

The Business of Furniture | August 26, 2020

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## Time To Get Into Gaming?

Gaming furniture is a segment of the market that still has plenty of room for growth. If you aren't in it yet, it is worth looking at.

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The Business of Furniture

August 26, 2020

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Gaming furniture is a segment of the market that still has plenty of room for growth. If you aren't in it yet, it is worth looking at.



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That is precisely why SnapCab is a company more and more customers are turning to for spaces providing connection, communication, collaboration and comfort. Its products make spaces more flexible, especially during a time when changes to an office, health care setting or school need to happen quickly and easily.

< SnapCab's Focus Workspace



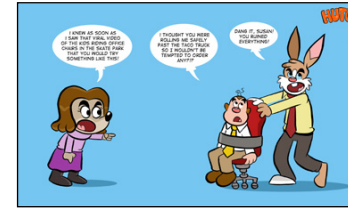
# More than tables...



## SafeT



**SAFE-T SCREENS and BARRIERS** add extra protection from contagions in workplaces and learning environments. With several materials like Clear Plexiglass, Polycarbonate, Frosted Acrylic, or PET and various mount options, it's easy and economical to retrofit safety screens in any existing furniture. All panel options are available in standard or custom sizes and are easy to disinfect and clean.



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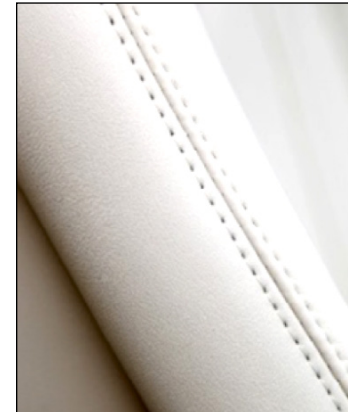


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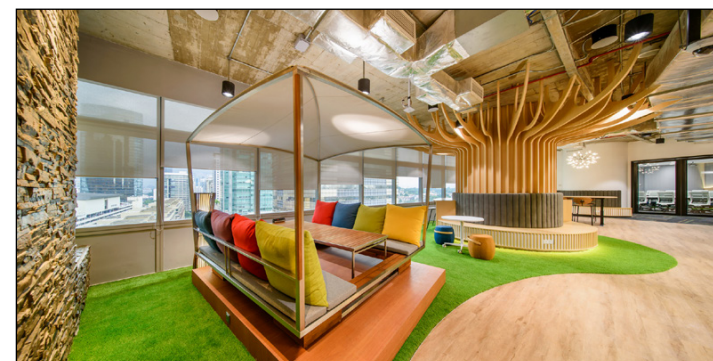
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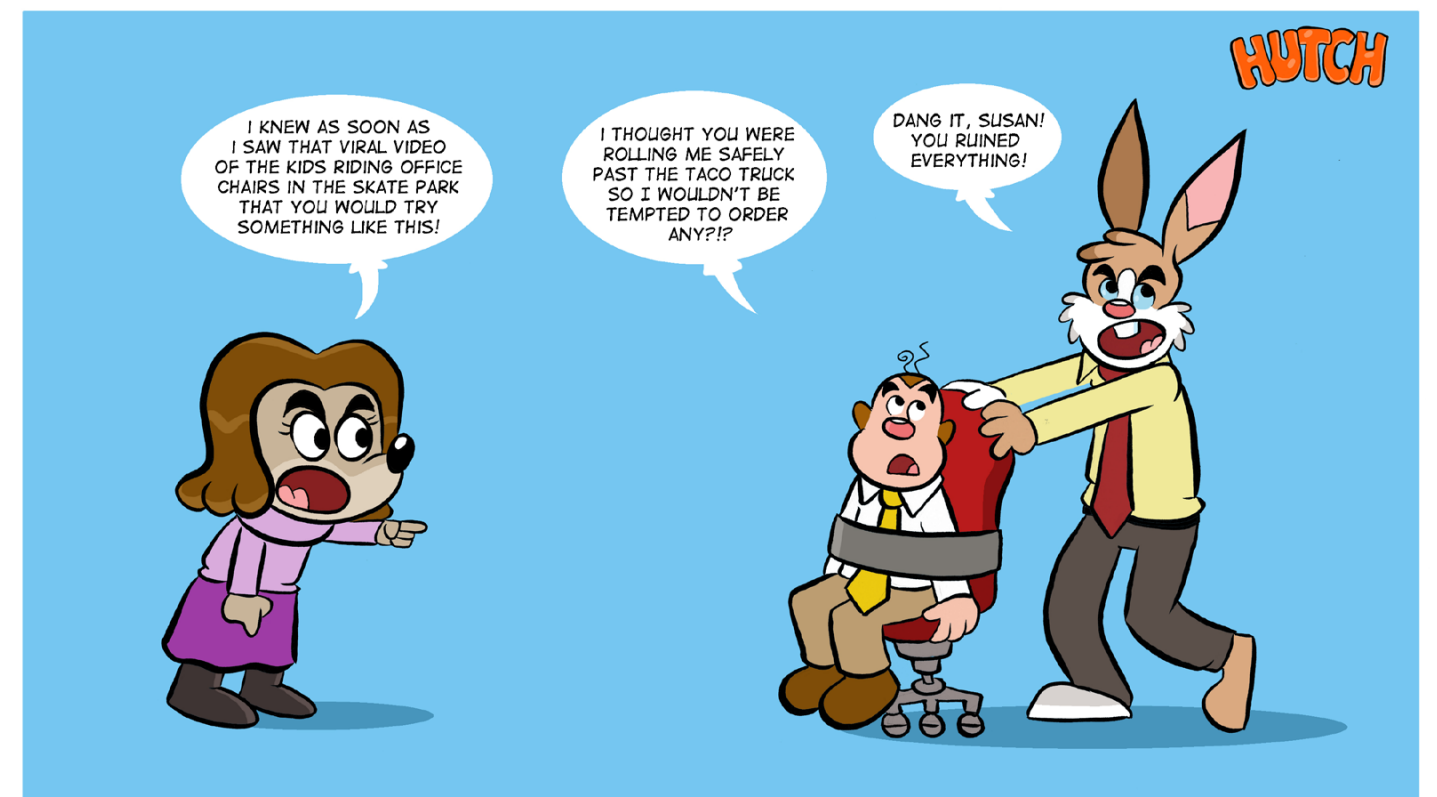
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**ROB KIRKBRIDE, EDITOR-IN-CHIEF**



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# There's Room for Your Furniture in the \$138 Billion Gaming Market



## Happy Wednesday,

Before you scoff at Herman Miller joining with Logitech to launch a new line of computer gaming furniture, consider the market and a few interesting stats:

- Watching gamers play video games online is more popular than watching sports for 18-25 year olds.
- Video gamers spend an average of six hours, 20 minutes each week on gaming.
- More than 100 million people watched the League of Legends World Championship, cementing its place as the most popular esports.
- The total video game market revenue for 2018 was \$137.9 billion.

So, it shouldn't come as a surprise Herman Miller

was keen to get into the market. The company launched its Herman Miller x Logitech G Embody Gaming Chair, Motia Gaming Desk and Ollin Monitor Arm (\$1,495, \$1,295 and \$295 respectively) at the end of July.

If you know anything about gaming furniture (yes, it is an actual category that is growing exponentially), it is typified by racing-style seats made on the cheap, mainly by Chinese companies that don't seem to care much about comfort, but definitely give preference to flashy colors — and in some cases include LED lights and speakers.

Herman Miller and Logitech went about developing the ultimate gaming chair the way they design everything — with a lot of thought and research. Together, the two companies spent nearly two years studying esports pros and players around the globe to understand their needs.

The gaming furniture package was warmly received (mostly) by the computer gaming magazines. In a review of the Embody Gaming Chair, PC Gamer said: “The original Herman Miller Embody is also one of our top picks for the best gaming chair, with the caveat that this chair may cost more than your actual gaming PC. The new Embody comes fully-assembled and with a 12-year warranty, so you shouldn't have to worry about a replacement for a long time to come. A few specific gamer upgrades differentiate this chair from the usual Embody. It comes with an ‘enhanced gaming seat’ to support a more active sitting position, and cooling foam to keep your backside from getting sweaty — an issue only gamers face, apparently.”

On the other hand, the sticker shock of purchasing a good, ergonomic seat is more than many average gamers can stomach. Many of their reviews, almost all of which focus on the price tag, were negative. It is worth noting that many of them have never sat in an Embody — and didn't for their reviews.

While several of Herman Miller's chair designs were tested with gamers, Embody was chosen as the perfect platform to build a gaming chair from. A typical esports athlete and streamer are seated at their desk upward of three times as long as a typical office worker. In addition, a large number of gamers expressed widespread dissatisfaction with the comfort and ergonomics provided from traditional gaming chairs that typically focus on aesthetics, as there is a significant decline in performance due to

the physical challenges that come from repetitive motion injuries.

Herman Miller is not the first office furniture maker to get involved in gaming furniture. HON sells the Sadie racing style gaming chair for \$339. It is a good option for gamers on a budget who still want a chair that can outperform any cheapo superstore gaming furniture.

Gaming furniture is a segment of the market that still has plenty of room for growth. If you aren't in it yet, it is worth looking at. Even if you have no experience designing gaming furniture, there are many opportunities to get involved. Design it yourself or go to the China International Furniture Fair (when it reopens to U.S. customers) and buy one from many of the manufacturers who have them on display.

Herman Miller and Logitech have the upper end of the market wrapped up, but there are opportunities for companies to come up with a \$1,000 package that would include a good ergonomic seat, simple height-adjustable table and monitor arm. Based on my unscientific research (asking my gamer son and his friends about it), \$1,000 seems to be the sweet spot for gamers investing in furniture.

It's a huge market and one that is growing, especially as people stay home to stay away from the virus. More people are gaming and spending more on the hobby. Maybe it's time you get into the game as well.

*Rob Kirkbride and the Business of Furniture team*



## COVID-19 is Changing Workplace Design Says JLL

The ongoing pandemic has sent landlords and businesses racing to redesign their offices to meet new health requirements and respond to a workforce that has a heightened concern for health and wellness.

It's not just about moving desks six feet apart or putting barriers between them. New air filters, signage routing people to the coffee maker, and hi-tech products previously seen as optional — like ultra-violet lights to disinfect surfaces, or ways to use elevators without pushing any buttons — have moved front and center.

COVID-19 is fundamentally changing how offices look and operate. Despite costs involved, workers' well-being is driving the modifications.

"Knowing these precautions are in place can give employees confidence that their return to work will be safe," says Ashley Rowland Taylor, director, strategy for Big Red Rooster, a JLL company. "The thing that we need to be cognizant of in designing post-COVID workspaces is to not over-engineer health and safety in a way that makes it feel sterile."

With this in mind, technology-based solutions are one place companies are looking to first.

Many organizations have already adopted touchless office technologies, such as bathrooms with light-activated sinks and hand dryers. Now, technologies that were seen as nice-to-have — from apps on mobile phones to control lighting, temperature and AV equipment, to doors and elevators that open with corporate badges — are being added to reduce employee contact and ensure cleanliness.

Blue Cross Blue Shield has even adopted a QR code program for cleaning desks and conference rooms.

"Basically, after somebody finishes with their desk or meeting room, they scan a QR code which then notifies a porter to immediately come in and clean it," says Nakira Carter, vice president, PDS at JLL. "So, if someone comes in 15 minutes after you've left, they can feel very confident that the desk or meeting room they are in has been cleaned and sanitized."

