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## A Singular Solution with the Luna Collection

From the lobby to the board room and everywhere in between, the Luna Collection unifies your entire space. Merging comfort and refinement, the new Luna side chair is a perfect companion to the bestselling Luna task chairs and task stools. We designed Luna side with thoughtful touches like a wall-saver frame, an integrated pull handle and multiple glide and caster options. Customize yours anytime 24/7 online with Chair Designer.

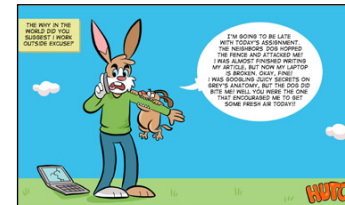
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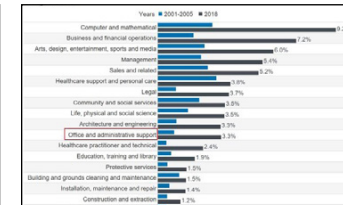


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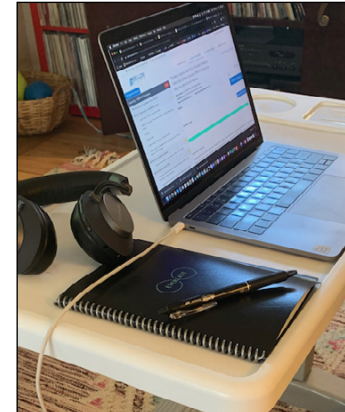


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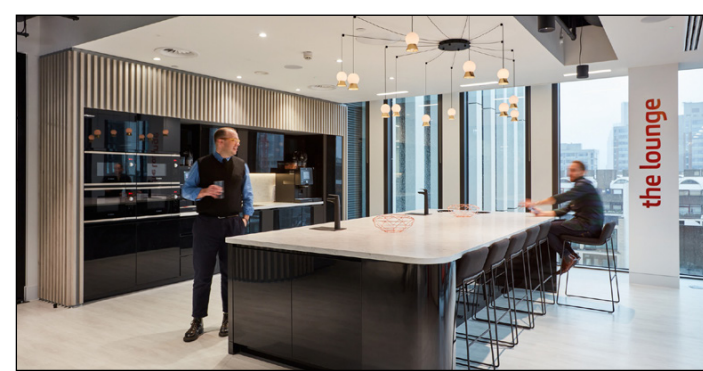
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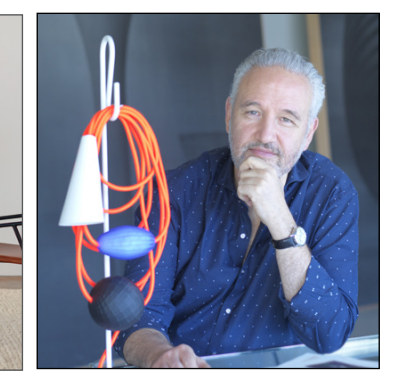
As the last line of defense in the furniture chain of custody, installation teams are trying to save the day while protecting their bottom line. How are they handling the pressure to perform despite a worldwide pandemic?



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# The Business of Furniture

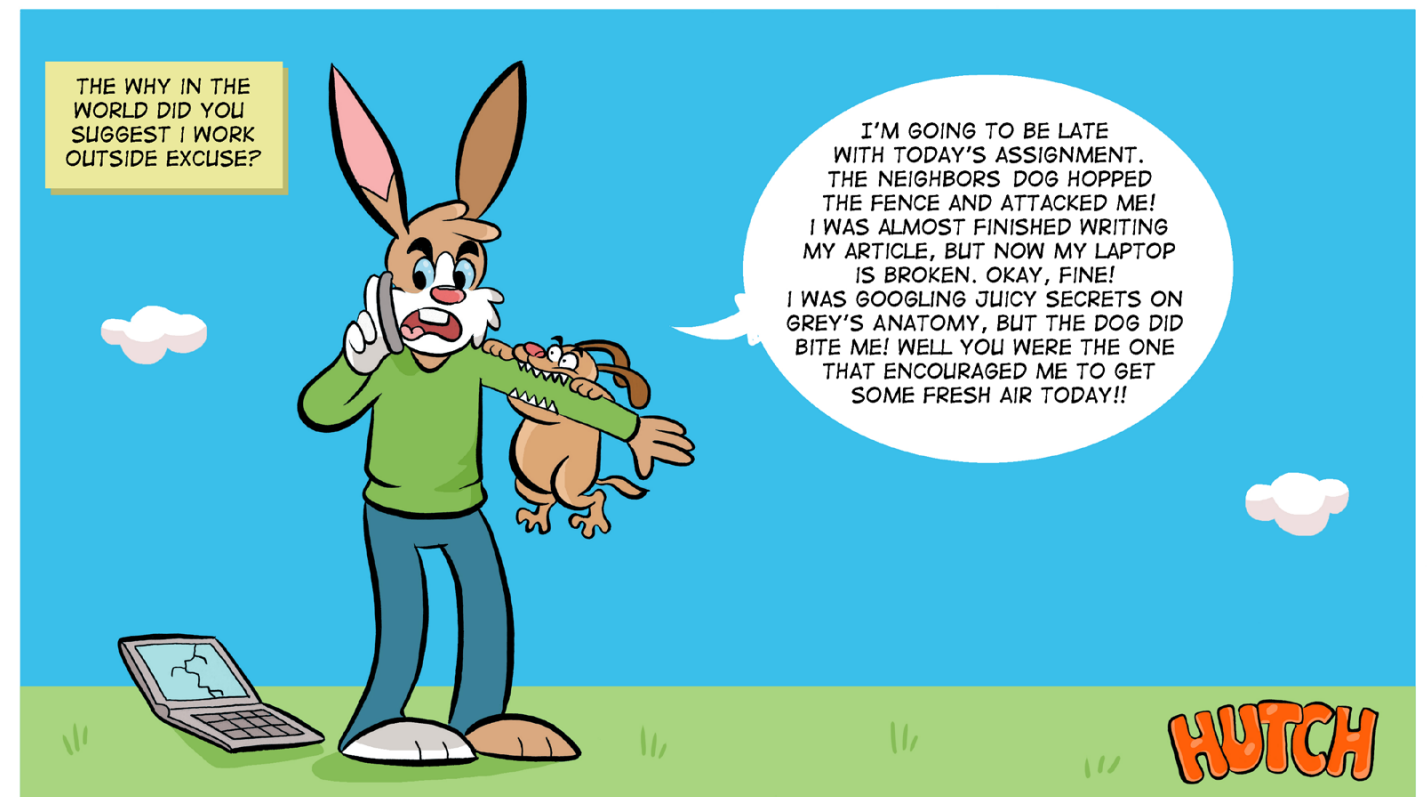


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*Business of Furniture* and *Workplaces* magazine are the go-to sources for keeping you informed about everything that is happening in the industry. From trends that affect your bottom line, to new products that will help your customers work better, to stories that will help you run a better, more informed company.  
**ROB KIRKBRIDE, EDITOR-IN-CHIEF**



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# The Best Laptop Stand? An Overbed Hospital Table (and Other Unusual Office Products to Help You Work from Home)



## Happy Wednesday folks,

Working from home is nothing new for me. Though I have an office, I often work from home, at least for part of the day or on certain days when I'd just rather be home. Like many who have been sent home to work, I have found my options lacking in terms of work tools. I'm not talking about home office furniture. I have all that.

I'm talking accessories that make it easier to work in less traditional settings. Last week, I talked about working outside. This week, I want to chat a bit about a few products that make it much easier for me to work from my sofa or favorite recliner. Most of these products aren't designed for the office — traditional or home — but help me work nonetheless.

Let's start with worksurfaces. If I'm working from home, I don't really like working from my desk. It is too formal and not as comfortable as I'd like it to be.

I'd rather work from a mobile laptop table. Unfortunately, I haven't found one yet (from our industry) that is perfect for my needs. Many of them are too small or can't be adjusted easily for height. I have an IKEA laptop table I can pull up to my favorite chair, but it is cheap, rickety and very hard to adjust. I mainly use it outside on my front porch with my Adirondack chair.

But I've found a great solution that — unfortunately — doesn't come from the office furniture industry. This laptop table is inexpensive, extremely stable and has plenty of room for things like a notebook, headphones, a few pens and a cup of coffee. It is also fully height adjustable, up to standing height. It really isn't a laptop table at all. Instead, I purchased a cheap overbed hospital table that I use to work on.



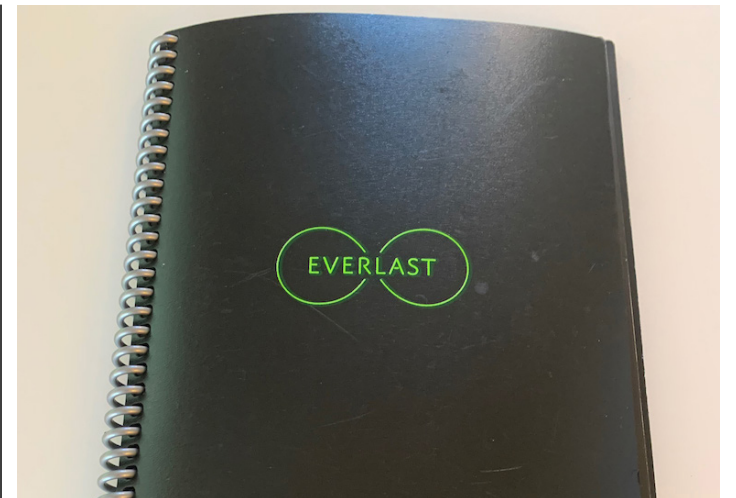
The model I purchased is a Vaunn Medical Deluxe adjustable overbed bedside table with wheels. It was \$160 on Amazon, and it operates perfectly for working at home. Since it is a hospital table, it is height adjustable between 28 and 42 inches. And for those COVID obsessed, it comes with an antimicrobial top. It is perfect for my needs.

Another must-have home office tool is a set of good noise-cancelling headphones. If you are like me, you are working from home alongside your kids, your dogs and all the other interruptions found at home. You need something to cancel all of that out. I have several pairs, including Bose and Sony, but I find the Bowers & Wilkins PX Active Noise Cancelling Wireless Headphones are best for the combination of sound quality and noise cancelling I want. I recommend the Bose noise cancelling for airplanes since they are more comfortable for long-haul flights, but we don't have to worry about flying right now.



The B&W headphones will set you back about \$230, but they are worth every penny. They cancel out noise without completely shutting you off from the world. And the sound quality is excellent, even for the most discerning audiophile.

Finally, I recommend picking up a Rocketbook Everlast notebook. It is a great combination of a fantastic writing tool and high-tech device. The



notebook has 36 reusable pages that wipe clean with a damp cloth when used with a Pilot Frixion pen. A QR code at the bottom of the page allows you to scan the page and have it blasted to Google Drive, Dropbox, Evernote, Box, OneNote, Slack, iCloud and email. That allows you to share your notes or drawings with colleagues and/or clients easily. When the page is shared and stored digitally, simply wipe the page clean and use it again. It is a great green product and works perfectly — no wasting paper. Buy it for \$24.73 on amazon.com.

So what are some of your favorite work-from-home products that weren't originally designed for the task? Anything you can recommend to your fellow WFHers? If you have "can't-live-without" product ideas, send them to me at [rob@bellow.press](mailto:rob@bellow.press).

*Rob Kirkbride and the Business of Furniture team*





## Okamura Introduces Drape

➔ Drape is a new, privacy and acoustic solution by Okamura. It creates quiet, private work pods perfect for touchdown work or making phone calls.

Two panel heights are available and constructed to absorb sound. They are covered with PET felt or fabric.

Drape is designed to be compact with a small footprint but still provide maximum privacy by blocking the line of sight. Three configurations are available (from the typical box shape to a more unique hexagonal shape) and two work-surface heights. The secret to creating configurations that are compact yet comfortable is by combining the 60-degree diagonal edge of the panels with the work surface. Accessories such as deskside power and ambient lighting can be added with discreet cable management. Drape will launch in the fall. **BoF**



## What types of jobs will experience a large permanent increase in remote working?

A recent analysis by The Conference Board's Frank Steemers, Agron Nicaaj and Gad Levanon shows that a growing consensus believes the share of remote workers will remain well above pre-pandemic rates.

But in what types of jobs is this most likely to happen?

They project a large increase in remote-working rates for clerical and administrative office jobs, a labor market segment which had relatively low remote-work rates in the pre-pandemic era.

During the peak of the COVID-19 lockdowns, most U.S. office workers labored primarily from home and few now expect a total return to the office. An April Conference Board survey conducted of human resources executives found less than one in 10 organizations had more than 20% of their staffers primarily working from home before the pandemic. But almost half of the survey respondents anticipated more than 20% of their workforce will be primarily working from home 12 months after the pandemic ends.

Which jobs are likely to see greatest such change?

One hint comes from pre-2020 remote work trends. They show the share of full-time teleworkers differs widely across occupations. Pre-pandemic, most acceleration occurred in high skilled, white-collar occupations. The fastest growth was in computer-related occupations, rising from about 3% in the early 2000s to more than 9% in 2018. Business, financial and management occupations also experienced rapid growth in teleworking.

Interestingly, office and administrative jobs were rarely done primarily from home. Even in 2018, work-from-home rates in these occupations were well below those in professional office-related jobs.

Online job ads provide another hint about which jobs are moving to a remote working environment. The Conference Board-Burning Glass Help Wanted Online data series collects millions of online job ads in real-time and classifies them, among other things, by occupation. In addition, a keyword-based algorithm identifies job ads that allow candidates to work from home on some basis. Using this information, they can document trends in the willingness of employers to allow working from home by occupation.

In general, there has been a large increase in the share of office jobs that allow working from home in recent months. The increase was most noticeable in clerical and administrative office jobs that typically do not require a bachelor's degree.

To see the study in detail, visit: [https://conference-board.org/blog/labor-markets/telework\\_office\\_jobs](https://conference-board.org/blog/labor-markets/telework_office_jobs)





## HNI Posts Profit Workplace Segment Profit Despite 25% Dip in Sales

THE CORPORATION DELIVERED SOLID PROFITS AND INCREASED SECOND QUARTER OPERATING CASH FLOWS BY \$20 MILLION OR 49% VERSUS THE PRIOR YEAR, DESPITE PANDEMIC RELATED TOP-LINE PRESSURES.

**H**NI announced sales for the second quarter ended June 27 of \$417.5 million and net income of \$12.6 million. GAAP net income per diluted share was \$0.29, compared to \$0.36 in the prior year. Non-GAAP net income per diluted share was \$0.20, compared to \$0.38 in the prior year.

The Corporation delivered solid profits and increased second quarter operating cash flows by \$20 million or 49% versus the prior year, despite pandemic related top-line pressures.

The residential building products segment operating profit increased, and segment operating margin expanded on a year-over-

year basis in the second quarter 2020.

The workplace furnishings segment generated second quarter 2020 operating profit of nearly \$8 million, despite a 25% year-over-year contraction on the top line.

