

Love

FEBRUARY 2025

SIMPLICITY
ONSEMBLE'S LOVE LANGUAGE



HENLEY a beautifully crafted wood chair



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A Love Letter to the Industry

This month is our annual heartfelt letter to the industry that we all love so much. You'll find this Valentine's-inspired theme all over the issue, which we hope you *love*.

Our cover story is its very own love letter to simplicity from a new brand that is streamlining workspaces for the future of hybrid work: Onsemble.



Read the story on page 20 →

Celebrating the Power of **CONNECTION**

Our industry runs on the relationships we create and maintain, so join us in exploring the ways our rep friends stay connected. Want to be featured? Send your images and info to Abby Koesterman at abby@myresourcelibrary.com!



WELCOME TO THE LIBRARY

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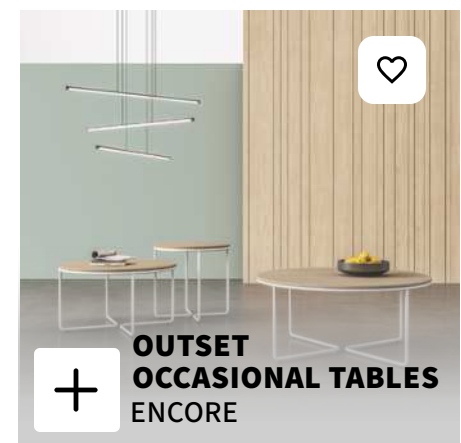
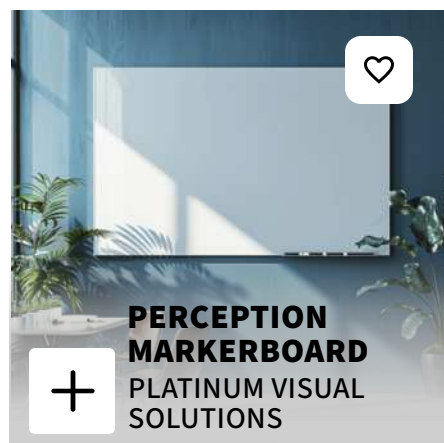
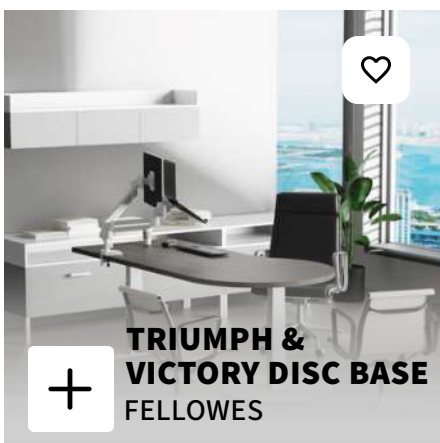
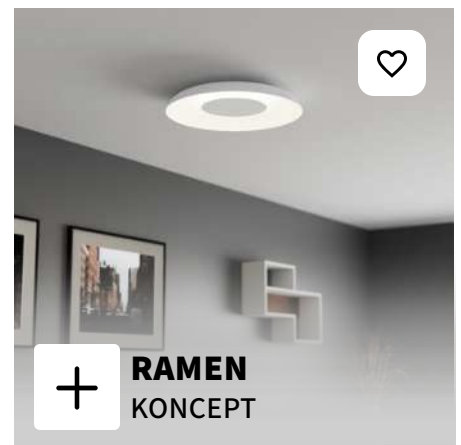
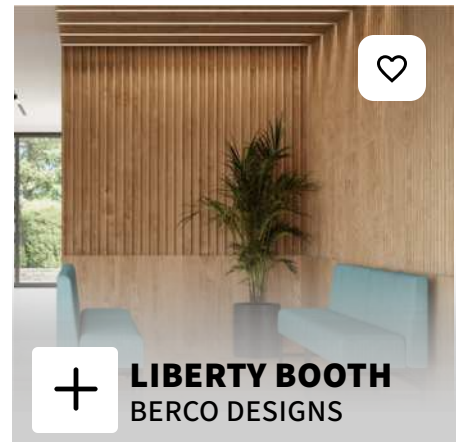
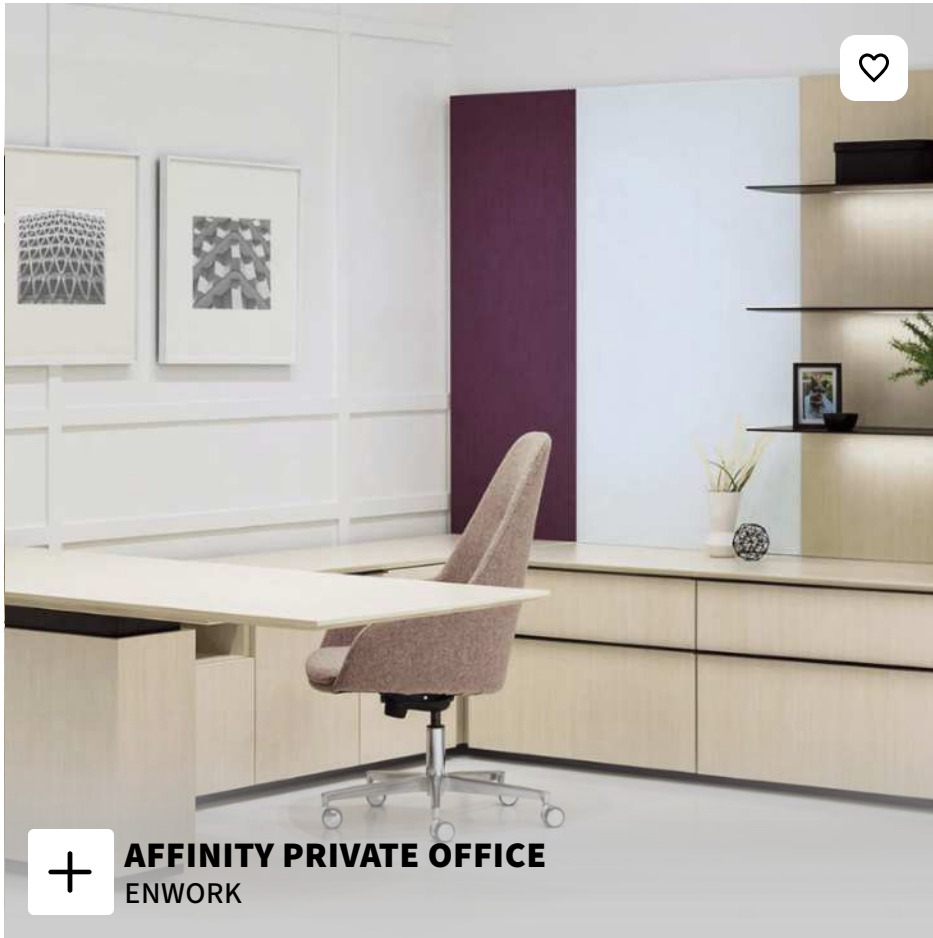
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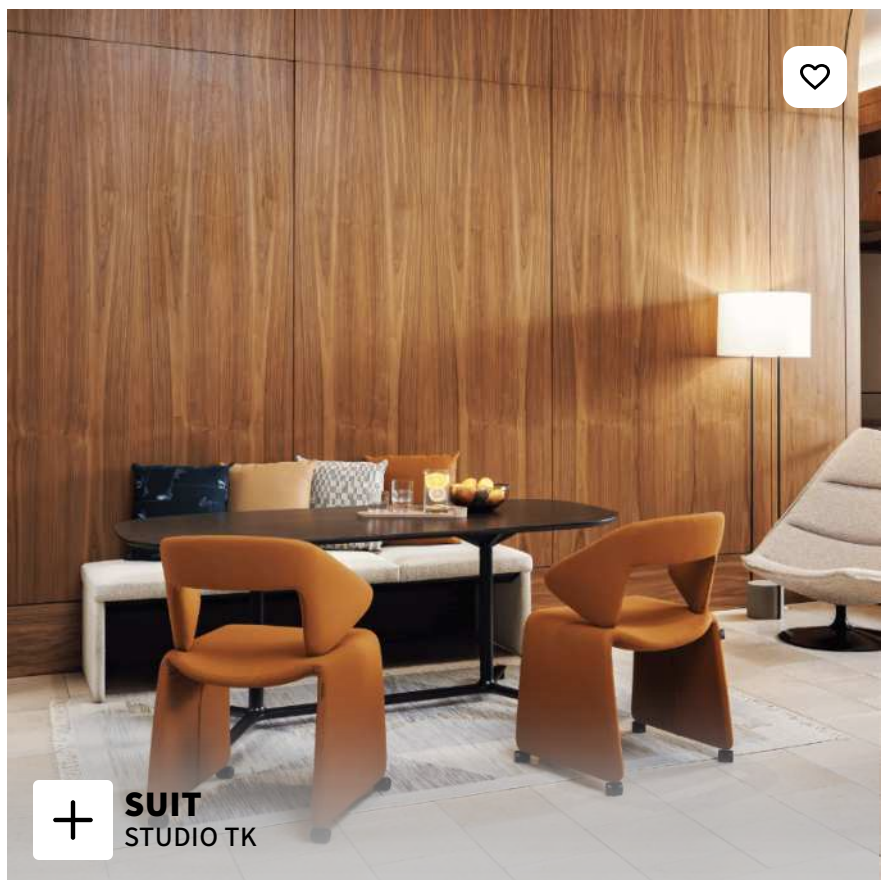
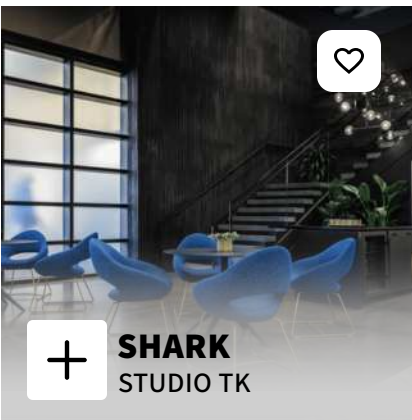
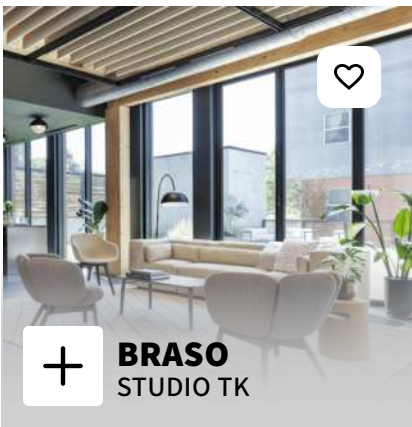