## MATERIAL SPOTLIGHT

### Premium Coverings for the Contract Furnishings Industry

➔ "Did you know CGT is never too far away from you?" If you've been in a car today, chances are high that it contains interior surface materials proudly made in the US and Canada by CGT. If you own a pool, it's also likely that it contains liner material made by CGT. Weather you're on the road or in your own backyard, CGT surface material innovations have been made to make you feel at home.

CGT is currently working on a new surface innovation targeted towards the furnishing industry, including their CleanTec premium cover stock antimicrobial treated surface technology. CGT has a long history of producing OEM-specific durable and attractive mass-market constructions for a variety of users in high volume applications.

As a world leading producer of coated fabrics and films, CGT's global manufacturing footprint is as wide and diverse as the countries they are located within. Although CGT's employees come from vastly different parts of the world, they are all united through vision, dedication and the ultimate goal of producing first-class products and exceptional services to their equally diverse customer base.

As one of the world's largest suppliers of synthetic upholstery materials, CGT ensures that their quality exceed the global requirements to fulfill customer expectations. All of their products are expertly matched for color, durability and fading performance by their expert team of engineers, designers, color technicians, chemists and product development specialists. Their goal is to offer manufactures the finest synthetic upholstery materials unparalleled in the industry. **BoF**



### Helping you stay healthy

What does the future of human / product interaction look like? What color can it be? How about its texture? Will it be safe to touch? Will it allow for familiar expectations of luxury, comfort, robustness, and great haptics? Often times, it has been the norm to expect that a product would satisfy some of these characteristics, sacrificing a few attributes as collateral damage.

**CleanTec** premium cover stock material from CGT provides surfaces with a shorter lifespan of bacteria, fungus, and viruses (over 99 percent reduction in various strands of harmful bacteria and mildews). CleanTec is perfect for seating surfaces in both public and personal applications; including interiors, hospitality, health care, and transportation. It's also non-toxic and has impeccable visual and tactile properties. CGT has over one hundred years of experience designing meaningful materials that improve lives. [cgtower.com](http://cgtower.com)



## Designtex Partners with West Elm and Crypton to Launch an Easy to Clean Woven Textile Line for Living, Hospitality, and Corporate Spaces

THE NEW STYLES FEATURE CRYPTON CHEMISTRY, A BONDED FABRIC SYSTEM THAT RENDERS THE TEXTILES DURABLE AND EASY TO CLEAN AND DISINFECT WHILE MAINTAINING THE FABRIC'S FEEL AND BEAUTY.

by Emily Clingman

**D**esigntex — a Steelcase company — has released four new textile patterns with West Elm, the fourth collaboration from two industry leaders.

The Designtex + West Elm Textile Collection combines residential look and feel with commercial performance for four woven upholstery styles inspired by classic textiles and mid-century

fashion: Boucle Melange, Chenille Chevron, Chunky Tweed and Corded. Each style is available in a variety of colorways and suitable for contract applications across congregate spaces, senior

living, hospitality venues and corporate settings.

With more than 40 years of experience designing solutions for health care spaces, Designtex brings invaluable insight as an industry leader in cleaning and disinfecting applied materials to the Designtex + West Elm Collection.

“We wanted to add a high-performance aspect, while maintaining aesthetic,” said Susan Lyons, president of Designtex, in a recent online launch session for the new upholstery line.

The new styles feature Crypton chemistry, a bonded fabric system that renders the textiles durable and easy to clean and disinfect while maintaining the fabric’s feel and beauty. The integrated moisture barrier for stain resistance is free of phthalates, carcinogens and toxins.

Lance Keziah, CEO of Crypton, said everything done at Crypton is based on two things: fiber type and the end-use application.

“We talk a lot about multi-tier performance,” Keziah said. “How will it be processed through our plant? What kind of technology will we use? How do we maintain the best quality? We’re looking for optimal performance — high-

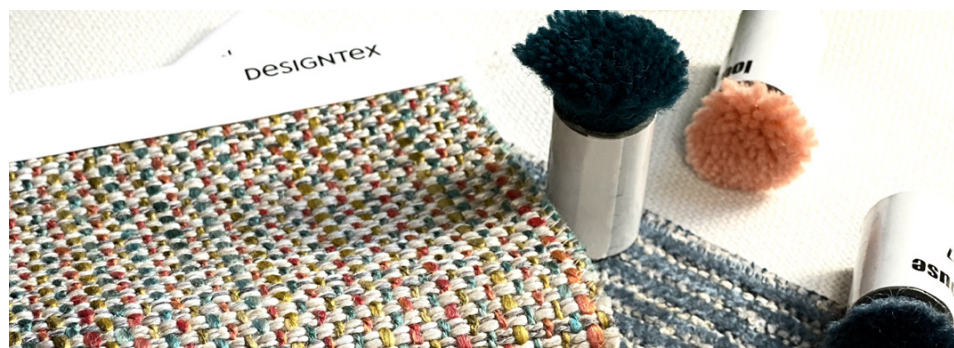


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ly repellent and highly cleanable. It's not always easy to make them cleanable and repellent at the same time. That's where the term dual-action comes from."

Designtex is excited about the performance fabric because of its usefulness during the pandemic, Lyons said.

"We like to say the collection feels residential, but it also performs commercially and is

designed for disinfection," she said. "In congregate spaces, where students might be coming together for school, or employees and guests gather in a lobby ... the ability to easily clean is so important."

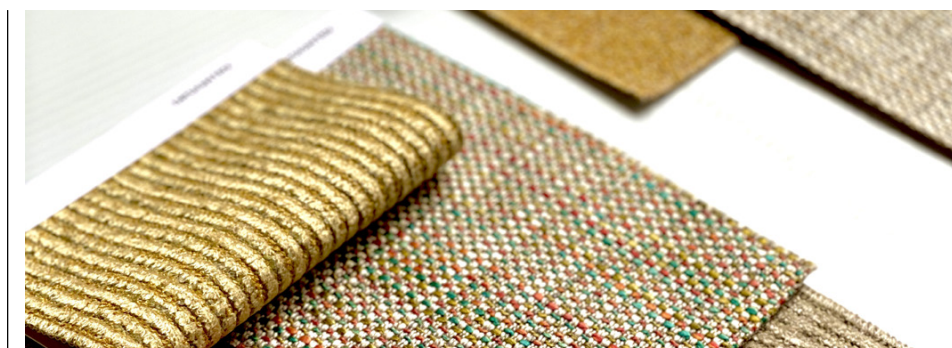
Esther Lee, also with Designtex, said, "We're extremely fortunate to work with West Elm and Crypton. Cleaning doesn't necessarily remove germs and bacteria.

Disinfecting, on the other hand, either kills or reduces the number of germs and the spread of infection."

In the development of this collection Lee said the team knew performance products would be the ongoing and growing need in the market.

"As our portfolio of products continues to grow, we wanted to address all the cleaning and disinfecting needs while maintaining the residential and retail aesthetic collections," Lee said.

In Boucle Melange, the classic looped texture of bouclé fabric is combined with the mélange dyeing technique for a textile that is texturally rich and variegated in color. The resulting heathered effect creates dimensional depth



in an already tactile fabric.

Chenille Chevron updates the iconic zig-zag pattern popular in the 1960s and '70s in subtly tufted chenille, a fabric which can appear nearly iridescent as the pile catches the light. The visual interest of the large-scale pattern is complemented by the texture of the yarn and matched by the fabric's softness.

Chunky Tweed brings modern sensibility to this iconic textile construction with a more free-form approach to the expected variations in hue. It adds understated poise to classic or contemporary spaces.

Corded combines the plushness of corduroy with unexpected elegance. The perfectly parallel wale features slight variations in

color, emphasizing texture that looks as beautiful as it feels.

The color palette is understated, cool and sophisticated.

Paulo Kos, vice president of design for West Elm's contract division, said, "We made sure to bring something new to the commercial space ... that actually works in a (high-use) commercial space."

The pallet has a solid founda-

tion, "but sort of evolves with everything else," Kos said.

"Our clients always want to come back for a refresh and want to order more of something, so it's important to us to establish these foundational collections in the beginning, that we're not constantly changing out, but layering in new things that work seamlessly with previous introductions. It's evolutionary." **BoF**

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## Special-T Preps for Post-COVID Workplace and Learning Environments, Launches New Safe-T Screens and Barriers Product Line

special 

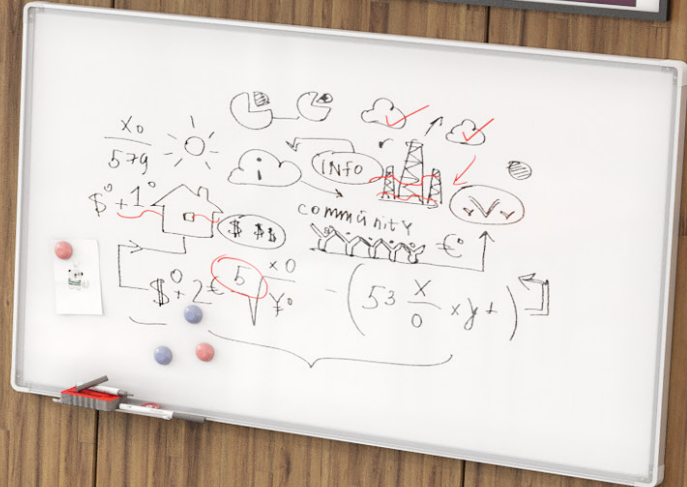
The COVID-19 crisis has raised awareness that infection prevention and control is more critical than ever. As the world has recently witnessed, viruses, bacteria and other pathogens that cause infections can spread and proliferate quickly and invoke serious consequences. Preventing infections in workplaces and education facilities is now more critical than ever.

In response to the new requirements created by COVID-19, Special-T has launched a new Safe-T screens and barriers product line to protect office workers in workplaces and students and educators in learning environments.





INFRARED 1000 nm 3800 nm  
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The new product line features an array of screens and barriers with a variety of applications that provide increased protection as people return to work and students return to schools.

The screens are available in clear plexiglass, polycarbonate, frosted acrylic and PET, and come in various sizes, including custom options. Safe-T screens are designed to be easily retrofitted into existing cubicles, open plan work areas, student and teacher desks, dining and collaboration areas.