Quarter-ending debt levels were \$183 million, equal to a

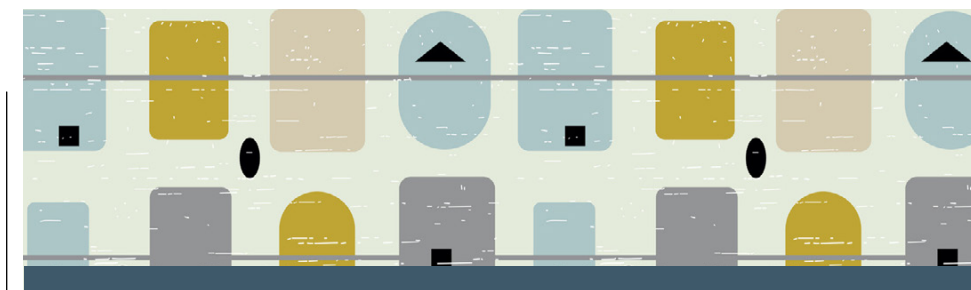
gross leverage ratio of approximately 0.8x. Liquidity, as measured by cash and borrowing availability, at the end of the second quarter was \$392 million.

Compensation for HNI and board of directors members are being restored to levels existing prior to the reductions announced April 22.

“Our members responded in an outstanding manner to this environment, and I am pleased we are able to take this action 60-90 days earlier than we originally anticipated,” said Jeff Lorenger, chairman, president and chief executive officer.

“Our members did a great job of managing through challenging second quarter conditions,” said Lorenger. “We aggressively managed costs and drove productivity — offsetting much of the impact from lower volumes. Our teams stayed focused on our customers — generating and seizing market opportunities. The strength of our strategy, including our diverse revenue streams, price point breadth, channel reach and lean operating model, along with the dedication of our members, helped demonstrate again what makes HNI unique.”

“We generated strong, free cash flow in the quarter and further enhanced our already strong balance sheet,” Lorenger said. “We have the financial strength and cost structure to successfully weather this crisis for a prolonged period.” **BoF**



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## Boston Business Journal Names Leominster's AIS Among the Most Charitable Companies in Massachusetts

THE BUSINESS JOURNAL ANNUALLY PUBLISHES THIS LIST TO SHOWCASE COMPANIES THAT PROMOTE AND PRIORITIZE GIVING BACK TO THEIR COMMUNITIES.

The Boston Business Journal has named Leominster's AIS an honoree in its annual 2020 Corporate Citizenship Awards, a recognition of the region's top corporate charitable contributors.

"AIS is honored to be a re-

ipient of the Boston Business Journal Corporate Citizenship Award for the 2nd year in a row, alongside many incredible companies in the Boston area. Our commitment to the community is even more important this year with the impact of COVID-19.

Being able to help those in need through our 'Sew the Masks' campaign, in partnership with the United Way of North Central Massachusetts, is one of the ways we are continuing to give back during this difficult time," President and CEO of AIS Bruce

Platzman said.

The Business Journal annually publishes this list to showcase companies that promote and prioritize giving back to their communities — a feat that is even more important during times of turmoil and crisis like we have experienced in 2020.

"During a year filled with unprecedented events and change, it's incredible to think that the Boston Business Journal's Corporate Charitable Contributors list is the largest we have ever compiled. These companies give back at least \$100,000 to the local community, and now we are in a time when giving back and helping one another is more important than ever," said Boston Business Journal Market President

and Publisher Carolyn Jones. "These philanthropic companies prioritize the welfare of our communities, and we are excited to be able to honor them."

This year 107 companies — a record number — have qualified for the distinction by reporting at least \$100,000 in cash contributions to Massachusetts-based charities and social-service nonprofits last year. The honorees this year include companies from health care, technology, financial and professional services, retail, professional sports and more. This year's list grew by two honorees compared with last year.

Top corporate contributors such as AIS, which in many instances include corporations and their charitable foundations,

will be honored at the BBJ's 15th annual Corporate Citizenship Awards on Sept. 10, a celebration of honorees that will be virtual to ensure everyone's health and safety.

The Boston Business Journal is the region's premier business media organizations.

Headquartered in Leominster, AIS is a leading manufacturer of commercial office furniture and boasts one of the most impressive stories of growth and success in the furniture industry. AIS founded the Sew the Masks program with the United Way of North Central Massachusetts in May as a way to help in the fight of COVID-19. **BoF**

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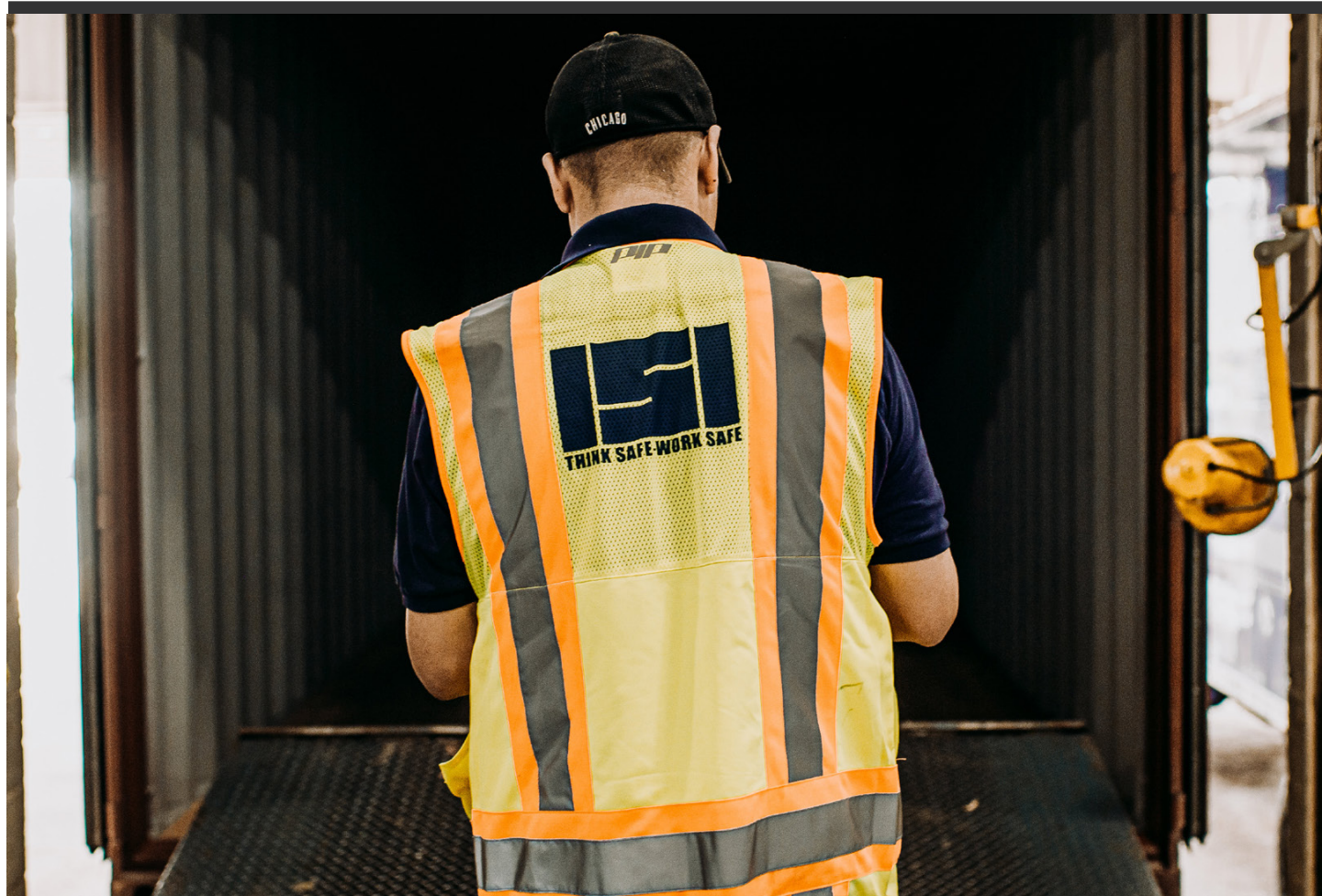
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## Against All Odds

AS THE LAST LINE OF DEFENSE IN THE FURNITURE CHAIN OF CUSTODY, INSTALLATION TEAMS ARE TRYING TO SAVE THE DAY WHILE PROTECTING THEIR BOTTOM LINE. HOW ARE THEY HANDLING THE PRESSURE TO PERFORM DESPITE A WORLDWIDE PANDEMIC?

by Anthony Hansen

The commercial interiors industry runs deep and wide. From architectural and interior design to facility construction and delivery, there are countless hands and minds that create space and give it meaning. And while most major

players were deemed as essential businesses throughout the initial phases of the COVID-19 pandemic, it was not (and is not) business as usual.

This new reality also applies to installation teams across the country whose critical skill set

is required prior to client occupancy. As their project partners' challenges gain momentum and magnitude, installers are navigating this new reality with notable calm, great agility and — quite frankly — an increased cost of doing business.

### Manufacturing shutdowns

Commercial furniture and architectural wall system production encountered a series of setbacks over the last few months. As countries battled COVID-19, raw materials were affected, and the supply chain was hindered. Obtaining product from overseas or parts to manufacture domestically was sporadic at best. This led to extreme lead times and delayed orders early in the pandemic. Installers had less product arriving at their warehouses, which meant less product to install on site. In instances where large floorplates were being populated, strategic planning with the furniture dealer and client was necessary to accommodate short shipments.

This, of course, caused (and continues to cause) a ripple effect: New plans and installation drawings are needed, additional handling and trip charges are incurred, and short-term furniture rental options are investigated to ensure clients can move in on time. Issues with product availability continues to wreak havoc on schedules and logistics.

### Warehouses beyond capacity

A perfect storm has manifested in warehouses across the

country. As manufacturer assembly lines restart, products are shipped to installer docks with little regard to installation dates. And there it sits. Much product is unable to be installed due to city or building-specific shutdowns or it is held in limbo as dealer partners work with clients to revise floor plans per everchanging recommendations. Meanwhile warehouses fill with new inventory.

Concurrently, extraordinary amounts of existing product are returning to installation warehouses as clients spread out to make way for socially spaced floor plans. Some of that product is noted for disposal but the majority is earmarked for long-term storage. Warehouses and the staff to manage them come with very real costs to installation companies.

### Staffing for the unknown

Perhaps one of the greatest challenges for installation teams is there is zero planning power in a pandemic. How does a company ensure adequate manpower at a time that projects are cancelled indefinitely or rescheduled daily? At locations with multiple trades working, it takes just one person to exhibit symptoms and the en-

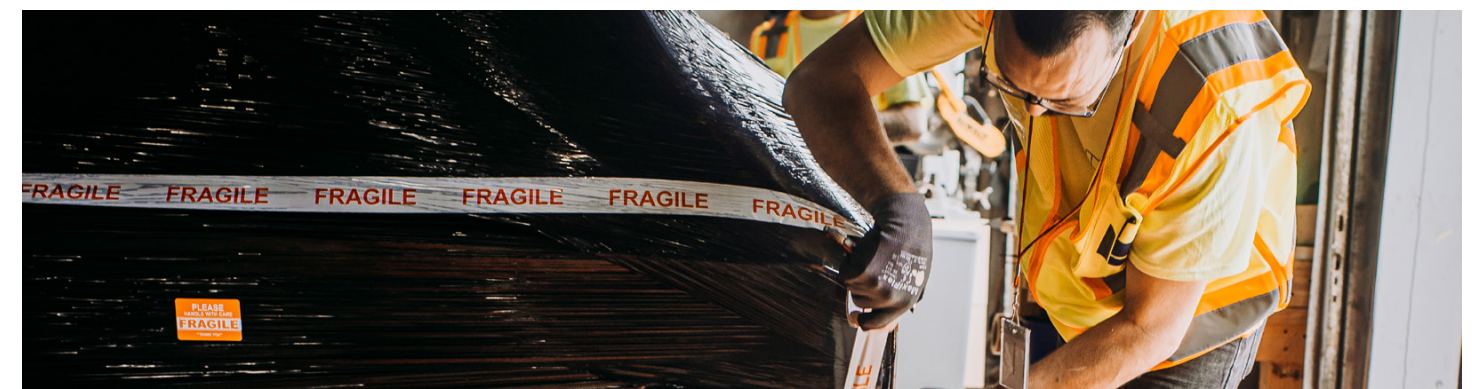
tire site is shut down. This affects critical timelines and effectively removes multiple installers from scheduling for days as they are tested (and cleared) for COVID-19. Crew headcounts must also be reduced to ensure social distancing.

End dates for schedules rarely change. Any hiccup with staffing due to the pandemic during construction can force installation companies to enlist second and third shifts. This, of course, comes with additional overhead and labor costs which are rarely accepted with open arms by the client.

Installers are literally the backbone of commercial interiors. Ensuring a healthy workforce that can withstand the peaks and valleys in scheduling during the pandemic is paramount.

### Flattening the curve

Installation companies must do their part to help flatten the curve around the country. Unlike furniture dealers and manufacturing partners, installers are in the field and their risk of exposure to sickness is amplified. Great steps must be adopted and practiced without exception to safeguard employee health and livelihoods and overall company



reputation. Considerations and implementation of the following may vary based on geography.

- **Mandatory PPE:** Face masks should be worn consistently and constantly in the field as well as warehouse/corporate office. Masks must cover both mouth and nose.
- **Daily temperature checks:** Each team member should complete a daily health survey and have his/her temperature taken. If symptoms are present, self-isolation is required until testing and clearing of COVID-19 is completed.
- **Contact tracing:** Thorough documentation of workers and site visits should be maintained so a contact tree and communication can be created quickly if an employee tests positive.
- **Minimized interaction:** Drivers at an installation company are critical links between office/warehouse and field teams. To reduce risk of contamination between the groups, drivers should perform contactless delivery services. They should refrain from entering client buildings or company warehouses.

Paperwork should be digital in nature.

- **Disinfection and sanitation:** Product leaving a client site should be disinfected by the client before loading. Upon product arrival at a warehouse for disposal or storage, additional disinfection should occur. Team members that handle product should do so wearing gloves in addition to face masks.

#### Cost of doing business

All partners in the built environment are feeling the pressure to perform and are absorbing additional costs to remain operational amid the pandemic. The challenges outlined in this article have real financial implications on an installation team and can include the following depending on company size and location:

- Printing costs for revised installation drawings
- Additional wages to provide COVID training, conduct additional safety meetings and perform daily health screenings
- Increased PPE line items to include thermometers, face masks/shields and gloves
- Sanitation costs for product leaving sites and/or being disposed
- Warehouse overflow rental

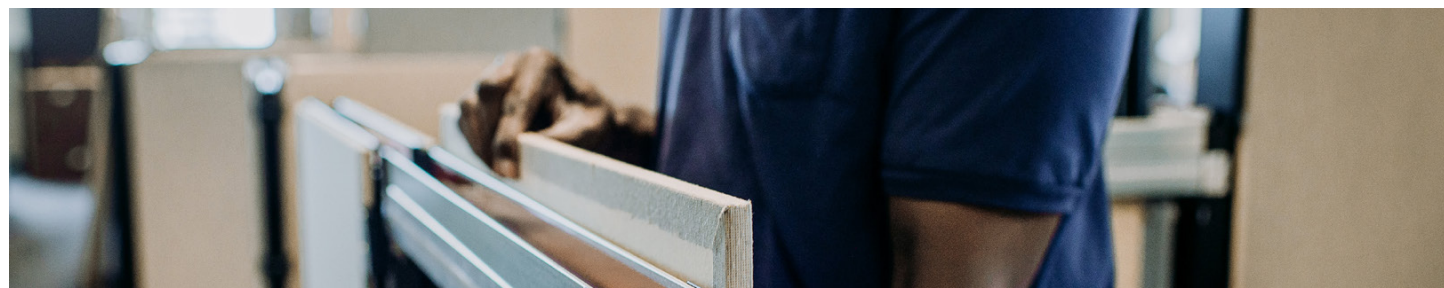
costs

- Second- and third-shift installer wage premiums
- Carrying costs for delayed/unpaid invoices as clients conserve cash.