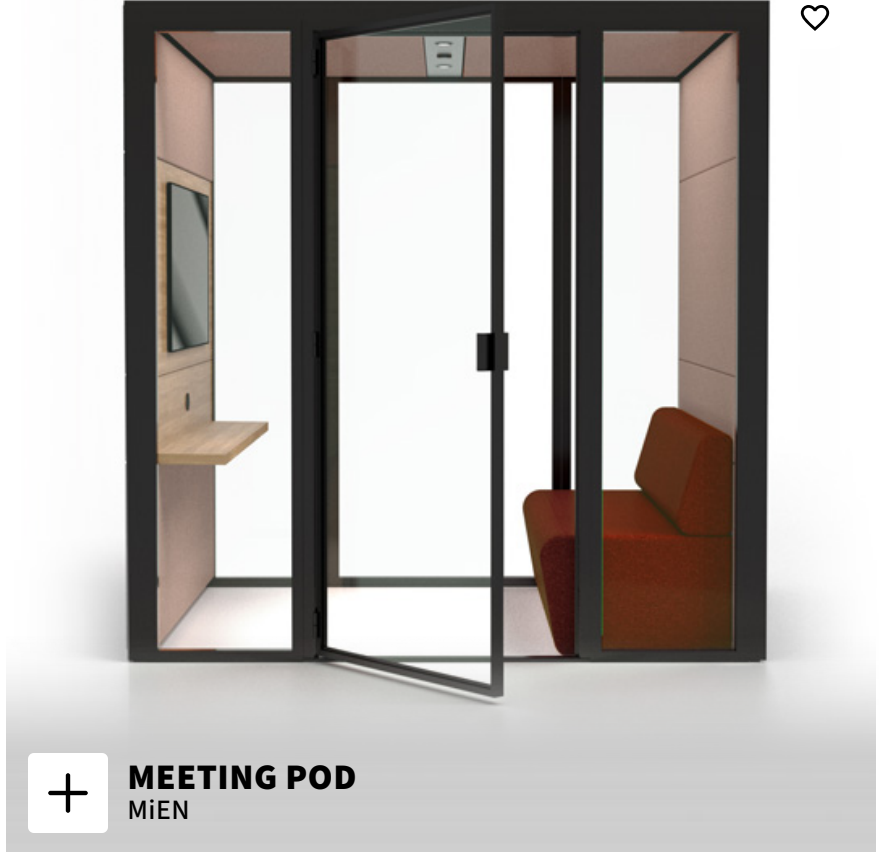
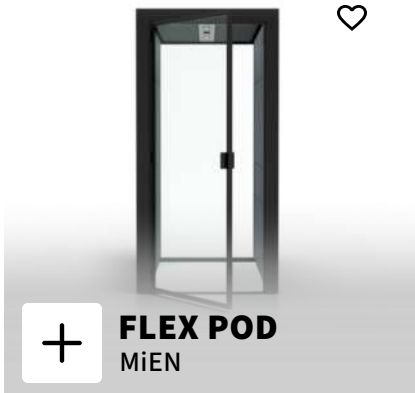
LATEST PRODUCTS

ON THE SHELVES

See something you love? Tap the heart to curate a collection of products that you'd like to request a sample of or more information!

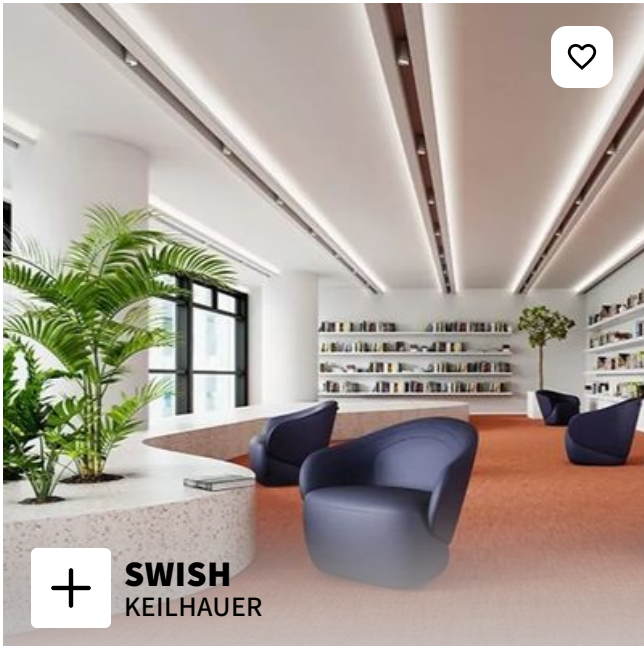




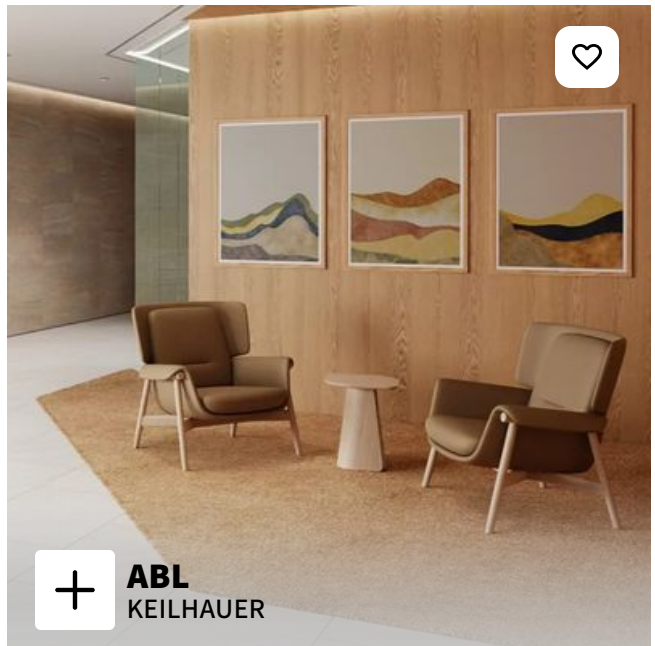




+ **DAIS**
KEILHAUER



+ **SWISH**
KEILHAUER



+ **ABL**
KEILHAUER

A LOVE LETTER

to the Contract Design Industry



Last month we asked, "What does the contract industry mean to you?" and your responses did not disappoint! Sit back, relax, and feel the love from your fellow furniture nerds.

Kevin Ecarius | MiEN Company

“The furniture industry for the education market is a powerful driver of student engagement and its role extends beyond aesthetics. This industry is about crafting environments that inspire curiosity, support diverse learning needs, and empower educators to foster creativity and collaboration.

At its core, this industry intersects pedagogy, design, and technology to shape the learning experiences of tomorrow. To me, it is about creating tools that amplify teaching and learning while supporting neurodiversity, wellness, and sustainability. Each piece of furniture tells a story about how education is shifting toward flexibility, inclusivity, and student-centered approaches.

Ultimately, the furniture industry for education is not just about products like it was when I started in the industry in 2005. Now, it is about investing in the future of learning, shaping environments where students can truly thrive.”

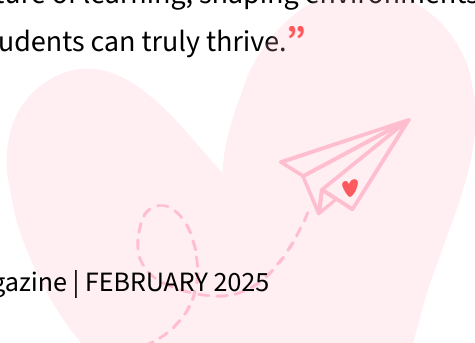
Jeff Thompson | Schiavello

“Let me just say it: I absolutely love what I do. The contract furniture industry is this incredible mix of creativity, connection, and purpose that keeps me excited every single day. I mean, how cool is it to sell products that actually make people’s work lives better? Whether it’s a chair that feels like a hug after hours at a desk or a space that inspires someone’s next big idea, it’s amazing to know I’ve had a hand in that.

And shaping office environments? That’s where the magic happens. There’s nothing better than seeing people walk into a space we’ve helped create and hearing, “Wow, I actually want to be here!” Knowing I’ve turned “ugh, the office” into “heck yes, the office” feels like a win every time.

