

delve

JUNE 2022 V27

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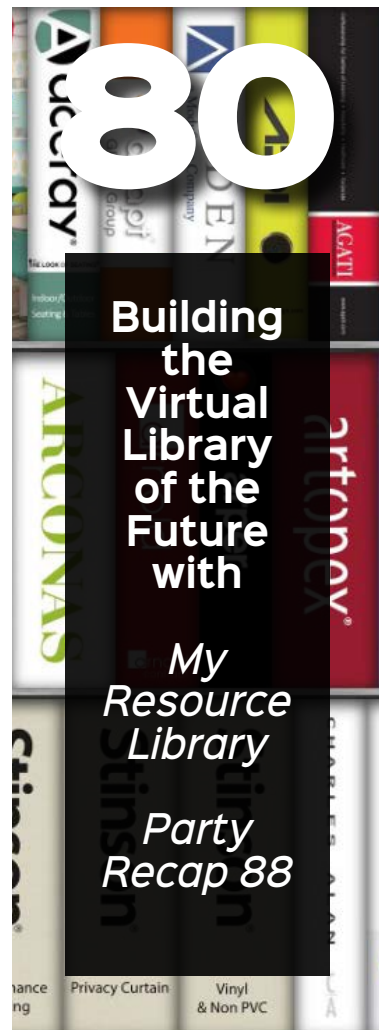
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editor's note

Dear Reader,

We are thrilled to bring you the second installment of Delve Magazine, NeoCon Edition! Our roots at My Resource Library are deep within the Contract Furniture and Design Industry, and we absolutely love highlighting all of the exciting stories that our community has to offer.

This year we focused on bringing you the latest product announcements, stories of innovation, as well as personal perspectives from leaders in our industry.

It's an exciting time to be a part of the Contract Furniture and Design Industry. We invite you to dive into this issue of Delve Magazine!

Enjoy!

The My Resource Library Team

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HOLLY BY UNIKA VAEV

HOLLY

BY HALLGEIR HOMSTVEDT AND RUNA KLOCK

unika vaev

With the Holly acoustic lighting collection, designers Hallgeir Homstvedt and Runa Klock have challenged preconceptions of how acoustic lighting should look. This builds upon the success of their most recent design for Abstracta, Lily.

“An awful lot of acoustic lamps are easy to identify as acoustic products. They’re very much alike. It’s reminiscent of the early hybrid electric vehicles. You could tell right away that they were HEVs simply by their outer shape. It’s the same with acoustic lighting. Runa and I approached the concept from a different angle. Our ambition was to create a beautiful object that also happens to be really functional,” says one of the designers, Hallgeir Homstvedt.

Holly awakens thoughts and associations that might soar to the Moon or the Sun. But the designers’ source of inspiration was rather more down to earth.

“We were thinking of holly and its beautiful berry clusters. Our working name for it was Holly, as well,” – says designer Runa Klock.

Sculptural and enigmatic, Holly plays with the contrasts between light, reflection, and shadows. The globes are produced using recycled fabric that have been transformed into Soundfelt REC material, designed to perfectly deal with low frequency sound waves! The absorbers are finished in a hand upholstered 3D-stitched mélange seamless fabric covering (polyester), available in 3 different colors. The light globe is produced using opal glass - an opaque, white glass that casts a beautiful, even diffusion of light.

Holly is available in two versions, with or without lighting: a vertical model, suitable for lobbies and other high-ceiling spaces, as well as in corners for increased acoustic effect; and a horizontal model, that can be suspended over large tables in, for example, restaurants, bars, and workspaces.

Holly is neither a lamp with acoustic properties nor an acoustic furniture piece equipped with lighting. None of its practical features is paramount, thereby resulting in a perfectly balanced design aesthetic.



HOLLY ANTHRACITE



HOLLY ANTHRACITE



RUNA KLOCK

HALLGEIR HOMSTVEDT

About the Designers

Runa Klock’s endeavors as a designer can be described from several perspectives.

They can be viewed biographically, beginning with her childhood on the western coast of Norway, whose rugged terrain, carved out by the forces of nature, clearly marks her works.

Core, her highly acclaimed stone lamp, is a prime example. Her upbringing there is also the source of a strong interest in traditional craftsmanship.

Importantly, Klock’s works can also be seen from an ethical perspective. In the design world nowadays, there is a lot of talk about social responsibility and sustainability. Rather than merely buzzwords, both are integral elements of her design process. The origin and history of her materials are important to her, as well as how an object she designs will be manufactured. Consequently, she has involved refugee women, unemployed youth, and inmates in her projects.

Runa Klock is based in Oslo, where she also studied at the Oslo Academy of Fine Arts. In addition to design objects, her multi-disciplinary and collaborative practice also conceives food packaging, exhibitions, and stage sets. The Lily lamp, which she designed with Hallgeir Homstvedt, is her first project for Abstracta.

Hallgeir Homstvedt is a true master of the idiom of subtle gestures. The low-key character of his works gives the materials a chance to express themselves – as in the case of the clay of his Balance Vase and the marble of his Groove Plate, both of which he designed for Muuto. The same unassuming restraint and tactility is found in the Lily lamp, which he and Runa Klock created for Abstracta.

Homstvedt studied industrial design at the University of Newcastle in Australia. Today, he is based in Oslo, where he has run his own studio since 2009, before which he worked at renowned studio Norway Says. Companies such as Lexon, Muuto, L.K. Hjelle, OneNordic, and Established and Sons are amongst his clients.

Over the years, Hallgeir Homstvedt has won numerous awards and his works have been exhibited in London, Tokyo, Oslo, New York, and Milan.



HOLLY - LIGHT GREY



HOLLY TERRA COTTA

DAVIS®



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Stop by the Formaspace showroom, to learn more about our custom manufacturing capabilities and our life sciences products.

Don't forget to ask about our accredited online CEU sessions.



ADAPTABILITY MOVES FRONT AND CENTER

As we begin this new post-pandemic era, it's time to reflect on how much the world has changed.

Together, the world has experienced:

- Life and death struggles with Covid
- Constant supply chain disruptions
- Uncertain economic outlook
- The Great resignation and worker shortages
- Remote and hybrid work goes mainstream
- Calls for enhanced work-life balance

Just like the animals who learn to adapt to survive and thrive, we too must change with the times.

Adaptability has become the only constant in these new times.



SMARTLABS PROJECT, CAMBRIDGE, MA



"It is not the strongest of the species that survives, nor the most intelligent that survives. it is the one that is the most adaptable to change."

- Charles Darwin, author of on the origin of species, published in 1859



Adaptability means making the Workplace work, no matter what.

Over the last two years, we've faced many of the same challenges as our customers.

Like you, we've had to act decisively in the face of health crises, workforce disruptions, raw material shortages, changing supply chains, and vendors exiting the marketplace without advance notice. Together we've learned that being agile and responsive is the most important factor for success. Adaptability is literally the ability to adapt, pivot, and embrace change on the fly – day-by-day, hour-by-hour, and sometimes minute-by-minute.

Formaspace Contract is investing in the Future

Today many of us are heeding the call to “shorten” our supply chains – to avoid unexpected disruptions.

That's what we're doing at Formaspace, by bringing the balance of our metal cabinetry fabrication in-house, we have greater control and consistency over our deliverable product.

This change will allow us to fabricate 100% of our metal case-work and storage cabinetry at our factory headquarters in Austin, Texas – alongside our existing modular furniture production lines.

It's a major investment in laser cutting machines, press brakes, and robotic welders – with some computer-controlled equipment costing over \$1 million.

But the result will be increased capacity and reduced lead times, allowing us to meet the growing demand for top-quality, American-made furniture.



“The most important thing in communication is to hear what isn't being said.”
- Peter Druker

Adaptability demands a Mindshift in Human Relationships

Problem-solving and creative thinking have never been more critical in the furniture manufacturing industry. But there is another aspect we can't over-look – the importance of maintaining healthy human relationships at work.

What's the Solution? Honesty and Over communication.

Where can we begin?

Honesty in communication is a good place to start.

Challenge yourself to be more forgiving, understanding, and open-minded.

And it never hurts to “over communicate” with your friends, colleagues, partners, suppliers, and customers.

No one enjoys giving bad news that starts with “I'm sorry, or I have bad news” – but delaying unpleasant news or avoiding telling the truth just makes things worse in the long run.

“Today, we are all immigrants learning a new culture & language, except this time isn't in the digital space.”
- Minouche Shafik, Director, London School of Economics

Learn more about Adaptability Strategies from Formaspace Contract

Are you interested in learning more about new strategies to promote adaptability in the workplace?

We invite you to join us at our upcoming events and to take part in our new CEU online sessions.

Visit the Formaspace Contract Showroom at NeoCon 2022

Why not visit Formaspace Contract at NeoCon 2022?

Join us in our showroom (11-124) on the eleventh floor of the Merchandise Mart in Chicago.

We'll be highlighting the importance of adaptability in our new furniture introductions designed around flexibility, creativity, user-driven designs, and ergonomics.



Enroll in the new Formaspace Contract CEU **"The Trajectory of Work"**

We are excited to announce a new Formaspace Contract continuing education unit (CEU) course for design industry and furniture professionals called "The Trajectory of Work."

This new CEU focuses on the key factors affecting policy and place around the future of work – enabling you to become more adaptable in the face of changing times and increased uncertainty.

Join us in our showroom (11-124) on the eleventh floor of the Merchandise Mart in Chicago.



Take the Next Step.

Build Something New with
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We invite you to contact your local
Formaspace Contract representative today.

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RIO RECEPTION DESK



60 YEARS OF DESIGN INNOVATION

WITH ARNOLD CONTRACT, AND THE
FUTURE OF HYBRID OFFICE DESIGN

We are in the midst of a unique opportunity for the contract market. Hybrid work is here to stay, and the spaces created by the architecture and design community will reflect that. Our industry stands at the beginning of a new era, where innovative and flexible approaches to work and space will drive new design, probably for decades to come. We can't wait to be a part of it.

When we think of hybrid work and the future of the workplace, we think of Arnold's Konnect conference table. This timeless, choose-your-own-adventure combination of sleek, modern bases and surface options isn't just our clients' favorite product; it reflects our company's past, present, and future.

Like the Konnect, Arnold Contract was built for flexible, sustainable design. In the past six decades, we've developed a built-to-order product line that allows us to craft engineered solutions with all the agility and ingenuity of a boutique, family-run business.

Our design-driven approach, thoughtful growth, and constant momentum have made Arnold Contract what it is today: one of the most recognized corporate and institutional furniture manufacturers in America.

In the 1950s, cousins Julius and Eddie Arnold immigrated from Germany to New Jersey. They worked alongside each other in a cabinet wood shop in Newark before branching out on their own, establishing Arnold Furniture in 1962. The cousins quickly shifted from building architectural drafting tables to desks, bookcases, tables, and more, with Julius managing the factory while Eddie ran the business side.

The 1980s saw the Arnolds adding a few specialized divisions for courtroom and library furniture, boardroom tables, and office and reception desks. And by the early 2000s, Arnold Contract had made yet another shift, from mass production and storage to a more nimble approach: made-to-order.

Today, our clients look to us for custom solutions and we're proud to have contributed to some of the nation's most prestigious institutions. For example, our work can be seen in the US Department of Commerce Library, Washington D.C. District Courts, and the U.S. House of Representatives, where many of our desks and credenzas have become standard use.

We've also designed countless pieces for Fortune 500 companies, media leaders, law firms, financial institutions, commercial spaces, universities, professional sports teams, and the list goes on.

Now we're celebrating our 60th year and some things haven't changed, like family, sustainability, and diversity.



EARLY-DAYS WITH ARNOLD CRAFTSMEN

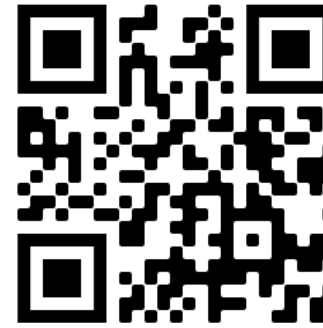
Arnold Contract continues to be run by Arnold family members like Glenn Arnold, son of a company co-founder. Our 65,000 sq ft facility in Irvington, NJ- the location where all our projects are designed, built, and assembled- sits just a few miles from our original shop. And we remain an environmentally-friendly option for businesses across the Northeast, especially New York City just 15 miles away, where we ship 60% of our business. That's a green factor that excites us.