#### Where do we go from here?

Installation teams everywhere are leaning on each other to share best practices and navigate the choppy waters as a united team. In addition, dealers and manufacturers are adapting and evolving to improve the furniture specification and fabrication chains. Without an end to the new protocols implemented due to COVID-19, installation companies must focus on accuracy and efficiency to weather the storm. The industry will change. But against all odds it will emerge, as it always does, stronger. **BoF**

***Editor's note:** Established in 1973, ISI is Chicago's largest commercial interiors installation company. It installs, receives, delivers and provides asset management services for commercial furniture, architectural walls, window coverings, millwork and other interior products. ISI is an active member of Facilities Services Network (FSN), an international group of independent installation firms which set new benchmarks for performance and value in the management, installation and care of contract furniture.*



## Knoll Sees 25.4% Sales Decrease in Second Quarter Results

IN A LETTER TO SHAREHOLDERS, KNOLL CHAIRMAN AND CHIEF EXECUTIVE OFFICER, ANDREW B. COGAN, AND SENIOR VICE PRESIDENT AND CHIEF FINANCIAL OFFICER, CHARLES W. RAYFIELD, REPORTED DECREASES IN EVERY FINANCIAL MEASUREMENT AND OUTLINED THEIR GAME PLAN TO RESTORE THE COMPANY WHEN THE COVID-19 PANDEMIC PASSES.

The executives said, in a letter to shareholders, that they believe that those businesses with a brand reputation like Knoll – backed up by a broad and growing range of products and price points, with multiple physical and digital paths to market and agile cost structures – will be the ultimate victors during this unique time:

*From the start of the pandemic, our focus was four-fold:*

- *First, keep our people around the world as safe as possible while maintaining as much of our operational capabilities as government mandates and safe working practices would allow.*
- *Second, protect our financial position, maximizing liquidity and scaling the business to ensure we remained profitable and cash flow positive.*
- *Third, lean into the marketplace challenges in front of us with the thought leadership and product support to help our workplace clients retrofit and reimagine their offices for return to work and work from home.*
- *And fourth, leverage our brand reputation, broad product offering, multichannel platform and marketing capabilities in the residential space – in short, taking advantage of the pivot*

*to work from home and the increased focus on residential life resulting from our working, schooling and exercising where we live.*

*We believe that those businesses with a brand reputation like Knoll, founded on the belief that good design transcends rigid boundaries of where we live and work – backed up by a broad and growing range of products and price points, with multiple physical and digital paths to market and lean agile cost structures – will be the ultimate victors during this unique time.*

The executives said the company reduced run rate costs by approximately \$50 million. Additionally, to maximize liquidity, they reduced the dividend by 76%, lowered planned CAPEX by approximately \$20 million, worked with landlords to defer rent payments and offered dealers enhanced credit terms to maximize receivables.

They also took advantage of CARES Act provisions, including payroll tax deferrals and the Employee Retention Credit, and Canada Emergency Wage Subsidies.

As a result, the company is 100% operational across its manufacturing and distribution operations.

The benefits of all these initiatives, the two executives said, are clearly visible in the second quarter financial results where revenue declined less than the industry and Knoll remained solidly profitable on an adjusted basis.

On the top line, sales of \$274.1 million were down 25% versus the prior year as early quarter weakness, driven by the near total shutdown in Italy and at home furnishing division Holly Hunt, was partially mitigated by the explosive growth in the Fully e-commerce work from home division and the Knoll.com sales platform.

Office segment sales declined by 19%, or 29% organically, bolstered by the inclusion of the full quarter of Fully's work from home e-commerce sales.

The executives expect these trends to remain in place for the balance of the year. Looking ahead, they said this suggests a back half sales decline of approximately 20% over prior year for Knoll, with strong residential and work from home mix and channel diversification continuing to outperform contract furniture data. **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 stories from Bush Business Furniture and ERGOBOND in today's issue. Make sure you read the all stories in this great series to learn about what these great companies are doing.



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## Bush Business Furniture: The Work from Home Experts™

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The Jamestown, N.Y., company is being rewarded for its knowledge, quick shipping and well-designed furniture. Sales are up 35% as workers scramble to find the most appropriate products to work from home.

The trend toward working from home, which was taking shape in recent years at a trickle, has turned into a torrent. Everyone needs home office furniture now, but many workers were sent home so abruptly they may have underestimated the importance of a proper work-from-home set-up said Peggy Brown, director of inside sales.



**We've since noticed a change where people have upgraded from that lower end desk to a more professional grade option.**

"It has been a very volatile year for the industry amid the pandemic, especially in the B2B contract space," she said. "A lot of that business came to a screeching halt in the mid to late March time frame, and there was a significant shift to PPE products and social distancing solutions. I think that speaks a lot for the industry, our ability to be very nimble and pivot to support customers in the way they need during challenging times. In our case, our history has been built on home office solutions. So we stayed true to what we do well — we remained focused on servicing the heightened need for quick ship, reliable and safe home office furniture."

"In the early stages of the pandemic, customers were look-

ing for low-cost furniture they could place in the corner of their living room or bedroom, according to Brown. They thought they would return to the office and wanted a temporary solution. We've since noticed a change where people have upgraded from that lower end desk to a more professional grade option. Many people are now dedicating a private room in their homes to work, now that they know they may in fact be there for the long haul, 40-plus hours a week. So that's really what we've seen over the last few months: The shift from meeting a quick need to upgrading the home office space because workers and employers alike are looking at work from home as a long term strategy."





NeoCon: Products, People and Projects  
**BoF**



**That term ‘resimercial’ has been at the forefront of our commercial strategy because the style, quality and price point that our products provide fit today’s market exceptionally well.**

Work from home is — at least in part — becoming the new normal, and it is going to be more widely accepted than ever before following the COVID crisis, Brown said. Whether that is on a full- or part-time basis, there have been many studies already that show employees at least want the option to work from home, even if it is only two or three days a week.

As businesses do open up, they may also be faced with some resistance from their workers telling them they prefer the work from home arrangement now that they have acclimated to it and have found it effective.

“Our product development team has done an outstanding job over the last several years in bringing commercial-grade

quality products to market designed and engineered for small parcel shipping in stylish designs and modern on-trend finishes,” Brown said. “So that term ‘resimercial’ has been at the forefront of our commercial strategy because the style, quality and price point that our products provide fit today’s market exceptionally well.

Bush Business Furniture is seeing a blend of customers — those sent home with no resources from their employers who are buying furniture out of their own pockets and those who are buying from the company using a stipend from their employer. Other companies are establishing programs for employees that provide an approved package of home office furniture they can choose from.



**The logistics of sending employees home to work can challenge any company, but BBF's proven quick ship transactional model takes the complexity out of the furniture requirement.**

We are seeing an increase in the number of companies providing stipends and implementing formal policies and procedures for work from home. There are risks and liabilities such as workers compensation concerns that should be considered. Standards programs, BIFMA-tested and certified product options and installation services can help mitigate those risks, Brown said.

The logistics of sending employees home to work can challenge any company, but BBF's proven quick ship transactional model takes the complexity out of the furniture requirement, according to Brown. The company provides in-stock products with same day shipping, delivery to the end user in three to five business days or a full service installation in

10-14 business days. "Our solution ensures the employee is up and running quickly whether they live in the neighborhood or across the country," Brown said.

Bush's products are designed and developed for that quick ship experience. The company does have a team that supports the customer with any assembly help they may need. For larger orders that are eight pieces or more on average, Bush delivers (at no additional charge) to an inside room of the customer's choice. The full service installation option, even for smaller transactional orders anywhere in the country, includes deluxe services such as leveling, door/drawer adjustments, cleaning and packaging removal.





**BBF has been servicing work-from-home clients and standards programs for close to 20 years.**

While other furniture manufacturers in the contract space are focused on large project business, Bush Business Furniture is in the minority since it has always focused on transactional opportunities. The company is not looking for multi-floor corporate facility outfits. That's just not its specialty.

BBF has been servicing work-from-home clients and standards programs for close to 20 years. The company knows what it is uniquely good at:

"All teams and departments at Bush collectively work together to deliver on our brand promise of easy, fast and affordable," Brown said. "Other companies that have jumped into the work-from-home wave might not fully understand the market or how to service it over time, it can be unpredictable and very time sensitive. When a product is needed, it's needed quickly — they don't want to wait weeks or months to get their desk, file and chair."



**Consumers want an all in one experience: desk with chair delivered by the same source on the same day.**

Styling is important in this segment of the market. BBF has worked to expand its variety of residential-type products — so it has a lot going on in the more contemporary gray finish variety in light, medium and dark tones. Those have been selling very well, and the company has focused on expanding finishes within proven successful product lines. BBF has some two-tone mix designs it has brought to market, including the Jamestown collection. It is lightly scaled, but very aesthetically pleasing for home

interiors. The company also has a broad variety of seating, which is relatively new. BBF has always been known for desks, not so much seating, but about a year and a half ago, the company launched a very comprehensive line of chairs.

“What we’ve found is that consumers want an all-in-one experience: desk with the chair delivered by the same source on the same day,” Brown said. “If they have any assembly problem or concern, they can call us directly, and it’s taken care of.”





**The company has undertaken some strategic initiatives to curate an assortment that is precisely applicable to the work-from-home demand and working to invest in its inventory and support of those products.**

BBF sells through its website, but that is a very small component of its overall business. The company also partners with various dealers, e-commerce retailers and the office superstore channels.

Right now, BBF is focusing on serving its new influx of customers. The company has also undertaken some strategic initiatives to curate an assortment that is precisely applicable to the work-from-home demand and working to invest in its inventory and support of those products.

The company is rightfully proud of its work.

"This year has been challeng-

ing for everyone on a variety of levels, so we're just very happy to be able to be of service," Brown said. "Despite our own staff navigating work from home and through the period of time where our factory was closed down, we still had inventory; our distribution centers remained functional following CDC guidelines; and we could still get products out to people. The safety and well-being of our employees and our ability to serve the customer have remained our top priority, making sure we have the products in stock so we can meet the needs of the market now and into the future."

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## ERGOBOND Focuses on Movement with its Innovative Furniture

ERGOBOND was all set to show off its innovative products designed to help workers move at this year's NeoCon. The annual show was supposed to be a launchpad for the company's new brand. (It was formerly known as ERGOCHIEF). And then the virus hit, and the company's plans were put on hold.

While it is a minor setback for the company that continues to push the limits of height adjustability, movement and design. The COVID crisis has forced the company to pause and reflect, which is important every once in a while, especially for a company that has grown as quickly as ERGOBOND.

ERGOBOND was ready to launch four new products at NeoCon, said Eva Lin, brand manager. The company uses the momentum it gains at NeoCon to propel it through the entire year. It is a company that thrives on feedback from its customers and uses it to define its product development.



Fitdesk Pro

**We move at the speed of a startup,  
 and we are a quality manufacturer.**

“For us (NeoCon) was going to be the power to drive our next cycle of new products,” Lin said. “And we did have that conversation with our clients afterwards through various meetings and online Zoom meetings. It was a little different, but it also helped us to innovate super fast.”

“We didn’t take NeoCon not happening as a setback. We took it as a challenge. Because we move at the speed of a startup, and we are a quality manufacturer, we were able to in a very, very short time provide product demo videos. Even though we weren’t able

to show them the product in person, we could show them in one-minute videos that not only they could see, but they could also show it to their designers and then provide us the feedback. So that’s something I think we took away.”

It is not the same as being able to let customers touch the product and give personal feedback, but the videos helped them visualize ERGOBOND’s thinking. The company was looking forward to sharing its own insights, and the story behind its rebranding.



**EXTD**

“ERGOBOND puts an end to all sedentary work style by reimagining your workspace and bonding activeness into your life.”

# Authentic Design Bonding Ideas People Inspiring Activeness

Build an active workspace adapted to people by bonding design, wellness, and functionality and giving an end to the sedentary workspace.





# ERGOBOND

ERGOBOND

**The ERGOBOND name works because the company “bonds” different products into one.**

ERGOBOND decided on a name change because, Lin said, “chief” is a “heavy” word that doesn’t work in the context it was originally meant. When the company came into the industry, it wanted to lead the way and change how things were done. The word “bond” is a much better fit, Lin said, because it better describes the company and its aspirations.

“We are not here to tell people what they are doing wrong and how to do it,” she said. “We realized that we were really bonding things together. We were joining ideas. We were joining things that were very separate.” That describes how the company connects movement, design, ergonomics and great manufacturing: The company bonds design and functionality, she added.

The ERGOBOND name also works because the company “bonds” different products

into one. The FitDesk Pro, for example, combines a height-adjustable desk with an under-desk bike.

“People said, ‘You can’t do that.’ We’re like, ‘Yes, we can.’ And we started to bond things together,” Lin said. “So a lot of our products are a combination. We used to bond the comfort of home and the productivity of an office into new products. Now these products are very successful with all the people working from home. And we just really thought that bonding, that this word had to be part of our brand.”

It is a bold move to make a branding change so early in the life of the company, but Lin said she and General Manager Louis Chen felt it was worth it — that they would rather change sooner than later if the original moniker didn’t quite fit.

**Because its products are smartly designed and proportionally right, ERGOBOND has found they sell quickly to work-from-home customers.**

The reaction from customers has been quite positive, Lin said. Once they realized the company wanted to focus on bonding people and products, design and functionality, they got it right away.

The company is unique because it speaks about sustainability in different terms than much of the rest of the industry. Sustainability is about creating long-lasting products that work for its customers for years, the company believes. It also feels bonding products like a desk to an exercise bike means you can buy one product instead of three, reducing waste.

"I am super enthusiastic about sustainability, but I think the first rule is quality," Lin said.

"If you have something that is designed with very high quality that lasts for a very long time, it is part of sustainability. People don't seem to really speak about that. It's not only the material you use, but how well something lasts."

Because its products are smartly designed and proportionally right, ERGOBOND has found they sell quickly to work-from-home customers. When work from home went from a niche trend to a necessity, ERGOBOND found its products fit the bill. That's interesting, because the company was talking more and more about the applicability of its products for work from home, even before the COVID crisis hit.