But honestly, the best part? The people. This industry has brought some of the most genuine, talented, and downright fun humans into my life. Clients, designers, dealers, partners — they’ve become lifelong friends who share my passion for making workspaces awesome.

This isn’t just a job for me; it’s my happy place. I get to make a difference, build amazing relationships, and have a blast while doing it. What’s not to love?”



Katie Scheuerman | Interior Resources Group

“Our industry is built on the foundation of partnership, friendship, mentorship, loyalty, and a shared energy that drives us forward. To thrive here, it truly takes a village—a healthy and vibrant network of relationships that empowers us to grow, both as individuals and as a collective. This industry is more than a profession; it’s a family—a dynamic community of hardworking, creative, and like-minded individuals united by a common purpose: to craft spaces that leave a lasting impact on the world. For me personally, our industry means love. It’s a labor of love—love for our craft, love for each other, and love for the difference we make in the world.”

Scott Eddy | xlr8reps

“The contract furniture industry is where functionality meets creativity, and every piece tells a story of collaboration. To me, it’s more than just furniture; it’s about creating spaces where people thrive—whether it’s an inspiring workplace, a welcoming public area, or a serene home office. I love being part of an industry that bridges design and practicality to shape environments where people feel comfortable, connected, and productive. It’s rewarding to know that the work we do contributes to experiences that people carry with them every day.”

Rebecca Morris Officeworks Inc.

“The contract furniture industry is where functionality meets creativity, and every piece tells a story of collaboration. To me, it’s more than just furniture; it’s about creating spaces where people thrive—whether it’s an inspiring workplace, a welcoming public area, or a serene home office. I love being part of an industry that bridges design and practicality to shape environments where people feel comfortable, connected, and productive. It’s rewarding to know that the work we do contributes to experiences that people carry with them every day.”

Jeremy Saltzman | A-metro

“Contract interiors of NYC provides me a career where my passion for design meets the pulse of a dynamic city. Every project I’m a part of shapes spaces that inspire, connect, and elevate—turning visions into reality. Building relationships with my customers that become lifelong friends.”

Nicole Shamir | OFGO Studio

“For me, the industry is a dynamic and vibrant space where innovation thrives and connections flourish. It’s incredible to be part of a community that blends creativity, functionality, and design to shape spaces that truly transform experiences, driven by the passionate and inspiring individuals who make this industry extraordinary.”

Tiffany Theis | BeyonDesign

“Our community is defined by vision, creativity, and the ability to shape the environments where life unfolds. Dealers, reps, architects, and designers have the unique privilege of creating a space that feels special to everyone.

This industry allows us not to only be part of stunning work, but to create lasting friendships and partnerships. We believe that when you work with friends and partners, it’s not really “work” but rather a privilege of being able to participate in greatness. Our industry truly is an art form that breathes life into spaces; it’s a delicate balance of function and beauty, where every decision—from the texture of a fabric to the placement of furniture—plays a role in shaping how a space feels, looks, and works. Our industry thrives on the process of transforming a blank canvas into a meaningful expression of personality, culture, and purpose.

Being part of this industry, we are given the opportunity to tell a story and it’s worth celebrating that together, we provide solutions that bridge between imagination and reality, a way to make the intangible tangible. Together, we push the boundaries of what’s possible.”

Alex Sisk | OFGO Studio

“I landed in this wild industry on a bit of a whim (through a recruiter) and quickly fell in love with the process we take part in each day. From the initial concept of designing and shaping spaces, to manufacturing and installing the finished product. While the excitement of helping design spaces drew me in, the personal connections have kept me for a decade and counting. We’re a small industry (there are many companies that are larger than our entire industry worldwide) and this helps foster a close-knit community of very talented, smart, innovative, creative, and caring people. It’s not lost on me that we spend our days creating spaces where many go when they leave home, but for me, the industry has become a home for my career. A home for my own professional growth and creative outlet. A home for friendships, and partnerships. A home to stay grounded and connected to an awesome community of people. We work hard, deal with the Friday at 4pm “furniture emergencies” (always on a Friday!) and continue to create and build this wonderful industry.”

Jenna Weber | Decca

“In an industry where creativity meets craftsmanship, there's something deeply satisfying about collaborating with visionary designers and architects, each bringing a unique perspective to the table. Together, we transform a spark of inspiration into something tangible—furniture that tells a story, sets a mood, and enhances spaces. It's like watching an idea evolve from a mere sketch to a stunning, functional piece.

We love being part of the design community, where every day brings new challenges and opportunities to push boundaries. At Decca, we don't just build furniture; we craft works of art with precision, attention to detail, and a deep understanding of how design impacts the world around us. Fabrication is where the magic happens, from selecting the finest materials to bringing every curve and contour to life. Each piece feels personal.

There's something profoundly fulfilling in seeing a design go from idea to reality—watching it take shape and finally stand proudly in its intended space. It's not just furniture; it's a testament to collaboration, creativity, and the beautiful connection between design and functionality.”

Thao Ngo, NCIDQ | Smith Group

“The design industry holds a special place in my heart, having been crucial to my learning and professional growth. Exceptional mentorship and lifelong connections have helped me gain confidence as a designer. This journey has allowed me to use my creativity to positively impact people's daily lives. I aspire to continue inspiring and guiding new designers in the industry.”

Rhonda Close | CFC Group

“The commercial furniture industry is a blend of design, functionality, and comfort, aimed at improving the lives of people by creating spaces where people enjoy working. The products that are created in our industry don't just fill spaces—they define the atmosphere of offices, healthcare facilities, and public spaces, contributing to a sense of identity and well-being.

On a personal note, this industry means family. I started the CFC Group with my father over 20 years ago and then soon after brought on my husband, Todd. Some of our lines, like JSI for example, even carry this sense of tradition and craftsmanship that is passed down through generations. Whether it is a family-run representative firm, or larger companies rooted in a legacy of design and quality, the values of craftsmanship, hard work, and connection to one's roots play a key role in shaping the industry.”

Darcy Pace | Pace Howe Design

“Design is more than aesthetics; it's about understanding the unique needs of people – whether it's fostering healing environments for patients in healthcare, enhancing productivity and well-being for individuals in work environments, or creating welcoming and inclusive spaces for all. Design has the potential to shape the human experience. The goal is to apply this knowledge and leave a positive mark on the built environment.”

Misti Yeager | Tayco

“Less than a decade ago, I found myself stepping into the contract furniture world, unsure of what to expect. What I discovered was more than furniture, fabrics, and finishes—it was you, the people. Genuine, kind, fun, and endlessly inspiring, you have made this industry feel like a community.

You’ve shown me that collaboration can be creative, that challenges can spark innovation, and that relationships matter just as much as results. I’ve been inspired by the way you keep pushing us forward, always asking, “What’s next?”—whether it’s finding new ways to care for our planet or crafting designs that elevate how we work and live.

Thank you for the laughter in showrooms, the wisdom shared over drinks, and the moments that remind me why I love what I do. You are proof that an industry can be both cutting-edge and heartfelt.

Here’s to more years of building better spaces—and stronger connections—together.”

Lucas Spassiani | Borgo

“The furniture industry is more than just a business to me; it’s a blend of creativity, craftsmanship, and connection. Growing up in the industry, I’ve come to appreciate how much furniture impacts the way people live, work, and interact. It’s not just about designing and manufacturing products; it’s about creating spaces where people feel comfortable, inspired, and at home.

For me, it’s also about the stories behind each piece—how a design comes to life, the hands that build it, and the people who use it. There’s a certain pride in being part of an industry that balances function with beauty and has a lasting impact on people’s daily lives.

At the end of the day, the furniture industry represents teamwork, craftsmanship, and a constant push to make things better—qualities I try to bring into every product.”

Joseph Daite, NCIDQ | STG Design

“To me, the interior design industry means to have the ability to tell a story through design. Every element, from the choice of finishes to the arrangement of furniture, to the planning of the built environment, contributes to a narrative that reflects the values and vision of both the designer and client.”

Mary Anne Wilson | Interior Fusion

“The contract furniture industry is more than just a business for me. It’s about working with end users to create spaces that bring their teams together. It’s about ensuring that doctors, nurses, and staff are comfortable in their environments, allowing them to focus on what truly matters—caring for their patients. It’s about helping students and teachers feel at ease so they can dedicate themselves to learning and growing. More than anything, it’s about the relationships—the clients who have become friends, and the many industry friends who have become like family.”

Brooke Corcoran | Berco Designs

“While I didn’t ‘cut my teeth’ in furniture, I’ve been in the interiors industry for many (ahem) many years. With contract furniture, I feel like I’ve found my forever home. Everything I’ve done in my past has led me to my current position with Berco Designs. Although it wasn’t a straight shot getting here, looking back, the road was always leading me to furniture. Being a “newbie” in this industry was somewhat intimidating at first. All I’d ever heard was how competitive furniture is but what I’ve found is that while we may compete on bids, the people in this industry are incredible. I’ve been floored by the generosity and warm welcome I’ve received from other manufacturers, designers, and dealer partners I’ve met. I feel lucky to wake up every day and talk furniture to anyone who will listen! This industry is challenging and rewarding, creative and analytical, and I know I’ll never be bored! This industry is my livelihood but it’s so much more than that. It’s my passion, my creative outlet, and sometimes maybe even my obsession (cue me flipping over a table in a public place to see who made it).”