The staff employment length among our team of 75 is an average of 17 years, a statistic that we're proud to share. We're also privileged to employ a number of women and first-generation immigrants from Central and South America, Asia, and all across Europe in a variety of roles.

Like millions of other businesses around the country, we've faced many pandemic-era challenges, including workforce availability, remote work, and supply chain issues. But rather than faltering, we saw these as an opportunity to reassess how we currently work and then do what we do best: shift into something better.

Take for example when door hinge supplies dried up and wood prices fluctuated. In response, we built a team focused solely on anticipating the market and managing supply status, and discovered a new level of efficiency during the process. When the furniture we'd created for airports (pre-pandemic) reacted to the constant wear of strong cleaning supplies, we switched up our sourcing so that the materials could efficiently meet user needs.

The last couple years have certainly been demanding, but they've also allowed us to play to our strengths. This is a strategy we plan to carry through to the next 60 years as our industry continues to change.



LEARN MORE



KIRIGAMI RECEPTION DESK

A return to the office means something very different than it did just a few years ago. People have been working from home for so long, it's up to industries like ours to create inviting spaces that highlight the perks of coming back into work.

Rather than spending five days a week in the office, employees may spend two or three days there, which drives a need for multi-use workplaces. Instead of assigned workstations, there will be more flex desking, lounge areas, and private and public conference spaces to accommodate small groups and videoconferencing needs.

The creative design process has always been a fulfilling and necessary part of business, and an even more powerful one now that we're embracing this new approach to work.

Already, we're seeing clients adjust their furniture needs for hybrid teams. We've handled quotes for converting open workstations into private offices with video conferencing tables for hybrid team meetings. We're seeing some exciting ideas coming in from our design partners and can't wait to apply new solutions to these reimaged spaces.

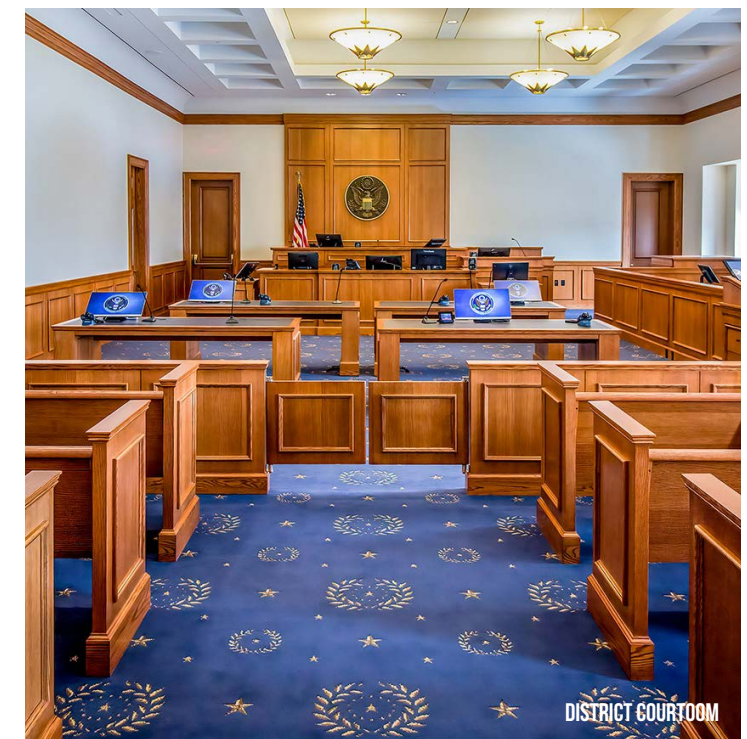
Anticipating the needs for the next year, or the next five years, seems a bit daunting considering how quickly the world changed in 2020. But it's also incredibly inspiring.

This is a shift we've experienced up close, both as a company working remotely and as part of the industry that helps create environments where companies thrive.

It's a big moment for us. Arnold Contract has been through many iterations over the years, but it feels like we have found ourselves in the right place for 2022. The 60-year mark means a lot to everyone here and we look forward to celebrating it. Here's to the next 60.



KONNECT REVEAL CONFERENCE TABLE



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THE AUTODROMO COLLECTION

by DECCA CONTRACT



When Decca asked designers for a bold take on perimeter seating, Alyssa Coletti, founder of Nonfiction Creative, stepped up to the plate and delivered. Nonfiction Creative was formed by Alyssa to focus on the essential elements of product design: concept, shape, and craft. Her work has been recognized with numerous honors, including Best of NeoCon Gold and Editors' Choice.

With these ideals in mind, the Autodromo Collection was born. The series of modular benches paired with luxe cases and credenzas are designed for the modern workplace. The all-embracing collection highlights Decca's fifty-year history of working with the finest materials, craftspeople and technology.

Inspired by combining straightforward geometric forms with thoughtful linear details, Alyssa established an elevated silhouette that can be tailored to suit a range of environments. Intended to elegantly soften the traditional case format, wood elements feature rounded ends and edges. Striking metal details combined with expansive and delicate proportions flow with the round edges. The combination creates objects with poise, highlighting high-level craft.

Benches

Designed to support meeting spaces, the structured, flowing lines are paired with contract grade materials suitable for workplace and hospitality spaces alike. With its eye-catching minimalism and comfort-focused seat cushion, the Autodromo Collection goes beyond typical benching.

Benches + Storage

With the popularity of shared spaces on the rise, sophisticated storage is more essential than ever. Seating effortlessly integrates with storage cases, amplifying design, flexibility, and functionality. Optional power and data added to cases or bases allows you to connect with others while charging devices without sacrificing comfort or style.

Credenzas

The Autodromo Credenza is ideal for conference or meeting rooms, and it comes in three heights with AV, refrigerator, and auxiliary options. The curved solid wood edges demonstrate craft and soften surfaces, resulting in a relaxed and friendly atmosphere.



"I was tasked with designing a product line that would take advantage of their manufacturing capabilities. Metal parts tend to be a restrictive element for most manufacturers because they're almost always outsourced. A lot of times you don't get to go all the way with your design because of those limitations, but once it finally sank in that they could make just about anything I imagined, I eventually arrived at the blade leg."

--Alyssa Coletti, designer of Autodromo & Founder of Nonfiction Creative Design Studio

Shelving

Two wall-mounted shelving options with integrated LED lighting are available from Autodromo. The handcrafted stainless steel's round racetrack edges emphasize the material's architectural quality. These shelves come in both standard and customizable sizes, making them the ideal addition to any workspace.

Features

- From traditional polished stainless to matte mirror black, the sophisticated stainless-steel leg is available in sixteen unique metal finishes.
- Seat backs for wall mounting are available in standard and custom lengths. These are offered with either round or square ends.

The Autodromo Collection is exclusively available through Decca Contract. For more information, stop by Neocon, Suite 333 in the Merchandise Mart, or go to www.deccacontract.com.



DECCA | CONTRACT

GETTING YOUR WORKSPACE TO WORK FOR YOU

Elegant Design Meets Technology Advances

During the past two years, more than ever before in history, we had to remain agile and inventive as the world adjusted to a new workspace paradigm. Offices, classrooms, waiting rooms and hospitality environments shifted to accommodate a global pandemic with drastic changes in connectivity, communications and collaboration. All the while, FSR was at the forefront, delivering solutions designed to address the shift in the way we work and approach business in the 21st century; integrating elegance into technology for stunning yet practical technology-rich work environments.



Smart-Way Raceway

The Smart-Way Raceway is the intelligent choice for elegant wire management. It gets power and/or data where they're needed, seamlessly blending into a space with its ultra-low-profile design without impacting foot traffic. Intended for offices, conference rooms, collaborative work environments, classrooms or anywhere wire management is desired. The Raceway can be fitted on top of - or in - any flooring (carpet, wood, tile, laminate), providing a quick, easy, affordable and attractive installation. The Smart-Way is only 0.6" high, ADA compliant, and available in slate gray or aluminum finishes to match any décor.



The Harmony Collection

The Harmony Collection of table boxes adds style to any conference table with round covers in black anodized, clear anodized or aluminum finishes. Covers can be closed while in use for a sleek, clean look with milled openings for convenient cable connectivity. The boxes mount in a wide variety of tables with thicknesses ranging from .75" to 2.25" and feature deep interior compartments to accommodate longer/larger connector shells.



Features include: AC outlets, USB charging ports, cable retractors, gravity feed cable pulls and FSR's Intelligent Plate and Simple Solutions for a wide variety of interconnect solutions to satisfy virtually any AV interface application. Connector plates can be populated to match any customer's specific requirements and can be reconfigured at any time as needs change. Harmony Boxes are available with two or four numbered and colored button & LED versions for use with FSR's relay controlled digital video switchers. And since they are Retractor Ready, they can accommodate up to four of FSR's TBRT Cable Retractors.



The Symphony Collection

The Symphony Collection of table boxes blends elegant form with cutting-edge technology. Gently curved shapes and a streamlined design allow for unobtrusive connections to AV gear, while the attractive exterior remains faithful to the aesthetics that interior designers demand. The Symphony models provide an attractive user interface, while solid construction throughout ensures reliable and durable performance in demanding environments. Twelve color combinations are available to please the most discerning customers, with technical configurations that include a choice of full insert AC outlets, USB charging ports, and low voltage openings. The Symphony Line is available as: clamp on, mounted in, or mounted under a table, shelf or chair. Models can be installed within minutes without the need for tools.



Elegant Design Meets Technology Advances



MODULAR LINX SYSTEM BY FSR

Modular Linx System (MLS)

Looking for a way to simplify your power and data needs under a work surface area? FSR's Modular Linx System (MLS) links it all together. A robust and expandable power platform, MLS provides adaptable technology for a flexible workplace, giving team members easy access to power and data for increased employee productivity. The MLS is reconfigurable below the work surface for smaller spaces or expandable as more workstations are added. Interconnecting cables range from 2'-8' lengths with connecting cables able to be strung together for longer lengths or to create a separation point. The MLS distribution box stays out of sight, keeping the work surface clear but still keeping it power enabled. Flexibility begins as soon as the system powers-on, with options originating from the floor via a Smart-Way Furniture Feed Device Box or poke-through, from a pluggable single gang wall plate, or directly hard-wired.

The easily installed MLS makes elegant connectivity a breeze for multiple applications including Classrooms; Libraries; Training and Multi-Purpose Sites; Ballrooms; Conference, Data, Processing and Call Centers; or any scenario that would benefit from daisy-chained power distribution.

Symphony Pedestal

Tech devices are a pivotal part of the workday, and with the Symphony Pedestal, waiting areas and workspaces can become inviting places to plug in. Perfect for lobby areas in hotels, schools and convention centers, the Pedestal is also ideal for classrooms, airports or waiting areas in spas and offices or any environment hosting temporary or permanent seating arrangements.

The floor standing Symphony Pedestal gives you AC power and USB charging with built-in agility to accommodate charging multiple devices, but also provides power and data along with snaps and cable pass through. The Symphony Pedestal is both lightweight and easy to relocate to where access to power is needed. Black or white finish options in an attractive aluminum housing offer the freedom to match any interior, and the sleek and refined design gives it a great appeal for any environment.

The Pedestal is an elegant yet practical solution to provide the peace of mind that power is at your fingertips in waiting areas, at home or at work.

The FSR Experience

When you purchase a product from FSR, you aren't dealing with a collection of people or a company, we are family. We work through problems together, supporting each other and the work we do. We see our customers as an extension of that.

Taking care of our customers is always our priority. Our goal is to provide a quality product that comes packaged with outstanding customer service.

Our products are functional, durable, and proudly* manufactured In The USA.

*Our Modular Linx System is manufactured in Canada.



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Michelle Warren

Michelle Warren is President of Catalyst Consulting Group, a firm specializing in providing strategic solutions to the commercial furniture industry to enhance their sales, positioning, and distribution.