*Wallace Standing Conference Desk*



*Hopi Occasional Desk*

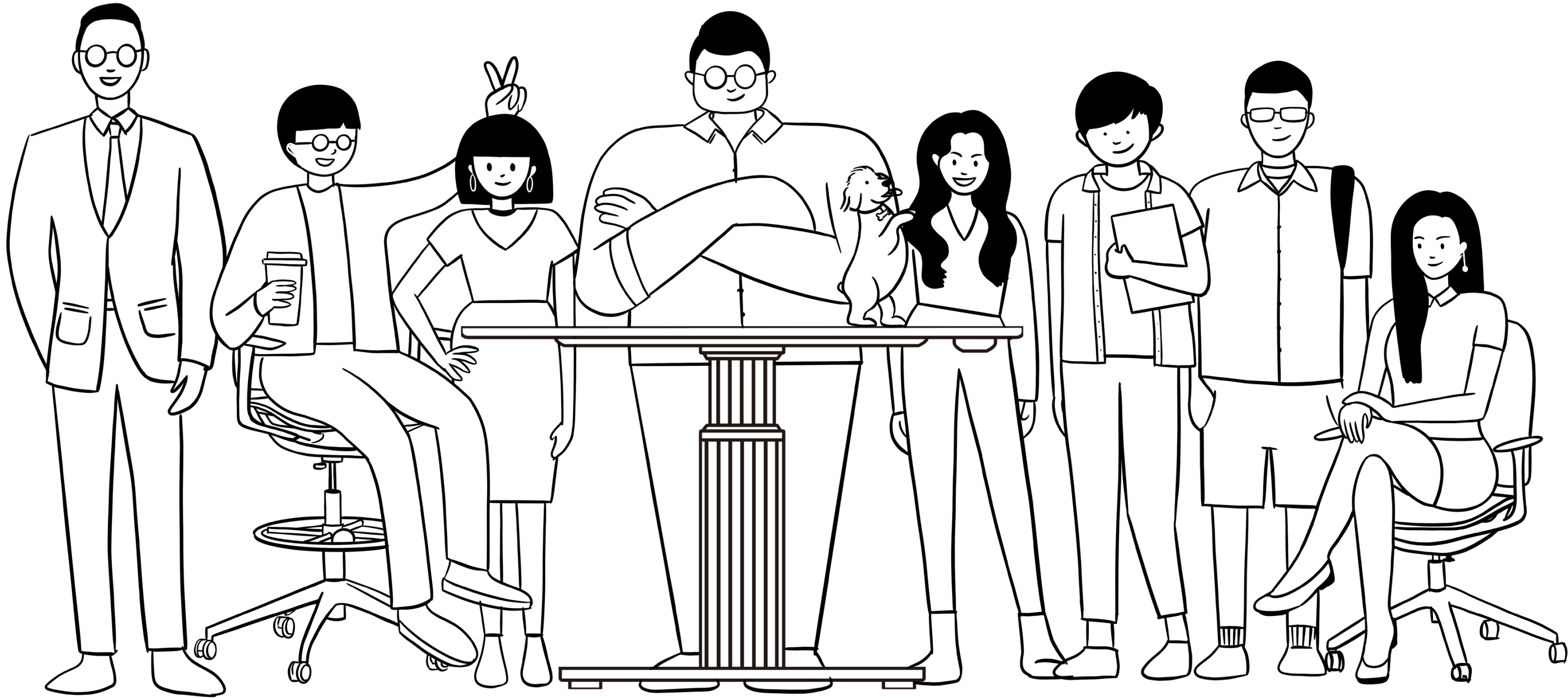


**Since ERGOBOND's products fit so well for that use, its products are gaining traction.**

Instead of prompting its customers to care about work from home, work from home was one everyone's mind. The entire world is going through an experiment in working from home. Since ERGOBOND's products fit so well for that use, its products are gaining traction. Because the company can move quickly, it was able to adjust output for the COVID crisis, too.

For example, the company quickly made changes to packaging and installation to make it much easier for those working from home to assemble its products. One of its desks that used to take professionals 15 minutes or so to assemble now takes a novice at home 10 minutes to put together. "The advantage we have as a company is that we can go from one fun idea to a product super fast," Lin said.

*Wallace Height Adjustable Conference*



## Fence was designed as an alternative to all the plexiglass screens coming out as a COVID fix-all.

That is clear with its new Fence product, a HiP NeoCon award winner in the workspace category. Fence was designed as an alternative to all the plexiglass screens coming out as a COVID fix-all. Fence is made of PET, basically recycled plastic soft drink bottles. It can be attached to just about any desk to create a space divider without alternating or punching the desks. They come in 12- and 18-inch sizes, a combination that can cover almost every desk size. Not only does it work as a screen, it also can be used as a tack board. Best of all, when the pandemic is over, Fence is still a valuable product for space division, used on other desks, or it can be removed without leaving a trace on the desk.

ERGOBOND continues to innovate as well. The company is hard at work on new products that will continue its work on creating furniture that is

well-designed and functional. Everything the company does goes back to its roots.

For Louis Chen, the need for a non-static desk went well beyond simple fitness. He has always dealt with ADHD and is the kind of person who simply can't sit still behind a desk.

One product that helped — the FitDesk — a stationary bicycle with a small desktop attached, but designed for the home office market, not the rigors of an eight-hour work day. So Chen decided to team up with FitDesk and create the FitDesk Pro and other products to make work easier and healthier. That led to many other products that blend work with movement. The company's goal is to design and make office furniture adapted to the modern world, with the belief your workspace should improve your life not burn you out. **BoF**



*Fence Universal Desk Screen*

## PACIFIC WEST

## MIXED-USE ON TAP

VANCOUVER, Wash. — Holland Partner Group and EJF Capital plan to break ground this month on a mixed-used development in downtown Vancouver. Block 10 — as the project has been dubbed — will include 110 multi-family units with 79,000 square feet of office space and approximately 10,000 feet of retail space. It is a prized location that is within walking distance of an array of amenities including numerous restaurants and bars, retail, entertainment and offices. Plans for the project call for a deck, fitness center, and bike storage, shared by the apartment and office tenants. A fifth of the apartment units will be set aside as workforce housing. [GlobeSt.com](http://GlobeSt.com)

## MOUNTAIN WEST

## WARE MALCOMB MOVES



DENVER — Design firm Ware Malcomb has moved its Denver operations into a new larger office space at Broadway Station. The new office will be the firm's second largest in North America. Ware Malcomb's new Denver office incorporates the latest in interior design trends, as well as the firm's own design standards. Ware Malcomb has also implemented the firm's own Healthy Workplace Assessment protocols in the new office design, including occupancy density, distancing and interaction plans, signage and

messaging, and other cleaning and wellness standards. The entry to each Ware Malcomb office conveys a hospitality feel, providing an open and inviting welcome punctuated with iconic pieces of furniture. [Mile High CRE](http://MileHighCRE.com)

## OLD TOWN TO SEE FACELIFT

PEORIA, Ariz. — A stretch of Grand Avenue near Old Town Peoria could get a face-lift as city officials pave the way for a new mixed-use project. The potential project, called Peoria Place, sits on 125 acres south of Grand Avenue at Cotton Crossing near Old Town Peoria and the Peoria Municipal Complex. Plans tout a mix of uses, from commercial and residential buildings to a business park and the forthcoming Valleywise Comprehensive Health Center, that could bring high-paying jobs to Peoria's historic core. Plans include office space, a health center, housing, retail and light industrial development. [AZcentral](http://AZcentral.com)

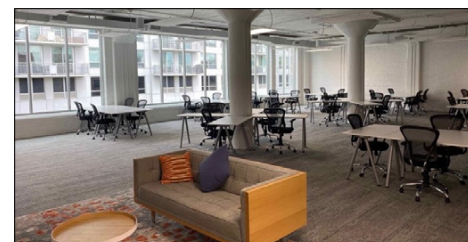
## MIDWEST

## EXCITING RENOVATIONS AWAIT EMPLOYEES

TOPEKA, Kansas — As most Advisors Excel employees returned to their offices following a stint of working from home, about 180 of them had shiny, new spaces to go back to. The two buildings offer a combined space of about 61,000 square feet and house the Topeka-based firm's annuity operations, finance, technology and information technology teams. The new offices feature touch-screen monitors with Zoom capabilities, a handful of small-group meeting spaces called huddle rooms, a training facility for those joining the annuity operations team, and logos and artwork

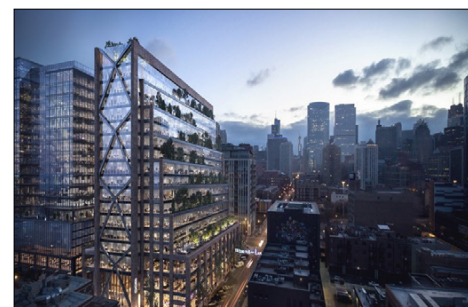
designed by the company's in-house creative team. [The Topeka Capital-Journal](http://TheTopekaCapitalJournal.com)

## SUITE RENOVATED



CHICAGO — With a view toward creating a safe office space post-pandemic, Mosaic Construction delivered a suite of private offices within Novel Coworking on the top floor of 420 W. Huron St. in Downtown's River North neighborhood. The 4,500-square-foot renovated Smart Suite has been constructed to create a large open area with dedicated space for two private offices, a huddle room, and a phone booth for private calls. Mosaic worked with the Novel Coworking-led team of architects and mechanical engineers to install the latest electric and data/voice locations on the poles and perimeter wall. [Connect Chicago](http://ConnectChicago.com)

## UNDER CONSTRUCTION



CHICAGO — A Skidmore, Owings & Merrill project, 800 Fulton Market on West Loop, is slated to open in spring 2021 and encompass 466,000 square feet. Thor Equities and QuadReal Property Group broke ground on the 19-story building in November 2019, and plan to make

the project one of the most architecturally distinctive developments in the neighborhood, with landscaped terraces forming the facade. The asset will replace the John R. Morreale Meat warehouse, the Isaacson & Stein Fish Co. building and The Mid nightclub at the eastern entrance to the Fulton Market. The developers are targeting both LEED Platinum and WELL Building Standard. [Commercial Property Executive](http://CommercialPropertyExecutive.com)

## NORTHEAST

## GIANT MIXED-USE PLANNED



LONG ISLAND, N.Y. — A development team plans to rezone five city blocks on the border of Long Island City and Astoria in order to erect more than a dozen buildings that would consist of 2,700 apartments, a school, as well as retail and office space. The real estate team — comprised of Silverstein Properties, Kaufman Astoria Studios and BedRock Real Estate Partners, plans to spend \$2 billion to create a new mixed-use district. The proposed development, dubbed Innovation QNS, would be 2.7 million square feet in size, with 235,000 square feet of office space. [Commercial Observer](http://CommercialObserver.com)

## GROUND BREAKS ON 16 STORIES

BOSTON — In January 2020, Boston Properties broke ground on 325 Main Street, a 420,000-square-foot office development in Cambridge.

Scheduled for completion in late 2022, the 16-story building will include 42,000 square feet of ground-floor retail space. The development is in the heart of Kendall Square. Google will anchor the building, expanding its Boston presence by 362,000 square feet. [Boston Real Estate Times](http://BostonRealEstateTimes.com)

## SOUTH

## JLL HIRED TO LEASE



HOUSTON — Texas Children's Hospital has tapped commercial real estate firm JLL to market and lease the 6624 Fannin Tower, one of the most recognizable buildings of the Texas Medical Center skyline. JLL is targeting medical practices and research organizations as tenants in the building, which is about 65% occupied. Topped by twin spires, the 27-story building contains nearly 450,000 square feet of medical space and is home to nearly 30 institutional and private practices, JLL said. Texas Children's plans to bring additional retail amenities and refresh the building's common areas. The tower was built in 1991. [Houston Chronicle](http://HoustonChronicle.com)

## DEVELOPER EYES MIAMI WORLD CENTER

MIAMI — Miami Worldcenter's developers sold a site at the mega-project for \$18.85 million to Akara Partners, which plans to build a mixed-use project. Miami Worldcenter sold 36,273 square feet of developable land to the Chicago-based development group, and another 8,227 square feet of undevelopable land underneath the Metromover. The two pieces of land total 1 acre. Akara Partners plans to develop its mixed-use hospitality-oriented apartments known as Kenect at the site. The project will feature 450 apartments, 10,000 square feet of retail and 20,000 square feet of coworking space. Miami Worldcenter, which spans 27 acres, is being developed by Art Falcone, Nitin Motwani and Dan Kodsí. It is one of the largest commercial real estate projects on the East Coast. [The Real Deal](http://TheRealDeal.com)

## SCHOOL RENOVATES ENTRANCE FOR SAFETY

CROSS COUNTY, Ark. — The office entrance at Cross County High School will look much different when school starts back this August. Construction is currently underway on a more secure entrance into the school. Before, the school hallway was open to access without going into the office first, but now the school has moved the office to the beginning of the hallway. The school is also blocking off access to the hall, creating a single point of entry for the building. [KAIT8](http://KAIT8.com)