Todd Fairweather | bkm OfficeWorks

“Oh the places you’ll go, the spaces you’ll help to create, the community you will become a part of. Over 28 years, I’ve never worked on the cure for cancer, educated children or young adults, fought the war on terror, created iconic brands that people enjoy on an everyday basis, been in law enforcement, done air traffic control, planned scientific arctic expeditions, sold power to the national grid, run a data center, etc., but I’ve helped to create spaces to support the people who do all of those things. I’ve been privileged to see the “back of house” of so many industries and learned interesting insights about how each of them function. I’ve worked with some customers for over a decade and been there when they retired. I’ve assisted younger people learn the industry and provided feedback and support to people who have been in the industry longer than me. I’ve built friendships across the country, people who I can ask for assistance and people who ask me for assistance, each of us just wanting to help one another with the common bond of the industry and this community we are lucky to be part of.”

J.D. Ewing | COE Distributing

“The commercial office furniture industry is deeply personal to me. It’s more than a career—it’s my family’s legacy, my passion, and the work I’m most proud of. Since my grandmother founded COE Distributing in 1947, my father’s leadership through the 70’s & 80’s to the last 35+ years of my leadership, we’ve built a company dedicated to creating inspiring spaces where people can thrive. The journey has included a complete rebuild after a devastating fire, growing a business from scratch after rebuilding COE from bankruptcy in 2009 and transitioning to 100% employee ownership in 2024, this industry has shaped my life and taught me the power of resilience and innovation.

For me, office furniture isn’t just about products. It’s about connecting people to spaces that drive productivity, collaboration, and success. At COE, we’re committed to listening, adapting, and providing solutions tailored to our customers’ needs. We take immense pride in building long-term relationships and striving for excellence every day.

The heart of our success lies in our team of more than 125 owners who embody our Core Values: Customer Service, Respect, Teamwork, Quality, Safety, Innovation, and Transparency. We invest in their growth, celebrate their achievements, and work together to build something bigger than ourselves.

This industry is my life’s work, and I’m deeply grateful to play a role in creating spaces that inspire success!”

Tracey Heimpel | Stance Healthcare

“I’ve been married to you for over 25 years, and like any marriage, we’ve had our trying times. But no matter the challenges, we always come back together. I know that’s because in you, I’ve found my perfect match – like a soothing textile and the perfect shade of blue.

From the first time I laid eyes on this industry, I knew it was the start of something special. In the early days, I must admit I was intimidated... there was so much to learn about you. Now, I embrace how you keep our relationship fresh; always offering new opportunities to know you better and continually evolve the ways I can be the best partner for you.

Our career together has been a great love of my life. We’ve shared countless late nights, endless negotiations, and more NeoCons & HCDs than I can count.

Sure, there have been moments when I wanted to walk away, when the clauses seemed too convoluted, and the terms too demanding. But we always find our rhythm again. We compromise, we adjust, and we move forward.

You’ve taught me patience, resilience, and the art of design. And for that, I am forever grateful. Here’s to us!”

Tom Triplett | Triplett Office Solutions

“Reflecting on my 30+ years in this industry, I’m struck by the vital role we play in shaping the world around us. Often working behind the scenes, we create spaces that offer stability, foster productivity and creativity, and adapt to the ever-evolving needs of our communities.

The strength of our industry lies in the enduring relationships we build with architects, designers, contractors, suppliers, and clients. These partnerships, built on trust, allow us to transform ideas into tangible realities and bring visions to life. We are an industry driven by innovation, constantly pushing boundaries with new technologies and sustainable practices. We create environments that enhance our daily interactions and experiences, responding to the evolving needs of the spaces we inhabit.

I extend my sincere gratitude to the many partners and friends whose dedication and commitment make such a positive difference in the places where we work, live, and play. I look forward to continuing our partnership as we shape the future, one space at a time.”

Susan Kill | National Business Furniture

“The furniture business is funny, fickle, fascinating, frustrating and incredibly fulfilling all at once. Why do I love it? Honestly, it’s not “just furniture” – it’s the spine (sometimes literally) of the business world. It’s a glorious realm where dreams are upholstered and innovation sits in an ergonomic chair. Every desk stores secrets of productivity (or not), every chair a lumbar embrace (hopefully), every breakroom table is a silent witness to small talk and mysterious unclaimed spills. What other industry provides the diversity of opinion that occurs when panels come down and then sprout back up? Where else can you combine the thrill of construction deadline debates with the high stakes of selecting the right shade of black? What other industry lets you experience a showroom visit where you play matchmaker between a company and its forever conference table? After all, that table will be the hero of collaboration, the foundation of brainstorming and quiet witness to countless illuminating presentation decks.

Seriously, this business is the ultimate thrill ride. I’ve been blessed to experience highly exciting waves. It’s been an exhilarating experience with acquaintances who became precious friends. I’m grateful for the industry’s abundant humor, compassion and caring. Cheers to the continued ride.”

Julia Melhauser | Curated Co.

“The A&D industry allows me to do what I love. I love building things; seeing something come to life. As a designer, I’m emotionally attached to this process. Building relationships with other designers, building solutions together & getting to play with beautiful products is a dream. Getting to do what I love with people & designs that inspire, that means the world.”

Steve Schumacher | National Business Furniture

“When asked to pen a “love letter to the industry,” I was humbled and thought about what an amazing industry this truly is. As the Sales Director for National Business Furniture, I interact with industry peers across the country. Some say once you get into this industry, you will never get out, and I can certainly understand and fully agree with that sentiment.

The most fulfilling aspect of this business is the people I have met. From my colleagues, present and past, to the vendor partners I’ve worked with, there are many who have become close friends. If they needed it, I would drop what I was doing to help them, and I sincerely believe those relationships are reciprocal.

Second would be the many opportunities to help customers achieve their companies’ goals. From expansion program projects to new construction, to assisting with a complete corporate refresh, it is exciting and inspiring to bring our customers’ visions come to life.”

Vipul Bhagat | Skyline Design

“One of the things I appreciate most about our industry is the shared creative spirit. Designers and architects are some of the most passionate creatives on the planet, and we love to provide material for their vision. Also, when we collaborate with an artist or designer on a custom collection, it's amazing to watch their reaction when they first see their artwork emerge on a massive pane of glass. For instance, with Nick Cave and Bob Faust, I still remember the look on their faces when the oven doors were opened up and they saw their colorful panels brought out! Jaws on the floor. Glass makes a killer canvas, and all these moments make our working partnerships so special. Being trusted to recreate an artist's work on glass is something we take very seriously.”

[View Project](#)

Mark McGregor | Industry IIDA

“The commercial furniture industry is a dynamic blend of design, functionality, and innovation, shaping how people work and interact. For me, it's about more than aesthetics - we influence productivity, well-being, and workplace culture. Through my involvement with IIDA, AIA, and IFMA I witness how this industry is a bridge between craftsmanship and strategic design, creating spaces that foster creativity, collaboration, and efficiency. Beyond furnishing spaces, this industry transforms offices, healthcare facilities, and educational settings into environments that empower people to thrive and do their best work. The fact that we have a hand in creating environments like this brings a certain satisfaction of a job well done.”

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Cheryl Gielow | Reimagine Office Furnishings, Inc.

“Given that I started in the business fresh out of college in 1987 and am STILL in the office furniture industry almost 38 years later (at just my 3rd company!), there must be SOMETHING that has kept a hold on me all this time! Every day is different given the incredible product innovation and design advances over the years, and the ever-changing variety of project scopes, needs and sizes. But above all that, I think what has me forever drawn to this industry is the PEOPLE. Some of my oldest friendships are those with people I met at Peabody Office Furniture in Boston in 1987, including my husband of 27 years! I love the relationships I have built over time with co-workers, clients, reps, designers, movers, installers, manufacturer customer service people, etc. Cheers to us all!”

Ric Andersen | The HON Company

“Although I have the privilege of supporting fantastic products every day, when I think of this industry and its significance to me, I believe it is the relationships and talent that define our industry and inspire me every day. At HON, we're lucky to work with some of the most talented folks imaginable – our HON Business Development Managers are sensational and show up to win for our trade partners and customers every day. We are also privileged to work with exceptional dealer partners, their professional sellers and incredible designers. Finally, I am inspired by our dedicated factory members who are hand-crafting products of exceptional quality – their work and attention to the details that matter is key to our success. HON factory members have a true passion for what they do and are constantly striving to create the best designs and solutions they can for our trade partners and customers.

We are driven by those who use our products and put their trust in us and our brand – it inspires us every day. This fellowship and shared passion for improving spaces through inspired design shows how HON and its success are powered by our people and our trade partners.”

Anne Nemschoff | Simii Design

“To me this industry means FAMILY because it gave me mine. Twenty-two years ago, during NeoCon week, I was a young PR executive living in Chicago and Paul Nemschoff was the only guy at a party who could answer the question of why there was a huge chair in front of the Merchandise Mart. Two years after I asked that question, I was working the Nemschoff showroom during NeoCon, and the rest is history. Along the way, industry co-workers, customers and competitors have also become like family. We are incredibly grateful to be part of the Haworth Family and Simii Design family and to spend our time seeing the world through furniture.”