With 25 years of industry experience on the dealer and manufacturer side of the industry, Michelle has been recognized as an innovator in selling to the Federal Government, State/Local Government, Higher Education and Cooperative Purchasing. Her expertise includes: sales strategies, strategic planning, 3-5 year road mapping, targeted marketing plans, distribution development, hiring reps, and training for reps and/or dealers.

Michelle is known as a "serial networker" in the furniture industry and enjoys meeting people and making connections happen. If you're interested in connecting, reach out at:

Michelle@strategic-catalyst.com, or visit

www.strategic-catalyst.com to learn more about her work.



Delving into the Public Sector

By Michelle Warren

I do not know how it is June already, but for those of us who sell to the Federal Government, June means we are in the home stretch of the fiscal year (the Federal Fiscal year is October 1st -September 30th.) We have spent the past nine months positioning, marketing, specifying, and bidding, but it all comes down to what happens over these next three months. We get to see if the past nine months of strategies and pivots have paid off or not. There have been some anomalies this year and some interesting changes, especially regarding furniture contracting, so I thought we could dedicate our time to looking at the new federal landscape, from budgets and spending to GSA contracts.

First, let us look at the anomaly- the budget situation. The budget would be approved prior to the new year starting in October in a perfect scenario, which hardly ever happens. Typically, we see the budget approved by December or January. Since the budget was not approved until late March and a lot of the funds did not funnel down to the divisions within the agencies until April, we are facing a compressed buying cycle. The bright side to all of this is that there is WAY more money to be spent this year than in fiscal 2021(congress passed a \$1.5 trillion spending bill for fiscal 2022.) The possible downside, experts are suggesting that the agencies may not be able to spend all their money in time. To you and me, that may not sound like a bad thing, but it is a use it or lose it scenario for the government, so they may not get the same amount of money next year if they do not spend it all this year.

As with anything, in Federal, we follow the money, and there were some interesting allocations of the monies when we look at which agencies were funded. The big winners from a percentage increase were the Department of Defense, Agriculture, Commerce (NIST and NOAA), Homeland Security, and VA Medical research. I found a great article to help you understand where the money can be found at <https://cen.acs.org/policy/research-funding/US-Congress-finalizes-2022-spending-bill/100/i10> . All the forecasts can be found on each agency's website if you want to data dive and develop a target list, as these agencies will most likely be receiving increased funds for the next couple of years.

Another change in Federal Government is the Buy American Act (BAA), not to be confused with the Buy America Act (for more info on the differences, see <https://www.mbpce.com/blog/buy-american-vs-buy-america-a-simple-guide-to-successfully-navigating-the-differences/>) The Buy American Act is the one that comes into play for furniture. The BAA was originally passed in 1933 under President Hoover and has been emphasized or de-emphasized and changed throughout history as President's change. What impact this will truly have on furniture is yet to be seen as not everyone agrees if and how it applies to sales on GSA specifically.

Within the furniture industry specifically, there were some interesting changes announced. The biggest was changes to the Packaged Office Contract (POC.). This is pretty detailed, so if this topic interests you, I suggest going to GSA's site <https://www.gsa.gov/buying-selling/purchasing-programs/gsa-multiple-award-schedule/gsa-schedule-offerings/mas-categories/furniture-furnishing-category/industry-guidance-and-resources/packaged-furniture-program-industry-guidance-and-resources> , where you can find all the information, recordings of the call in March where they reviewed all the changes with the industry and any other information you would like. In summary, POC holders will not be required to have services on their contract, submit Commercial Sales Practices (CSP) for these services, and move to a Teaming Agreement (CTA) vs. Letter of Supply (LOS) partnership with their partners. Due to this change, the sales numbers you are used to seeing under the POC will decrease dramatically, and the manufacturers' sales will increase simply due to the shift from using a LOS to a CTA. This should be a win for the small business manufacturers, as many POC holders have been using their small business status to pull through large manufacturers under the LOS. Still, under teaming, they will need to adhere to the rules for small business set-asides, which in most cases is a minimum of 51% small business manufacturers.

The other big announcement this fiscal year was that the NAVY would be sunsetting their Spiral 3 BPA in September instead of rebidding it. NAVY will then be purchasing off the standard GSA contract. For as long as I have been focused on government sales, there has been a NAVY BPA, so this came as a surprise. The BPA has allowed the NAVY to buy at better than GSA pricing, and since not everyone had the BPA, it cut down on the number of bidders. Additionally, all branches of the DOD were able to use this BPA. With this going away, it will allow manufacturers who have been shut out in the past to have visibility and the opportunity to pursue business with the NAVY.

As we look into the future, some other big IDIQs will be up for renewal or rebid in the next year, and there are rumors of new BPAs on the horizon.

One thing we can say about this year that we don't normally say in Federal sales is that it appears change is in the air!





INDIANA FURNITURE INVITES YOU TO ENGAGE WITH THE NEW OFFICE.

After several years of working from home, companies are bringing employees back. But it won't be business as usual. There's a new normal. And this includes more hybrid models, more relaxed areas, and readily available quiet spaces intermixed with the continued needs of private offices and meeting spaces. "It's about flexing the function of your spaces to meet the needs of all types of workers," stated Mike Blessinger, VP of Sales & Marketing for Indiana Furniture. "And we are ready. With products to bring spaces, people, and big ideas to life. It's time to engage."

Hybrid Working Models

Throughout the pandemic, it became evident that employees can be productive outside of the standard office setting. Yet there was something missing. Collaboration. From a work standpoint, yes, but also with socialization and maintaining the company culture. Studies show time spent in the office helps to build morale, camaraderie, and contributes to cross-training among employees.

Moving forward, hybrid working will become a mainstream practice, giving employees more choice in when and where to work. It will be key for companies to balance individual and organizational needs, enticing workers to engage at the office and feel productive within the available spaces. "It's these spaces that need to evolve to accommodate the new styles of working and this can be done through supportive furniture, accessories, and readily available technology."

Flexible, More Relaxed Spaces

Flexibility has always been key in work environments, but now more than ever spaces need to flex between collaborative or group work and focused or individual work. And these areas have become more relaxed—inspired by home settings—to give employees comfort while collaborating, touching down, or simply working on their own. They allow users to work how they want all in the same space.

Seating collections like Plush Lounge and KickStart seamlessly bring together the endurance needed for commercial spaces with the relaxed comforts of home. With a smart range of free-standing and modular seating components, along with coordinating tables, Plush provides the flexibility and comfort needed in today's ever-changing environments. Add Cush Pillows, Runna Pouffes, and Iconic Casegoods for a fully functioning space.

KickStart's flexible lounge and tables offerings combine with collaborative elements to create inviting spaces for people to gather, work, re-energize, and learn. The collection's classic forms and refined scale are enhanced through precise details, tailored upholstery, and a horizontal stitch detail. And two back styles, with or without a pillow, combine with upholstery options to create a versatile aesthetic ranging from sophisticated to casual. Pair with Tri-One Tables and Spirit Seating to further accommodate conversations and collaboration.

Finding Private Moments

When it's time for focused work, employees will look for a private nook or space to retreat from noise and distractions of the open environments. Offering more shared and relaxed spaces is desired, but it's also important to offer options for individual work-



ing needs. Allow employees to step away from the shared space into a solo space without completely leaving the environment.

KickStart Club Nooks with high surround panels and Fifteen Pods give users an individual space to use for focused work. With tablet arms and cubbies for storage, KickStart has ample room to get the job done. Similarly, Fifteen Pods is designed around the science of acoustics and creates a personal getaway. Both of these products can easily provide solo spaces in the middle of a larger, shared environment.

Taking A Break

When working from home, it was easy to step away to take a break. To get refreshed. To simply re-energize. The new office should have spaces that allow employees a chance to relax and



get rejuvenated. This is necessary to feel and be well, and it ultimately will increase overall satisfaction, productivity, and lead to a stronger culture.

Collections like Natta and Fifteen Lounge provide agile solutions to create café-inspired spaces that are supportive yet relaxing, providing workers with a place to step away from the task at hand only to return stronger and more engaged. Even the simplicity of a small table, like Canvas, and a few side chairs, like Gleem, with an outdoor view can create a small refuge to get refreshed.

Seamless Connectivity

It seems like technology changes by the minute. And there's no telling what it will look like a year from now, much less next month. However, we do know that keeping employees powered and ready is a must for businesses today, and long into the future.

Employees want to connect easily and, moreover, instantly. Messing with wires and crawling under surfaces interrupts workflow, causing unnecessary distractions and loss of efficiency. Spaces within the new office need to be simple, yet high functioning to foster connectivity and, thus, productivity and collaboration. The goal is to link the user with technology through seamless integration of power and USB ports, discrete wire management, and long-term flexibility.

From workstations to lounge chairs, Indiana Furniture has created a range of smart products that provide intuitive plug-n-play, while keeping any wires at bay.

Making The Shift

As we shift to a hybrid model and more flexible working spaces, the new office will continue to evolve. Businesses will need to ensure employees are supported through their office environments to encourage ongoing productivity and collaboration. Are your spaces ready for the shift? Here are a few questions to consider:

- 1. How flexible** are your work environments? Are you able to evolve with the changing needs to support a variety of employees and working styles?
- 2. Do you offer** spaces that support both collaboration and focused work?
- 3. Are you incorporating** wellness into your facilities? Does your office space allow for employees to take a break and get rejuvenated?
- 4. Does your furniture support** technology, making it easy for workers to connect and stay connected?

Indiana Furniture is ready to support your office needs. With a full lineup of Desk+Workstations, Seating, Tables, and Ancillary products, they can help you create spaces to support the new normal.

CAN 'SIMPLE AND FUNCTIONAL' ALSO BE CHARMING?

Most definitely.

Most Modest accessories, by
LightCorp, are on display
in showroom #10-164



LightCorp's lifestyle and accessory brand, Most Modest, pulls from a deep interest in consumer behavior, new technology, and a passion for creating products that increase the day-to-day enjoyment of everyday items.

Originally hailing from Stockton, California, Most Modest was founded by industrial designer Justin Champaign in 2013 with the vision to create smart-looking products that would enrich people's everyday lives. After a search for a more reliable, stateside manufacturer for his growing brand of tech goods, Champaign discovered Grand Haven, MI-based LightCorp and was immediately impressed with their reputation as a choice supplier of lighting products to several top-tier OEM manufacturers in the contract furniture industry.

The Most Modest brand proved to be a logical extension of LightCorp's strategic vision to create holistically connected environments through lighting and power products. In 2019, the lighting manufacturer purchased the brand and consolidated operations to its Michigan factory and headquarters.

"The acquisition of Most Modest provided a growth opportunity for us as we focus on human-centric solutions that offer functionality and aesthetics—meeting the needs of this next generation of employees," said Melissa Wikman, who leads product design and development for LightCorp.

"With much of the post-COVID workforce continuing with hybrid work scenarios, work tools must contribute to modular, adaptive environments that seamlessly integrate new technology and support impromptu collaboration. We strive to outfit workers with everything they need for a personalized and productive experience—whether they're working at home, at the office, or in in-between spaces.", continued Wikman.

LightCorp plans to continue to evolve the brand through design partnerships with talented industrial designers, including Champaign. In addition, the brand's modern and minimal design aesthetic has caught the eye of notable consumer brands such as Hightower, Design Within Reach, and most recently, West Elm, who retail Most Modest products.

Experience form and function for yourself. The following Most Modest products are available in the My Resource Library hospitality space at booth #10-164. Curious to see the rest of what Most Modest has to offer? Shop or visit www.Mostmodest.com.



RUBBER MATS



NIKO FS



ELIN

Tess planter

Whether displayed individually or in a group, Tess's corrugated aluminum panels allow planters to nest together, creating endless design options for natural space dividers or planter landscapes indoors or out. Available in seven textured powder coat colors and six sizes, Tess ships in an eco-friendly flat-pack and assembles without the need for tools. Its height-adjustable inner tray accommodates a variety of floral or greenery options.



TESS

Niko power pendant

Most Modest's flagship product proves that everyday items can be beautiful. Niko offers three outlets housed in a handsome, solid ash enclosure and features a knitted mesh power cord available in four colors. Its 45-degree, low-profile plug allows furniture get a little closer. Niko brings fun and expression to a historically generic product, whether displayed alone, hung, or paired with an optional powder-coated steel base.