“For over 25 years, Special-T has set the standard for innovative, value-priced solutions that provide superior worker safety and comfort and boost productivity for workers of all types,” said Tatiana Rodoslavova, Special-T vice president of business development. “These new programs from Special-T continue that tradition with products that are specifically designed to meet the needs of the new safety requirement in workplaces and education environments efficiently and economically.” **BoF**

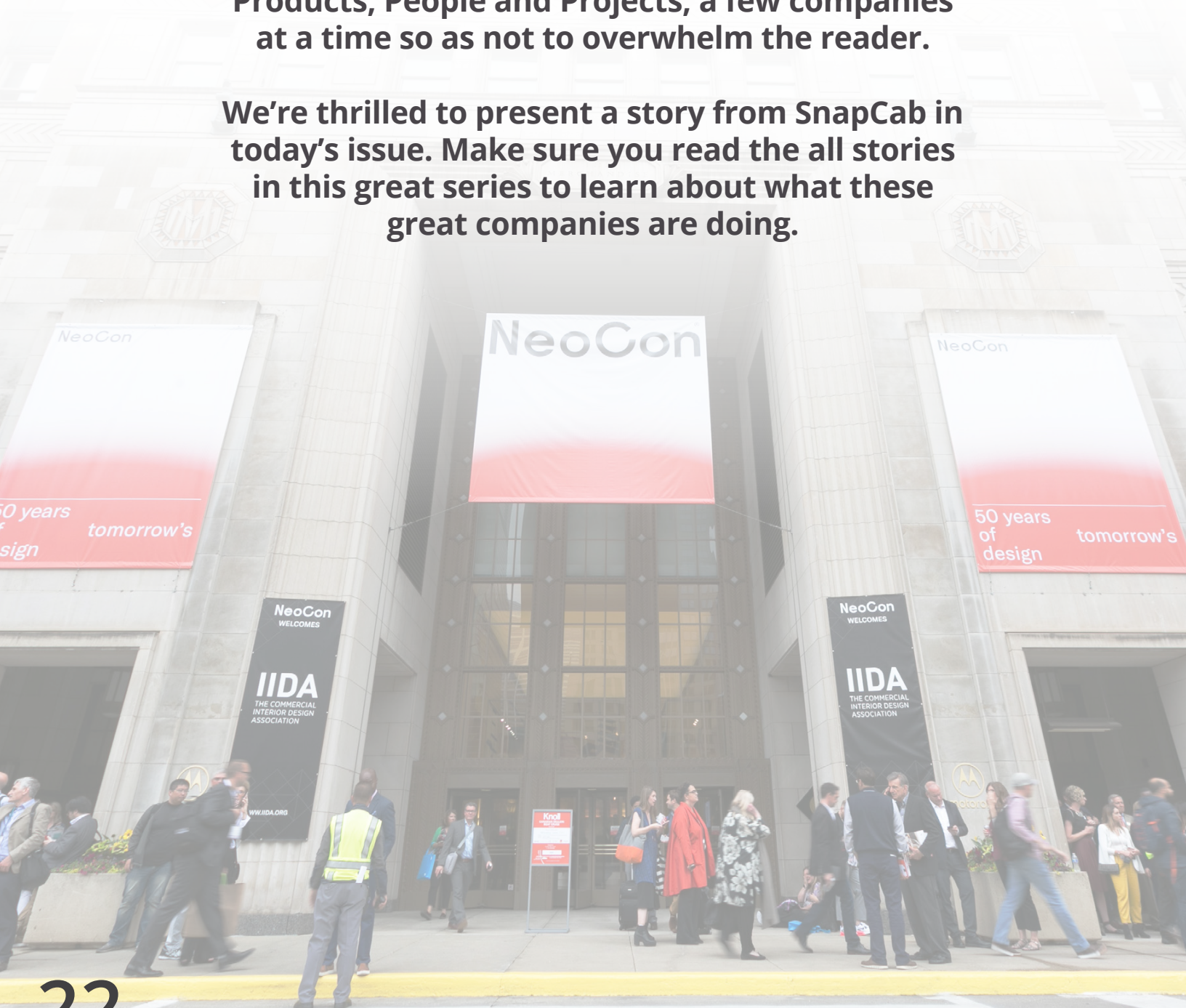
We launched Products, People and Projects this year to help fill the gaps. We don't want all the information we would have learned about at NeoCon to be lost.

So we worked with theMART to come up with a program you have seen since early June. For the rest of the summer, we will be presenting Products, People and Projects, a few companies at a time so as not to overwhelm the reader.

We're thrilled to present a story from SnapCab in today's issue. Make sure you read the all stories in this great series to learn about what these great companies are doing.

NeoCon: Products, People and Projects

**BoF**



**24 SnapCab Keeps Focus on Flexibility**  
 That is precisely why SnapCab is a company more and more customers are turning to for spaces providing connection, communication, collaboration and comfort. Its products make spaces more flexible, especially during a time when changes to an office, health care setting or school need to happen quickly and easily.

## SnapCab Keeps Focus on Flexibility

**In this topsy-turvy world where workplaces need to be collaborative, yet safe; open, yet designed for social distancing; active, yet designed for productivity — the need for flexible office products and furniture is paramount.**

That is precisely why SnapCab is a company more and more customers are turning to for spaces providing connection, communication, collaboration and comfort. Its products make spaces more flexible, especially during a time when changes to an office, health care setting or school need to happen quickly and easily.



*SnapCab Meet 6 with Glass Back*

**SnapCab products define spaces using a kit of parts that can be used to create everything from an individual pod to a meeting room.**



SnapCab products define spaces using a kit of parts that can be used to create everything from an individual pod to a meeting room. The freestanding and flexible products can be assembled quickly and re-purposed as needed. That means customers aren't buying products they don't need in six months when workstyles return to normal or continue to be different because of the pandemic.

The flexibility from SnapCab's products comes from the pods being able to help equally with collaboration as they do with isolation. When workers need to safely come together, SnapCab's Meet 4 and Meet 6 are the solution. When there is a need for workers to isolate, they can in SnapCab's Work or Work+ pods and Meet 2, one of the first pods designed for use in the home and an easy way to carve out home office space.





**The company was founded by Glenn Bostock, a craftsman who specialized in cabinetry.**

“We’ve been collaborating with David Robinson, owner of Fractal Workspace, a coworking space, and hearing from numerous other sources that there’s a common theme coming out of this pandemic,” said Glenn Bostock, founder and chief executive officer. “Going back to the work world, everyone is wondering how that is going to look in the future. They want a kit of parts where the office can be flexible, in that it could be isolated office space, or it could be a social event, or it could be set up for a classroom. So we’re working on products that are super flexible. And we’re trying to meet that need for a kit of parts.”

SnapCab has been doing this since its inception. The company was founded by Bostock, a craftsman who specialized in cabinetry. It revolutionized the elevator industry by developing a patented Interlocking Paneling system (ILP) that not only makes its products simple to install, but ensures they last a very long time. That system was embraced by major elevator companies, which led to long-term collaborations the company still enjoys today.





*SnapCab Work*



*SnapCab Meet 4*

**“People are flawed; everything’s flawed. And if you design that forgiveness factor into your system, everything’s going to work better.”**

Bostock found the ILP also could be used in the office. The ILP system inspired the development of SnapCab pods that evolved into what the company calls its SnapCab Workspace.

The products also came out of challenges Bostock faced in his childhood. Bostock had learning disabilities where he ended up being treated poorly by his classmates and later coworkers and peers. He said he became comfortable with failure and realized the most devastating thing about having a weakness, isn’t the weakness itself. It’s how people treat you around the weakness.

“This plays into our company culture today where we’ve really purposely designed the products around the idea that everything is flawed,” he said. “People are flawed; everything’s flawed. And if you design that forgiveness factor into your system, everything’s going to work better. As a company, we reward people for making mistakes because they bring up what’s not working. It came out of that experience I had in school.”



*Glenn Bostock (left) working with colleague Jeff Day.*



**In 1983, Bostock started his woodworking business with his wife - in a barn.**

Bostock went to college for fine woodworking. He found he excelled in his dad's workshop in the basement. That led to a woodworking business he started with his wife in a barn in 1983. In the 1990s, he added elevator remodeling to his custom cabinet work. It was a natural extension to what they were doing. His father was a partner in an elevator maintenance company. At the time, to revitalize an elevator meant throwing out the entire cab of the elevator and buying a brand new one. So he came up with a patented modular system to remodel elevators that saved the cab. Otis Elevator saw the system and liked it. It was simple to use and assemble — a flat pack like IKEA; a kit that could be custom-made to fit a specific elevator.

Otis Elevator was able to reduce its install time from four days to one day using the kit and ended up using Bostock nationally to manufacture elevator interiors. Bostock quickly went from being a custom woodworker to a manufacturer. The company was growing 30% every year and added a second manufacturing location in Canada. (SnapCab has a location outside of Philadelphia as well as its Kingston, Ontario, location).

*Glenn (right) and his wife, Cheryl, in 1983.*



**The corners of the pod are made of heavy duty aluminum extrusion, which were designed so SnapCab can connect demountable walls to them.**

The elevator system attracted the attention of Corning Glass, which was looking to get its Gorilla Glass — a super durable glass used in smartphones and other electronic devices — into the architectural market. Gorilla Glass was first used in elevator panels, and now it's used in Workspace products.

In 2016, SnapCab took its products to the AIA Conference on Architecture and later that year to NeoCon, showing a wall paneling and elevator system using Gorilla Glass. A consultant for WeWork said the company was looking for lots of little meeting rooms and phone booths and asked if the elevator interiors could be used to make office pods. That led to the development of the SnapCab Workspace products. Since the system was based on remodeling elevators, which are all different sizes and materials, SnapCab knew how to be flexible and make a customizable work pod.

"You can make them out of whatever material you'd like to make them out of," Bostock said of the work pods. "And they go together in a systematic way. We have the most durable, flexible pod on the market. And once we ended up in the market, we spent a year becoming UL Listed. We meet the highest code compliance requirements."

The corners of the pod are made of heavy duty aluminum extrusion, which were designed so SnapCab can connect demountable walls to them. That aligns perfectly with the needs of the post-pandemic offices customers are telling SnapCab: a kit of parts where small, flexible, isolated conference rooms, meeting rooms or offices can be made.







**SnapCab is also designing a work-from-home pod that is smaller in scale and can be installed in a home as an oasis for the worker from the distractions found in a house.**

SnapCab also has adapted its products to create a consultation pod — a pod with two doors, two separate air systems and a glass wall separating the spaces. Two people can be inside the consultation pod and have a safe conversation, whether it's a health care setting, church or an office. SnapCab worked with CannonDesign to make a very low-cost testing pod for hospitals.

SnapCab is also designing a work-from-home pod that is smaller in scale and can be installed in a home as an oasis for the worker from the distractions found in a house.

Instead of completely scrapping open offices, customers can use SnapCab products to adjust the workspace to keep everyone safe during the pandemic. The company sees its products like cutting up the offices in a similar way as an ice cube tray. Instead of everyone working together in a potentially unsafe environment, they can work in small groups inside SnapCab pods and outside by using the SnapCab Connects demountable wall system. The entire SnapCab Workspace product line allows people to focus in groups or individually while reducing the risk of spreading germs.

The pods are on heavy duty casters so they can be moved into place where needed. A company may want to use its space for a boardroom one day, a classroom the next day and isolated offices another day. "Instead of building all these permanent walls and permanent offices, I believe in the future, they're just going to be building great big open spaces, and people are going to bring in their own little offices and walls that are movable," Bostock said.





## The pods themselves are as adaptable as a Swiss Army knife.

The pods themselves are as adaptable as a Swiss Army knife. The interior can include a mounted television or giant whiteboards. Customers can choose what they would like inside the pods to best match the use, which can change over time.

It remains to be seen whether the office is forever different or if it will return to “normal” after the pandemic. Bostock believes the changes are permanent — at least partially.

“I do think that people are going to want things to be flexible,” he said. “We’ve heard from the medical community and A&D firms that they want that. They need to look at redesigning hospitals. With SnapCab Workspace, this future hospital environment could be very flexible.”

The focus of the company is simply to be useful, according to Bostock.

“Our focus at SnapCab is to utilize our core competency of designing and manufacturing high quality products to serve our customers,” he said. “We did not set out with a focus on making money; rather we set out trying to be as useful to our customers as possible. Our products are designed to flex and change over time to continually meet our customers changing needs. The attention we give to aesthetics, materials and engineering is with durability and high quality in mind. SnapCab Workspace products are an investment in the future — that’s why we offer a 10-year warranty.”

Bostock said the future of the company is unlimited. He can imagine SnapCab adding other products that fit into its core competency, perhaps desks or additional conference room products.