Shannon Meek | Inside Evolutions

“It’s hard to describe what the industry has meant to me. For the past 30 years, I have been immersed in the world of interiors, and what a journey it has been! Unique in its creativity, and rich in diversity, you have connected me with incredible people and companies from every corner of the globe, ranging from the smallest enterprises to the largest corporations. Whether I was crawling under a desk, talking strategy with our team, or presenting to a board and its CEO, each experience has been unforgettable and I couldn’t have been luckier.

From the architects and interior designers whose visions I helped bring to life, to the dealer team members with whom I spent the majority of my career, and the independent reps who once stood by my side as partners and now stand proudly as some of my favorite competitors – you have all shaped my professional life in ways I could never have imagined and THANK YOU ALL!

Looking back, I wouldn't have done it any other way. Thank you for these 30 remarkable years, and here's to 30 more in this fabulous and overlooked AMAZING industry.”

Ange Ard | Elevation Modern

“The industry is an intoxicating world of lines, textures, silhouettes and color. I call it my "furniture affair". The irresistible need to run my hand across a velvety wood finish and touch every fabric in my path to etch the texture into memory is undeniable. To appreciate the sculptural shapes as an art form and experience color versus seeing color fills my happiness bucket every day. Our industry shapes daily life through architecture and design, profoundly influencing how people experience the world. I love being a part of an industry working together to ensure that function and form go hand in hand. Functionality comes first but we have a responsibility to take the extra step to make it beautiful. When a piece of furniture makes me pause, I know there is something special about the details and I must investigate. Thus, the furniture affair continues.”

Jamie La Montagna | Tonik

“Tonik is more than just furniture – it’s about inspiring interaction, creating connections and enhancing environments. It’s about taking the time to get to know our customers; their passions, their vision, their goals, and working with them to bring their dreams to life. Seeing the impact our furniture can have on these spaces and witnessing the joy our pieces are able to bring to both the customer and the end user is our ultimate reward.

By working closely with the best and brightest designers, we’re able to stay up to date with the latest design trends and find new, innovative ways to elevate the built environment. The opportunity to collaborate with others that share a passion for fashion is what makes this industry so exciting!

It’s through these relationships and the connections we’ve built within this amazing community that we’re able to discover new ways to allow our furniture to enhance our spaces and bring people together.

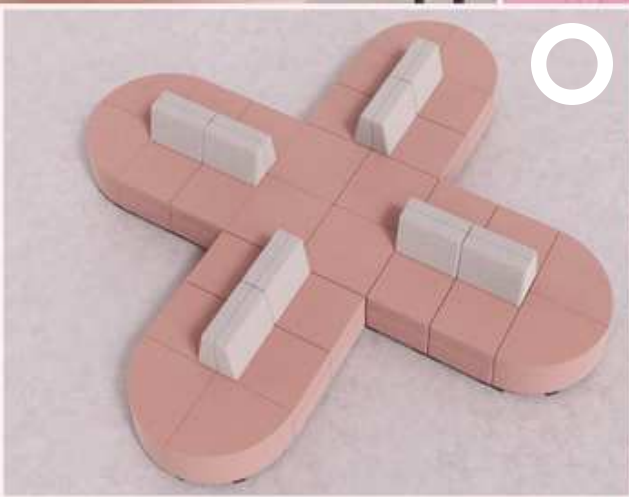
It’s like we always say – life is more fun with a splash of Tonik!”

Jamie May | Botton + Gardiner

“I fell into the industry by chance—an art nerd at heart. I studied both art and business but no clear career path. One day, on a flight to California, I struck up a conversation with the owner of a textile company. Three days later, I was hired. Now, 30 years on, I look back and laugh at how unexpected yet rewarding the journey has been.

I’m not an architect, interior designer, or landscape architect, but I’ve spent my career immersed in their world. A good friend once told me he wanted to go into sales, and I warned him: ‘Your friends will say no.’ But the truth is, when we collaborate on a project, we all turn around at the end of the day and smile—because the impact on people and their work environments is why we do this.

For over 50 years, The Merchandise Mart has been a driving force in shaping the industry, setting the stage for how interiors are designed are experienced. Now, the outdoor space is the next frontier—waiting to be embraced and planned with the same intentionality as interiors. The potential is there; it’s just a matter of bringing the industry along.”



Cupid's Canvas

Valentine's Inspiration







A LOVE LETTER TO SIMPLICITY

Streamlining Workspaces for a Hybrid Future

Workplace environments continue to evolve

without a unified understanding of how people want to work. Many organizations have embraced hybrid workstyles and are reluctant to invest in traditional, systems solutions or wholesale reprogramming of their spaces. Instead, there is a willingness to leverage technology in lieu of physical space. Technology has made remote work possible, but there are cultural and financial implications that continue to evolve within the market. What is clear is the need for simple solutions that are adaptive and flexible tools to help balance the needs of hybrid workers, while preserving the investments companies have made in their facilities.

Going back to the basics can inform us how we think about the challenges of workplace design today. However, what are the fundamental design elements for hybrid spaces and how do we respond with an emphasis on simplicity? Perhaps if we focus on the core elements of space programming or the four “P”s, Privacy, Power, Personalization and Performance, we can. After all, simplicity is key. Simplifying the complex is not easy, but the rewards are impactful.

Privacy or better yet, consideration for the needs of individuals without forfeiting interaction and engagement is important within any space. Both visual and acoustic space delineation is critical. As an alternative to panel systems, consider user controlled privacy through lighter weight screens that can be repositioned without downtime. Not only are lighter scale screens flexible they harken back to the original intent of flexible space division that began in the 1960’s.



Access to power is more abundant today than any time before. Historically, panel systems have been used to distribute power, however new U.L standards and a wider range of modular power solutions serve as viable alternatives to panel based power. This approach increases planning and reconfiguration flexibility and downtime.

Providing a sense of place for individuals within any environment can be a challenge. Yet, personalization of space is critical to the emotional connection users have to their workspace. Often overlooked but highly valued is the use of personal storage solutions, offering users places to store bags, shoes, accessories, and things they value. Custom colors add flare and emotion that connect brands and people to space and shape cultures. Encouraging the use of mixed materials also adds visual interest and design relevance.

Space must work for you to work well. Overall performance considers the broader context of how people work, including the ergonomic and technological needs of users in addition to how spaces look. Providing options like height adjustable desk converters, desks and counterbalance task chairs that automatically adjust to the needs a wide range of users within a shared use community can reduce the time needed for daily set up. When your space is responsive, you feel more connected.

Finding the right balance between what works for the users in harmony with what looks great aesthetically is

always a challenge, yet with the right tools' spaces can be exceptionally functional without feeling contrived or reflecting an outdated or non-relevant appearance.

Sharing ideas and information is critical to our collective knowledge and professional growth. As is, shaping an understanding of the trends and market drivers that impact the way we work and learn. The onsemble team is committed to providing relevant content and information to help simplify the complex. Our goal is to be more than a furniture company, it is to serve as a resource for fresh perspectives to creatively resolve complex issues. Offering simple solutions for complex needs is our mission as we partner with our customers to deliver confidence within a fluid nature market.

We are deeply interested in solving problems through innovative ideas, products, and meaningful customer interactions. Our team is inspired by taking on the challenges of uncertainty that are impacting the places where we learn, work, and interact. We saw a need for a workplace solutions provider that is adaptive, approachable, and relatable. Onsemble is a design and client-driven brand that delivers outstanding products with an open mind to the market and the ways you approach space. Onsemble embraces challenging work, combined with creativity to deliver the right solutions, when you need them without compromise.

onsemble™



Shawn Green, Onsemble's Design, Marketing, and Product Leader

PREMIUM FOR ALL

At OFGO STUDIO, we transform ideas into real-life working spaces. Our design focuses on durability and aesthetics to create long-lasting working spaces. Our INVISA Edgeband technology protects our products from long-term wear and tear.

Our mission is to create the highest-quality products and make them universally attainable. Our products are specialized for workspaces, including, receptions, lounges, and collaborative areas.

[CLICK HERE TO LEARN MORE](#)

INSIDE THE MART:

A Legacy of Design, Innovation, and Connection

By Byron Morton, Vice President & Co-Head Of Leasing, THE MART

Since THE MART and NeoCon have been an integral part of the contract industry for as long as any of us can remember, we thought it would be appropriate to connect with Byron Morton, Vice President and Co-Head of Leasing at THE MART to learn a little about THE MART's history, its ownership, and the role that the building plays in our industry.

Delve: Tell us a little about the history of THE MART

BM: THE MART was completed in 1930 by Marshall Field, an early pioneer of luxury department stores in the US. Field's idea was to build a wholesale mart and distribution center for his company and simultaneously become the landlord to other large merchants in the US. The idea was brilliant, but was doomed by a case of bad timing, so the building found another use during World War II as the Midwest branch of the Pentagon. Joseph P. Kennedy bought the building in 1946 and began to fulfill its original vision as a wholesale market center, bringing buyers and sellers together. The Kennedy family owned the building until 1998, when Vornado Realty Trust purchased it. Today, Vornado continues to own and operate the property, which remains the world's largest, mixed use, commercial building. THE MART features 1,000,000 square feet of showrooms serving the luxury kitchen and bath market, the home furnishings market, and, of course, the contract furniture industry. In the office sector, we are home to many of the most respected corporations in the world, including Motorola, Conagra, Beam Suntori, Allstate, and Medline.