NIKO

Rubber Cork coasters and mats

These multi-tasking little surface savers can handle your chilliest lemonade or hottest latte—no sweat. Our mats and coasters are made of soft rubber and natural cork, and fused with nothing but heat and pressure (no nasty chemical binders). Three sizes of rubber mats make for excellent desk blotters, placemats, trivets, plant coasters, mousepads, and more. Available in five colors.



COASTERS

Walter wall shelf

Walter adds a graphical wall element while providing the perfect place to stash items to be ready to go when you are. Its scalloped front lip is a natural place to hang keys or charging cords, and with a formed steel construction, magnets can't help but be attracted to him. He's right at home in the entryway or conference room—providing an ideal place for outgoing mail, keys, whiteboard accessories, pocket clutter, and more. An integrated cleat on the back makes hanging a cinch, too. Available in three sizes and seven powder coat finishes.



WALTER

Elin desk caddy

Keep your tools of the trade ready to pick up and go with this toolbox-inspired caddy. Elin's solid oak handle lends a touch of warmth to her sturdy, powder-coated aluminum construction. Divided compartments help coral accessories of all sizes. She may be a desktop MVP, but don't count her out for toting picnic items, art supplies, wrapping necessities, spa day provisions, and more! Available in seven colors to mingle well with any décor.



Engineered for **Safety.** Designed to **Inspire.**

Signs don't need to look boring to be safe. 2/90's SafeCare and FlxSign are designed for patient safety while enhancing the healing environment.

BEHAVIORAL HEALTH SIGNAGE

- Ligature-resistant
- Subsurface paint and graphics
- Indestructible polycarbonate material
- ADA-compliant tactile characters and Braille
- NYSOMH Standards approved
- Customizable colors, sizes, and shapes



GRAVITY SERIES

MAVERICK
OFFICE SOLUTIONS MADE IN THE U.S.A

We offer endless configurations, case goods, desking, storage, conference & training tables, customs, space planning and design. We are regularly adding new and innovative designs with features to accommodate the ever-changing workplace. Using new techniques in thermally fused laminates we pro-

vide our customers a wide range of 20 beautiful color combinations in different style series. Our focus then, as now remains - speed service and selection. Maverick was established in 1992 and performs beyond expectations in our wide selection and speedy availability within our products lead times.



MAVERICK

OFFICE SOLUTIONS MADE IN THE U.S.A





PALMIERI

**WHEN
EXPERIENCE
MEETS
IMAGINATION**

FLEX TABLES

Humble Beginnings

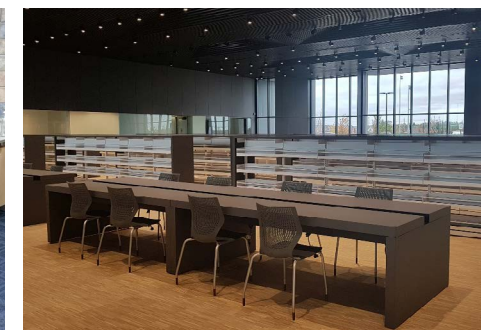
Rocco Palmieri learned the craft of furniture making from a young age and embarked on a journey 50 years ago to share his passion and knowledge with the world. Today, Palmieri brand is a household name in the library furniture industry and continues to be your time-tested partner in furniture manufacturing.

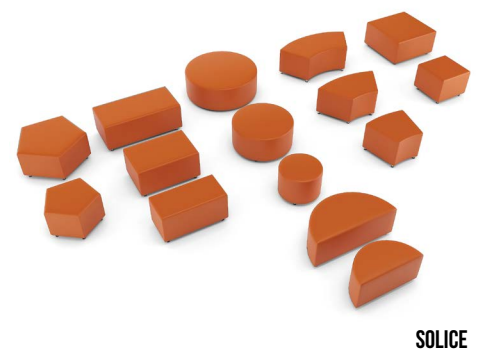
As a measure of time, half a century sounds like a decent amount and we are proud of this achievement. As a company however, we still feel young, so we constantly look for new learning moments while applying our long-standing, hard earned lessons. While our values have remained unchanged through the many years of service, our foundational pillars have been through multiple “renovations”. The aggressive expansion of a virtual marketplace, the tidal force of influencers and the ever-evolving savvy consumer, have allowed us the introspection, the time to reflect and identify new goals and new strengths. As a manufacturer, we have a responsibility to participate in and create a future where people, products and our planet can interact and coexist in harmony.

Innovation

“Something we are passionate about at Palmieri, is innovation and the constant search for new technologies. To ensure we are building products that withstand an ever-evolving future and service the needs of our customers and users. We are proud to align with Configura and their CET (CI) platform to deliver this new solution for specification and sales. Our clients can now interact with products with the full freedom of 3D space which significantly streamlines the process from order to delivery - something of extreme importance to our Architect and Designer community.”

- Frank Palmieri - Executive VP





Relationships

"The relationships we have developed over the years have served as both our inspiration and our strength as we continue to expand in this evolving industry. They are the foundation of some of our most creative projects and the origins of some of our flagship products such as Navigate, Trek, Kreations and NuMedia. We have collaborated with leaders and innovators to create spaces in K-12, Libraries, College/Universities as well as Corporate. We are excited and privileged to build the future of learning together."

- Rocky Palmieri - Canadian Sales Manager



Marisa Amara

The way to strengthen our team and relationships, is by always meeting new people. If you're interested in representing us and joining our team, reach out to our PR specialist Marisa at marisa@palmierifurniture.com

For more details and entire product portfolio, visit us at palmierifurniture.com

THE GREATEST COMPANY YOU MAY NOT KNOW, YET!

DO YOU KNOW PRIMEWAY?



**Q & A with Jeff Carlson, MRL Principal
& Kevin Walby, Primeway CEO**

**What makes Primeway a beneficial partner
in the contract furniture industry?**

At Primeway, we take great pride in what we do and the products we manufacture. We are skillful problem solvers- supporting dealers, designers and architects to navigate the complexities of project challenges and tight budgets.

Panel Base conference tables feature thin and thick panel style bases, engineered to deliver structure and strength. Offering great function and value, Panel Base Tables are available in many shapes and sizes- providing a bold presence for the conference room.

We may not be a household name- to date, but we do go head to head with the big players. Our production is 100% in-house & we scrutinize every detail on each item we produce. Primeway operates as a team, from product conception through fabrication, to final delivery, we go above and beyond to provide complete satisfaction- no matter the scope of a project. By no means are we saying we are perfect, if a mistake is made- we own it, correct it and deliver with dedication. We're the greatest company you may not know, yet!

Have you been in this industry a long time?

Yes, I started in this industry when I was 17 years old- still in high school. I was hired for a manufacturing position and have been in the business ever since. Rapidly progressing from a skilled laborer to the corporate side of contract furniture manufacturing, each advancement was paving my way toward launching Primeway in 1990. I'm proud & humbled to acknowledge that more than 30 years later, Primeway is a nationwide contender in the contract furniture industry. We are thriving and committed to providing superior office furniture products and services.

What are some similarities & differences between HNI, Haworth, Steelcase, and Primeway?

We all produce diverse collections of quality products, but I would guess, they all have bigger marketing budgets- lol!

How has Primeway evolved over the years?

We have vastly increased our product lines, outgrown two buildings, and most importantly we've expanded our market presence. Everyday we are gaining deal-

Think Tank series provides private interim zones, perfect for hybrid workers that need a landing space for in-office work sessions.



ers across the country. For a long time, when a dealer needed something it was "Call Kevin" and now it is "Call Primeway". I like that. It's not just about me but about my team, without them- I'm just Kevin.

What do you see trending in the industry?

With the evolution of hybrid work schedules, there is certainly a shift for a more open and collaborative work environment paired with a need for interim private focus zones. This trend is encouraging the progression of our products to be personal yet have universal appeal with multi-functional uses. The industry is ever evolving and Primeway is along for the journey- continuously on the pulse of change.

Now you know Primeway!

Spec us on your next project, we welcome the opportunity to discuss your needs & our abilities.



Spyder Bench elevates ancillary seating needs with sophistication & style. Clean lines with dramatic detail include touches of black in the reveal & angled legs, paired with HPL & cushion finishes of your choice.



Casegoods

REFlex Series enables you to arrange your work environment in a multitude of configurations, from the executive office to the open office. Make your space unique. Select from a variety of desks, returns, credenzas, and storage components.



REFLEX SIT-TO-STAND DESK WITH LOW PROFILE OPEN STORAGE/LATERAL FILE.



SLALOM VIDEO CONFERENCE V-SHAPE TRAINING TABLE

Training

We offer a range of training solutions to suit a variety of spaces & styles, that function in both corporate & learning environments. Our Slalom series, provides unlimited flexibility for group interaction. Expand versatility with assorted configurations, shapes, sizes & by adding power data, casters, flip-tops & more.

Collaboration/Media

DC-XL collection was tailored to suit a breadth of table shapes, sizes & needs- perfectly adaptable for media sharing needs. The metal framework assembly features slender double column Y & T bases with low-profile feet. All columns are linked by stretcher bars, forming a sleek & unified structure for ultimate stability.



DC-XL COLLAB MEDIA SHARE TABLE

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Versatile products
Infinite configurations
The Latch Collection



High Performance Lounge Seating

Component-based construction
Tablets in solid surface with a 300 lb. capacity
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Building Tables and Rebuilding Lives

WITH SPECIAL T

AIM XL CONFERENCE

SMALL COMPANY WITH A BIG HEART

Now more than ever, the commercial furniture market is under extreme pressure to become more efficient and more profitable. As the economic and political challenges continue to increase, both at home and abroad, our entire industry seems to be scrambling for strategies that can either decrease costs, increase productivity, optimize efficiency, or prevent inventory shortages.

While not immune to these difficult market conditions, Special-T has experienced some special exceptions to the rule. Either through good luck or timely blessing, we have been able to vertically integrate as much of our manufacturing capabilities as possible, which has minimized supply chain disruptions, lead time delays, or substantial price increases. As a result, we have

continued to grow substantially these last couple years, even despite the pandemic. We are now poised to increase our impact in the industry even more through some exciting upcoming initiatives, such as elevating our current brand and website, expanding our sales team, doubling our manufacturing capabilities in Bulgaria, and a newly complete product line which will launch later this year.

But the Special-T story doesn't end there – we have another primary metric that matters more to us than just profitability. While we feel honored to have the opportunity to grow our company, sell more products, and serve new customers, the true measurement of our success is how well we help change people's lives for the better, which has been the core internal mission of Special-T since our inception.

WHAT MAKES US SPECIAL

Located just north of Atlanta, GA, Special-T has become the nation's largest and fastest growing table-only manufacturer. The journey started humbly when Loren Rozeboom, father of current CEO Steve Rozeboom, partnered with a local machine shop owner to produce basic T-legs (which inspired the name "Special-T") in a backyard barn in Ukraine, along with a number of other simple, tubular table bases. Over the next 20 years, Special-T steadily expanded into the 150,000 square-foot, world-class manufacturing facility in operation today. We now offer tables across seven different categories in more than sixty diverse styles, featuring dozens of base designs, top styles, edge options and metal finishes.

Because Special-T owns two manufacturing plants in Europe, we've been able to minimize costs and control quality in ways that other manufacturers (especially those dependent on China) simply cannot. For example, we work with local steel suppliers to ensure an uninterrupted supply of metal, while shipping through regions that aren't inundated with inbound and outbound freight, maintaining open lanes straight to our port in Savannah. These production advantages, along with our strategic partnerships with domestic table top manufacturers, allow us to provide Grade-A quality products at C-Grade prices. Our customers basically buy bases factory direct (and the base is roughly 70% of the cost of the table), which positions our products often 25-30% less than many competitors. This combination of competitive pricing along with exceptional quality has become the bedrock of our business.

In addition to cost and quality, we pride ourselves on convenience, communication, and confidence. For the last decade, Special-T has refined our industry-leading proprietary Product Configurator software, one of the first to be introduced into the office furniture industry, which makes specifying, quoting, and purchasing more convenient than ever. Because we are passionate about serving others, our customer service team is unmatched in the industry, custom acknowledging every order for the most accurate lead times. We also offer an extensive quick-ship program, providing one, five, and fifteen-day delivery options on a broad range of products. Finally, we have the utmost confidence in the quality of our products, allowing us to promise a 10-year parts and labor warranty on all of our products.