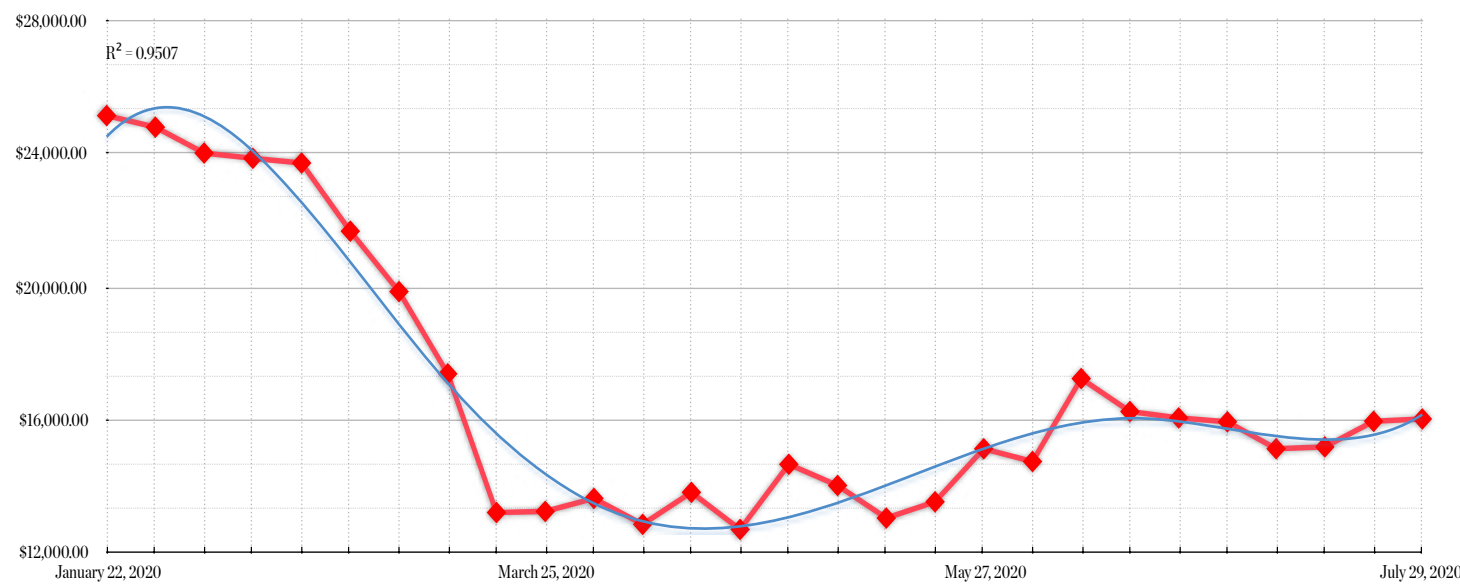
Compiled by Emily Clingman

BoF

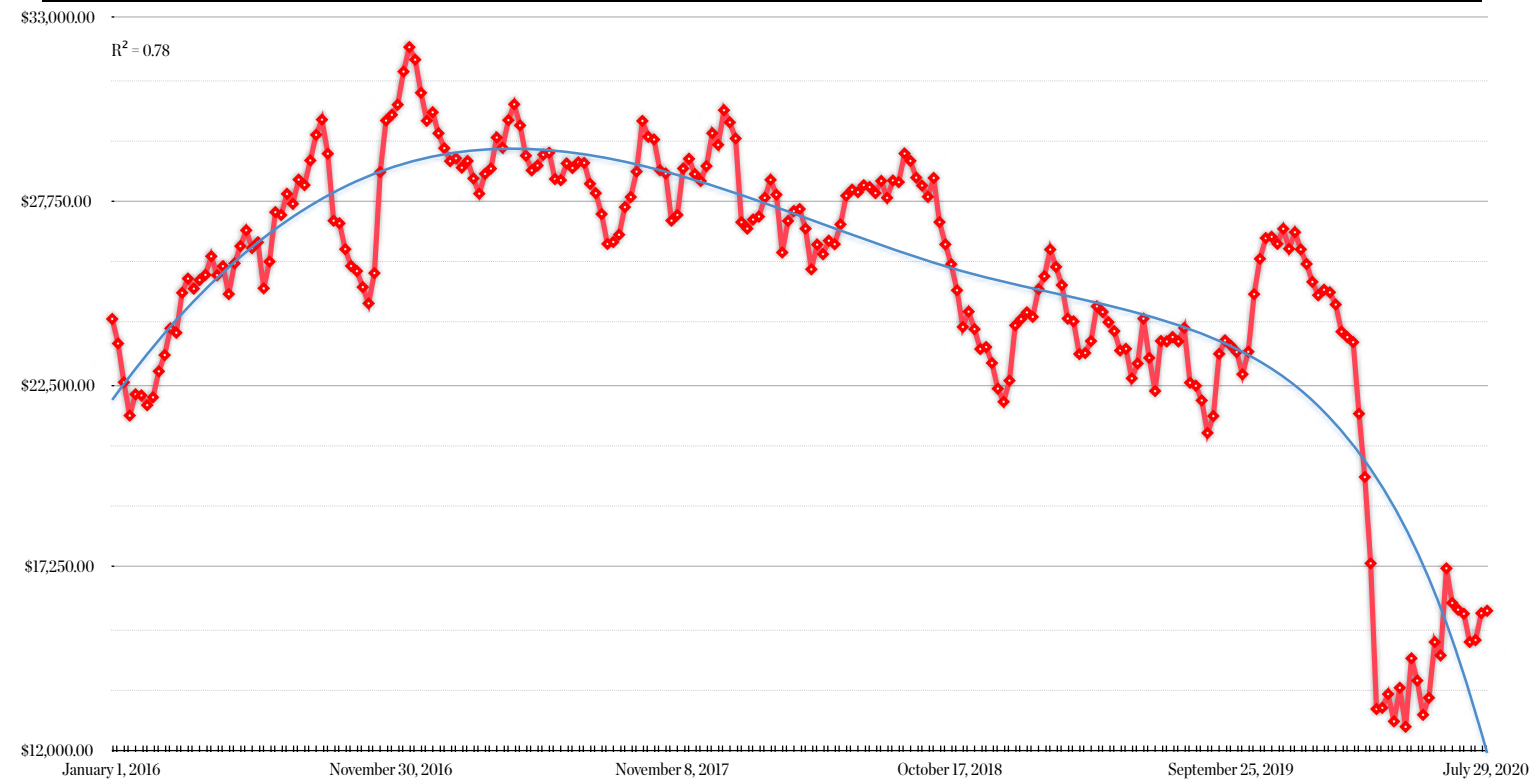
ALL TIME | January 1, 2016 BoF Industry Index Start: \$24,379.54  
 YEAR TO DATE | July 29, 2020 Yearly Start: \$25,443.00 (2019 Ended Up +15.31%)

**CURRENT VALUE** **\$16,021.64** **TOTAL GAIN / LOSS** **-8,357.90 (-34.28%)** **2020 YTD GAIN / LOSS** **-9,421.36 (-37.03%)**

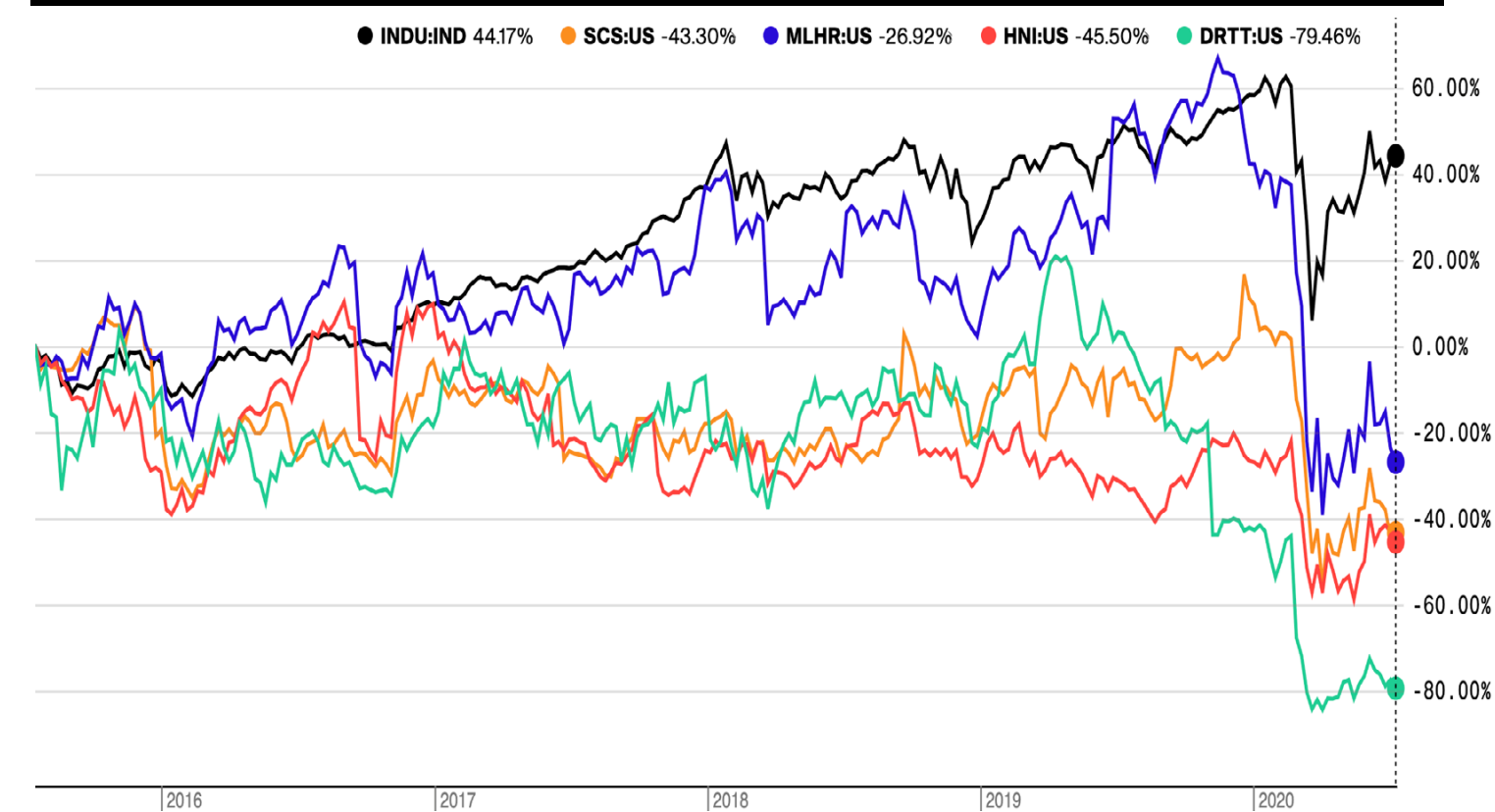
▲ SYMBOL	PRICE ↕	CHANGE ↕	TOTAL GAIN ↕	ID GAIN ↕	OPEN ↕	PREV CLOSE ↕	VOLUME ↕	MARKET CAP ↕	DAY RANGE	52WK RANGE
<b>DRTT:US</b> DIRTT Environm...	1.04 17:20	-1.89% -0.02	-85.01% -590.00	-1.89% -2.00	1.07	1.06	23,227	88.07M	1.03 - 1.07	0.71 - 5.50
<b>FLXS:US</b> Flexsteel Indust...	15.40 17:20	+2.67% +0.40	-65.14% -2,878.00	+2.67% +40.00	14.98	15.00	49,465	123.21M	14.96 - 15.67	7.81 - 21.31
<b>HNI:US</b> HNI Corp	29.73 18:40	-0.90% -0.27	-17.55% -633.00	-0.90% -27.00	29.78	30.00	191,809	1.27B	29.69 - 30.25	16.61 - 42.90
<b>INQ:CN</b> Inscape Corp	0.45 09:42	+0.00% +0.00	-85.00% -190.63	+0.00% +0.00	—	0.45	6,500	6.47M	—	0.35 - 1.22
<b>KBAL:US</b> Kimball Internati...	10.71 17:20	-1.02% -0.11	+9.62% +94.00	-1.02% -11.00	10.82	10.82	142,574	394.50M	10.69 - 10.91	8.19 - 22.40
<b>KEQU:US</b> Kewaunee Scie...	9.40 17:20	+0.00% +0.00	-47.16% -839.00	+0.00% +0.00	9.39	9.40	1,209	25.93M	9.36 - 9.40	6.96 - 19.57
<b>KNL:US</b> Knoll Inc	11.63 18:40	+0.17% +0.02	-38.14% -717.00	+0.17% +2.00	11.60	11.61	193,396	589.93M	11.51 - 11.91	7.74 - 28.30
<b>LEG:US</b> Leggett & Platt L...	37.80 18:40	+1.34% +0.50	-10.04% -422.00	+1.34% +50.00	37.86	37.30	1,398,131	5.00B	37.31 - 38.68	22.03 - 55.42
<b>MLHR:US</b> Herman Miller Inc	22.85 17:20	+1.38% +0.31	-20.38% -585.00	+1.38% +31.00	22.56	22.54	651,928	1.34B	22.51 - 23.28	14.39 - 49.87
<b>SCS:US</b> Steelcase Inc	10.78 18:40	-1.37% -0.15	-27.65% -412.00	-1.37% -15.00	10.83	10.93	459,492	1.24B	10.75 - 11.01	7.02 - 23.02
<b>TILE:US</b> Interface Inc	8.27 17:20	+0.55% +0.05	-56.79% -1,087.00	+0.55% +4.50	8.17	8.23	428,239	483.61M	8.15 - 8.35	5.06 - 17.68
<b>VIRC:US</b> Virco Mfg. Corp	2.27 17:20	-4.62% -0.11	-31.83% -106.00	-4.62% -11.00	2.31	2.38	2,596	35.67M	2.27 - 2.35	1.82 - 4.63



BoF Industry Index - Since Jan 1, 2016



Five Years - Major Industry Stocks





# Guilty of Being Judgmental of your Co-workers Home on Zoom?

Dear Stephen,

I've got non-stop Zoom and Face-time meetings with clients and co-workers, and one thing that keeps happening to me is I find myself silently critiquing the interiors of their homes. And worse, especially when it comes to my co-workers, I feel sad for most of them!

Our company manufactures iconic furniture that has been around for years. We sell a very famous line of desk chairs and now, on Zoom calls, I see our own sales people are sitting in something unrecognizable — definitely not our brand. And it's not even just about the furniture in their houses, it's the other design elements you would expect from people who call on architects and designers. We all make good money — I mean we sell furniture so we are not millionaires, but we make a good living, so it's not about that — it's about design awareness and taste.

So here is what I feel guilty about. I now find myself judg-

ing my co-workers, many who I consider to be my friends. Never mind the protocols or the lighting or the etiquette of the Zoom call, or wearing a shirt and tie on top and boxers below, or even the cat jumping on the desk. It is simply that most of my colleagues live in poorly designed and finished places. It makes me feel sorry for them — like, they just don't get it. Not the story of the shoemaker's kids with no shoes, this is just poor taste. Now I know why some use these fake backgrounds, they must be embarrassed about where they live. The irony is many of my designer clients who may make less money than any of us in sales, have terrific homes, proving good design is not directly related to high cost.

Again this is a little window in the screen, not a house tour, but after repeated video meetings you can



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](#).

sort of get an idea of how your co-workers are living and working.

I have avoided my business associate's social media like Instagram or Facebook so I wouldn't find myself subconsciously judging them on their personal life and activities. Now I have no choice because their personal space is in my face every day. I want to throw some shade, but that would be so wrong. I am not happy with myself but it makes me feel worse about the people I work with based on my perception of how they live. What can I do about the way I feel? I hope it doesn't show.

Signed,

Design Snob

## I do think that, at a minimum, manufacturers should make sure employees have decent furniture so when they are on that important call with a customer its own product is showcased.

Dear Design Snob,

Wow, you are a catty one! But I know where you are coming from because I find myself doing the same thing. For me it is not the people I work with, they have great, well-designed homes. Maybe because I also work in television, one of my conundrums is why does a host of the "Today" show making \$14 million dollars have a house that looks like it comes straight from Ikea? Or the many other newscasters and talking heads now broadcasting from home and showing shots of terribly finished interiors with messy bookshelves showing family pics or stacks of the latest book that they wrote and dopey artwork on walls that need new paint. Demi Moore broadcast from her bathroom! Yes, I have taken joy during these cooped-up months

in critiquing the poorly planned backdrops of the rich and famous. I do not focus as much on my clients and co-workers.

As far as what you are talking about, I am sure we have all found ourselves distracted by the background where our customers and co-workers live and work. To be fair this is an emergency situation. Often two adults work from home in any space available. It's a mixed bag, and you sound too judgmental.

However, I do think every manufacturer that makes desk chairs should be sending one — at no cost — to their employees so they are sitting in that chair during a Zoom call visible to customers. I know it would be another expense for the company but why sell a fancy chair and have your employee sitting in a Staples

special from Hon? (Unless you work for Hon). Maybe our homes should look like what we sell if we sell furniture, yet this situation was forced on us fast, and it is not always practical or realistic to make the changes your design sensibilities require. I do think that, at a minimum, manufacturers should make sure employees have decent furniture so when they are on that important call with a customer its own product is showcased.

So lighten up about your judgment of others, recognizing the new and different world we are in. Try and see the humor along with the irony, and you won't have to worry about people judging you because you are judging them.

Stephen

GUANGZHOU, CHINA

CIFF

July 27-30, 2020



Founded in 1998, China International Furniture Fair (Guangzhou/Shanghai) (“CIFF”) has been successfully held for 44 sessions. Phase two of CIFF is dedicated to office furniture and seating, hotel furnishings, accessories, metal furniture, and furnishings for public spaces and reception areas, as well as materials and machinery for the furniture industry.

[www.ciff.furniture](http://www.ciff.furniture)

KUALA LUMPUR, MALAYSIA

Export Furniture Exhibition

August 27-29, 2020



Export Furniture Exhibition (EFE) is international furniture fair that attracts global buyers from all over the world as one of the top furniture fairs in Southeast Asia. One of the major highlights of EFE2020 is the inauguration of the “Office Furniture Hall”.