By remaining focused on quality and flexibility, Bostock said the company will have a bright future. **BoF**





*SnapCab Meet 4*



*SnapCab Work*

## PACIFIC WEST

## SUBSTANTIAL DEVELOPMENT TO BOOST ECONOMY

SUNNYVALE, Calif. — The Sunnyvale City Council has approved a massive housing, retail and office development that supporters say will give downtown a long-overdue facelift and economic boost. The mixed-use project calls for 793 apartments and condos and almost 182,000 square feet of retail space and about 653,000 square feet of office space, all within a short walk from the city's Historic Murphy Avenue and a quarter-mile from a Caltrain station. When the project is finished, nearly 967,000 square feet will be reserved for office use.

[Marin Independent Journal](#)

## DO HAIR ANYWHERE

SACRAMENTO, Calif. — California hair and nail salons can only provide services outdoors. Alicia Orabella runs a hair salon in the Bay Area, organized a rally and is expecting several hundred people from across the state to join her in Sacramento. "I wanted to create this movement to bring social awareness about protecting our industry and getting us inside again," says Orabella, who acknowledges there is no 100% way to prevent COVID-19 infections, but she believes customers are better protected indoors. "We can control our environment. We can't control the environment of working outdoors," she said. California is the only state banning indoor operations at salons.

[GV Wire](#)

## MOUNTAIN WEST

## IN-KIND RENOVATION

RENO, Nev. — The Northern Nevada Children's Cancer Foundation

recently announced the completion of an office renovation project — thanks to a \$10,000 in-kind donation — that took place during the COVID-19 closure. Reno-based company SI Legacy Floor Finishing installed new vinyl flooring in common areas of NNCCF's 3,000-square-foot office space. The \$10,000 flooring donation from the company's president, Jim Farley, will assist NNCCF, "in keeping a clean and sterile environment for children and families served by the foundation."

[Northern Nevada Business Weekly](#)

## NEW STERILIZATION IMPLEMENTED

PHOENIX — San Diego-based Parallel Capital Partners has implemented stringent safety protocols at two Phoenix high rises, including the installation of state-of-the-art Plasma Air sterilization systems at both One Arizona Center and One North Central. The measures are expected to help manage safety concerns amid the COVID-19 outbreak. The Plasma Air systems — which are designed to proactively attack pathogens via positively and negatively charged oxygen ions, significantly improving air quality — will be installed in the central air conditioning systems of One North Central, a 20-story building, and One Arizona Center, a 19-story high rise.

[Connect Phoenix](#)

## RISE CONTINUES

SALT LAKE CITY — Quirky and flexible workspaces debuting in Salt Lake City's downtown offer one possibility of what office life could look like in a world transformed by the pandemic. The new hubs inside Main Street's Kearns Building, a huge overhauled foundry in the

Granary District and a revamped produce warehouse on 500 South were all planned or underway before the coronavirus hit. They are intended as varieties of less traditional shared offices, where businesses or individuals might lease a few desks to a whole room or more, with basic services like WiFi, printers and coffee pots. But the past five months have shaken up just about every aspect of workplaces and routines, including how we think about safety, hygiene, floor plans, elevators, bathrooms, doors knobs, co-workers and everything else involving personal and shared space on the job.

[The Salt Lake Tribune](#)

## PECOS PARK COMING TOGETHER

DENVER — CBRE announced PepsiCo Beverages North America has signed a 283,500-square-foot-lease at Pecos Logistics Park, a 66-acre infill logistics business park currently under construction. Pecos Logistics Park will include 1.15 million square feet of Class A industrial space at full build-out. Phase One includes three speculative buildings ranging from 121,800 square feet to 139,200 square feet and the PBNA build-to-suit. The buildings include dock-high and drive-in loading, ESFR K-17 sprinklers, LED lighting and trailer parking. Phase One is scheduled to deliver in Q3 2021 with an 1,880-square-foot spec suite in Building 1 and a 1,550-square-foot spec suite in Building 2. The first phase of the project also includes a highly unique shared amenity space called The Junction, which will include conference and training rooms, a kitchen, flexible use/fitness space and showers, bike storage and outdoor patio space, accessible to all tenants.

[DC Philosophy](#)

## TEAM RECEIVES AWARD

DENVER — A Colorado-based design-build team, consisting of Gilmore Construction and The Abo Group, has received the National Award of Merit in Rehabilitation, Renovation and/or Restoration from the Design Build Institute of America for the consolidation and renovation of the General Services Administration Building 67, on the 623-acre Denver Federal Center Campus. Constructed in 1967, is the tallest structure on the campus. At 14 stories, it holds a prominent position in the surrounding landscape. The renovation provided the opportunity to consolidate staff occupying 335,000 square feet and reduce space usage to 180,000 square feet (56% reduction) while remaining fully operational and occupied during construction

[Mile High CRE](#)

## MIDWEST

## BUILDOUT FOR EQUITY

CHICAGO — Skender, serving as general contractor, recently completed interior construction of the 75,000-square-foot Chicago office of Equity Residential at Two North Riverside Plaza in the West Loop. Equity Residential occupies two floors at Two North Riverside, with private access to the building's roof terrace that was built out by Skender as part of the project scope. The renovated office space features a new atrium with a connecting staircase; a mix of open workstations and private offices, conference rooms and board rooms; new bathrooms; and custom millwork throughout.

[RE Journals](#)

## REACHING LEED PLATINUM



CHICAGO — In early July 2020, Illinois had a total of 727 LEED-certified or recertified buildings at the Gold and Platinum levels. Of these, 50 received the designation in 2019, five fewer than in 2018. Half of the awarded projects were office properties and the other half included multiple property types such as education and medical facilities, single-family homes, and hospitality and retail assets. One winner includes the Wrigley Building on Michigan Avenue. It was completed in phases—the 30-story south tower in 1921, and the 21-story north tower three years later. The towers are connected by two skybridges. Throughout the last decade, the iconic development has held LEED Silver and Gold certifications and last year it earned LEED Platinum status, with a scorecard totaling 81 points for a 55,000 square foot component.

[Commercial Property Executive](#)

## SOUTH

## AUSTIN WELL-POSITIONED

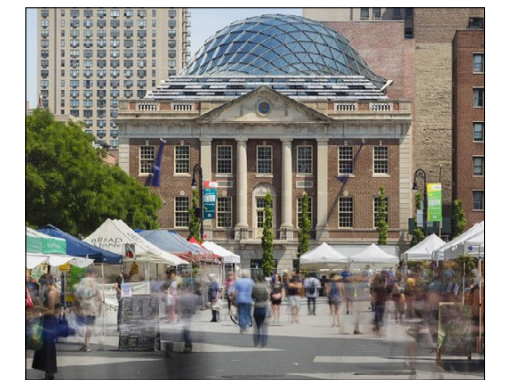
AUSTIN, Texas — PlaceMKR recently announced an acquisition of a new portfolio of flex industrial buildings in southeast Austin. They believe that this area is the best-positioned submarket coming out of the pandemic. Christopher Cortese, Principal of PlaceMKR said, "We identified this real estate portfolio because of its high concentration of local businesses that support the Austin economy. While the fabric

of southeast Austin has historically been used for industrial purposes, we believe there are several factors that will shape a mixed-use narrative going forward including Tesla's announcement of their plans to build the Cybertruck Gigafactory and the advent of the Austin Transit Partnership which can profoundly impact the accessibility of the submarket."

[Augusta Free Press](#)

## NORTHEAST

## FORMER HALL NOW OFFICES



NEW YORK — BSK Architects recently completed a gut renovation of the former Tammany Hall headquarters building at 44 Union Square for Reading International, at the northeast corner of Union Square Park. Representing a new Class A office-and-retail building with three floors of restored historic street facades, and a three-story glass and steel dome addition, the BSK design was unanimously approved by the Landmarks Preservation Commission. It expands the usable square footage of the historic building, which dates from 1929.

[Connect New York](#)