A FEW OF OUR FAVORITE TABLES

Kingston

Kingston is the pillar of the ever-changing office environment. Able to be used in a multitude of applications, Kingston molds into any use case flawlessly. As we strive to find bold ways to shift our office cultures, functionality remains a pivotal pillar.

Link

We believe culture and community are the most vital aspects of a productive and creative work environment. With LINK, you can adapt to any need within your workspace to offer a collaborative and exciting space enabling your team to be at their best.

Sienna

Sienna is crafted to be solid and durable withstanding the heavy use of a thriving work environment. Functioning as a hospitality solution, training table, or for collaboration Sienna offers consistency and elegance for any purpose. Available in a variety of finishes that are guaranteed to shine in your work environment.

Patriot

Made in America, Patriot is the perfect height adjustable solution for any space. Brighten up your workspace with a variety of base color finishes and enjoy the quick sit-to-stand flexibility. The flexible desk frame platform offers optimal solutions for any adjustable height requirement in the office. This TAA compliant table is an excellent first step toward improving the efficiency and well-being of your organization while still remaining budget-conscious.

AIM

Designed with elegance in mind, AIM is suitable for all environments. Whether a conference table, collaboration, or training table AIM is guaranteed to bring a breath of life into your office environments. Available in wood veneer tops and multiple base finishes AIM will lift the design elements in your space.

MANUFACTURING CAPABILITIES

The story of Special-T's world-class manufacturing facility was born in Bulgaria, shortly after the fall of the Soviet Union. With a desire to help the local people, and to secure the logistic advantages of Eastern Europe, Loren Rozeboom decided to partner with a modest machine shop owner and his son, in

a small barn in their backyard, building bases mostly by hand. Based in a town called Gabrovo, the location was so remote that it was barely even accessible to trucks and shipment logistics.

The team began producing bases as fast as possible, with a dual purpose to grow the business while striving to help the local people in the process. Alcoholism was a national crisis in Ukraine at the time - the average lifespan for a man was only around 50 years, mostly because of alcohol and cigarettes. From then on, Special-T began intentionally hiring people from the local rehabilitation center just down the street, in order to provide stable employment and a compassionate working culture for the people in recovery.

Fast forward two decades and we can barely keep up with demand. We're currently replicating the factory's current footprint and doubling our capacity. Totalling an additional 60,000 square feet, Special-T has added an additional paint assembly line, additional laser cutter, duplicating the sanding and welding stations, and adding a second shift in order to keep up with the massive growth and expansion.

Throughout our exponential expansion, we've been committed to minimizing their impact on the environment. After doubling their manufacturing capacity, the factory will be converted to a fully solar powered facility. This environmentally-friendly initiative will also be completed before the end of the year.

OUR MEASURE OF SUCCESS

At Special-T, the true test of our success is defined by more than simple dollars and cents - we measure success not just by how many tables we sell, but how many lives we change. We are a company rooted in community, with both an internal mission - and an effective program - to employ and help rebuild the lives of recovering alcoholics and addicts.

Those with past addictions can struggle to find steady, meaningful work. Some employers take an uncharitable view of those trying to stay sober, especially since many have past criminal records. It can be challenging to convince a company to take a chance on them.

Special-T provides a safe landing pad to help people get back on their feet. We work with several sober living facilities in the Atlanta area to recruit workers. By giving those in the recovery community an opportunity for a second-chance, we've established a culture of hard work, loyalty, and dignity, and along the way, we discovered that alcoholics and former ad-



SPECIAL T TEAM

dicts can create a phenomenal workforce when given proper support and opportunities to thrive.

Although alcoholism and addiction still carry stereotypes and stigmas, even our executives closely follow the traditions that promote sobriety and individual growth. Countless people have been helped through Special-T's workplace program, but the effects can be seen most dramatically through the story of Brandon Rayburn, President of Special-T. He was hired into our warehouse in 2012, putting table bases in boxes. He was gradually promoted, working his way through warranty management, product development, and is now entrusted with leading the company. But just a decade before, Brandon was a resident of an intensive, 10-month recovery program for drugs and alcohol

When he graduated from the long-term treatment program, he wasn't sure what to do. He was unemployed and had left his wife with the burden to care for and support their family. He took a starting position in our warehouse, and instead of landing in a normal job, he found a workplace environment that understood and supported him. Over the next ten years, he increasingly embodied the benefits of the workplace recovery program at Special-T.

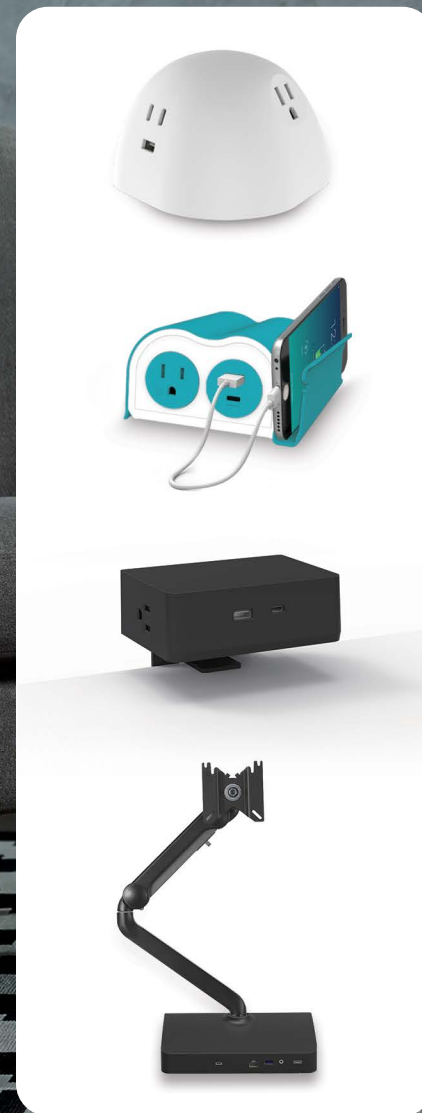
We've proven that a company founded on these principles can not only survive, but thrive and prosper. In fact, it's one of

the secrets of our success. Those in recovery have a chance to find a meaningful job and rebuild their lives. Special-T benefits from a truly unique workforce that is grateful, fiercely-loyal, hard-working, and committed to change. Dealers receive great service from a company that is committed to serving them, and of course, customers receive quality products, built by those rebuilding their lives.

While we are not attempting to sell products based on the story of our workforce, nor trying to sway customers into a sale, we can't keep quiet about these stories of sobriety. For over 20 years, we have been building tables, building community, and rebuilding lives by providing opportunities for employment and support for recovery from addictions. Whether each of our customers know it yet or not, the fact remains true: lives are literally changed when purchasing products from Special-T.



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THE COZY

COLLECTION

BY UNIKA VAEV

The Cozy Collection is inspired by aerial views of weathered fields, coastal beaches, and desert landscapes, to create a balanced collection that fuses warmth and comfort by blending various yarn combinations and textures. The color palette is uniquely curated to include earthy neutrals, rich complex pastels, paired with saturated jewel tones.

Unika Vaev's Design Director, Courtney Brooks says, "This collection effortlessly blurs the lines of design between Residential, Hospitality, and Contract market segments, to create a refreshingly modern aesthetic."

Almost Tweed is a must-have staple. The natty aesthetic of this dapper tweed-like texture is achieved through blending multiple yarn types resulting in a relaxed and casual pattern. The palette, available in 9 color options, ranges from tinted tonal neutrals to deep navy, classic brown, and grey flannel. Almost Tweed is a robust construction that achieves 100,000 double rubs (Wyzenbeek Abrasion Method).

Cocoon we celebrate the addition of 6 uniquely new colors of this timeless Unika Vaev Classic. Cocoon is woven with a soft wool-rich boucle yarn of unparalleled quality while also boasting 130,000 cycles (Martindale Abrasion Method). It is offered in 14 sumptuous colors including rich copper browns, cool blue spruce, and refined complex neutrals.

Feeling Plaid is a modern take on a classic weave and look. This fabric's unique construction is achieved through the combination of novelty loop yarns of contrasting colors in the warp and weft direction of the fabric. The result is an updated tartan plaid, offered in 4 traditional colorways. At 80,000 double rubs (Wyzenbeek Abrasion Method) this updated classic is sure to be a conversation starter.

Nubbly draws inspiration from the iconic French fashion designer, Coco Chanel, and her fashions made popular in the 1950's. This distinctive fabric is woven with multi-colored boucle yarns which float on the surface of the fabric, creating a unique tactile texture. The color palette includes 7 colors, from rustic warm + cool neutrals, anchored with deep jewel tones of crimson and juniper. Even with its classic construction, Nubbly passes 100,000 double rubs (Wyzenbeek Abrasion Method).



UNIKA VAEV FEELING PLAID FULL COLLECTION



UNIKA VAEV COCOON FULL COLLECTION



UNIKA VAEV ALMOST TWEED FULL COLLECTION



UNIKA VAEV COZY COLLECTION



About the Designer | COURTNEY BROOKS

As a teenager, my parents would send me to New York City to spend my summers with my aunt and uncle who lived in the West Village. They enrolled me in various art classes including painting, pottery, and drawing. I was also exposed to the museums of New York City at a very young age. It was these experiences that led me to choose to major in interior design at the Fashion Institute of Technology.

I worked as an interior designer specializing in contract interiors for more than 18 years. I then went on to pursue my passion for surface design and worked for Tri-Kes Wallcovering Source, Pollack, and Luna in sales roles. It is my extensive interior design background and passion for textiles that inspire me to develop textiles for the Unika Vaev brand.

2022, WHO IS KNÚ

SAY IT NEW

What's in a name? Although the practice has been (mostly) lost to antiquity, a person's name at one time in history was a strong symbol of who they were, or perhaps who their parents aspired for them to be. A virtue, a concept, or even a trade when including surnames. Most individuals today reflect a traditional name from centuries past, or one pulled from a list of popular names when they were born. Even company names are quickly losing their descriptive nature as start-ups search for names that are yet unclaimed. And while La-Z-Boy is known worldwide as the pioneer of the recliner chair, if you are new to the healthcare and contract furniture industry, the name La-Z-Boy Healthcare | Knú Comfort (pronounced 'new') may need some explanation.



Our Exam Lift Treatment Recliner was a finalist/honorable mention in the **Healthcare Design 2022 Innovation Awards**.

KNÚ[®]

L A Z B O Y[®]
HEALTHCARE

KNÚ[®]

KADIA MOD UPHOLSTERED LOUNGE

Today La-Z-Boy Healthcare | Knú Comfort stands as a premier creator of best-in-comfort furnishings for the healthcare space, with growing families of public area upholstered seating suitable for applications across hospitals, higher education, and enterprise. While the path to arrive at this place has spanned upward of fifty years of innovation, learning, and refinement, it can all be traced back to 1971 when La-Z-Boy Inc launched its contract furniture division.

Quick headway was made as La-Z-Boy introduced the reclining office chair through their new contract division. Through years of product additions, including their first generation healthcare recliners, as well as office chairs, wood panel systems, and more, the organization brought the comfort it is known for to users outside of the residential arena.

In the mid-90's a significant step was taken toward the organization's eventual destination, as La-Z-Boy put together a panel of healthcare industry experts to gain valuable insight into what would be required in a recliner designed for this space. This led to the development of their second generation medical recliner mechanism, which was supported by a new metal-to-metal body and sturdier components, though still very similar to a residen-

tial style recliner.

Fast-forward to 2005. As La-Z-Boy Inc chose to strategically divest itself of its non-core categories of product, the opportunity arose for the contract division to be taken private with the backing of another industry leading furniture manufacturer. At this time more than half of its sales were business furniture. Over the following years, the entire organization went through an overhaul to focus in on its core business, and simultaneously allowing the company to adopt a strategy of domestic sourcing which is still intact today.