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

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 that will 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 agents who plan, design and manage innovative learning spaces. Leaders from school 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

CHINA INTERNATIONAL FURNITURE FAIR, CIFF (PHASE TWO) (NEW DATE)

July 27-30, 2020  
Guangzhou, China

CIFF (Shanghai) sends tailor-made invitations to audiences from different industries and sectors through different channels. It hosts nearly 150,000 importers/exporters, dealers, retailers, brand chain stores, designers, architects, real estate developers and other professional audiences from 200 countries and regions annually.  
<http://www.ciff-sh.com/en/index>

EXPORT FURNITURE EXHIBITION (NEW DATE)

August 27-29 2020  
Kuala Lumpur, Malaysia

Export Furniture Exhibition (EFE) is international furniture fair that attracts global buyers from all over the world as one of the top furniture fairs in Southeast Asia and the fair continues to be the most visited by visitors annually. The exhibition is the signature event of the Malaysian Furniture Council (MFC).  
<http://www.efemalaysia.com>

DOMOTEX ASIA (NEW DATE)

August 31 - September 2, 2020  
Shanghai, China

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>

ORGATEC 2020

October 27-31, 2020  
Cologne, Germany

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 that will explore the newest trends and novelties in the industry.  
<http://www.orgatec.com>

INDEAL LEADERSHIP EVOLUTION

November 9, 2020  
Virtual E-vent

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>

EDSPACES

November 11-13, 2020  
Charlotte, North Carolina

This is the event for connecting key stakeholders who are designing, building, equipping, and managing learning environments with the manufacturers, distributors, and service providers offering solutions. Explore how the convergence of technology, space, and pedagogy impact learning.  
<http://www.edspaces.com>

CLERKENWELL DESIGN WEEK

May 25-27, 2021  
London

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>

NEOCON

June 14-16, 2021  
Chicago

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>

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.



### MHA MacIntyre Hudson Offices – London

Collaborative spaces, stronger brand presence, and a client-first strategy define MHA MacIntyre Hudson's new offices in London, a workplace to inspire the firm of individual tax accountants.

The space features a wave like ceiling detail that plays off the original concept of the 2 London Wall site and leads visitors from the entrance to the custom designed reception desk, client tea-point and client suite. Made up of a collection of meeting rooms, each connected by folding walls making them flexible enough to accommodate meetings for 4, boardroom style meetings and even big enough to accommodate dining settings for entertaining clients.

These spaces are defined by sound absorbing feature ceiling panels which allowed the space to be kept open in order to maximise the flow of natural light through the space.

[READ MORE](#)



Photography: Tom Fallon

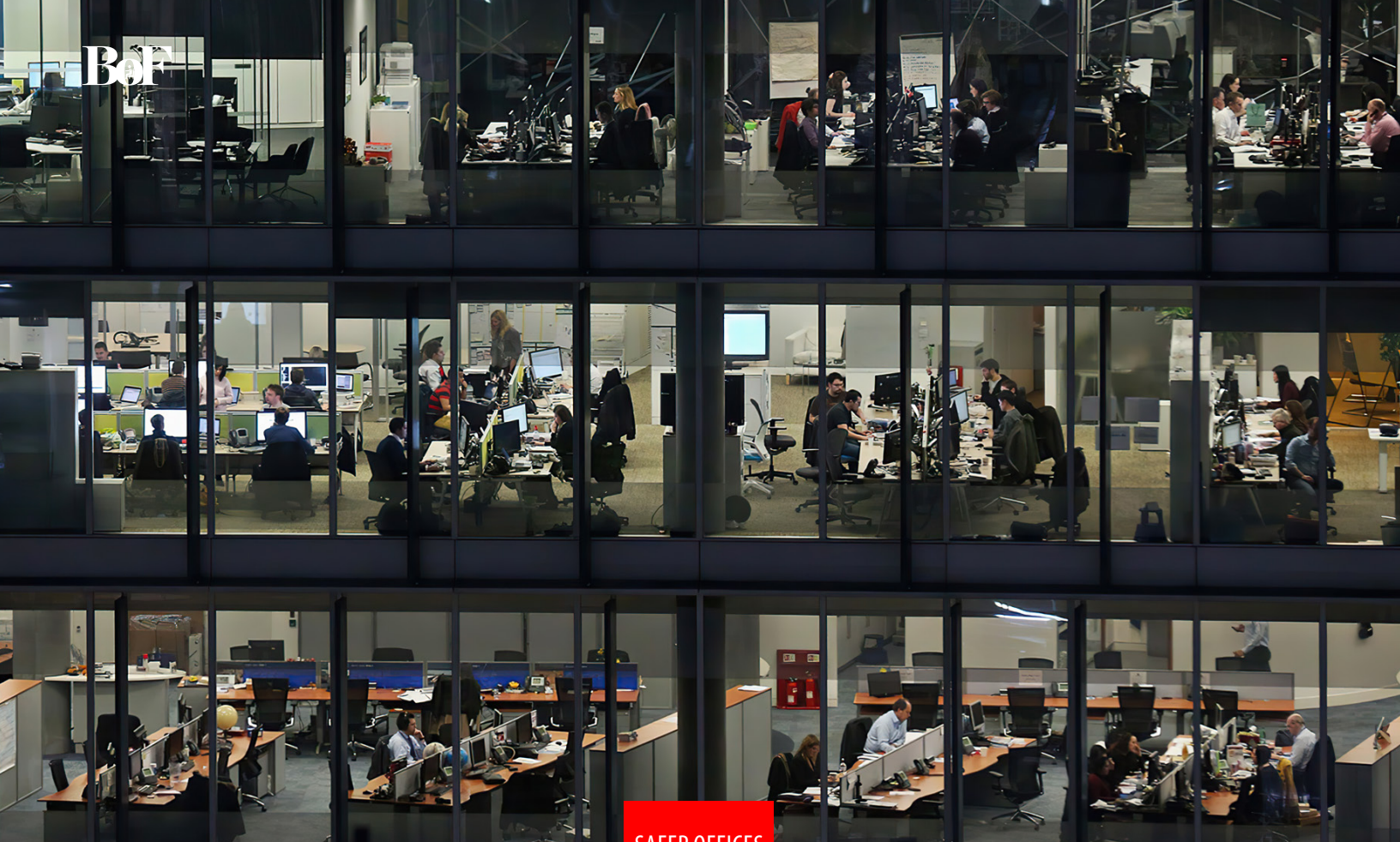
**FIRM:** AIS  
**CLIENT:** MHA  
**18,266 sqft**  
**SCOPE:** Office  
**LOCATION:** London, England  
**INDUSTRY:** Legal / Professional



## Workplaces | July 2020

**WHERE I'M WORKING: LUCY'S CAFÉ, GRAND RAPIDS, MICHIGAN**  
**74% OF WORKERS SAY A 6-HOUR WORKDAY WILL IMPROVE PRODUCTIVITY AMID COVID-19, ACCORDING TO STUDY**  
**AS DESIGN MOVES FORWARD, DESIGNING FOR MULTIPLE GENERATIONS GARNERS MORE ATTENTION**  
**LEVERAGING HOSPITALITY CUES IN A POST-PANDEMIC WORKPLACE**  
**KI GOES BEYOND WITH OWENS CORNING IN FUTURE-PROOFING WORKSPACES WITH 'INFINITY FROM KI'**  
**VIRTUAL REALITY MEETINGS: THE NEW NORMAL**  
**AND MORE!!!**

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



SAFER OFFICES

## New High-Performance Office Products Offer Solutions for Safer Workplaces

AS A RESULT OF COVID-19, CONSUMERS AND BUSINESSES ALIKE ARE SEARCHING FOR SOLUTIONS TO HELP PROTECT AGAINST THE RAPID SPREAD OF VIRUSES. BELOW ARE 13 NEW, HIGH-PERFORMANCE PRODUCTS THAT CATER TO THE GROWING NEED FOR HYGIENIC, PROTECTIVE AND EASY-TO-CLEAN SOLUTIONS, ESPECIALLY IN HIGH-TRAFFIC AREAS LIKE RESTAURANTS, HOTELS, OFFICES, HEALTH CARE FACILITIES AND PUBLIC BATHROOMS.

by Emily Clingman

### CARVART glassSCREENS>Shield Collection

The recent crisis initially pushed the CARVART team to reimagine how people connect in public spaces, especially those deemed essential businesses. Its revolutionary and award-winning glassSCREENS>Shield line, offers a wide range of screen solutions that can be customized to fit any business environment. CARVART's glassSCREENS were intentionally made from glass, as glass is naturally an anti-porous and scratch-resistant material more resistant to bacteria and increasingly durable, ensuring a greater product longevity. This collection protects employees and customers as many industries resume operation, providing everyone the opportunity to benefit from a screen that prioritizes health and safety while maintaining interaction and business transactions.



### CARVART modularBATH collection with antibacterial coating

CARVART's modularBATH concept features a new antibacterial coating, Lamishield with BioCote, that is integral to the cHPL finishes and does not distort the colors of the product. Lamishield with BioCote is FDA approved and is specifically made to protect its laminated cHPL variations, reducing the level of bacteria up to 99% on these surfaces. The antibacterial protection is fully incorporated into the decorative layer, leaving the crisp aesthetic of laminated cHPL intact while its hydrophilic properties provide users with a hassle-free and sanitary surface. Specified glass materials are naturally anti-porous and resistant to bacteria. In response to the current COVID-19 pandemic, CARVART will be including this antibacterial coating at no additional cost for projects specified or installed in 2020.



### Ceramics of Italy antimicrobial tiles

By its very nature, ceramic is a healthy and hygienic material. It's made from natural ingredients, free of toxic chemicals and naturally inhospitable to bacteria, dust mites and mold. A few Ceramics of Italy manufacturers have even introduced antimicrobial and antibacterial technology that kills up to 99.9% of bacteria on the surface. For example: Panariagroup offers PROTECT, a line of high-performance antimicrobial floor and wall tiles that use silver ions to eliminate bacteria and prevent their proliferation; and Casalgrande Padana's Bios antibacterial ceramics use titanium dioxide to kill bacteria even without the presence of light. Thanks to this technology, designers have the freedom to create beautiful solutions for healthy interior and exterior spaces.





### Duravit HygieneGlaze

Duravit's HygieneGlaze 2.0 sets an unprecedented standard of cleanliness for toilets and urinals, areas high in bacteria accumulation. Baked into Duravit's ceramic during firing, HygieneGlaze 2.0 kills 90% of bacteria after six hours after contact and 99.999% of bacteria are effectively killed after 24 hours. These statistics are unequalled across the bathroom industry currently. Its optimized formula contains a combination of various metal ions and active substances that elevate the material above competitive glazes. The glaze swiftly kills bacteria through oligodynamic reaction — the effect of positively charged metal ions colliding with bacteria.

### HBF Textiles bleach-cleanable solutions

HBF Textiles has partnered with Boston-based designer and entrepreneur Kelly Harris Smith to create the new UP series, a collection of uplifting textiles inspired by the beauty of everyday objects. UP fuses technical prowess — the majority are bleach cleanable (four of the designs can handle bleach-cleanable solutions up to 20%), all feature post-consumer recycled polyester content in their construction, and most are domestically sourced with a modern industrial aesthetic. Suitable for both upholstery and wrapped panel applications, these textiles capture the energy of city life through durable, highly cleanable textiles and recycled fibers.



### Room & Board Business Interiors outdoor collection

Embracing social distancing and the benefits of the outdoors, Room & Board Business Interiors' new outdoor collection is perfectly suited to meet the demands of the open air-environment — from workspaces to entertainment spaces. Merging the brand's signature residential style with commercial capabilities, the robust series of umbrellas, seating and tables offers features like UV quartz tops, open-cell and antimicrobial foam and quick dry technology, water repellant and fade resistant fabrics and marine-grade construction.

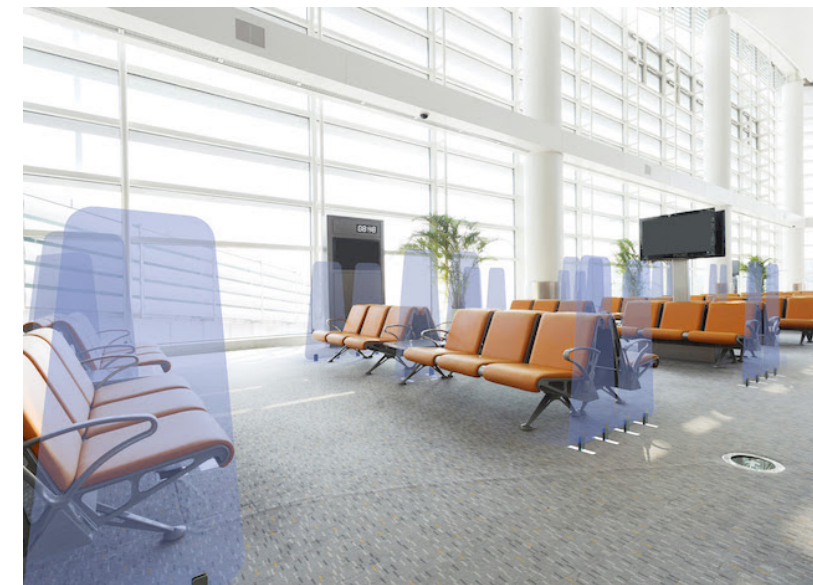
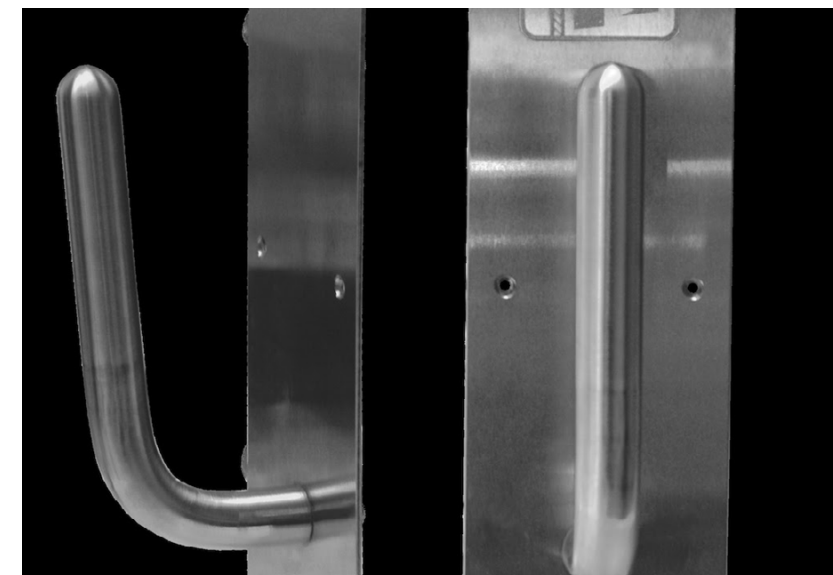
### Humanscale WellGuard separation panels

Humanscale's new WellGuard separation panels can help protect employees by reducing the airborne transmission of viral particles between workstations. Designed to accommodate a wide variety of environments, the panels are customizable, easy to install and exceptionally durable. Available in six mounting options, permanent or removable, the separation panels can easily attach to any new or preexisting worksurface.



### SanitGrasp no-touch door handles

SanitGrasp, a no-touch door pull handle, provides a hygienic solution for exiting public spaces. ADA-compliant, it features a stainless-steel handle, an angled opening with a rounded cap and easy-to-read, engraved instructions. It can be found in Fortune 500 companies, offices, educational facilities, grocery stores, restaurants, hotels and government agencies across the country and is an easy retrofit solution for businesses looking to implement new health and safety measures in high traffic areas.



### Leef by Eventscape solid surface collection

Leef by Eventscape is introducing a new line of dividers and privacy screens to reduce airflow and enhance public safety. The collection includes mobile nesting screens, desk dividers, stands and reception screens. Each of these screens offers a protective physical divider in a range of custom colors and sizes. They all feature a solid non-porous surface that's both bleach cleanable and GREENGUARD certified for microbial resistance. Custom solutions are available.