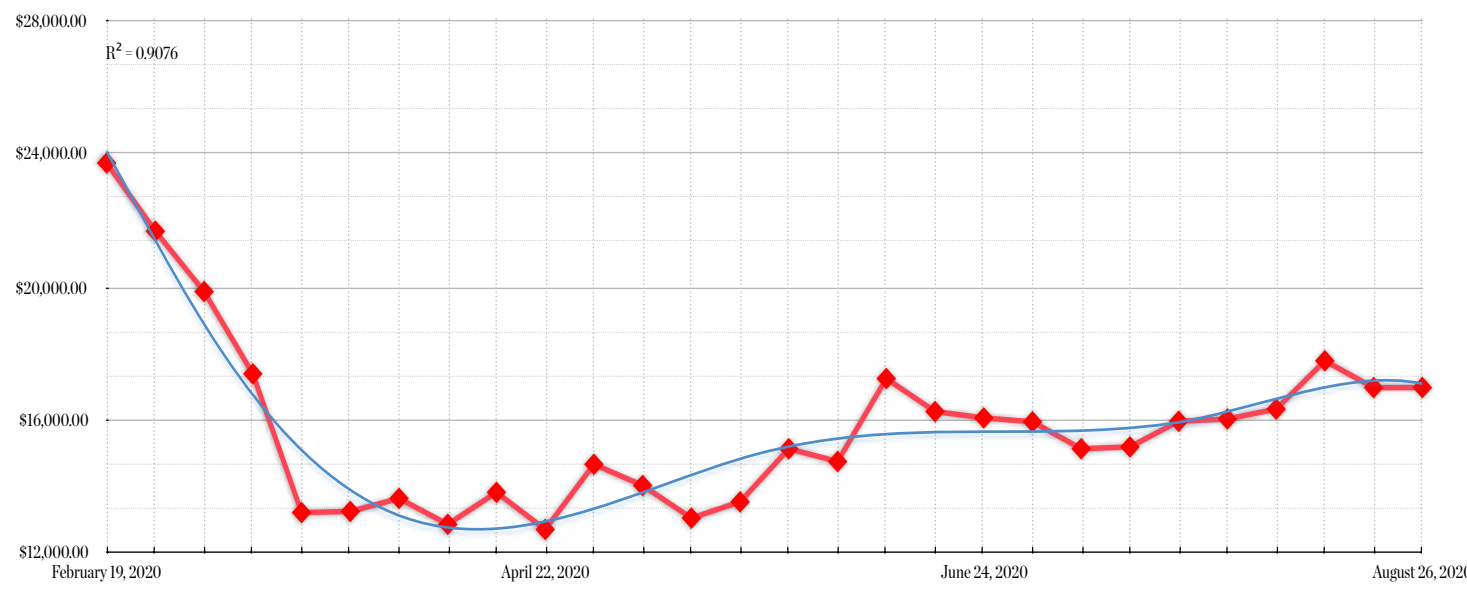
*Compiled by Emily Clingman*

BoF

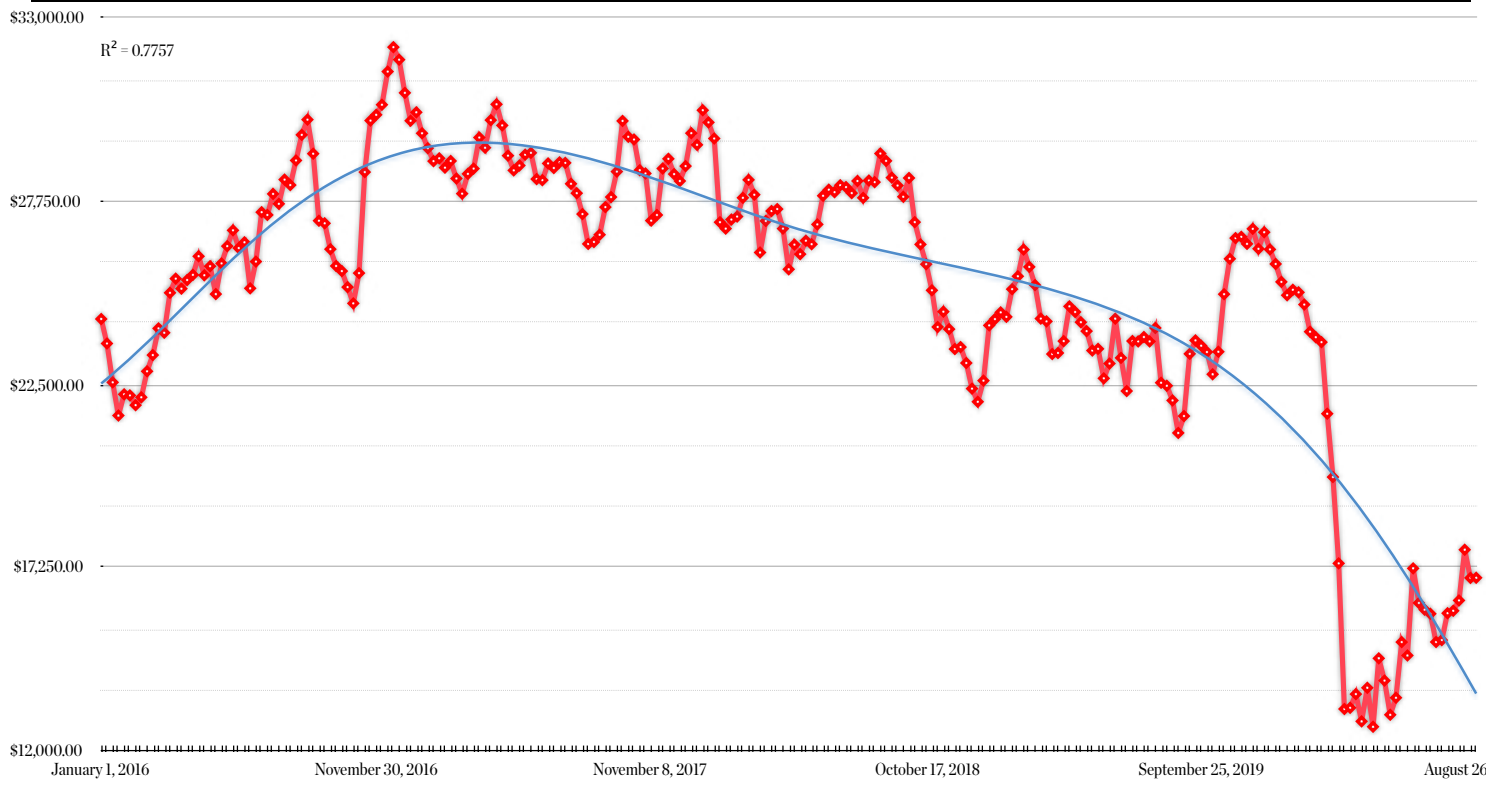
ALL TIME | January 1, 2016 BoF Industry Index Start: \$24,379.54  
 YEAR TO DATE | August 26, 2020 Yearly Start: \$25,443.00 (2019 Ended Up +15.31%)

**CURRENT VALUE** **\$16,966.75**  
**TOTAL GAIN / LOSS** **-7,412.79 (-30.41%)**  
**2020 YTD GAIN / LOSS** **-8,476.25 (-33.31%)**

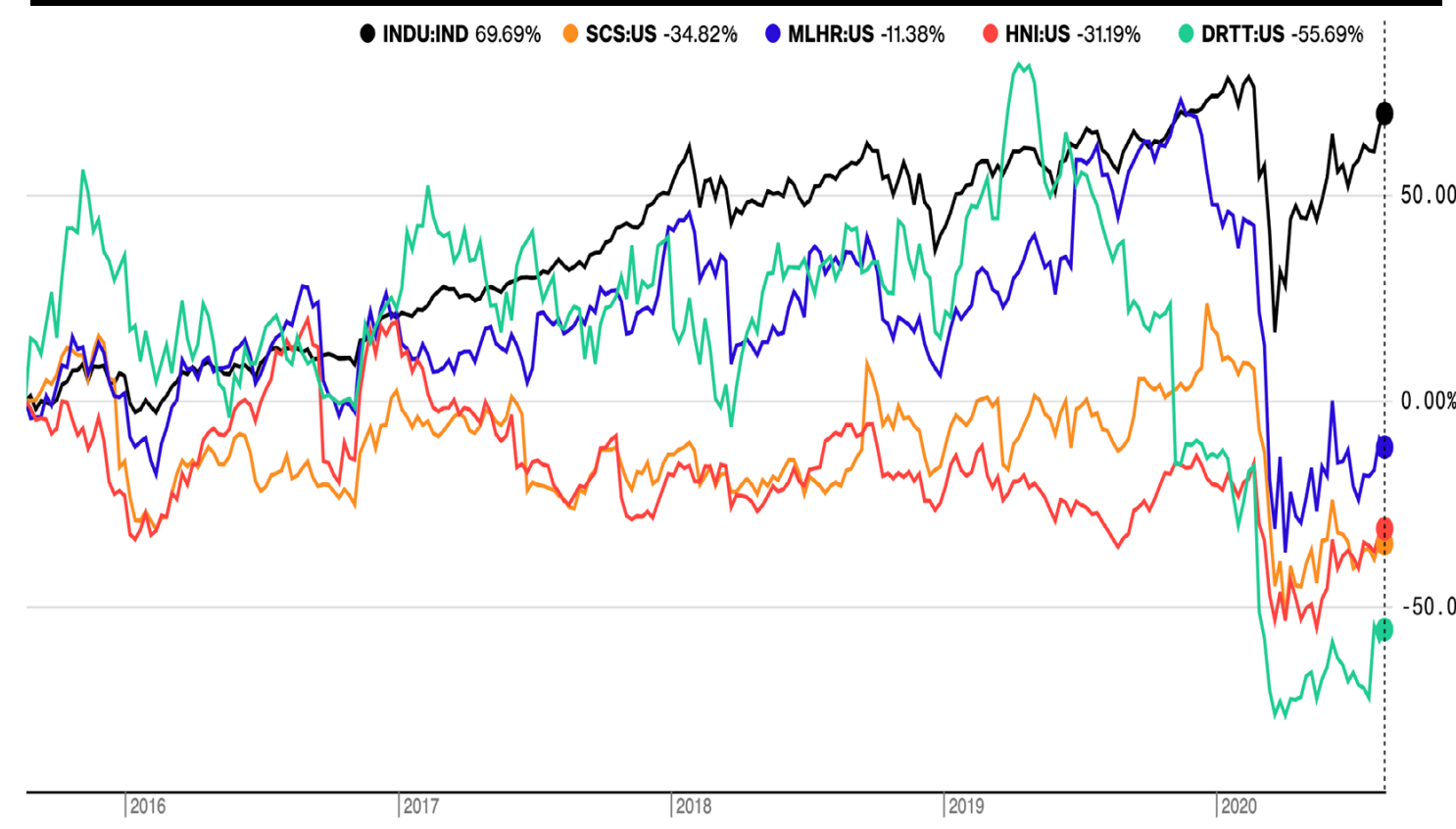
▲ SYMBOL	PRICE	CHANGE	TOTAL GAIN	1D GAIN	OPEN	PREV CLOSE	VOLUME	MARKET CAP	DAY RANGE	52WK RANGE
<b>DRTT:US</b> DIRTT Environm...	1.69 20:00	-0.59% -0.01	-75.65% -525.00	-0.59% -1.00	1.67	1.70	113,594	143.11M	1.57 -1.69	0.71 -5.16
<b>FLXS:US</b> Flexsteel Indust...	15.85 20:00	-11.90% -2.14	-64.12% -2,833.00	-11.90% -214.00	17.99	17.99	152,021	126.81M	15.58 -17.99	7.81 21.31
<b>HNI:US</b> HNI Corp	32.44 20:04	-0.46% -0.15	-10.04% -362.00	-0.46% -15.00	32.81	32.59	154,568	1.38B	32.14 -32.88	16.61 -42.90
<b>INQ:CN</b> Inscape Corp	0.55 15:01	+0.00% +0.00	-81.67% -185.96	+0.00% +0.00	—	0.55	1,000	7.91M	—	0.35 -1.22
<b>KBAL:US</b> Kimball Internati...	11.66 00:00	+0.43% +0.05	+19.34% +189.00	+0.43% +5.00	11.75	11.61	246,961	429.50M	11.51 -11.75	8.19 -22.40
<b>KEQU:US</b> Kewaunee Scie...	9.45 20:00	+0.00% +0.00	-46.88% -834.00	+0.00% +0.00	9.45	9.45	308	26.07M	9.45 -0.45	6.96 -19.57
<b>KNL:US</b> Knoll Inc	13.05 20:04	-1.66% -0.22	-30.59% -575.00	-1.66% -22.00	13.47	13.27	206,792	661.74M	12.90 -13.50	7.74 -28.30
<b>LEG:US</b> Leggett & Platt L...	40.49 20:04	-0.34% -0.14	-3.64% -153.00	-0.34% -14.00	40.80	40.63	619,797	5.36B	39.93 -40.93	22.03 -55.42
<b>MLHR:US</b> Herman Miller Inc	24.28 20:00	-2.10% -0.52	-15.40% -442.00	-2.10% -52.00	24.98	24.80	474,792	1.43B	24.12 -25.00	14.39 -49.87
<b>SCS:US</b> Steelcase Inc	10.61 20:04	-1.67% -0.18	-28.79% -429.00	-1.67% -18.00	10.81	10.79	493,999	1.22B	10.54 -11.02	7.02 -23.02
<b>TILE:US</b> Interface Inc	7.42 20:00	-1.85% -0.14	-61.23% -1,172.00	-1.85% -14.00	7.64	7.56	239,900	434.42M	7.28 -7.78	5.06 -17.68
<b>VIRC:US</b> Virco Mfg. Corp	2.31 20:00	+0.43% +0.01	-30.63% -102.00	+0.43% +1.00	2.34	2.30	10,943	36.30M	2.23 -2.37	1.82 -4.53



BoF Industry Index - Since Jan 1, 2016



Five Years - Major Industry Stocks



# Boomerang Employees: The People You Re-Hire May Be Fooling You

Dear Stephen,

*I work for a major manufacturer that is in the habit of rehiring a lot of people who have quit from here. I believe the expression is they “boomerang.”*

*I work for a great company. We have a specific culture (like everyone thinks about their company culture). Ours is driven by sales and the amount of money you can make by selling a lot of our product through dealers and often directly to end users. We tend to hire salespeople from outside the industry more than most furniture companies. When we started we were known to manufacture a lot of unique products. Ergonomically driven, we started with keyboards and now make some of the best seating, tables, etc., you get the idea. It is a privately owned company where the majority owner is King. I like my job, and I even like the King.*

*I think because the company is so sales driven there is not enough career advancement here. Just sell more, make more money. Promotability to management at the executive level does not exist that much. We are all really just glorified salespeople here, no matter what the title. If you want to run a business or gain more experience as a more senior executive, you have to quit and go to a competitor.*

*Sometimes the person who leaves does great at their new job, but most times I have noticed it never works out. Within two years the people who have quit here come crawling back to us. Our boss is very human, and he personally likes most of the people that leave, so he hires them back.*



You can send your workplace questions to Stephen at: [StephenSays@bellow.press](mailto:StephenSays@bellow.press)

Questions selected to be answered, will appear in this column. Please use the Subject: Stephen Says for all emails. Stephen Viscusi is a bestselling author, television personality, and CEO of The Viscusi Group, global executive recruiters located in New York. Follow Stephen on Twitter [@stephenviscusi](https://twitter.com/stephenviscusi), Like [Stephen on Facebook](#); and follow him on [LinkedIn](#).