While the company as a whole was seeing dramatic shifts, the biggest change was taking shape within the collective minds of the veteran research and development team. Although most, if not all, recliners intended for healthcare use up to this point (and still many medical recliners today) were modified, or "beefed up", versions of residential products, a truly distinct recliner designed specifically for the 24-hour heavy use cycle of "uncontrolled" healthcare environments had never been developed. The organization proceeded with a massive investment of time and resources to rectify this, and in 2009 released the first products with their third generation healthcare recliner mechanism. Engi-



KADIA MOD VISITOR



MAX SLEEP SOFA

neered for peak performance and unmatched durability required by healthcare applications, this mechanism (essentially the "engine" of the recliner) is weight activated and counterbalanced by the user for stability and comfort. This is what is now known as the patented Durable® series unitized mechanism. Its heavy-duty unitized nature also allows it to be easily replaced in the field if needed, whereas previous mechanisms were highly modified residential mechanisms with numerous parts and supports added in for extra strength (at the cost of much added complication).

Shortly after the release of their true healthcare mechanism recliner series, the organization acquired Knú Healthcare in order to add further breadth to their product line. During NeoCon shows of 2011 and 2012, the company was officially launched as the co-branded La-Z-Boy Contract Furniture / Knú Contract, with over 40% of sales still being business furniture at this time.

There was clearly a need in the market for an easily maintained, healthcare grade recliner, and in a short time the demand for their newly released true medical recliner grew exponentially, quickly becoming the company's most popular product family. With continued success in healthcare, the organization made the decision to trim back its range of product categories to focus

its efforts on its core strength: creating the highest performing, yet most comfortable, upholstered products for the healthcare space, from patient rooms to waiting areas and everywhere in between.

With a clear mission in mind, in 2020 the organization was revitalized as La-Z-Boy Healthcare | Knú Comfort in order to reflect its position as the premier provider of comfortable, high-performing products to the healthcare environment. Along with this renewal in brand positioning have come new products expanding the idea of what patient room furniture can be (including the Exam Lift Treatment Recliner, a Healthcare Design 2022 Product Innovation Awards finalist), as well as creative new ways to engage with healthcare facilities, such as the open air concept mobile showroom that has and continues to travel the nation.

After 51 years of growth, reinvention, and refinement, La-Z-Boy Healthcare | Knú Comfort knows better than ever who they are, and just as importantly, who they are not. Their focus on healthcare furniture, and creating motion-based products with depth found nowhere else, allows them to bring comfort in healing to users today and long into the future.

THE KNÚ FEEL OF COMFORT

More than the repose offered by a soft place to rest, comfort can take meaning in every aspect of our world. It is a force to heal a troubled body, mind, and soul. And it is the mission of La-Z-Boy Healthcare | Knú Comfort to provide the best-in-comfort furnishings for healthcare and wellness environments.

Comfort is designed and built into everything that comes out of our doors. It's the foundation of what we strive to create and what we offer to those who most need it—our ethos. From the initial spark that flashes through the mind of one of our dedicated engineers to the first time a new design leaves our manufacturing facility, comfort is the guiding light that carries us through every step of the way.

There are myriad forms that comfort may take. It is the well-being that is amplified when a weary patient can feel at home. The peace of mind that comes with the durability of a product designed to sustain a full life cycle. It is in the satisfaction of a caregiver who can rely on the performance of a product to shine in the time of need. It is found in the confidence of a healthcare provider who has found a trusted partner with integrity.

In our fifty plus years of creating, learning, and building relationships we have reinvented, reinvigorated, and refined our organization so that we can clearly know who we are and where our greatest strengths lie. This allows us to passionately fulfill our mission, without distraction, to achieve comfort by perfecting the performance and durability of the products we create, all while never compromising our integrity as a company or individuals. The more we meet success in accomplishing this goal, the more we fully come to see the truth in our motto- Comfort Heals®.



KADIA MOD HIP CHAIRS



KASCADE LOUNGE CHAIR



NEOCON SHOWROOM 2021



KADIA MOD STYLE DURABLE 650 SERIES COMPACT RECLINER



FUTURE WORK AGILE TABLE



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A GLOBAL PERSPECTIVE With Schiavello

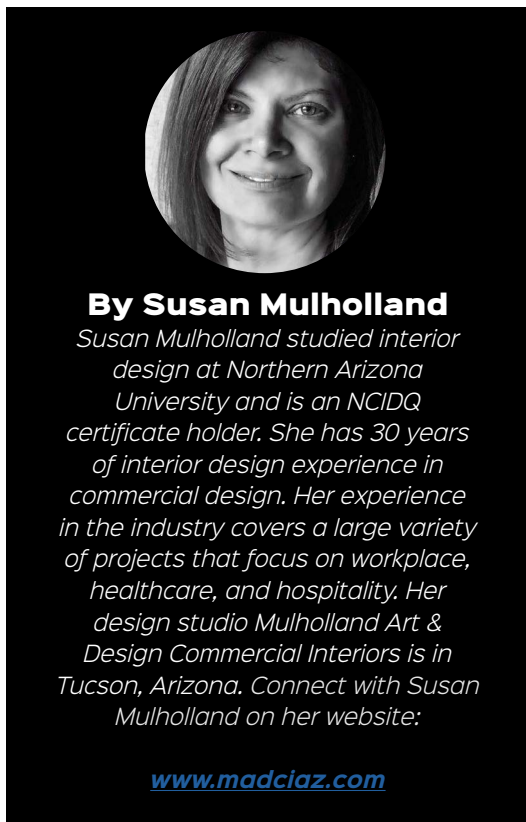
Delve NeoCon 2022 issue by Susan Mulholland, NCIDQ, WELL AP, IIDA

This is the third article in my series as I explore the next chapter in commercial furniture manufacturing and workplace design. I am talking with Australian manufacturer Schiavello as we look at our industry through their global viewpoint. Schiavello will be illustrating how they believe the workplace should be designed - not by having a flashy showroom that drains your ability to think but by giving you a chance to use their furniture in the way it was intended, with purposeful design that compliments the environment. Schiavello will be showcased in the MRL/NAIRC showroom on the 10th floor (10-164) of the Merchandise Mart during NeoCon.

NeoCon 2022 -What's next?

As we enter the first part of June, interior designers, furniture dealers, and manufacturers have only one thing on their mind, NeoCon. For the past fifty-three years, the Chicago Merchandise Mart has hosted the most prominent design show for commercial furnishings, finishes, and design innovation. This is the event that has brought everyone from around the world to one place to share ideas and reveal new products for the industry.

Design is ever-changing and malleable - as it should be. None of us would be in this industry if we liked to keep everything exactly the same day in and day out. We are creatures of change, and in some ways, designers crave it more than others! Designers want to see and touch new products. That is how we make our decisions for our clients. Acting as our clients' proxy, we can give feedback needed to make good decisions for everything necessary to finish and furnish any space.



By Susan Mulholland

Susan Mulholland studied interior design at Northern Arizona University and is an NCIDQ certificate holder. She has 30 years of interior design experience in commercial design. Her experience in the industry covers a large variety of projects that focus on workplace, healthcare, and hospitality. Her design studio Mulholland Art & Design Commercial Interiors is in Tucson, Arizona. Connect with Susan Mulholland on her website:

www.madciaz.com

Our job is not just to make product selections; our role as a designer is to help our workplace clients reimagine the next office. As I described in the May article of this series, typical office spaces are becoming obsolete. We, as designers, need to showcase the future of office design by giving our clients a way to increase productivity through furnishing.

We have all spent the last 24 months in a fog. Design firms and clients have all been working from home. We have taken our homes and turned them into our new "temporary" office space. Many businesses are now transitioning back to an office environment outside of the home, our job as designers will now be to help them figure out what their new space will look like and, most importantly, how will they be incorporated into their new ways of working. Remote work, hybrid work, or even shorter workweek schedules are still being debated as the next phase for a post-pandemic office.

Schiavello's approach to this dilemma is different. Why? Because in Australia, everyone works in some form of hybrid/remote work. As a company producing quality dedicated contract furniture for over the past fifty-five years, they came up with solutions - at least in Australia. Australians have been doing their "office" jobs in places other than just the typical office building for more than a decade. Because of this, their idea of "work furniture" is based on what we define as flexible work components rather than typical defined furniture pieces.

Before the pandemic, our workspaces were defined by the furniture inside the space. Offices either had panels that were dated from the 1990s and earlier, or they evolved to a more open plan with collaboration spaces that had lounge furniture and shared desking options. All of these office design concepts were first introduced at NeoCon. Their popularity and success came from the manufacturers' showrooms that showcased the latest innovations in office design, function, and of course, aesthetics. Without NeoCon introducing the next big idea in offices, we would still be sitting at desks and chairs used by our great grandparents.

Innovation in manufacturing is only part of why NeoCon has been the place for introducing change. Innovation in design thinking- relating to how we work and what our work environments should include is also part of what NeoCon offers. When it comes to productivity, health and well-being will be an integral part of evaluating our new office. Furniture manufacturers will be emphasizing this too in their new product designs to create an inviting, engaging office environment for a new way of working.

As we look to our manufacturers for inspiration, we must consider what the past two years have taught us. Our world is changing at a more rapid pace than before. Our lives are not just based on our careers, but on everything else in-between. From family relationships to acquaintances, our interactions with people have changed; many now value our time more than before. We want to be in the present moment with the people we care about and our social interactions need to be more about the experience we are sharing.

Good partnerships in life and business are essential for our social engagements and, ultimately, our well-being. For the design industry, partnerships come in all shapes and sizes. From architectural and interior design studios, furniture dealers, and even manufacturers. All form partnerships for various reasons, but mostly these

partnerships are "designed" for a specific purpose. Whether that purpose is for profit or just as an introduction to a new market, creating partnerships is another reason why NeoCon is so important to our industry's survival. Manufacturers are not only sharing their products with designers but are looking for new ways to bring those products to the marketplace.

My Resource Library has been aware that anything is possible when good partnerships are created. Schiavello is also aware that by introducing their product line in a way that creates an impression that is more meaningful than overwhelming, impact will be deeper. This approach seems counterproductive when you think about how other manufacturers want you to remember them. If your goal is to find a manufacturer who will help you with the task of showing your clients that offices can still be a valuable and desired place for their employees to be productive, then this approach to creating that impression will work.

When you start looking for a flashy Schiavello showroom at NeoCon, you won't find one. Instead, you will find them in the MRL showroom where you can use the furniture that Schiavello creates in an environment that allows you as a designer to do what you do best- imagine what is possible for your next project. Take in the compact version of what Schiavello has to offer in an environment that encourages you to be engaged with your design pals. Just like your clients want their employees to be engaged, this will be the test drive your clients are looking for and what you should share with them is your honest opinion on the experience.

Having manufacturers who want you to experience their products by using them is an effective way for you as a designer to decide on a product. Our next best work environment must include the idea that we need less stuff to be productive. If you count how many different chairs are offered for any work-related task, you will be amazed at the number. Now think about what each of those chairs have in common and what's special about them. If you hunt for the perfect all-around chair that looks more like a Swiss army knife than a place to sit, you will probably find it in several different manufacturers' showrooms scattered throughout theMART. This is why attending NeoCon is so essential. It's your chance to find your gem.

When you see new introductions showcased at NeoCon from manufacturers you haven't heard of, like Schiavello, take the time to truly see what they are about. I hope that I have piqued your curiosity



FUTURE WORK CLIENT CASE STUDY

about their line through the past two articles in Delve. Now, take a chance and experience it in person. Go to the MRL showroom, sit, use their furniture, ask Schiavello's North American Vice President, Jeff Thompson lots of questions and get to know a new way of creating a work environment that fits your clients' expectations. There is always a risk working with a new manufacturer, especially one that only recently entered the US market. But if you are looking for a manufacturer who is willing to help you achieve your vision, Schiavello might just be the one to do it.

NeoCon will be full of inspiring ideas for new office designs that incorporate flexibility, well-being, and innovation. You are the catalyst to share these ideas with your clients and colleagues. Be mindful of those manufacturers like Schiavello who take a different approach to bring the office back to life without compromising our new view of what work is truly about. Take note of what you see at NeoCon today, remember what you learned and who you talked to- these are the experiences that will stay with you and inspire you well after you leave theMART.