### Separation screens by Stylex

With COVID-19 forcing designers to reimagine the ubiquitous open office and other public spaces, Stylex has stepped in with an instant solution: the Quick collection of upholstered screens. Created by Stylex's in-house design team, Quick presents a simple way to carve out private, protected spaces within open-plan environments. With an impressive lead time of only 10 business days, Quick is essential design at a moment's notice.

### Spacestor Palisades Vista

With transparent acrylic panels and a black metal structure reminiscent of steel-framed windows, Spacestor's new Palisades Vista system offers an attractive, minimalist screening solution to help minimize the spread of bacteria within the workplace. It was designed with sustainability in mind, and is easily repurposed for long-term use. The panels can be removed from their frames and converted into desktop, free-standing or mobile partitions, offering a 3-in-1 solution for companies and organizations as they adapt to comply with ever-changing health and safety regulations. In addition to protecting employees from bacterial spread, Palisades Vista also provides a solution to combat the loneliness epidemic — an unfortunate side-effect of physical distancing. The clear panels allow employees to remain physically protected from one another, while also enabling visibility and valuable interaction among colleagues.



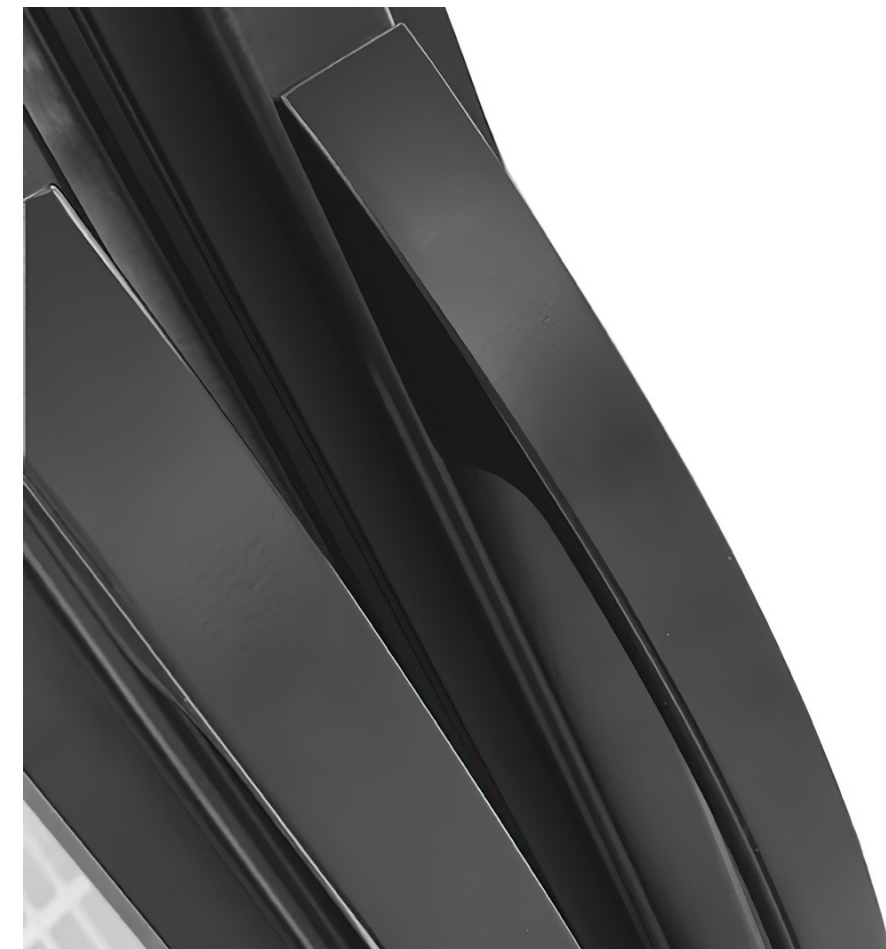
### Still by Fig40

As North America looks at a return to the workplace, Still offers a new, flexible space solution designed by Fig40. The safe design solution has the ability to adapt alongside the office, hospitality, education and health care spaces and their occupants. Offering the functionality of a traditional panel system with an extra touch of tailored elegance, Still provides separation with an approachable aesthetic in open-plan environments.



### True manufacturing anti-microbial refrigerator handles

True Residential's commercial side, True Manufacturing, has launched antimicrobial powder-coated handles that allow for a 99.9% reduction in bacteria in just 24 hours. The antimicrobial powder coating technology interrupts the natural rapid reproduction cycle of various microbes such as bacteria. By reacting with the microbial proteins, an integral component of almost all cellular structures and functions, the coating drastically reduces bacteria. In addition, laboratory tests have proven the handles' new antimicrobial coating retains its full effectiveness for more than 10 years. True's antimicrobial coating is approved by the FDA and fully complies with CFR-21. Handles can be retro-fitted to suit businesses needs.



### True Manufacturing Plex Shield protective barriers

True Residential's parent company, True Manufacturing, has launched Plex Shield: a collection of protective barrier panels designed for retail, commercial and hospitality-oriented businesses. The 1/4-inch acrylic panels are easy to assemble, clean and disinfect. They include freestanding dividers and optional connectors with which to link multiple single panels together for custom configurations. Panels are also available with pass-through sections for the safe transfer of documents and small items. Sizes and configurations can be customized to suit various business needs.



## SEATING

## 9to5 Seating Introduces Clary

➔ The new Clary chair from 9to5 Seating features design versatility and a lean, lightweight frame that lets it go anywhere from private offices and huddle rooms to break and multi-purpose rooms. It comes with a mesh or upholstered back, and in 24 bleach-cleanable mesh colors or thousands of textiles to coordinate with a black or silver frame. The chair's plastic comes in black or graphite gray, and models with or without arms enable smart space planning.

Clary's universal side chair design makes it a perfect complement to 9to5 Seating task chairs, including Neo, Neo Lite, Vault, Theory and Aria. With a wide variety of design options, Clary can be customized to complete the look of a workspace or work as standalone seating for any collaborative space.

The chair's wall-saver design protects surfaces, and glides and casters work double duty for mobility and floor protection. It stacks five on the floor or dolly for quick rearranging and storage.

Clary has 9to5 Seating's lifetime warranty and has attained BIFMA Level 1 and GREENGUARD Gold certification.



## PANELS

## Hy-Lite Responds to Social Distancing Needs with Launch of Acrylic Block Rolling Privacy Panels

➔ To support social distancing in medical, workplace and commercial spaces, Hy-Lite has introduced a line of acrylic block rolling privacy panels. The portable privacy panels are made of architectural-grade acrylic blocks that allow light to flow through while protecting privacy. The panels can be easily sanitized, making them ideal for a wide variety of businesses working to re-open

under social distancing restrictions.

"The acrylic block panels may be easily sanitized with bleach, hydrogen peroxide (up to 40 percent), soap and water or isopropyl alcohol (up to 30 percent)," said Steve Beck, plant/technical manager with Hy-Lite, a U.S. Block Windows Company. "This means that these rolling panels can be cleaned and reused over and over to provide a safe, sanitized barrier from germs."

The lightweight, movable panels are ideal for settings that require safe distancing of people. For the medical industry, the panels can be especially helpful in hospital waiting rooms, emergency rooms and doctor offices.



The panel of acrylic blocks is secured to a heavy-duty welded metal black base. The base features a set of four, two-inch casters, each with a locking mechanism to ensure the panel remains in place until moving is desired.

The rolling privacy panels are made of one-and-one-half-inch thick acrylic blocks featuring an air gap in the center of each block. Each block is eight-inches by eight-inches and comes secured in a white or bronze vinyl frame. Block styles available include Wave, Glacier and Cross Rib.

"The components of the acrylic block rolling privacy panels are highly conducive to sterilization," Beck said. "They can be quickly and thoroughly sanitized, helping reduce the risk of germ transference."

According to Beck, the rolling panels can also be used for businesses, restaurants and other commercial endeavors working to reopen under new social distancing guidelines. The panels can separate office workers, diners, salon stations, computer labs, locker rooms and other activities. As an added bonus, the durable acrylic panels also help reduce noise levels.

The acrylic blocks, panel and frame are all made in the U.S. and the units are assembled and shipped out of the Hy-Lite headquarters in Pensacola, Florida.

## LIGHTING

## Pushing Past the Noise: LightArt Launches Design-Forward Yet Powerful Acoustic Products

➔ Award-winning lighting manufacturer LightArt is launching a new addition and a line extension to its lineup of acoustic fixtures: the Cylinder Shade and the Echo Style C Fin.

Echo Style C Fin is an extension of the company's popular Echo acoustic fixture. The distinct C-shaped fins feature sharp lines balanced by a softer profile. Working with a curved fin, LightArt's design team saw a way to expand on Echo's unique modular abilities, while keeping the fins distinct enough to work well as a single pendant, too. Subtly referencing the oval shapes of classic midcentury modern fixture design, the new Echo C shape comes in 15 colors of Sola felt, a 50% post-consumer recycled material from 3form. Available as a lit and unlit fixture, the Echo C is made with a TGIC-free white powder coated canopy. Hardware includes a stainless steel cable and machined hardware with a nickel-plated brass gripper to allow for adjustable hanging height. The dimmable fixture comes with a lamp on U.S. orders.

The Cylinder Shade is a soft, round pendant with a double wall that allows for increased acoustic performance while opening up this fixture to different color applications on the interior and exterior. The new iteration was inspired by LightArt's existing Acoustic Empire Shade and the popularity of its versatile applications, prompting the design studio to create a new shape to add to the acoustic lighting family. Made with Sola Felt, the shade offers 15 colorway options to choose from and mix.



## TABLES

## Studio TK Launches Rec Worktables and Sly Tables

➔ Studio TK has introduced its Rec Worktables designed by Christophe Pillet and Sly Tables as part of the company's 2020 collection launches.

"A worktable should be aesthetically intriguing and approachable — not too technical," Pillet said. "This is what informed the design for the Rec Worktables, which will contribute to gentler contract environments that are both durable and inviting for users."

Rec harkens back to the era of the raw, rectangular worktables commonly associated with the industrial age, said Charlie Bell, Studio TK president. "Our new offering defines compelling high work settings for the more active worker and creative types — those who need to sit or stand and accomplish solo, heads down tasks," he said. "Rec supports applications that serve both perimeter and open space planning, for personal touchdown, quick gatherings and longer-term collaborative work scenarios."

Rec tables are offered in three heights — 29 inches for seated applications, 36 inches to accommodate standing and counter work and a 42-inch bar height. Offered in a versatile range of top surface materials, including linoleum, laminate and veneer, Rec is suitable for a host of workspace aesthetics. Three base styles are finished in 16 powder coat colors. The base of the 48-inch deep Rec table incorporates footrests.

"Sly is illusory, although the table surface appears to be angled, it is perfectly level," Bell said. "Sly is the creation of a member of our in-house design team. The designer's inspiration was the lucky coin that he remembers his grandfather always flipping, a special memento that he now owns."



Sly is a crafted, light-scale occasional table series with a simple, unbalanced approach. The edge detailing creates a sense of non-conformity to the traditional norms. Available top materials include linoleum, laminate, veneer and back-painted glass. An exposed plywood edge detail is featured with linoleum tops. Back-painted glass is available in 16 colors.

Sly's unique base design incorporates three diameters and heights, comprising side, occasional and coffee tables. Coffee tables are 13 inches high with a diameter of 36 inches; occasional tables are 17 inches high with a 26-inch diameter; and side tables are 20 inches high with a diameter of 16 inches.

Bases can be specified in 16 powder coat colors. The materiality of the inset top in combination with an expansive base palette allows designers to create iconic lounge, greeting or public settings.



## OFFICES

## BDI Updates Sequel Office Collection with Enhanced Features and Refreshed Design

➔ Home and office furniture manufacturer BDI has launched Sequel 20 Office. Designed by Matthew Weatherly, this updated collection reinvents the company's award-winning Sequel line, introducing a host of new options, features and design.

Rethought from the ground up, BDI has re-engineered the Sequel collection to include six finish combinations, user-friendly features and new configurations. It will offer more functionality, versatility and appeal to those looking for innovative office furniture design.

For BDI's cornerstone Sequel 20 product — the Sequel 6101 Desk — the desktop surface area has increased from 60 inches to 66 inches, providing ample workspace to accommodate multiple monitors or a collaborative work area. An integrated flip-down power hub allows for placement of a power strip beneath the desk, keeping wires and connections organized and out of sight. The 6101 Desk also has been re-engineered to be simpler to assemble.

For customization, Sequel 20 offers two frame options in satin nickel or black powder-coated steel, which can partner with three available wood finishes, including natural walnut, chocolate stained walnut and charcoal stained ash.



## TABLES

## Gunlocke Introduces Table Collection with Briefing

➔ Gunlocke has introduced a comprehensive collection of tables designed for conference, collaborative, private office and learning spaces. Briefing allows for a tailored and perfectly coordinated environment by supporting both aesthetic cohesion and a wide variety of individual and group needs with a broad range of choices in application, finishes and styles — all within a single table line. Incorporating consideration of modern task needs and pricing flexibility, the collection now includes expanded table sizes, new top shapes, new and expandable base sizes and shapes and the latest technology options to better support today's workers and workplace productivity.

Briefing further simplifies the specification process for customers by providing a wide selection of coordinating colors, finishes and surface material choices, including solid surface, glass, veneer, laminate, painted wood and metal.

With standard offerings that anticipate most modern needs in working and learning spaces at a variety of price points, these extensive new offerings allow organizations to personalize their environments while maintaining visual consistency across the entire floorplate.





## STOOLS

## KFI Studios is Going to Make You Zoso Happy

➤ The newest member of KFI Studio's family is the Zoso barstool. Comfortable and beautiful, the Zoso barstool completes the path created by the popular Zoso café and guest chair. Fashioned in faux leather and styled with detail stitching, the look complements a multitude of interior styles from industrial to traditional. The stool is available in Toffee, Saddle and Greystone.



## SCREENS

## Stop the Spread with Bleach Cleanable Fabrics for Screens and Panels

➤ As businesses strive to make their workplace COVID-secure, Camria is supporting those adapting and designing spaces for the future office with its bleach-cleanable fabrics designed for vertical upholstery.



Camria provides textiles which make a space feel welcoming with their color, texture, acoustic properties and the added benefit of disinfection. It has recently expanded the bleach cleanability testing of panel and screen fabrics. All of Camria's synthetic fabrics in polyester and polypropylene can now be cleaned and disinfected using bleach. They can even be disinfected using alcohol and anti-bacterial wipes, allowing office workers to take direct responsibility for the quick, easy disinfection of their wider workstation.

It's important to remember that while disinfecting a surface with a bleach solution will combat microorganisms and viruses, evidence suggests textiles are not seen as a major carrier of the virus. It does not survive as well on soft surfaces such as fabrics as it does on frequently touched hard surfaces such as plastics, laminates, metal and glass.

## FABRICS

## Ultrafabrics Bolsters High-End, Hygienic Fabric Collections with New On-Trend Colors

➤ Ultrafabrics has added fresh new colors to its popular antimicrobial Ultraleather Pro and its hi-tech Fusion & Fusion Shimmer collections.

The 25 new shades give specifiers more options when addressing the increasing demands of settings, including high-traffic spaces (hospitality, workspaces, health care, etc.). "The demand for high quality, animal-free, hygienic surfaces will only increase over the coming months and years," explained Kelly Benke, director of product merchandising. "Sterile surfaces, whether on a door handle, partition screen or chair don't have to be hard and institutional. At Ultrafabrics, we want to deconstruct the myth that the new normal of interiors is cold, dull and unwelcoming. With Ultrafabrics a sterile and safe surface is soft, colorful and beautiful."

