by the Business and Institutional Furniture Manufacturer's Association, to ensure contract furniture meets a stringent set of quality, performance, and sustainability standards.

Only Good Things is bringing their quality pieces into a space that other direct-to-

PRODUCTS



consumer furniture brands often overlook: the kitchen. While most brands in this space focus on the living room, Only Good Things will offer a curated collection of pieces for kitchen and dining spaces, including chairs, stools, tables, and outdoor

furniture. The pieces are durable, light, and modern—the company opted for strong lines and soft seating, offering long-term pieces that play well with a wide range of home styles, complementing classic, midcentury, or minimalist aesthetics.

The brand's thoughtfully-designed furniture combines quality materials, modern shapes, and bold colors to create playful pieces that add something special to space. Their versatile offerings are a result of collaborations with award-winning designers

from near and far, including Dowel Jones of Australia, Tim Stoecker of Grand Rapids' Filter Studio, Paul James of Minneapolis, and Joey Ruiter of Grand Rapids.

All pieces from Only Good Things will be made to order in the US and will be avail-

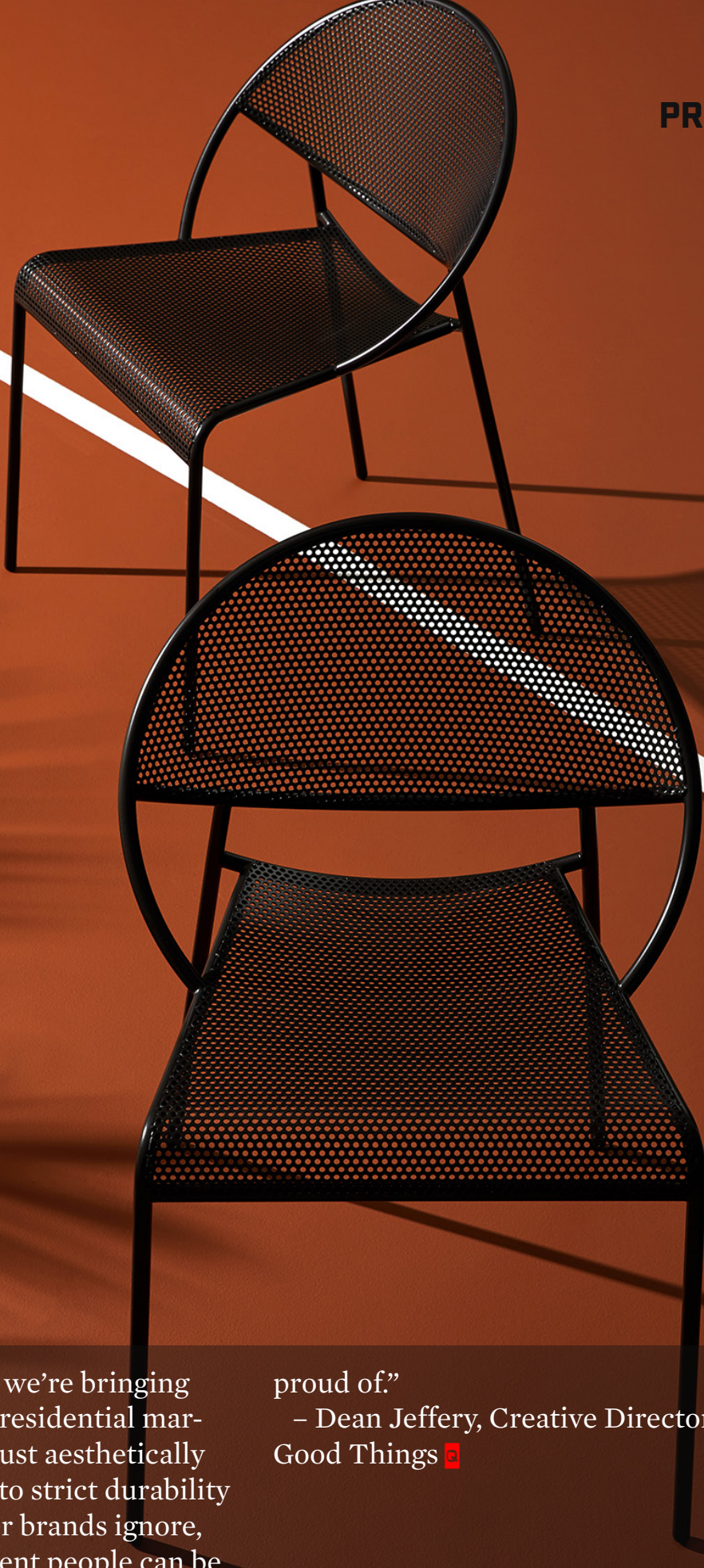
PRODUCTS

able for purchase starting November 2nd at shoponlygoodthings.com with a two-week lead time on new orders. A design-trade program is available for trade professionals and includes options to customize fabric or finish. Only Good Things sources wood

from sustainably-harvested northeastern American forests and finishes tables with an antimicrobial, commercial-grade finish.