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Building the Virtual Library OF THE FUTURE

My Resource Library turns nine this year at NeoCon 2022. Over these years, I have heard how many people have thought of doing a virtual library. I've even had someone say that they were the first to think of this using microfiche – Microfiche. Wow! Some of you reading this may not even know what that is! For those of you that do, could you imagine looking at a black and white screen and scanning thousands of pages for the information you need?

In June 2013, at NeoCon on the 7th floor in a 5' x 10' space, My Resource Library was launched. Funded solely by Mike Goodman, Principal and Head of Programming, and Jeff Carlson, Principal and Head of Sales & Marketing, we have seen the industry adoption of our program and incredible growth.

We work with all facets of the Contract & Hospitality Industries: Rep Groups, A&D Community, Dealerships, Facilities, Interior Design University Programs, Manufacturers, and integrate with several specification programs used within the industries. In the words of the Carpenters – “We’ve Only Just Begun”

Check out what so many people are saying about us.

“It has been amazing to watch the evolution of MRL. You and your team have done an astounding job & continue to raise the bar to the next level. The site is remarkable.”

- Ross Pupillo

WHY OUR USERS LOVE MRL

"By clicking on a dealer's website integration with MRL that you provided below, you don't even have to have an account set up, but you can still see the content you guys provide which is perfect. I LOVE this platform will definitely be referencing it in the future!"

- Megan Spellicy

My Resource Library is exactly what I need...I have worked in big design firms my entire career until I went on my own a few years ago.....this will help me to eliminate my storage unit...the junk in the trunk of my car and the constant need for scanning!!!!

- David Chason

I love getting the news. It's the best way of me seeing new products without having to search websites. You have exposed me to products/vendors, I never thought I would use. Thank you!

- Jennifer Newton

This is really what I've been looking for before reducing some of our library space....needed to have the ability glance at all the lines, because I simply can't remember them all.

- Mindy Kaplan

I came across MRL while attending NeoCon and saw coasters with the information on it. After my return from the tradeshow, I created an account and VERY excited about it. I've been wanting something like this for years!!!

- Nicki Verlin

MRL is an awesome virtual resource library that supports several needs of a progressive dealer. First, it empowers a remote sales force with well-organized product resources. Secondly, it saves showroom real estate as bulky traditional libraries can be replaced by a sleek, functional, virtual library. Its super slick on an 80" touchscreen and it becomes a big part of the customer experience!

- Dave Kiwior

I am in early stage of creating a very large project binder for furniture standards and alternates for a multiple hospital chain. Using your Project Binder software will save me a lot of time

- Renee Hawk

I just had to say that this is the greatest idea ever.

- Autumn Recore

tool you have all provided to our industry! I always say "why didn't I think of that first!?"

- Amanda Van

What a great time to be a part of MRL!! We are getting more and more feedback that our reps and customers are using MRL, so thank you for that!!!

- Abby Troutman

I just registered for your site. It is a great idea long overdue.

- Angela O'Brien

95,000+

Active Users

7,100

Daily Logins

327,000

Monthly Searches

2.4 million

Monthly Items Viewed



My Resource Library's hospitality suite was located on the 10th floor, 10-164.

By Jeff Carlson, Principal of My Resource Library

NeoCon 2022, to me, had the theme of reconnecting! One could feel the energy of anticipation and excitement the moment you came up the escalator thru the most used entrance into theMART on Kinzie and Wells. (I'm looking forward to seeing the remodel of this entrance and more in 2023.) TheMART publishes the number of total registrations, and at a meeting with Byron Morton, VP of Leasing, he mentioned 75% of 2019 numbers. Like many people, I judge the attendance of NeoCon on something far more reliable: the lines for the elevators and how many times I have to take the stairs. This year's attendance was fantastic, and I definitely got my steps in.

What makes NeoCon such a fantastic event? My Resource Library reached out to various manufacturers for their perspectives. For us, My Resource Library started at NeoCon (2013), and there is no better industry-specific event that brings so many of our manufacturing, dealer, design, and rep partners, customers, and communities together. The NeoCon website says, "NeoCon has provided a platform for ideas that have transformed the ways we live and work for the past 50 years". To me, it goes well beyond this, and it reconnects us with the people in our industry. People buy, specify, and partner with people, and this industry proves that over and over again.



MRL team members Mabel Sansevero, Jeff Carlson, Jim Palmitier, Samantha Ayres, and Ben Stich.

In the U.S. market, there's no other time where manufacturers, interior designers, product designers and industry pioneers of all kinds come together in one place, on such a grand scale. Everyone brings their A-game and that's how ideas are generated and trends emerge. It's a one-of-a-kind energy and something you just can't experience unless you're there.

- Tammie Alciatore, Arcadia/Encore



Jenina Garcia Dolce and Cindy Bitensky with Arnold Contract

WHAT'S EVERYONE SAYING ABOUT NEOCON 2022?



MRL team members Heidi Fields, Michelle Seluk, Sarah Davis, and Samantha Ayres.

This year's installment of NeoCon was a welcome reminder of the power of people getting together. While the excitement of "being back" gave great energy to the show, people came to Chicago to solve problems and build relationships. We had more conversations, longer conversations, and more projects uncovered than at any of the ten previous NeoCon's Loftwall exhibited. We couldn't have picked a better year to open our flagship showroom on the tenth floor – thousands of guests got to experience our brand (many for the first time) and we walked away more optimistic about the industry and inspired for the future!

- Bryce Stuckenschneider, Loftwall



Jeff Carlson and Steve Rozeboom

Neocon is important to me for a variety of reasons. There is no better industry event that allows our independent representatives to connect with our manufacturers and clients in the same week. We are able learn about new products and marketing efforts one day and immediately get to share what's to come with our dealer and A/D partners the next. I am always so invigorated and optimistic for our industry after our week in Chicago!

- Jeff Allor, Allor Group

Products and People: Neocon is so much more than just a furniture show. It not only casts a spirit and understanding around the evolving needs of the workplace as well as stewardship but fosters a competitive edge giving recognition to the design-thinking that pushes every aspect of our industry forward; however, most importantly NeoCon allows us the unique opportunity to re-establish relationships that mean so much to us or ignite new ones that will have a lasting impact on our lives and our businesses.

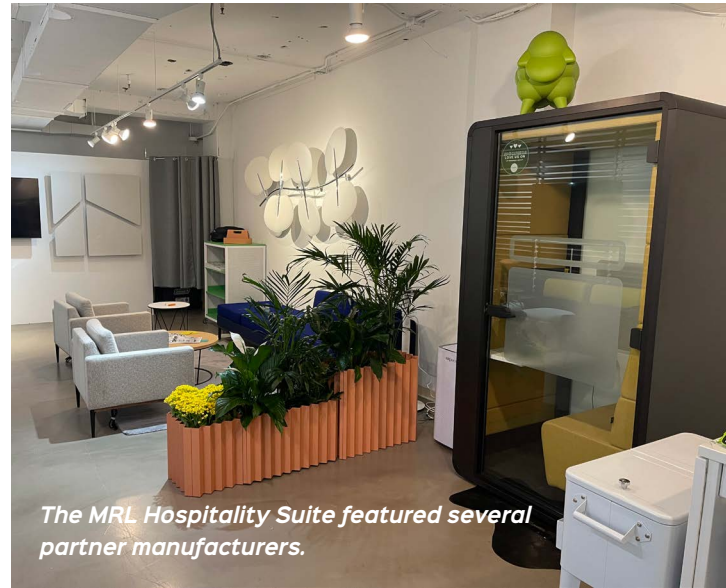
- Molly Menke Prior, VP Workplace, OFS



Kevin Glynn of Groupe Lacasse and friends



Wilson Chow of OM Seating



The MRL Hospitality Suite featured several partner manufacturers.

NeoCon is as much about people as it is about product. It is a time to connect and we have all missed the connection with those that we serve. And, it is a time to present product innovations that will improve work environments for everyone.

The energy and enthusiasm at NeoCon this year was palpable. Our sales representatives had calendars that were full of appointments, our clients were looking forward to seeing new product designs and for many it was an opportunity to share an evening meal with people that had not seen one another for over two years. This is a tight knit industry and to see people embracing in the hallways, celebrating with showroom parties and lingering after a fine meal was terrific.

Neocon is important on many levels, our industry needs this annual event at the Mart. Though some have decided to take an independent tact, those of us that are committed to the Mart and NeoCon do so because it fuels our industry. Manufacturers, architects, designers and our sales representatives all benefit by being able to see it all in one place. Without each of us having the second week of June on our calendars, I truly believe that product innovation would slow and that would not be good for anyone.

- John Fischbach, Decca Contract



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The Evolution of an Icon: Creating a New Experience at theMART

As workers return to offices, shoppers and designers revisit their favorite showrooms, and industry events once again draw attendees from across the country and beyond, theMART, an icon in Chicago's history since the 1930s and home to NeoCon, is creating a new experience for all who enter. The vision embraces the desire for increased hospitality-driven environments within the building, providing balance and well-being to tenants and visitors in our new understanding of work and life.

Re-emerging from the pandemic with new perspective and a re-invigorated focus on what will best serve the many visitors that filter through the 4 million square foot historic Art Deco building each day, theMART has partnered with Gensler to imagine a vibrant, dynamic future for its tenant amenities and public spaces. Work will begin in the Summer of 2022 with completion by NeoCon 2023.

The Vision: Connection + Intersection

theMART is a creative center and hub of design, and the changes being implemented represent an amalgam of genres coexisting in a balanced and eclectic landscape. The new design aims to marry the building's legacy with a sense of modernity, respecting the past while addressing the shifting expectations of tenants and the broader design community. The 2.0 vision

connects building design to a lifestyle-centered environment, enhancing the overall experience of theMART's newly invigorated and highly amenitized offerings.

The design incorporates a series of first and second-floor environments crafted with the intent of driving a strong visitor experience and reinforcing theMART's role as a true global design destination. The team is envisioning a variety of new and updated spaces, focusing on enhanced lifestyle amenities including:



- Opening up the northeast entry of the building for added permeability, a sense of welcoming, and enhanced points of engagement
- Reimagining the 2nd floor to maximize connection and a balanced lifestyle, including creating a new tenant fitness center, hospitality-driven conference center, and design-forward lounge
- Refreshing the south plaza and lobby arrival experience to draw visitors in and through the building

The Materiality: Integrating Old and New

Gensler has embraced colors, materials, and finishes that seamlessly blend the history of the building with fresh elements reflective of today's design-forward styles. The connected design language builds upon the building's historic Art Deco foundation, highlighting detailed decorative and ornate geometries while introducing complementary materials and reimagined finishes with modern applications. This balanced intersection – what the team has dubbed “modern legacy” – showcases theMART as the epicenter of design: yesterday, today, and into the future.



More details on the research, vision, and planning behind the building's transformation will be covered in our June 14, 2pm CT, presentation during NeoCon. We will explore theMART's evolution as it takes on a new relevance to best serve the design and business communities of Chicago and beyond.

Lily Diego, AIA is a Design Director and Regional Office Building Repositioning Leader in Gensler's Detroit office. Lily brings over 25 years of experience directing design for projects spanning workplace, community, and office building repositioning and development. Her creative curiosity is fueled by the evolution of the user, uncovering innovative and adaptive future-forward ways of experiencing space and place. Lily's tenacity and dedication to excellence has earned her the trust and respect of her community and clients, including automotive consumer goods, emerging technology and professional services companies, and developers such as Ford, Volkswagen, and Olympia Development, among others.

Todd Heiser, IIDA is a Principal and Co-Managing Director in Gensler's Chicago office. His leadership showcases more than 20 years of experience in next-generation design at the cutting edge of workplace strategies, and his commitment to a high level of conceptual and technical development, combined with a design process that champions client partnership, transforms spaces for his clients across the globe. With a genuine interest in people and passion for leading teams to personal and professional success, Todd is a trusted mentor to many. His expertise is regularly sought after by organizations, conferences, and global media outlets, exemplifying his influence in the industry and beyond.



RICK ALLOR III, MANDY RITTER, COURTNEY BEISS, NICOLE PIAZZA, AND JEFF ALLOR.