*Most times these former employees who return become favored and leapfrog ahead. When a rare, higher level job does come up, they come back to us. What bothers me even more, often they leave again in the next two years. It's almost like you can take a sabbatical from this company I work at, come back, be rewarded and even leave again. Is this very common? What is the track record with boomerang employees today? Why do bosses hire people back?*

Signed,

*Bewildered by the Boomerang*

## Taken as a whole, these findings call into question some of the proposed benefits of rehiring former employees.

Dear Bewildered,

Funny you should ask. A few years ago I addressed this same question in this very column because there are a number of companies, both manufacturers and dealers, who frequently hire back their employees after they bolt for a job that provides a career promotion elsewhere. At the time, my response was that I often recommended to my own clients there was little harm in hiring someone back. I was following that old cliché “better the devil you do know than the devil you don’t.” It made sense to me that these boomerang employees — workers who have left an organization and are later rehired by that same organization — may present an enticing opportunity. They are already familiar with the workplace culture and have training and institutional knowledge of the organization under their belts.

However, new research to be published in the [Journal of Management](#) calls into question some of the assumed benefits of rehiring and suggests organizations may want to think twice before welcoming boomerang employees back.

According to the research, job performance before and after being rehired revealed boomerang managers’ performance tended to remain the same — rather than increase or decrease — after being rehired. Furthermore, boomerang managers performed similarly to internally and externally hired managers in the first year on the job, but both internal and external hires improved more than rehires over time. Internal and external hires were also less likely to turn over from the organization than rehires. Finally, they found boomerang managers who turned over a second time tended to do so for reasons similar to their initial turnover reasons. So, bottom line is many of these people hired back

leave again, the Journal of Management tells us and for the same reasons. Just like you said in your letter.

Taken as a whole, these findings call into question some of the proposed benefits of rehiring former employees.

This research provides some of the first comparisons between boomerang employees and the two traditional sources of employees. It seems you should go out and recruit new employees and not be so lazy about training. According to the researchers, factors organizations may want to consider before hiring a boomerang employee include reason for initial departure, time horizon of performance and availability of other types of hires. How desperate are you to hire back someone who quit your company? Bottom line to me: Now is the devil that you know, it’s still a devil?!

So you have a good question which is more relevant today because many people who lost their jobs are the last people hired at a company, now fired from that new job — and back knocking on your company’s door.

My new advice to hiring managers? Think twice before answering that knock. You may be hiring someone just desperate for a job because they think they can come home again, as opposed to someone who is excited about bringing you a new skill set and maybe new ideas and new customers. When you have an opening today, go out and recruit some fresh and — diverse — new employees for your company. Recycling is great, just not when it comes to employees.

Signed,

Stephen

KUALA LUMPUR, MALAYSIA

Export Furniture Exhibition

August 27-29, 2020



Export Furniture Exhibition (EFE) is internationally recognized as one of the top furniture fairs in Southeast Asia. The major highlights of EFE2020 is the inauguration of the "Office Furniture Hall".

[www.efe.my](http://www.efe.my)

COLOGNE, GERMANY

Orgatec 2020

October 27-31, 2020



ORGATEC is a trade show that is dedicated to innovations and concepts in the working environment and work culture. ORGATEC will gather professionals from various fields to explore the newest trends and novelties in the industry.

[www.orgatec.com](http://www.orgatec.com)

CHARLOTTE, NORTH CAROLINA

EDSPACES

November 11-13, 2020



EDspaces is where innovations are unveiled and collaborations form, bringing together education's creative change-makers, design and marketing professionals, learning spaces, districts and colleges, architects, interior designers, distributors and exhibitors will engage and participate in the ongoing transformation of educational environments.

[www.ed-spaces.com](http://www.ed-spaces.com)

LONDON (NEW DATE)

Clerkenwell Design Week

May 25-27, 2021

Clerkenwell is home to more creative businesses and architects per square mile than anywhere else on the planet, making it truly one of the most important design hubs in the world. To celebrate this rich and diverse community, Clerkenwell Design Week has created a showcase of leading UK and international brands and companies presented in a series of showroom events, exhibitions and special installations that take place across the area.

[www.clerkenwelldesignweek.com](http://www.clerkenwelldesignweek.com)

CHICAGO

NeoCon

June 14-16, 2021



NeoCon is the world's leading platform for commercial design and the annual gathering place for over 50,000 design professionals and end-users. Marking its 52nd edition, NeoCon continues to serve as the commercial design industry's launch pad for innovation - showcasing game-changing products and services from leading companies and emerging talent, and providing unparalleled access to the most cutting-edge solutions.

[www.neocon.com](http://www.neocon.com)

EVENT

DATE & LOCATION

EXPORT FURNITURE EXHIBITION (NEW DATE)

Export Furniture Exhibition (EFE) is internationally recognized as one of the top furniture fairs in Southeast Asia and the fair continues to attract thousands of visitors annually. The exhibition is the signature event of the Malaysian Furniture Council (MFC) and is organized by EFE Expo Sdn Bhd., a wholly-owned company of MFC.

CANCELLED

August 27-29 2020  
Kuala Lumpur, Malaysia

DOMOTEX ASIA (NEW DATE)

DOMOTEX asia/CHINAFLOOR is the leading flooring trade exhibition in Asian Pacific and the second largest flooring trade exhibition worldwide. As part of the DOMOTEX shows' group, DOMOTEX asia/CHINAFLOOR is mainly targeting the emerging Asian markets. In 2019, the 21st edition of DOMOTEX asia/CHINAFLOOR covered over 175,000sqm of gross exhibition space filled by 1,560 exhibitors from 40 countries.

<http://www.domotexasiachinafloor.com>

August 31 - September 2, 2020  
Shanghai, China

ORGATEC 2020

ORGATEC is a trade show that is dedicated to innovations and concepts in the working environment and work culture. ORGATEC will gather professionals from various fields to explore the newest trends and novelties in the industry.

CANCELLED

October 27-31, 2020  
Cologne, Germany

INDEAL LEADERSHIP EVOLUTION

INDEAL's 2020 Conference provides program members with an opportunity to gain critical knowledge focused on supporting business growth and profitability. This year's e-vent offers perspective on developing teams that thrive, along with valuable insight into the state of the commercial furniture industry, economy and program at large. A varied agenda and numerous prospects for networking combine the benefit of multiple experiences into one, streamlined event.

<http://indeal.org/2020-leadership-conference>

November 9, 2020  
Virtual E-vent

EDSPACES

This is the event for connecting key stakeholders in the design, equipping, and managing learning environments with the manufacturers, distributors, and service providers. Explore how the convergence of technology, space, and pedagogy impact learning.

<http://www.edspaces.com>

VIRTUAL ONLY

November 11-13, 2020  
Charlotte, North Carolina

CLERKENWELL DESIGN WEEK

Clerkenwell is home to more creative businesses and architects per square mile than anywhere else on the planet, making it truly one of the most important design hubs in the world. To celebrate this rich and diverse community, Clerkenwell Design Week has created a showcase of leading UK and international brands and companies presented in a series of showroom events, exhibitions and special installations that take place across the area.

<http://www.clerkenwelldesignweek.com>

May 25-27, 2021  
London

NEOCON

NeoCon is the world's leading platform for commercial design and the annual gathering place for over 50,000 design professionals and end-users. Marking its 52nd edition, NeoCon continues to serve as the commercial design industry's launch pad for innovation - showcasing game-changing products and services from leading companies and emerging talent, and providing unparalleled access to the most cutting-edge solutions.

<http://www.neocon.com>

June 14-16, 2021  
Chicago

Cancelled / Postponed Notes:

BoF will provide continuing coverage of Coronavirus related cancellations and postponements, and will provide you with new dates when they are made available.



### Agoda International Offices – Kuala Lumpur

The interior design revolves around innovative design concepts with multi-space structures to integrate work and play.

KOKUYO International has also adopted biophilic design for Agoda’s office, incorporating natural materials, bringing outdoor elements indoors and using natural light and vegetation.

The office reflects an activity based working style offering an agile work environment and settings that support different activities and purposes.

Above all else, employees’ physical and mental wellbeing are Agoda’s top priorities. Thus, the meeting rooms are cozy and homely instead of being too formal. Their one-on-one rooms and phone booths come with bespoke acoustic panels for top-notch privacy.

[READ MORE](#)

FIRM: KOKUYO International  
 CLIENT: Agoda  
 43,056 sqft  
 SCOPE: Office  
 LOCATION: Kuala Lumpur,  
 Malaysia  
 INDUSTRY: Travel

Photography: Choong Jing Yee



## Workplaces | August 2020

Where I’m Working: Bellow Press Grand Rapids Editorial Office / Executives Feel Employee Engagement Is Important, But Commitment To Strategy Is Lacking / Business Creativity During Stay-At-Home Orders / How We Feel About Returning To Work / Small Business Recovery Sputters / Amenities Are Still A Priority, But The Focus Has Shifted / Sustainable Furniture – It’s Still Important / What Workers Want: The Dos And Don’ts Of Non-Salary Negotiation / Deskmakers Responds To COVID Crisis With New Collection / Product Matter

Read the August 2020 issue today at: <https://bellowpress.com>



NEW WORKSPACES

## Converted Hotel Rooms Are Emerging as New Opportunities for Quiet Workspaces

HOTELS ARE LOOKING TO MAKE UP FOR LOST REVENUE BY PROVIDING SPACES THAT CAN FIT ONE OR MULTIPLE EMPLOYEES FOR A DAY, ALL WHILE FOLLOWING CDC GUIDELINES.

by Emily Clingman

**As many Americans enter the fifth month of social distancing — and are still unable to return to the office — the lack of structure and boundaries are starting to take a toll.**

The COVID-19 pandemic has demonstrated employees can work reliably and productively from the comfort of their own homes. But for employees with spouses and children at home, hard-to-ignore house chores and distractions might consume a bulk of their working hours, while employees without children may find it hard to have a work-life balance when both business and personal dealings are confined to the same space.

One solution is emerging across the country: the trend of working from hotel rooms, as many hotels find themselves vacant due to travel restrictions. According to a recent report from Statista, the occupancy rate in hotels in June was 42.2 percent, down from 73.5 percent last year. Hotels are looking to make up for lost revenue by providing spaces that can fit one or multiple employees for a day, all while following CDC guidelines.

Architecture and design firm Nelson Worldwide is working on new ideas for hotels to attract daytime business guests.

“Hotels already have the infrastructure to accommodate day professionals,” said Rachael Leson, senior designer in Nelson’s hospitality studio. “Many offer businesses services like printing and shipping. Some might offer lunch delivery or access to the pool.”

In addition to incorporating or upgrading amenities for day professionals, hotels can use what it has in-house to repurpose travelling guest rooms to professional office spaces.

“In repurposing furniture, we’re not limited to what’s in the individual rooms,” said Kristin Cerutti, senior designer in Nelson’s workplace studio. “We’re talking about everything the hotel has on its property. Most of the reception and lounge areas are not being used. The conference and event rooms are not being used. All of that furniture, from the reclining lounge chairs to the upright conference chairs, can be used to create a variety of comfortable, hospitality-driven workspaces in the rooms.”





Cerutti said hotels are tasked with rethinking their entire property for the next two or three years while occupancy is down.