“Twenty years ago with Grand Rapids Chair Co., we set out to create a brand centered around high quality, high design, and

PRODUCTS



accessible pieces. Today, we're bringing that same passion to the residential market. These pieces aren't just aesthetically pleasing, they are tested to strict durability standards that most other brands ignore, making them an investment people can be

proud of.”
– Dean Jeffery, Creative Director, Only Good Things 

PRODUCTS

3form Encapsulates the City of Angels in Five New Graphic Patterns



3form is excited to introduce five new Graphic Patterns—Height, Rain, Window, Stacks, and Palms—inspired by the architecture, nature, and culture throughout downtown Los Angeles. The new patterns transpose the city's vibrancy and sophistication into clean yet

spirited designs, which are interpreted from Union Station's Art Deco façade, towering modern skyscrapers, and rows of palm trees designs. An expansion of 3form's existing Graphic Patterns collection, the new offerings provide more geometric selections that transform in aesthetic with each different colorway. Designed to be encapsulated in



Palms

3form's translucent Varia panels, each pattern's negative space allows light to pass through for illuminated space division.

When sourcing inspiration for this collection, 3form's Vice President of Design, Christian Darby, traveled to Los Angeles' Union Station to capture the Art Deco and Moorish patterns covering the historic

landmark.

But to Christian's delight, Union Station wasn't the only place that sparked inspiration. Los Angeles' entire downtown scene enthralled him.

"Sometimes in design, people create the story after the [collection is complete], but that's not the case with this," says Christian.



PRODUCTS

Height

“I was planning on being inspired by Union Station, but the city overwhelmed me.”

Moved by the drama of the downtown Los Angeles skyline, Height, Rain, and Window reinterpret rows of skyscrapers as repeating, linear patterns. Height takes a pared-

down approach to a modern edifice with its rows of thin vertical dashes. Distilling a cluster of high-rises into a simple pattern, Rain’s thin disparate lines reflect the variety of buildings that make up the Los Angeles skyline. Influenced by the glass towers that

loom over 100-year-old Art Deco structures, Window interprets the all-glass buildings as a repeated abstract pattern made with diagonal lines of varying thickness. Stacks is composed of an intriguing juxtaposition of long lines layered over squares, much like

the iconic shapes in Art Deco.

Capturing the signature palm trees that dot the LA streets, Palms brings playful contrast to the rest of the architectural collection. Designed to bring whimsy and fun into any communal space, Palms is available

Stacks



PRODUCTS

Rain

in full size and mini for a tighter, abstract look.


The new Graphic Patterns will join 3form's Varia product line, which has certifications in Post-Industrial Recycled Contents (SCS), Optimized EPD (SCS), Type

III EPD (SCS), Greenguard Gold (UL), and Red List Free Declare Label (ILFI). This aggressive pursuit of certifications and higher product standards is one example of 3form's comprehensive sustainability program, Align, in action. Launched in March

PRODUCTS

2020, Align represents 3form's commitment to empowering architects, designers, and consumers to make smart choices about how they buy and build.

Graphic Patterns are available in 4'x8' and 4'x10' panels, with 1/4", 3/8", 1/2", 3/4",

and 1" gauges and a two-week lead time. All graphic patterns are also available in monolithic etched glass. 

Window

PRODUCTS

National Office Furniture Launches Dynamic Products and Surface Material Solutions

National Office Furniture, a unit of Kimball International, Inc., introduces a variety of innovative solutions and on-trend surface materials designed for today's environments. From brand new product series to key enhancements and surface material additions, these design-driven introductions extend National's portfolio to maximize trends and address workplace and home office needs.



PRODUCTS



Tarver Table Collection

The Tarver collection of tables, storage, and mobile ancillary pieces unifies bold design, industrial beauty, and the natural characteristics of wood and steel. Featuring

a rustic design with exposed metal fasteners, Tarver applauds the timeless blend of craftsmanship and geometric angles, and celebrates the beauty of artisanal veneer and rugged steel.

Eklund

Eklund Lounge Collection
With the ability to unify spaces through its comprehensive portfolio, Eklund's lounge seating, rocker, and tables create inviting environments for interacting as well

as focusing. Its organic shape and optional privacy panels easily provide visual and acoustical privacy or create a welcoming space for gathering.