Delve: Tell us a little about Vornado

BM: Vornado is a fully integrated real estate investment trust ("REIT") with a portfolio of premier New York City office and retail assets and the developer of over 10 million SF in the new PENN DISTRICT. While concentrated in New York, Vornado also owns premier assets in both Chicago and San Francisco at THE MART and 555 California Street, respectively. Vornado is a real estate industry leader in sustainability, with 100% of our in-service offices buildings LEED certified and over 95% certified LEED Gold or Platinum.



South Lobby, Merchandise Mart

Delve: Tell us about your recent victories in the showroom business.

BM: We've had a lot of wins at THE MART in the last several years, including the renewals of Haworth's Partner Brands (AIS, Tuohy, JANUS et Cie, and Buzzispace), Davis Furniture, Bernhardt Design, Arcadia, Pedrali, ALUR, Enwork, Scandanavian Spaces, Innovant, Halcon, Emeco, Boss Design, KFI Studios, and CF Group, just to name a few. Several key tenants have expanded their spaces, most notably Andreu World, which will double its size and relocate to the third floor. Additional international brands such as Schiavello, Frovi, Framery, Mizetto, Kettal, Silen, Prostoria, and Zintra have debuted showrooms with us, strategically positioning themselves for expansion within the North American market. Our other showroom businesses are also thriving and we've secured long-term renewals with such notable brands as Waterworks, CAI, DeAurora, Holly Hunt, and Brown Jordan. Our showroom leasing team has signed lease agreements for over 285,000 SF since January 2023.

Delve: You've been quite busy. But something tells us that's not all!

BM: You're right — we've not paused for a breath in the last several years and we're still going strong! We completed our \$35 million redevelopment of our amenities package in 2023. The transformation includes functional and modern spaces designed to meet the evolving needs of our tenants, such as WorkLife Meetings, our 20,000 SF conference center; WorkLife Wellbeing, our 23,000 SF fitness center, the Founders Room, our private, tenant- only speakeasy, and improvements to the River Drive Park. These enhancements have been a game- changer for us in attracting and retaining tenants. They have also been a key part of our success in restoring traffic, energy, and excitement to the building post pandemic.

In addition to improving the building itself, we've also invested a lot of energy into expanding our industry partnerships beyond NeoCon and creating new ones, all with the goal of bringing more value to our showroom tenants.



Marshall's Landing, Merchandise Mart

Delve: Tell us more about these partnerships.

BM: Since this interview is with Delve, I'll start with MRL and NAIRC who have shared a space at THE MART since NeoCon 2022, providing a home base for MRL's clients, as well as the independent rep community. This has been an incredible partnership for both of us, bringing more visibility and recognition to MRL and the NAIRC, and helped us to create more synergies between independent reps, the showrooms, and their mutual customers.

We've also expanded our relationship with our media partners, including Delve, who will bring their Delve Series seminar to THE MART in October.

We've worked extensively with SANDOW media to produce several events in the building, including ThinkLab's Hackathon on Healthcare and Interior Design's first ever national 30 Under 30 Conference, which brought 200 designers to THE MART for a curated experience including programming, showroom tours, and networking events. We've also worked with our industry partners to bring such great events to the building like DIFFA's Art for Life, the Red Awards, the Powerhouse Smart Luxury Conference, and NKBA Chicago's local conference.

Finally, we developed a relationship with INDEAL, who has a presence on the 10th floor and will bring the INDEAL Champion Conference to THE MART April 7-10. During this event, 75 dealer representatives from around the country will visit THE MART for an intensive conference and gain exposure to approximately 25 participating showrooms. The gathering is not only open to INDEAL Brand Partners, but to all showrooms in THE MART.

Delve: Wow...any other major projects your team is working on?

BM: As a matter of fact, yes! It all started at a NAIRC members meeting last year. I made a casual suggestion to the rep firms in attendance that if they ever wanted to bring a customer group to THE MART, I would be happy to help them organize it, make restaurant, hotel, and activity recommendations, host a lunch and (very brief) presentation about THE MART, and offer an engaging tour of our WorkLife Amenities. We hosted four rep groups in 2024—one of which came a second time—which brought dealer principals, sales people, and designers, as well as end users and sales reps to enjoy a curated itinerary featuring showroom tours, meals at top restaurants, and unique experiences in the city. Everybody involved—rep groups, customers, and the participating showrooms—found so much value in these visits that we are creating a formal program in 2025, complete with special hotel rates, and other perks. We hope to host 20 or more groups this year. This is really an efficient and rewarding way for customers to see products and for manufacturers to maximize the use of their showrooms year-round.

Delve: Any last comments?

BM: Yes! Stay tuned to our social media channels, [@NeoCon_Shows](#), [@themartchicago](#), and [@themartshowrooms](#) on Instagram, as well as [www.neocon.com](#) and [www.themart.com](#) for updates on all the happenings at THE MART, including, ART on THE MART ([www.artonthemart.com](#)), one of the world's largest digital art platforms that transforms the 2.5 acre façade of THE MART into a permanent, larger-than-life canvas.

Oh, and don't forget to join us at NeoCon, June 9-11!



Outdoor lounge area, Merchandise Mart



Merchandise Mart

THE
MART
A VORNADO PROPERTY



Innovative Ergonomic Seating:

How Via Seating's 4-UP Chair is Transforming Workplace Wellness

In today's dynamic work environment, ergonomic seating plays a critical role in employee productivity and well-being. With the rise of hybrid workspaces and the increasing awareness of health-conscious office design, businesses are seeking solutions that not only promote comfort but also enhance movement and flexibility throughout the workday. Enter Via Seating, a leader in ergonomic chair design & its revolutionary 4-UP chair—a seating innovation that redefines workplace wellness by seamlessly adapting to the user's needs.

The 4-UP Chair: A Game Changer in Ergonomic Seating

Via Seating's 4-UP chair features a telescoping gas lift mechanism, allowing users to seamlessly transition between sitting, standing & an intermediate perching position.

In mechanical terms, telescoping refers to a component extending outward from another, increasing its length. Applied to an ergonomic work chair, this functionality enables a starting seated height where the user's feet rest flat on the floor, then extends to elevate the user to a higher position, supported by a foot ring for stability. Unlike traditional office chairs that limit movement and encourage prolonged sitting, the 4-UP chair promotes an active posture, fostering flexibility and engagement throughout the workday.



Key features of the 4-UP chair include:

Dynamic Telescoping Gas Lift – Designed to seamlessly match sit-to-stand desks, allowing users to move between chair mode, perch mode & any position in between.

Seat Depth Adjustment & Forward Tilt – Enables personalized ergonomic support by adapting to different body types and seating preferences while promoting active posture.

4-Way Stretch Elastomeric Mesh & Comfort Foam Waterfall Seat – Ensures breathability and comfort, reducing pressure points for long-term use.

Copper-Infused Mesh Option – Offers an innovative, double-patented, 100% natural self-sanitizing surface with zero additives, enhancing workplace hygiene.

With these innovations, the 4-UP chair is more than just a seating solution—it’s a productivity tool designed to keep employees engaged and comfortable.



Health and Wellness Benefits

The rise of sedentary work habits has led to an increase in musculoskeletal disorders, fatigue & decreased productivity. Via Seating’s 4-UP chair is a proactive solution to these issues, fostering movement and ergonomic support to improve overall health and wellness.

Ergonomic Advantages:

Reduces Lower Back Strain: The chair’s dynamic range of movement helps distribute weight more evenly, minimizing pressure on the lumbar region.

Supports Active Sitting: Frequent posture changes increase circulation, reduce stiffness & enhance energy levels throughout the workday.

Encourages Core Engagement: Unlike static seating options, the 4-UP chair encourages micro-movements that strengthen core muscles over time.

Real-World Impact: Testimonials & Case Studies

Organizations that have integrated the 4-UP chair into their workspaces report noticeable improvements in employee comfort and engagement.



A tech company that recently transitioned to agile workstations noted a significant increase in employee satisfaction regarding workplace ergonomics after adopting Via Seating's solutions. Additionally, health professionals advocate for active seating solutions like the 4-UP chair as a crucial step in combating the negative effects of prolonged sitting.

Sustainability & Design Excellence

Beyond ergonomics, Via Seating is committed to sustainability in its manufacturing processes. The 4-UP chair incorporates eco-friendly materials, including responsibly sourced components and recyclable elements. Via Seating prioritizes reducing environmental impact while maintaining superior craftsmanship and durability.

Furthermore, the 4-UP chair has earned recognition for its innovative design, receiving industry accolades for both its functionality and aesthetic appeal. By blending cutting-edge ergonomics with modern design sensibilities, the chair meets the evolving demands of today's workspace.

Other Telescoping Gas Lift Solutions by Via Seating

Beyond the 4-UP chair, Via Seating offers a range of telescoping gas lift solutions that cater to different work environments and ergonomic needs. The Rise series, for example, provides height-adjustable seating designed for task-intensive settings, allowing users to maintain proper posture while switching between sitting and standing positions. Additionally, the Onda chair integrates similar height-adjustment technology with a focus on modern aesthetics, making it an excellent choice for collaborative spaces and executive offices.

By incorporating telescoping gas lifts into various product lines, Via Seating ensures that users across industries can benefit from adaptable, health-focused seating solutions.

The 4-UP chair exemplifies how innovative seating solutions can revolutionize the modern workplace by prioritizing movement, comfort & sustainability. As businesses strive to create healthier and more productive environments, investing in ergonomic furniture like Via Seating's 4-UP chair is a strategic move toward fostering workplace wellness.