Ultraleather Pro resists tough stains, including ink, denim, blood, mustard, ketchup and coffee. The resistance is inherent to the product and can't be cleaned away over time, so it's ideal for use on upholstery and vertical surfaces requiring frequent cleaning. "We have been infusing EPA-registered antimicrobial protection within Ultraleather Pro since its inception in 2013," Benke said. "Consumers, designers, architects and manufacturers are looking for surfaces that not only inhibit the growth of bacteria and other microbes and are bleach-cleanable, but are beautiful and PVC-free as well."

New colors are also launching with Ultrafabrics' Fusion and Fusion Shimmer collections which have a matte finish, a modern texture and soft touch. The six Fusion Shimmer colors combine rich, saturated hues with reflective neutrals and bring the collection up-to-date. Fusion is made for designs that rely on modern styling and this revitalized new palette, with five new colors, offers a more understated, elegant surface.



## SCREENS

## Stylex Launches QUICK Screens - Back-to-Work Solutions

➤ With COVID-19 forcing designers to reimagine the ubiquitous open office and other public spaces, Stylex has stepped in with an instant solution: the Quick collection of upholstered screens. Created by Stylex's in-house design team, Quick presents a simple way to carve out private, protected spaces within open-plan environments. With a lead time of only 10 business days, Quick is essential design at a moment's notice.



"Designers need manufacturers to act fast so that they can foster safe, health-centered spaces," noted Randi Pastrovic, Stylex vice president of marketing. "Quick's quality, usability and availability make it a crucial, fast-acting addition in public spaces."

Instantly reconfigurable without the use of special tools, Quick upholstered screens live up to their name. These lightweight spatial dividers support retrofitting an office for density, creating an ad-hoc lounge or temporarily enforcing greater social distance. The screens can stand alone or be grouped together. Optional casters make them easy to move or nest when not in use. A top connecting screw allows grouped panels to very simply create any size corner angle, increasing the range of applications, geometries and design possibilities. Quick serves the ever-changing needs of the contract, health care, hospitality, retail and educational markets and safeguards employees'

physical and mental well-being as they return to their places of work.

Quick is available in two heights (54 and 68 inches) and two widths (30 and 48 inches) to support privacy and protection to seated and standing users alike.

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#### MANUFACTURERS

## Indiana Furniture Honored for Business Longevity and Service to Hoosier Workforce

➤ Indiana Gov. Eric J. Holcomb has honored Indiana Furniture with the Governor's Century Business Award in recognition of the company's longevity and service to its employees, community and the state.

"It's an honor to recognize Hoosier business leaders who have been creating quality opportunities for Hoosiers and running their businesses in Indiana for more than 100 years," Holcomb said. "Through a strong dedication to their employees, their businesses, and their communities, this company exemplifies the pioneering spirit and perseverance that will keep Indiana on the path to success for centuries to come."

Along with Indiana Furniture, 76 companies and organizations were recognized. The Governor's Century and Half Century Business Awards honor Hoosier businesses that have remained in operation for a minimum of 100 or 50 consecutive years and have demonstrated a commitment to community service. More than 1,500 Indiana companies have been recognized during the award's 29-year history.

"As we celebrate 115 years, we couldn't be more honored to receive this award," said Max Verkamp, president and CEO of Indiana Furniture. "The strong foundation and values set forth by our founders coupled with the unwavering focus on our solutions and our people provides us with the stability and passion to continue being successful, allowing us to better serve the communities in which we work and live."

The award was announced July 21, but the ceremony, which was scheduled to occur in Spring 2020, was canceled due to the COVID-19 outbreak. This year's award recipients will be invited to participate in the 2021 ceremony.

#### DEALERS

## Henricksen's Senior Living Design Group Becomes Part of Banko Design

➤ Henricksen has entered into a business arrangement to transfer its senior living design practice to Banko Design effective immediately.

Henricksen's senior living group evolved over the last decade from a small senior living procurement team based in its Minneapolis office into a full-service interior design and procurement practice. Russell Frees, president and CEO of Henricksen said, "This arrangement is an opportunity of our senior living design staff to join a dedicated interiors firm so they may continue to grow professionally, and it enables Henricksen to refocus our resources back into our core competencies as a contract furniture dealer and procurement business."

Melissa Banko, principal and founder of Banko Design said, "Banko Design was looking for opportunities to expand into the Midwest and found that Henricksen's senior living group aligned

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well with our business model." Banko added, "We are excited to welcome this talented design group into our firm and expand our geographic reach."

Henricksen will continue to offer procurement services for senior living and multi-housing projects but will no longer provide design services. Ownership rights to the Henrik & Co brand will be retained by Henricksen.

#### ARCHITECTURE FIRMS

## Global Architecture and Design Firm NBBJ Opens Washington, D.C. Office

➤ NBBJ, named among the most innovative architecture firms in the world by Fast Company three times, has opened an office in Washington, D.C., to shape the renewal and transformation of the greater metro area. The office — which will focus on commercial development, corporate workplace, health care and science projects — will also support NBBJ's ongoing work with Amazon on its HQ2 project in Virginia. NBBJ's role on the Amazon HQ2 project includes master planning, building architecture and interior design and builds upon the previous work the firm led for Amazon as part of its three-block headquarters expansion in Seattle.

"Locating an office in Washington, D.C., ensures we can better serve our clients while at the same time extend our services to the many local development, commerce, government and health care organizations that are searching for visionary and adaptable solutions for the built environ-

ment,” said Steve McConnell, NBBJ managing partner. “Washington, D.C., is a dynamic hub for business, policy and the arts, but also a market ripe with organizations looking for solutions to help them better innovate and create. Likewise, the opening of NBBJ’s D.C. office underscores our strong position in the industry and the fact our ideas play a critical role in provoking economic vitality, community, health and sustainability.”

The D.C. office, located in the Foggy Bottom neighborhood, is led by Commercial Practice Director Brad King and NBBJ Partner Timothy Johnson, a firmwide leader in NBBJ’s commercial practice. In addition to staff who live in the region, the office will host teams from NBBJ’s global network of offices who work on projects locally. Among the focus areas for the office: design of mixed-use developments, corporate headquarters and the repositioning of real estate assets to meet changing work styles, health requirements and tenant needs. These desires include a greater connection between tenants’ work and personal lives, integration with the larger community, a focus on health beyond purely physical attributes and access to the outdoors.

“The COVID-19 pandemic is an opportunity for building owners and tenants to re-evaluate their portfolios to ensure they remain competitive in the months and years to come,” said NBBJ Commercial Director Brad King. “From utilization and planning studies to light touch interventions and complete repositioning of existing assets, it’s important to focus on strategies that extend the life of current real assets and ensure new developments are viable, yet flexible to accommodate future change.”

The firm has a history of delivering successful projects in the Washington, D.C., Metropolitan area over the past decade, including the Advisory Board Company’s headquarters in Mount Vernon Triangle, a health center for Chase Brexton in Baltimore and the Anacostia Waterfront Framework Plan. ESI Design, NBBJ’s experience design studio on the East Coast, also has a deep history working on commercial projects in D.C., reinvigorating streetscapes, lobbies and public areas with interactive digital experiences, including properties owned by Beacon Capital Partners and Stonebridge Associates.

In addition to project work, the firm’s leaders are also active in community service, including NBBJ Principal Alex Krieger, who serves on the U.S. Commission of Fine Arts.

#### FIRMS

## HLW Celebrates Record Breaking United Way Donation to Support Struggling Families in Northern New Jersey

➡ HLW International participated in New Jersey’s United Way Commercial Real Estate Network Legacy Luncheon, which raises funds to strengthen the New Jersey community and improve life for ALICE (Asset Limited, Income Constrained, Employed).

The event also honors one commercial real estate project each year to recognize exceptional work on a development, project, sale, lease or other real estate transaction that has the largest positive impact on its surrounding area. The Everest Reinsurance Company, one of HLW’s clients, received the award this year.

HLW, a global architecture, interiors, planning and strategy firm, surpassed its fundraising goal by raising more than \$60,000 for the ALICE Fund to become the largest donor this year.

“ALICE are people in our communities, many of whom are our front-line workers, who are

working extremely hard and making enough money to disqualify them from receiving social services help and therefore struggling to be able to provide the basics in life such as food, shelter and daycare,” said Kim Sacramone, principal and managing director of HLW’s New Jersey office. “Before the pandemic, around 25% of our community’s households fit within this category and the numbers have skyrocketed over the past few months. It is this outcry for help that triggered the United Way to create the ALICE Foundation, and HLW is proud to be part of exceeding our team’s goal and helping to raise money to aid in any way we can. Local families will quickly receive these funds distributed by the United Way, and that’s our motivation to raise as much money as we can.”

Everest Reinsurance Company, one of HLW’s clients, was honored to be granted the prestigious Legacy award for the positive impact the project will have on its community. The accolade highlights the outstanding work Everest Reinsurance is poised to do for the community, all of which was accomplished without tax incentives through the NJ Grow program -- ensuring all current and future employment opportunities will stay within the state and local community.

“We are beyond proud to continue to support the United Way of Northern NJ and the ALICE Fund and are equally proud that our client, Everest RE, has been honored by United Way for their project, which will bring a tremendous amount of construction jobs to the area as well as new jobs openings within the headquarters,” Sacramone said. “Everest Reinsurance is an incredibly special project for us at HLW, and we look forward to seeing its long-term benefit for our community.”

The winning project for Everest Reinsurance’s headquarters will provide employees with a full services cafeteria and town hall space, IT tech bar, boardroom and executive area, training facility, fitness center, meditation rooms, on-site medical staff, fully renovated lobbies, and gender neutral restrooms. Sit/stand desks have also been provided to foster a more wellness-focused workplace. To further promote a healthy environment in and out of the office, Everest Reinsurance will be installing 20 electric vehicle charging stations in the garage and is seeking LEED Silver certification.

HLW’s New Jersey office has also worked with a number of local philanthropic organizations and events including the Equinox Cycle for Survival, Madison YMCA Mind Matters 5K, The Community Food Bank of New Jersey, Toys for Tots and others.

#### MANUFACTURERS

## Trendway Expands Sales Presence in Western Canada and Southern US Regions

➡ Trendway has announced the recent addition of independent rep groups Tackett & Associates, Wallin Marketing Services and Flipside Corporate Furniture to its sales team. The three groups will expand the company’s market presence in Texas, Oklahoma, Arkansas and Alberta, Canada.

“The addition of these three independent rep groups significantly increases our outreach to A&D professionals and contract furniture dealers in these markets,” said Rob Day, EVP of Customer Experience, Fellowes Contract Interiors. “We look forward to expanding our growth opportunities with our new groups.”

Based in Dallas, Tackett & Associates has more than 20 years of experience representing commercial interior manufacturers. The team is led by principals Ted and Sara Tackett and covers the

north Texas, Oklahoma and Arkansas markets. Tackett & Associates is located in the heart of the Dallas Design District at Quaker Heights.

Wallin Marketing Services operates a 2,400-square-foot showroom in Houston, near the Houston Design Center, and covers the central and southern region of Texas. Led by principal Don Wallin, the group has more than 50 years of combined experience in contract furniture.

Principal Marc Aubin leads Sherwood Park, Alberta, Canada-based Flipside Corporate Furniture. The group has more than 15 years of experience with contract furniture sales and is covers the Western Canada region.

#### MANUFACTURERS

### Beaufurn Furniture Awarded TIPS Contract

➔ Beaufurn has been awarded a TIPS Contract. The Interlocal Purchasing System (TIPS) is a national purchasing cooperative that offers access to competitively procured purchasing contracts to its nationwide membership.

The TIPS contract is available to any educational, governmental and nonprofit entities, including K-12 schools, charter schools, colleges and universities, municipalities, counties, state agencies, hospitals and nursing homes.

The TIPS contract is supported locally through a nationwide network of authorized dealers.



#### MOVING

### David Allan Pessa Relocates New Studio

➔ David Allan Pessa's New Studio has relocated to 1963 W 34th Ave., Denver, Colorado.

It also eliminated its VOIP business phone number and will be using existing mobile number (561) 716-6101.

#### CAREERS

### Chuck DeFosset Promoted to Vice President Project Management & Engineering at G&S Architectural Products

➔ St. Louis-based Golterman & Sabo has promoted Chuck DeFosset to vice president project management and engineering at G&S Architectural Products, a division of Golterman & Sabo. In this position, DeFosset is responsible for building maintenance, safety, engineering and product development, as well as manufacturing equipment acquisition and set up. He will continue managing the project management department, which he was previously doing as director of project management.



DeFosset

In his new capacity, DeFosset works with the project managers in G&S Acoustics and G&S Architectural Products, plus product development and engineering for both groups.

When asked about the future of the industry and opportunities for growth, DeFosset responded, "The trick is managing the fast-paced construction schedules to meet the customers' needs. I see this kind of pace continuing in the future. We also continue to grow in expanding our product line and developing new products to meet customers' demands."

DeFosset earned a Bachelor of Science degree in industrial technology with a construction

concentration from Eastern Illinois University. He has been with Golterman & Sabo for 23 years, starting as a project manager for the National Sales Group until working his way to becoming the director of project management for the architectural products group.

#### CAREERS

### Foscarini's Founder Carlo Urbinati Elected President of Assoluce

➔ Foscarini founder Carlo Urbinati is the new president of Assoluce, an association affiliated with FederlegnoArredo that represents the most prominent Italian lighting design companies. Urbinati succeeded outgoing president Stefano Bordone, who completed two terms at the organization.



Urbinati

Unanimously elected president by the 11 new members on the executive board of Assoluce, Urbinati has been the vice president since joining the association in 2017.

He became the majority shareholder and president of Foscarini in 1988 and has since cultivated a network of visionaries to research groundbreaking technologies and materials in lighting design which subsequently has become the defining traits of the brand. In 2014, Urbinati became the sole shareholder of Foscarini, a company he has now been running enthusiastically for 30 years.

"I am certain that he will take on this new responsibility with enthusiasm," Bordone said. "Urbinati's in-depth knowledge of the lighting industry and understanding of the association makes him the perfect candidate for the role. I believe in his ability to tackle the challenges happening in the market, especially the ones relating to the COVID-19 crisis. I appreciate the times that I have spent with Urbinati as well as the newly elected board members, I wish them all the best."

"I am very excited about this new role and working with a diverse and talented group of new board members," Urbinati said. "Together we will fortify the artisan and unity vision set forth by Bordone."

#### EVENTS

### ADFF Announces Plans for Films Related to Social Justice

➔ In response to the continued uncertainty surrounding COVID-19 and for the safety of its audiences, the Architecture & Design Film Festival (ADFF) has decided to change the format for its fall events. Presented by Eventscape, the 12th season of ADFF will take place during a two-week period, Nov. 19 – Dec. 3, offering a robust program of online content for film and design buffs across the U.S. and Canada. As always, ADFF will curate a selection of films that celebrate the creative spirit behind architecture and design paired with introductions by special guests and director Q&As.

Many great films already are under consideration for this year's lineup, but submissions are still being accepted until Aug. 7. With the understanding that deep-rooted social injustices continue to plague our society, particularly related to the topics of race and gender, the festival is strongly encouraging filmmakers to submit films that connect issues of social justice with architecture and design. ADFF will waive the submission fees for films that fit into this category. More information about submitting a film can be found at [adfilmfest.com](http://adfilmfest.com).

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