Lochlyn Work. Store. Divide. Collection

PRODUCTS



Lochlyn

Originally introduced in 2019, Lochlyn has been enhanced to include adjustable height desks, worksurface extensions, drawers and doors for the storage unit, and a pet bed cushion insert. These additions expand on Lochlyn's ability to accommodate evolving

workspaces. Lochlyn offers brilliant work, storage, and space division solutions for commercial areas or home environments.

Gallery Laminate Program

The Gallery Laminate program will be filled with new, fresh, on-trend laminates



that address current design trends and evolving influences. This introduction includes multiple rich brown woodgrains, deep black, whitewash, and clear raw oak. The Gallery Laminate program is comprised of an ever-changing palette of dy-

namic and influential materials purposefully selected to inspire, create warmth, or make a bold statement. 

MARKETPLACE

To place a Marketplace Ad simply go to: <http://www.mmqb.com> and click on "Place a Job Ad" or "Place a Classified Ad." Questions? Call us at 888-259-0213. Ads close Saturday at 9:00 pm for next Monday's edition.

DIRECTOR OF SALES - HEKMAN CONTRACT FURNITURE

Lead a dynamic team!!

Hekman Contract Furniture is looking for a high-performing Director of Sales. The successful candidate will provide oversight and direction to the National Sales Management, Marketing, and Customer Service teams, with the goal of increasing our sales through new customer acquisition and increased market share. The Sales Director is responsible for developing key growth sales strategies, tactics and action plans to meet revenue growth objectives.

Successful candidates will have:

- A Bachelor's degree or equivalent professional experience
- Expert understanding of the contract furniture industry
- Proven sales executive experience – with a minimum of 5 years at a Director Level or above
- Outstanding verbal and written communication skills along with the ability to coach, mentor, and develop direct reports
- In-depth analytical skills along with strong financial & business acumen

Interested applicants can apply on www.Indeed.com

Job Title: Director of Sales – Hekman Contract Furniture.

PROJECT MANAGER-DEMOUNTABLE WALLS, CEILING SYSTEMS

WALLS...WALLS...WALLS

Barbican Demountable Walls and Ceiling Systems Project Manager USA Corporate Overview

Barbican provides high design, high quality product offerings consisting of Commercial Lighting, Architectural Walls, Ceiling Systems and Acoustical Solutions. www.barbican.ca

Job Purpose | Overview

This is a US based position (remote). The Project Manager Walls and Ceilings, under the direction of the VP of Sales and Marketing will lead and implement walls and ceilings projects to reduce costs, improve productivity, and increase customer satisfaction at Barbican Architectural Products Ltd. In order to achieve these goals, the Project Manager will be required to define project requirements and scope, acquire project resources, and supervise the efforts of project team members. Efficient delivery of project deliverables, effective quality control, clear communication of expectations to stakeholders, and upward reporting to senior management are critical tasks that must be performed throughout each projects' lifecycle.

Please submit your resume to: Steven Geiger, VP Sales
steven@barbican.ca

SEEKING INDEPENDENT REP GROUPS

Multiple territory locations available

A domestic seating manufacturer that specializes in made to order product solutions for Healthcare, Government, Education, and Commercial, is seeking Independent Rep Groups for the following territories:

FL,PA/NJ/DE,MI,IA/MO/KS/NE,AZ/NV

Please email your information and territory of interest to:
repsales2021@gmail.com

REGIONAL SALES DIRECTOR

Looking for a motivated Sales Director.

Logiflex, a well-established office furniture business is looking for a Regional Sales Director responsible for increasing sales in a specific area in the USA. Identifying new business opportunities, developing and maintaining business relations with existing distributors (dealerships) and representatives by assisting them in the elaboration of solutions for office space planning. Please send your resume to Nathalie Todd, Sales Director - U.S.A. at ntodd@logiflex.ca

CONTRACT FURNITURE SALES PROFESSIONALS

WE ARE HIRING IN SOUTHERN CALIFORNIA

TCS's sales professionals take the lead role in creating an exciting and dynamic plan that will elevate our client's workplace. Product knowledge, planning expertise and the ability to communicate project objectives and timelines are imperative skills in a successful TCS Sales professional.

If interested in a confidential conversation, please email resume with salary history to kjones@teamtcs.com

We offer

- Competitive compensation
- Medical, dental and vision coverage
- Company 401K
- A fast paced and collaborative environment
- Flexible PTO policy
- A fun place to work
- Supported and encouraging management staff dedicated to helping in your success

The Industry IS COMING BACK - Find a New Hire Today!

MMQB