By embracing dynamic seating solutions, organizations can empower employees to work more comfortably, efficiently & healthily—ultimately shaping a future where well-being and productivity go hand in hand.





LOVE AT FIRST LAYOUT: A DESIGNER'S CONFESSION

By Laura Carlson, My Resource Library

DEAR INTERIOR DESIGN INDUSTRY -

From the moment I could walk, I found myself drawn to the magic of spaces and the stories they tell. As a little girl, I would spend hours re-arranging my room, transforming it into a new world with each change. Those early days of moving furniture and playing with colors were the seeds of a passion that has grown into a lifelong love affair with you, the Interior Design Industry.

My journey with you has been nothing short of extraordinary. It began with a simple fascination and evolved into a determined pursuit of knowledge and skill. I remember the excitement of enrolling in design school, where I was surrounded by like-minded individuals who shared my enthusiasm. The late nights spent drafting, the thrill of discovering new materials, and the joy of seeing my ideas come to life were all part of the exhilarating process of becoming an interior designer.

Earning my degree in Interior Design was a milestone that marked the beginning of a deeper, more profound relationship with you. It was a testament to my dedication and a gateway to a world where creativity knows no bounds. The education I

received was not just about learning the technical aspects of design; it was about understanding the essence of what makes a space truly special.

One of the aspects I cherish most about you, dear industry, is the collaborative spirit that defines our work. The process of creating a beautiful, functional space is never a solitary endeavor. It is a symphony of ideas, a dance of creativity, and a celebration of teamwork. Working with a project team, brainstorming solutions, and pushing the boundaries of conventional thinking are experiences that I hold dear. The synergy that arises from collaboration is where the magic happens, and it is where the best solutions are born.

Out-of-the-box creativity is the heartbeat of our industry. It is the spark that ignites innovation and the force that drives us to explore new horizons. I have always been captivated by the challenge of finding unique solutions to design problems, of turning constraints into opportunities, and of creating spaces that are not only aesthetically pleasing but also deeply meaningful. The thrill of seeing a concept evolve from a sketch to a tangible reality is a feeling that never grows old.

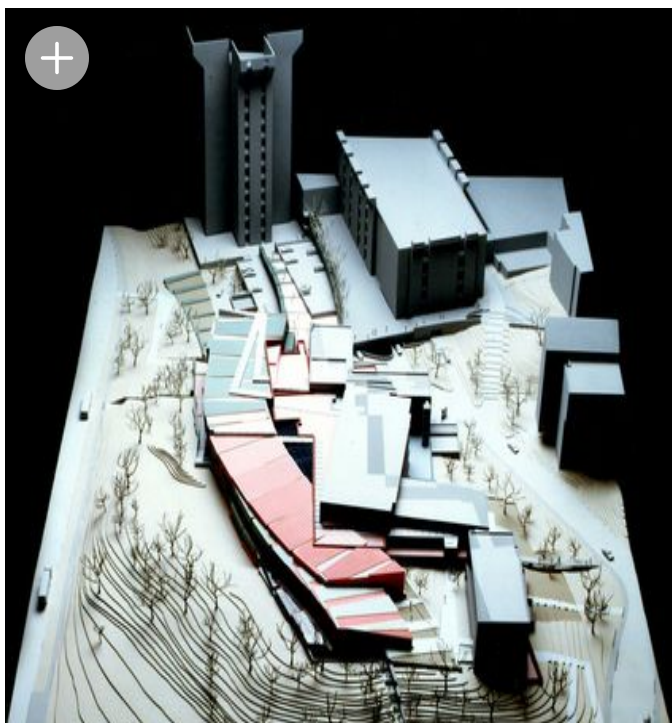
The final result of our efforts, the culmination of countless hours of hard work and dedication, is what we strive for – very good design. It is the moment when a space transcends its physical boundaries and becomes a reflection of the people who inhabit it. It is the realization of a vision, the embodiment of creativity, and the reward for our relentless pursuit of excellence.

But beyond the projects and the designs, it's the relationships and friendships that I have formed along the way that truly enrich my journey. The bonds forged through shared experiences, the mutual respect and admiration, and the lifelong connections are the treasures that I hold closest to my heart. These relationships are a testament to the power of collaboration and the beauty of working together towards a common goal.



As I continue to grow and evolve within this incredible industry, my passion for interior design remains as strong as ever. Each new project is an opportunity to learn, to innovate, and to create something extraordinary. I am grateful for the experiences, the challenges, and the triumphs that have shaped me into the designer I am today.

Thank you, Interior Design Industry, for being my muse, my mentor, and my constant source of inspiration. Here's to many more years of creativity, collaboration, and very good design.



With all my love and gratitude,

Laura Carlson

REVEAL



PETER PEPPER PRODUCTS

Getting to Know...

INTERIOR SOLUTIONS

Salt Lake City UT, Phoenix AZ, Albuquerque NM, Boise ID

Interior Solutions is a multi-location dealer in the intermountain west and southwest representing Kimball International and Spacesaver along with dozens of other manufacturers. We specialize in commercial office, storage equipment, multi-family, hospitality and healthcare products and services.



Delve: What influenced your decision to go Pro?

IS: We wanted to provide the best solution to easily find products to specify and share our product solutions with clients.

Delve: How do your team members use MRL?

IS: Our sales and design teams use MRL to find products and manufacturers for their projects. They also use it internally to find rep contacts and discount information. Marketing is the place we have seen the most return on investment with My Resource Library. We use the MRL Project Tool to create landing pages for each of the contracts we have won – state, education, etc. This allows us to run campaigns inviting the targeted end users to see the contract, ordering details and browse products and lines which are on the contract. We have won several large projects where the government client came to us ready to order, with their product preselected, based on what they had reviewed on the MRL-built landing page we shared with them. It saves us a lot of time and energy AND wins us business.



"MRL has made sharing products with our clients so much easier. Using the Project Tool we can visually share products available by vertical, category or contract. Using this tool and integrating it with our marketing, we have had over one million dollars in business come to us through the tool which the client has mostly self-specified."

Delve: What key features of MRL Pro Dealer do you find the most beneficial to your daily activities?

IS: Website Integration: We have our MRL custom library linked to our website. This creates leads and it also makes answering the question, "What lines do you carry?" very easy!

Custom Library: Our custom library is tiered by Preferred dealers – making it easy for our team – across three locations - to search the vendor partners they should be going to first.

Full Product Library: We have definitely found some new vendors and products by using the tool. We do a lot of multifamily projects and are always in need of something new or different - that meets a very specific client requirement.

Enhanced Search: The search features are easy to use and something that saves time during the day.

Inspiration Galleries: The Inspiration Gallery is a good tool to get the mind flowing and find inspiration when looking for solutions.

Project Tool: We currently use the Project Tool to create projects for each contract. We use this in our marketing efforts - having these ready to go for our most-used contracts and it has saved the sales team a lot of time. The plan is to use this feature even more in conjunction with our website. We will be creating projects for each of the product types on our website - such as workstation, private offices, etc. - to provide a better visual browsing experience for clients when researching product types on the website.

Refresh/Update Trainings: MRL is great to work with and easy to set up training for new team members. We try to schedule refresh/update trainings at least a few times a year with current users.



*Contributors: Aaron Harden, General Manager,
Amanda Wallace, Business Development*

interior
SOLUTIONS

Getting to Know...

HEARTWOOD

San Francisco, CA

Delve: Tell us a little bit about how your rep group got started.

H: Heartwood began three years ago with a spark of ambition and a clear vision. After nearly two decades of experience working with both dealers and manufacturers, owner Jason Lauro recognized an opportunity to expand his relationships and expertise within the contract furniture industry. He set out to build a business rooted in connection, collaboration, and trust—a company that lives for making things easy for its dealer partners.

Delve: How has the company changed over the years?

H: Since 2022, we've expanded our team, designed a showroom in the heart of San Francisco, diversified our line package, and adopted new tools and strategies to better serve our partners and clients. What hasn't changed is our ability to navigate tricky moments with ease; our flexibility, sense of humor, and agility have only strengthened, allowing us to thrive in an ever-evolving industry.

Delve: What do you think is the secret to your rep group's longevity and success?

H: The secret to our longevity and success lies in two simple but powerful principles: relationships and reliability. We genuinely care about the people we work with and the clients they serve. Call us outside of normal business hours, and we'll answer. Need a demo delivered tomorrow? We'll make it happen. Our unwavering commitment to meeting people where they are—whether that's on-site, on the phone, or in the middle of a hectic moment—has been the foundation of the trust and connections we've built over the years.



Delve: What makes you most excited about working in the contract design industry?

H: We're easily excited about this industry, here are our top three reasons why.

1. We love helping people find solutions—every workspace presents a fresh opportunity for collaboration and innovation. That keeps us energized!
2. We're inspired by the growing emphasis on sustainability, wellness, and technology in shaping the future of work.
3. We get to meet new people, creating opportunities for meaningful connections, engaging conversations, and dynamic collaboration.



Delve: How do you think your group will evolve over the next 5-10 years?

H: As mentioned before, sustainability, wellness and technology are becoming increasingly important in our industry, and we're excited to align with manufacturers and clients who share these values. Our goal is to remain agile and deeply connected to the people, workplace innovations, and design trends shaping our industry. We aim to provide a boutique experience—because bigger isn't always better.