“It might look something like two or three floors devoted to business guests, with a separate entrance to observe distancing from guest activities and children running down the hallway while people are trying to make calls,” she said.

Hotels could easily set up specialty spaces like a production room for recording podcasts and webinars, Cerutti added.

“That’s something that most of us can agree is pretty hard to do from home when you’ve a husband on a call in the other room, and the cat is meowing, for instance,” Cerutti said. “Hotels already have blackout curtains. It wouldn’t be hard to get a mobile green screen into those rooms. And hotel rooms are typically quiet because they are designed to ensure privacy between each room.”

The idea of repurposing hotel rooms for office space is not new. The concept had been popping up around Australia, Europe and Asia this past year, but the pandemic essentially expedited the need for it.

“We’re seeing companies start to walk away from headquarter spaces they were planning to move into, so people can stay home. But when they need those specialty places, preferably where you don’t have to sign a lease, a hotel office is a really interesting idea,” Cerutti said.

All of these ideas are dependent on location and need, but Leson said some hotels are gutting entire rooms, then bringing in rented office furniture, and some hotels are leaving the rooms as is. Mainly they are finding some sort of hybrid renovation, like removing the beds, but keeping the desks.

“It’s about being flexible, Leson said.

Nelson Worldwide recently conducted its Evolving Workforce Expectations study and found 66% of respondents who were feeling more productive stated feeling safe at home was one of the primary reasons. The ability to work remotely in a dedicated and highly cleaned space like a hotel could be an opportunity for those who are feeling they can’t focus at home but don’t feel comfortable going to the office. Fifty-one percent of respondents who were feeling less productive cited inability to focus and being distracted by home life as drivers.

About one-third of the respondents said having “more private and dedicated workspace I can call my own” would make them feel more excited about returning to the office. What gets more dedicated and private than a hotel room?

Forty-five percent of respondents mentioned they most appreciated the “location and neighborhood of the office” prior to the pandemic. Hotels provide people access to unique dining and scenic locations within energetic locations and neighborhoods without paralleling back to coworking spaces or trying to work in a coffee shop while wearing a mask. **BoF**

## SEATING

## 9to5 Seating Launches Lounge Collection Jax

➔ 9to5 Seating is unveiling the Jax Collection, a complete lounge line with dramatic silhouettes and angles. With high-back, mid-back and side options, Jax offers seating for the entire workplace with a singular design aesthetic.

Comfort was a guiding principle in the development of Jax, which was made for lobby, reception, café or collaboration areas. Jax was engineered as an ideal sit for all users. The chair also features high-quality, plush-molded foam.

The collection was created to address the needs of a broad range of work environments. The high-back lounge has a wing back for privacy and focus. Available in mid-back lounge and side/guest options, Jax facilitates collaboration and socialization. Base options are steel four-leg, wire, aluminum swivel or five-star. Bases come in various finishes, including black, silver and polished



aluminum. All models are available with contrasting upholstery.

“The Jax Collection is all about beautiful design and comfort,” said Dara Mir, president and CEO of 9to5 Seating. “With Jax, we struck a balance between a strong, sculptural aesthetic and a soft, comfortable sitting experience.”

Jax lounge and side are BIFMA LEVEL 1 and GREEN-GUARD Gold certified.

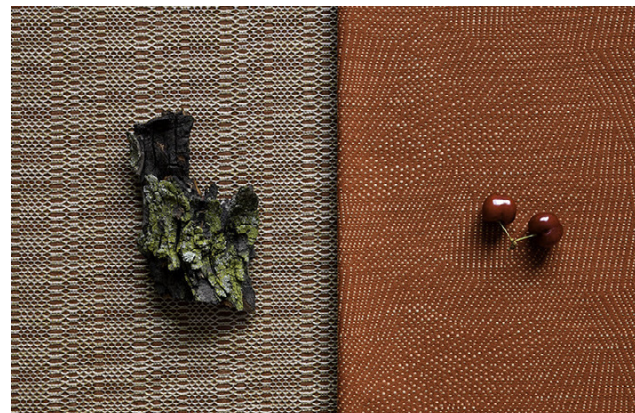


## ENHANCED FABRICS

## Wolf-Gordon Debuts New Bleach Cleanable Materials

➔ Wolf-Gordon has enhanced its product offering to meet the growing demand for materials that hold up to cleaning and disinfecting with a bleach solution. Its new bleach-cleanable options join a growing offering of existing Wolf-Gordon products that can help prevent illness and reduce the risk of cross-contamination of infections in commercial facilities.

“Products that are bleach cleanable are increasingly in demand,” said Marybeth Shaw, chief creative officer, marketing and design. Their usage will go beyond health care environments and into hospitality, institutional and corporate interiors in the coming months and years.”



Updates to the RAMPART wall protection line include Glaze, a graphic interpretation of dry

brush strokes which have been overlaid on Tamara, its canvas-textured coordinate. Also, Absolute and Belgrade, two rich material looks that juxtapose an airy, fabric-inspired pattern with a travertine-like design, have been added.

RAMPART can be cleaned and disinfected with a bleach and water solution, as well as with PeridoxRTU and PREempt RTU, which are included on the EPA’s List N of disinfectants that can be used against COVID-19. It passes both ASTM G21 and G22 tests for bacteria and fungus resistance and has a proprietary topcoat that resists many stains, including those common to health care interiors.

Nakata and Stroma are new upholstery textile launches born from an interest in the way re-planting trees can benefit the environment as well as a macro- and microscopic look at greenery. Their constructions feature recycled content and excellent durability, with 61k and 51k double rubs on the Wyzenbeek scale respectively. Nakata is an abstraction stemming from an aerial view of fields, while Stroma is based on a microscopic view of wood, transformed into a highly textural mesh structure.

For a fabric to be considered bleach cleanable, it cannot weaken or fade when exposed to diluted bleach. The Centers for Disease Control and Prevention (CDC) recommends that a solution of 1 part household bleach (sodium hypochlorite) to 10 parts water be used for disinfecting. Since bleach will degrade most dyes and weaken many of the yarns used for woven upholstery, textiles that use solution-dyed fibers work best. This is because the color pigments are integrated throughout the fiber, not just on the surface.

## TEXTILES

## The Re-Warp Collection from Concertex

➔ Concertex will soon be introducing the Re-Warp collection of performance-driven products that boast an innovative edge. Launching in September with a new perspective of today’s world, the design studio carried the Warp collection concept back to the loom. Collaborating with textile designer Aaron Mensik, Concertex created a catalog of products that combines the desirable, cleanable attributes of coated construction with the grace of woven sensibility. The result? High-performance upholstery products that are comfortably unique and sophisticated.

Collection highlights include digitally printed vinyl upholstery patterns (Warp and Plume), a performance velvet (Spectra) and two stylish polyurethane designs with strong construction (Manta and Contour). The collection offers an array of fashion-forward hues and soft, welcoming neutrals. Brilliant navy colors, calming celadon tones and vivid shades of coral expand upon the mod color offerings within the Concertex line. Performance driven, the collection accommodates the softness and durability needed in health care design, is edgy enough for hospitality projects and color-curated for everything in between.

The designs within the fall Re-Warp collection take coated fabrics to a new, achievable level of beauty only previously found in the elegant aesthetics of a woven.



## TECHNOLOGY PARTNERSHIPS

## Humanscale Partners with Razer on New Pro Click Mouse

➔ Humanscale is partnering with Razer for the introduction of its new mouse, the Razer Pro Click. As part of the Razer X Productivity Suite, the mouse represents the next generation in workplace productivity and a blend of expertise from the two industry leaders. It offers speed and precision and can enhance comfort and performance throughout the workday.

Designed to minimize the health risks associated with long-term mousing, including tendonitis and carpal tunnel syndrome, the Pro Click mouse is ergonomically contoured to position the user's wrist at a neutral 30-degree angle, preventing discomfort and injuries associated with wrist pronation. Accommodating the ideal comfort zones for small and large hands, it incorporates extended palm, thumb and pinky supports to fully cradle the entire hand, thus minimizing contact stress with the desk and alleviating hand and arm strain.

"At Humanscale, our goal is to make work life healthier and more comfortable," said Allan Escoto, global product director of monitor arms and technology solutions at Humanscale. "This collaboration with Razer gave us the opportunity to create an advanced design that reflects the nuances of ergonomics based on our extensive experience. As such, the Razer Pro Click wireless mouse leverages ergonomics for a healthier and more accurate computing experience."

The Pro Click mouse enhances comfort while reducing fatigue and the capacity for error. With Razer's Advanced 5G Optical Sensor, multi-host Bluetooth connectivity and an extended battery life in excess of 400 hours, it is the ideal pointing device for the professional who depends on accuracy and reliability. Other features include ergonomic form factor, durability for up to 50 million clicks, Razer 5G advanced optical sensor, multi-host connectivity for up to four devices, programmable buttons and extended battery life.



## COMPONENTS

## Bendheim Introduces Z-KISS

➔ Bendheim's new patent-pending Z-KISS system features fewer components and stronger connections, creating a glass cladding with a frameless aesthetic. The streamlined, "simpler" engineered solution is also easier and quicker to install.

The system consists of Bendheim's proprietary KISS mechanical hanging hardware, factory-attached to any of the company's fully customizable opaque decorative glass varieties. The hardware is secured to the back of the glass with a proprietary adhesive that is stronger than VHB tapes and silicones by a factor of three. In testing, the Z-KISS system exceeded the requirements for the ASTM D1002 standard for lap shear strength.

"Z-KISS was conceived as an enhanced, fully engineered, integrated and tested alternative to

traditional Z-clip fastening systems," said Said Elieh, Bendheim vice president of systems and innovation. "It requires fewer horizontal hanging brackets and provides a reliable mechanical support for the dead load of the glass."

Among the key Z-KISS innovations is its low profile — it stands only 5/16 inches from the wall. The system can be specified with an optional integrated kick plate and is available in a wide range of custom colors to coordinate with the glass or other interior finishes. Z-KISS can handle large cladding panels in either direction and is ideal for lobbies and expansive feature walls.

The range of Z-KISS aesthetic options is virtually unlimited, including hundreds of in-stock, back-painted and mirrored Bendheim glass varieties, as well as laminated, patterned and digitally printed custom creations. The glass is provided in safety-tempered or laminated form. Maximum panel size depends on the specified design, typically up to 60-by-120 inches. Glass thicknesses range from 1/4 inch to 1/2 inch.

The system's out-of-box installation saves time and labor costs. The glass and galvanized steel hardware are delivered pre-fabricated and ready to hang. Completing the installation requires hand tools and the proper wall-mounting screws to secure the aluminum brackets to the wall.



## ROOM DIVIDERS

## Introducing Móz Dividers

➔ Known for its signature precision laser cut, perforations and engravings, Móz is expanding its portfolio to include an acrylic collection, creating dividers that are protective and solidly safe. Móz offers colors and finishes that are highly durable and easy to clean, suitable for high traffic areas and rigorous cleaning procedures.

The dividers are available either curved to fit or flat, mounted by posts, cable or in a frame and suitable for a light-touch application or as a room-dividing statement. They can be engraved, backlit or imprinted with on-brand graphics or imagery. They are available in aluminium that can be laser cut or perforated and an acrylic application in a clear or frosted format.

Each application arrives ready to install. All panels and hardware are included to help save time on installation. The dividers make it easy to redraw a floor plan through noninvasive means with minimal time and costs. The post dividers can connect floor-to-ceiling with round or square posts with the options to choose from a gripper style attachment or an angle mount to minimize visible hardware and spacing between panels. Setting boundaries and helping navigate flow, the dividers can be installed floor-to-ceiling, to a pony wall or used to enclose an existing opening.