ALLOR group | After six years of working in the steel fabrication industry, I decided to take a leap of faith and join my father in business. In 1996, Allor group was founded, and we began operating in my father's basement, surrounded by a ton of chair samples. After a few years, we decided it was time to expand the business into a more professional space. We moved into the family building on Mack Avenue, working alongside my late brother, who owned an art gallery. Today the art gallery is now fully renovated 4000 sq ft showroom, where we can display a wider variety of furniture. We employ three outside sales, a Sr Designer, and showroom manager.

Allor group has maintained its success over the past 20 years by being a resource to our clients. We make it a priority to work hand in hand with our clients to ensure we are exceeding their expectations. The goal is to be a valued partner to our manufacturers and provide the highest level of services to our customers. I have found that changes are constant in our industry, and being able to adapt quickly is key. To evolve and be a leader in our territory, we have to be able to anticipate the needs of our clients. Our focus moving forward is growing our operations to include more consultive sales representatives dedicated to supporting smaller groups of customers. Additionally, we are looking to create a high-quality internal design team to become a greater asset to our client base.

It has been exciting to see how the advancement in technology has transformed the products in the contract design industry. This has given us the ability to deliver on specific needs and create a customizable environment for our clients. Our team at Allor group is passionate about what we do and feel fortunate to be able to work with amazing individuals throughout the contract design industry.

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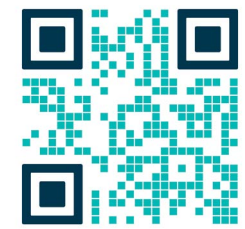
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SOURCE **Stance** **STYLEX** **SURFACEWORKS** **SWFTLY**
HEALTHCARE

Stinson **WORKSPACE** 48

On the first night of NeoCon, Monday June 13th, My Resource Library partnered with the North American Independent Rep Council (NAIRC) to host the NeoCon AfterHours Party. This exclusive event was held at the Tunnel Club at 151 W. Kinzie Street. The party began at 8:30pm and we partied until 1:00am! As an industry we have been looking to reconnect in person and the AfterHours party gave us the opportunity to let loose and do that, thanking clients and specifiers within North America.

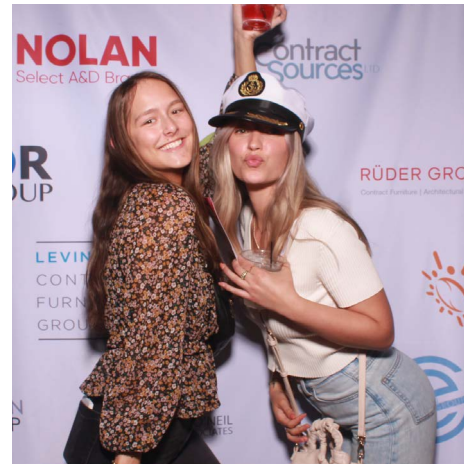
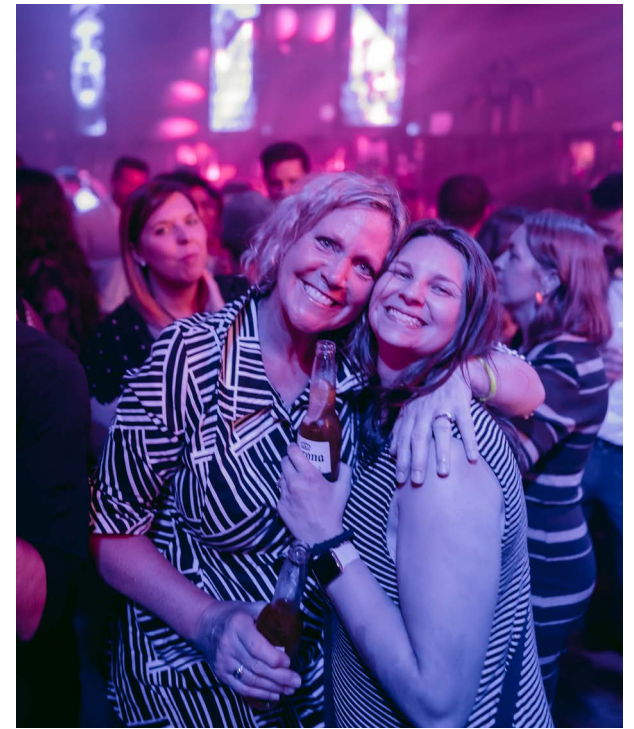
The NAIRC includes the following rep groups: *Eaton Group, CE Associates, Rodenbeck & Associates, Altitude Resource Group, Cronan & Associates, CFS Group, The Ruder Group, Allor Group, Tim O'Neil and Associates, MRG Southeast, The Bierman Group, Nolan Brands, Contract Sources, and Levine Contract Furniture Group.*

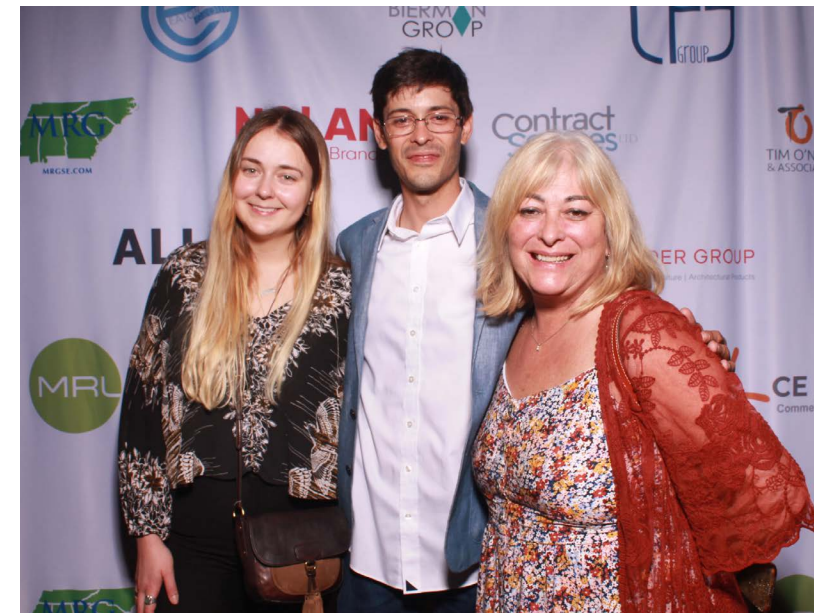
The NAIRC was started with one goal in mind, to bring companies from across North America together that are the best in their field and each respective territory. Each group is committed and invested in bettering their firms and the companies they partner with.

Together the NAIRC is impassioned to learn more about the industry, how it can influence business, and redefine its place within the industry.

The NAIRC itself is truly a testament to the importance of partnership. It is led by their elected advisory board – Jeff Allor with the Allor Group, Sean Cronan with Cronan Associates, Michael Gallery with MRG SE and Jeff Carlson with MRL. Together with their fellow peers, they will continue to raise the bar and provide invaluable insights to the industry.







KEEPING CONNECTED

With the challenges that 2020 and 2021 brought, it is more important than ever to "Keep Connected" to our clients, friends and colleagues. We have been simply inspired by all of the innovative ways our Rep Group friends have found to do just that! The pandemic hasn't slowed them down one bit, and relationships are still at the center of their strategy.

In the "Keeping Connected" section of Delve Magazine, every month we will highlight inspirational snapshots of what our Rep Group partners are up to, and how they are finding innovative ways to stay connected to their clients.

We hope you enjoy this feature, and are inspired as much as we are!

Want to share your pics? Email us at industrynews@myresourcelibrary.com

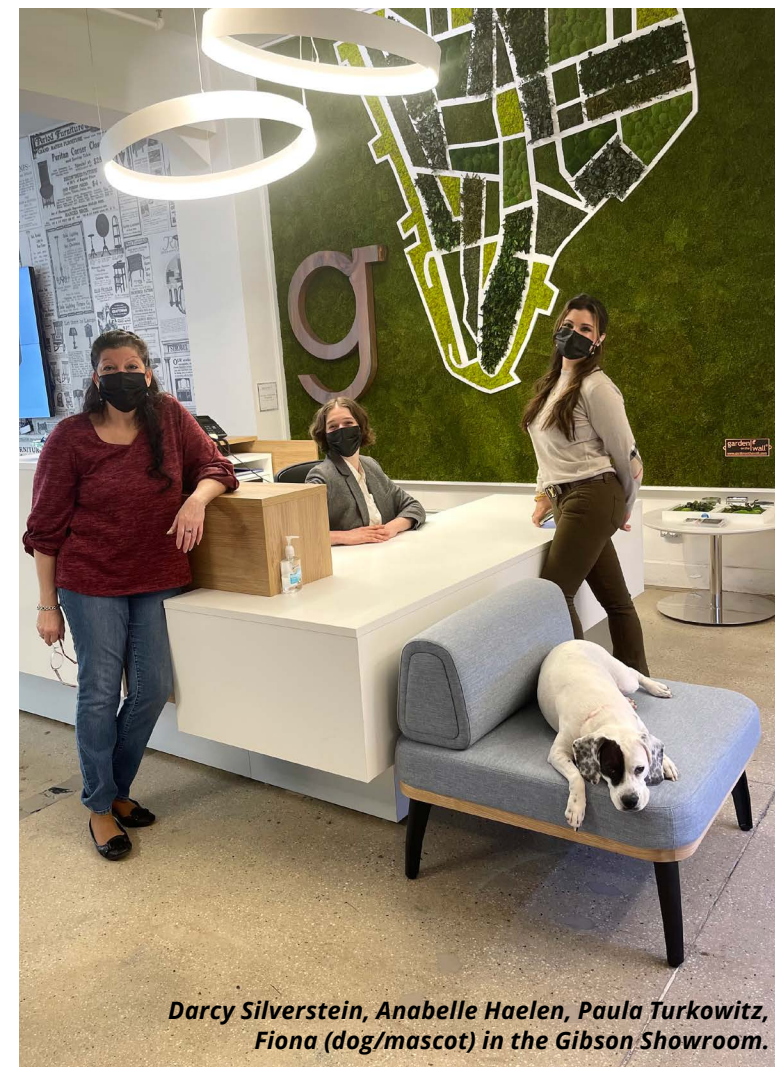


Aligned Mobile Showroom

Aligned

The team from Aligned visited a dealer on their three-day 1,300 mile dealer roadshow! In all, they visited 12 dealers. Day 1 was Fresno, CA. Day 2 was Sacramento, CA. Day 3 was Reno, NV. For this trip, they showcased HAT Collective and Allseating. Having this mobile showroom allows them to present products to dealers and designers at their locations. The response has been awesome from the dealer and design community! They love the fact that they do not have to drive to a brick-and-mortar showroom. Aligned brings the showroom to them!

alignedreps.com



Darcy Silverstein, Anabelle Haelen, Paula Turkowitz, Fiona (dog/mascot) in the Gibson Showroom.



Teri Cutler and Jamie Waltuch Gibson Florida team



Paula and Leah at the latest St. Jude Event this past October

Gibson Interior Products

Gibson Interior Products is a four-generations family-owned independent manufacturer's representative organization operating in New York, New Jersey and Florida. We have more than 75 years of experience in selling commercial office furnishings. The categories we specialize in are furnishing products for corporations, healthcare, education and hospitality.

gibsonoffice.com



Necon in 2021 - Galita Leiderman, Jamie Waltuch, Paula Turkowitz, Leah Pagano, Ken Gibson



The Team



LA Design Connect Event



LA Design Connect Event



Fostering collaboration, wellbeing and productivity through research-led workplace furniture.

Visit our debut NeoCon exhibition at theMART:
10th Floor, showroom 10-164.

schiaavello.com/furniture

schiaavello

Rodenbeck Associates

Rodenbeck Associates is an independent manufacturer rep group formed in 1978 and is based out of our showroom in Downtown Los Angeles, California. They offer product solutions to the architectural and design community as well as our contract office furniture distributors to fulfill the needs and vision of end users to create amazing commercial environments.

Event info: The LA DESIGN CONNECT was huge success! THANK YOU to all that visited and saw some of our latest designs from DeskMakers, ERG International, Loftwall, Source International, Via Seating, Nevins, Dekko and Konzept Inc.

rodenbeck.com

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