Minimizing hardware and optimizing cleanability, Moz dividers are a safe and aesthetically appealing reply to the challenges 2020 has brought collective environments.



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## INDUSTRY EVENTS

## EDspaces 2020 Shifts to Digital Experience

➔ Due to the unprecedented COVID-19 pandemic, the executive committee of the Education Market Association (EDmarket) voted to postpone the in-person event for EDspaces 2020 scheduled for Nov. 11-13, in Charlotte, North Carolina, until 2023, and move to a digital platform for this all-industry event in 2020. EDspaces is next in person Nov. 3-5, 2021 in Pittsburgh.

“We carefully considered many factors before making this decision to move to a digital conference, and we’re confident this move is in everyone’s best interest from a health and safety perspective,” said Angela Nelson, president of Stages Learning Materials and 2020 EDmarket chair. “Our staff and elected leaders are hard at work to bring to the industry an event focused on the community, content, connection and commerce that only EDspaces can deliver.”

EDspaces will offer the same vibrant programming, networking and marketplace for innovative products and opportunities to reflect and connect over the emerging and relevant topics impacting educational facilities today and in the future. The digital conference will include numerous opportunities for engagement, thought-provoking presentations and space to connect with peers, exhibitors, dealers and educators from around the world. As a bonus, all registered attendees will have on-demand access to the recorded education sessions and content for an extended period after the live event has concluded.

“We are excited to make this transition to a digital experience,” said Jim McGarry, EDmarket president and CEO, adding the reimaged event will “celebrate our collective resilience and dedication to forging connections without boundaries.”

More information will be provided in the coming weeks.

## MANUFACTURERS

## Snowsound Launches VeoCon Experiential Design Virtual Showroom

➔ Snowsound has announced the launch of VeoCon, an immersive online virtual showroom.

Like other contract furniture manufacturers, Snowsound has been pushed by the pandemic to accelerate its transition to digital tools. Snowsound’s VeoCon features products in a new way, giving customers the chance to discover and explore Snowsound without the need to enter a physical showroom.

Inside VeoCon, designers will be able to take a journey through virtual spaces and engage and explore physical design spaces with the walk-through virtual tour.

The new platform was designed and produced with design consulting firm SONNY+ASH. All the products featured on it are presented digitally with high-resolution 3D images and close-ups. Features of the virtual showroom include 360-degree product imagery, which enables designers to interact with the products as if they were seeing it in person, as well as video and audio demonstrations. The tool allows users to view products from all angles and zoom-in to see close-up

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Suzanne Tron

details of the fabrics and textiles and change out product and colors on the fly. It also includes a virtual reality feature for mobile to use with VR glasses.

“The way and space in which collections are presented make a difference,” said Sam Barry, vice president of sales and marketing for Snowsound North America. “It was important to keep the visual component of physical showroom visits — everything from the creation of realistic and unique environments, to the accurate representation of the products. We are in a period of great change in our industry. Manufacturers need to find new ways to engage audiences, to be fresh and interesting. With the uncertainty of physical markets, trade shows and events, we know that VeoCon will help meet designers’ needs during this critical time.”

Snowsound’s VeoCon comes at a critical time when the commercial and contract furniture industries are conducting business remotely and the virtual design and buying process has become increasingly essential for manufacturers.

## MANUFACTURERS

## KFI Studios is Going for Gold

➔ KFI Studios is proud to announce the majority of the manufacturer’s seating and tables achieve ANSI-BIFMA gold and silver ratings.

Gold certification is Intertek’s highest level of indoor air quality for commercial furniture. This achievement is part of the company’s continued ef-



forts to make products as healthy as possible for indoor use.

KFI Studios, a commercial furniture manufacturer based in Louisville, Kentucky, offers a broad spectrum of contract grade tables and seating that support commercial, hospitality, education, government and health care spaces.

#### INDUSTRY EVENTS

## Announcing Greenbuild Tuesday Keynote Christiana Figueres

➔ Greenbuild has announced Christiana Figueres will be its opening keynote speaker for the 2020 Greenbuild International Conference and Expo.

Figueres is credited with forging a new brand of collaborative diplomacy. Most notably, during her tenure as executive secretary of the United Nations Framework on Climate Change from 2010–2016, Figueres brought together national and sub-national governments, corporations, activists, financial institutions and NGOs to jointly deliver the historic Paris Agreement on climate change in which 195 sovereign nations agreed on a collaborative path forward to limit future global warming to protect the most vulnerable.



Since then, Figueres has continued to serve her one and only boss — the global atmosphere.

Figueres will share the future of purpose-driven work and initiatives led through Global Optimism, her latest co-founded venture focused on social and environmental change.

Greenbuild, the largest green building conference and expo in the world, is produced by Informa Connect and presented by the U.S. Green Building Council. Greenbuild 2020 features an all-virtual format with expanded education and high-demand topics, including social equity, materials, circular economy, health and wellness, resilience, green building, corporate social responsibility and more.

#### CAREERS

## ITA Promotes Dillon to Managing Director

➔ Effective September first, ITA will begin its 2020-2021 fiscal year with the promotion of Carrie Dillon to the newly created position of managing director.



Dillon

Dillon has been with the organization since 2014 and has grown through its ranks, first as assistant executive director, then taking on the additional management of the ITA's Educational Foundation in 2017.

She has seen the organization through many transitions and will continue to be essential in overseeing the management of the ITA as it downsizes the organization with the resignation of Brian Casey, the current executive director.

With COVID-19 creating so much disruption in the textiles, trim and leather industries, ITA has seen a contraction of the member mills and a consolidation of the industry as a whole. As a result, the ITA saw the decision to scale back its management team as the right one for the current times.

#### CAREERS

## KAI Enterprises President Darren L. James Appointed to Texas Board of Architectural Examiners

➔ KAI Enterprises President Darren L. James has been appointed to the Texas Board of Architectural Examiners (TBAE) by Texas Gov. Greg Abbott.



James

The nine-member board governs a multi-profession regulatory agency that oversees the examination, registration and professional regulation of architects, interior designers and landscape architects.

“I am humbled to have received Gov. Abbott’s appointment to join the TBAE board, and I am excited and proud to serve,” said James, who will serve through Jan. 31, 2025.

He currently serves as president of Fair Park First, the non-profit tasked with managing historic Fair Park in Dallas, and is chair of the Dallas Black Chamber of Commerce. Additionally, he serves on the board of directors for the Dallas Citizens Council, The Real Estate Council, Lone Star Investment Advisors and Trinity Park Conservancy.

“KAI is extremely proud of Darren’s appointment to the TBAE board,” said KAI Managing Partner Brad Simmons. “This latest recognition is just another example of Darren’s leadership and commitment to the architectural profession. He has shown steadfast dedication to the profession, the industry and our communities for three decades. It’s not at all surprising that Darren would once again be tapped for a critical leadership role. His partners, colleagues and many friends know he brings passion, energy and thoughtful insight to everything he does. The TBAE board will discover great benefit in his participation — and we know he will do a terrific job on behalf of his fellow design professionals in Texas.”

James has a Bachelor of Architecture from the University of Kansas and is a Fellow of the American Institute of Architects, one of the highest honors bestowed on architects for their contributions to architecture and the community.

#### INDUSTRY EVENTS

## IDS Toronto Announces New Dates

➔ IDS Toronto (IDS21), is moving to May 13-16, 2021, at the Metro Toronto Convention Centre. New this year is a virtual component to the physical event. This virtual piece will become part of the overall event offering, allowing IDS21 to be more inclusive and connect with a larger audience.

“In consulting with our community, it became clear that the best way to support design in Canada is to schedule our annual event in the Spring in person with some exciting virtual components,” said Kang Kang, managing director and head of content, IDS Toronto. “With the digital fast track that most industries are experiencing, we are very excited to see what innovations will be showcased this year.”

The reinvented IDS21 will bring the latest and most innovative ideas, products and trends to market. A hub for changemakers, design experts and visionaries, IDS has always focused on highlighting diverse voices and points of view to its audience and this year will be no different. IDS21 will be an important platform for the pressing conversations society is facing through groundbreaking products, keynotes and conference tracks.

“The world, as we know it, is forever changed, however, IDS21’s purpose remains the same — to bring people together to experience the power of design,” Kang said. “This moment in history is an opportunity to broker global conversations reimagining the future of our society through design. At IDS21 we will build more significant discussions around how design will play a vital part in shaping our future.”

## REPPING

## E tu Interiors Joins Beaufurn Furniture

➔ E tu Interiors has joined the Beaufurn team, supporting the Minnesota, North Dakota, South Dakota and Western Wisconsin markets.



Eneboe

Erin Eneboe, principal of e tu Interiors, brings 18-plus years of industry experience to the team. With a passion for finding the perfect fit when it comes to design and usability, she loves to partner with like-minded professionals to see a project through completion.

The e tu Interiors showroom in the historical Cathedral Hill Neighborhood in St. Paul, Minnesota showcases new and relevant options for today’s changing world.

## MANUFACTURERS

## Indiana Furniture Awarded Grant to Help Stimulate Future Growth for Hoosier Operations

➔ Indiana Furniture has received a Manufacturing Readiness Grant to stimulate manufacturing investments amid COVID-19.

The Indiana Economic Development Corporation (IEDC), in partnership with Conexus Indiana, awarded \$2 million in grants to 20 Hoosier businesses. The grants are part of the Economic Activity Stabilization and Enhancement (EASE) program designed to position Hoosier operations, and the sector overall, for future growth and prosperity.

“We’re honored to be a part of this program and to assist in spurring growth for Indiana manufacturing and the Hoosier workforce,” said Chad Nord, vice president of operations for Indiana Furniture. “Today’s announcement reinforces our commitment to invest in advancing manufacturing capabilities that support our long term strategy. We are investing in technology that will enable us to increase speed, reduce waste, enhance design capabilities and expand our product offering within our seating operation.”

## MANUFACTURERS

## Scandinavian Spaces Becomes TIPS Awarded Vendor

➔ Scandinavian Spaces is now an awarded vendor on the TIPS contract, which will allow it to provide another avenue for higher education, public, county, city and government institutions to purchase high quality furniture at a lower cost.

As some agencies are required to purchase from a vendor that is on a contract, joining TIPS allows Scandinavian Spaces to cater to these clients. With this being a national contract, any member can use it to purchase products without having to create their own proposal request for a project, eliminating the need for the bid process. This eases the purchasing process and allows clients

to spend less time worrying about the details.

TIPS is the acronym for The Interlocal Purchasing System. The national purchasing cooperative offers access to competitively procured purchasing contracts to its members. Membership with TIPS is free, with no purchasing obligation or liability.

For governmental agencies such as public education organizations, higher education entities and city or county governments, membership in a purchasing cooperative offers the following benefits:

- Access to competitively procured contracts with quality vendors
- Savings of time and financial resources necessary to fulfill bid requirements
- Assistance with purchasing process by qualified TIPS staff
- Access to pricing based on a national high-profile contract

## INDUSTRY EVENTS

## Now Available: Season 1 of Design Talks NOW

➔ While in-person events and talks were put on hold these past few months, Design Pavilion founder Ilene Shaw and her team worked hard to keep the conversations going.

Season 1 of Design Talks NOW is available for viewing at [designtalksnyc.com](https://designtalksnyc.com). It includes 16 conversations addressing why design matters NOW, from the convergence of biology and architecture to an honest look at injustice and shifting art and design practices during times of crisis.



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