Delve: If you could use only one word to describe your rep group what would it be?

H: Fun. We bring energy and enthusiasm to everything we do—whether it's connecting with clients, collaborating with partners, or deepening existing connections. At Heartwood, we believe that enjoying the process makes the outcomes even better!



THE HEART OF INTERIOR DESIGN EDUCATION

Bryan D. Orthel, PhD, RID, NCIDQ, RA, NCARB, Indiana University

Interior Design education loves industry partners. Our industry partners share their expertise, wisdom, and passion with our students. You present new ideas and products in our classes. You participate in studio reviews. You ensure our students have access to the latest product samples and information. You talk with our students about portfolios and interviews. You meet one-to-one with students exploring their future in the industry.

Our industry partners provide vision and inspiration. Across advisory boards and informal conversation, you help Interior Design educators shape the future of our profession. These conversations inform change.

Our industry partners advocate for education's goals. When Interior Design educators need back-up, our industry partners talk with leaders and supporters to enhance and protect our shared values.

Our industry partners are our alumni and allies. You inspire us because you choose to give your time and talent to the next generation. Your commitment to students you do not know sets up a cycle of caring that perpetuates shared values. This attention exemplifies how Interior Design is a people-focused industry.

Across my twenty years as an Interior Design educator, I have repeatedly witnessed the kindness and care of industry partners who support students. I thank them each time, because I know the power of these connections. You visit campus and interact with a student. After you leave, you do not witness the student excitedly sharing with a peer or instructor about your conversation. They are in awe of you. You have the job they dream about. You have just introduced them to a new idea that opens possibilities for them. You have encouraged them to reach their goal. You have lifted them up when they question their future. These small conversations are consequential in ways you may not realize.

Thank you.

Thank you for your ideas, your passion, your commitment, and your caring. Interior Design education is better because you support educators and students.

Bryan D. Orthel, PhD, RID, NCIDQ, RA, NCARB, is Associate Professor of interior design and Director of the Interior Design Program at Indiana University Bloomington. In professional practice, he designed for commercial clients and communities. He is President-elect for the Interior Design Educators Council (IDEC), a former Chair of the Journal of Interior Design Board of Directors, and a former Director (and President) of the IDEC Foundation. He holds NCIDQ and NCARB certificates.

A NEW WAY TO STAY INFORMED: **THE MRL MEDIA APP**

In last month's issue, we gave you a sneak peek at My Resource Library's latest innovative approach to keeping our industry connected, the MRL Media app, which we're excited to announce is now live in the app stores!

Make MRL Media part of your daily app routine to stay current on industry news and product releases, posts from the MRL team on the road, and so much more.

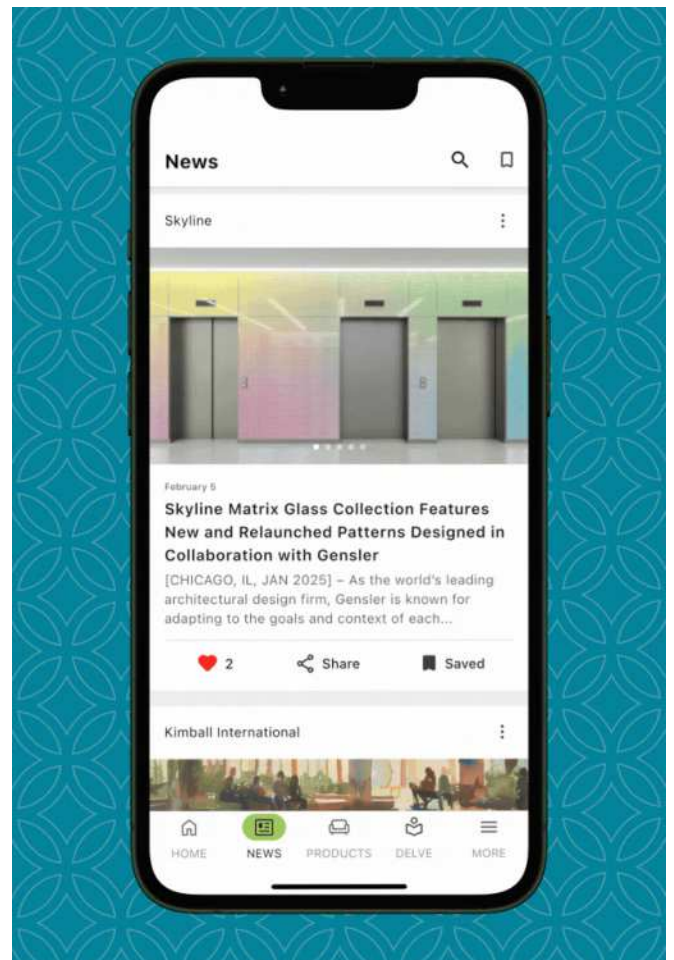
We think the app is pretty great, but don't just take our word for it! Here's what we've been hearing from users:

"This thing is amazing! Great design, clean and user friendly."

"It's inspiring to see MRL take a bold step in redefining how the industry connects and collaborates. The idea of cutting through the noise to streamline discovery and stay informed resonates deeply, and I'm eager to see the impact this app will have."

"So easy to use! Love having the information so readily available and easily accessible!"

"This is awesome! It's like our industry now has its very own social media app without any other distractions. This will definitely be one of my go-to apps for keeping up with what's going on."

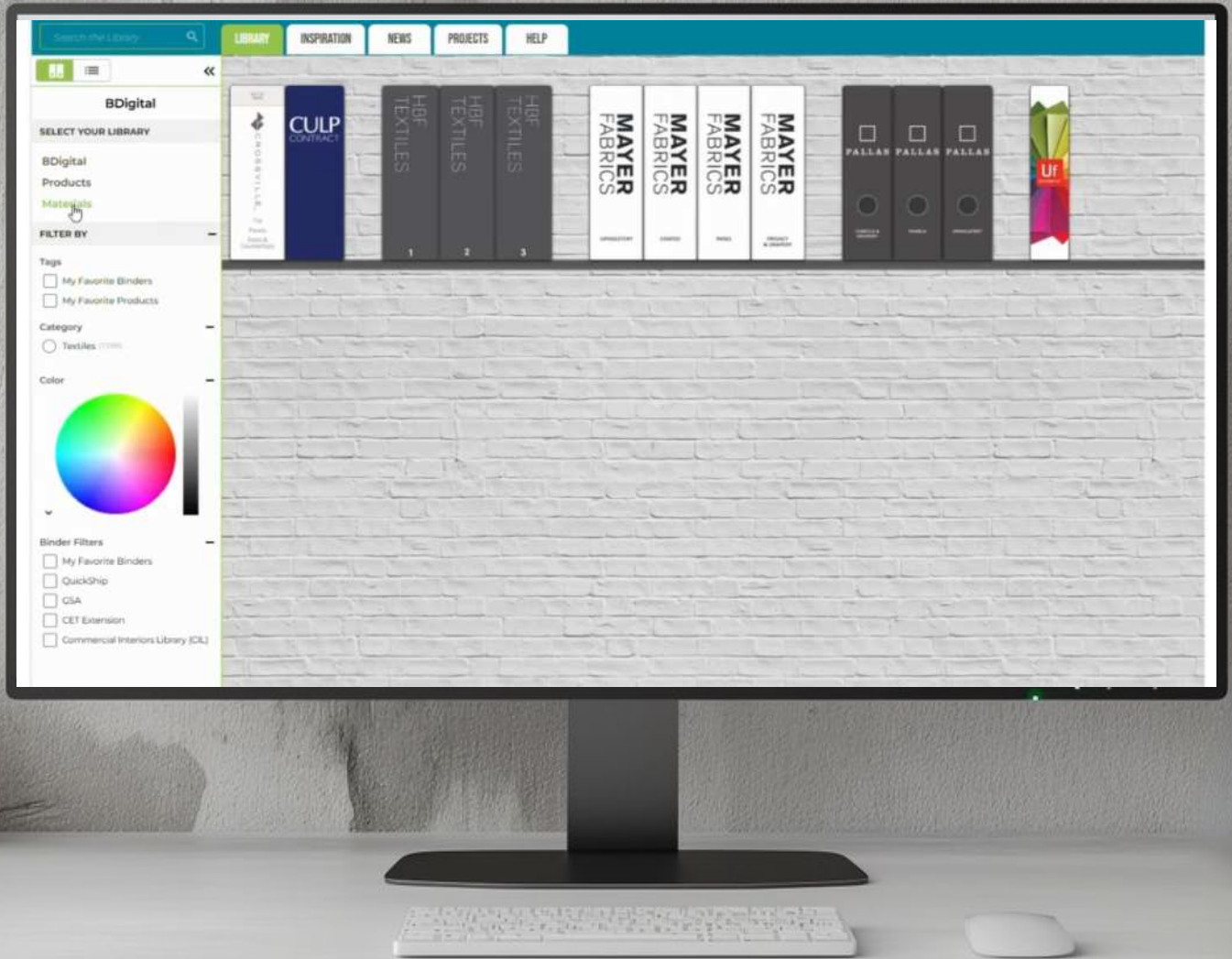


**DOWNLOAD THE APP
BY MARCH 31ST TO
BE ENTERED TO WIN!**



DID YOU KNOW?

SAVE YOUR FAVES AND EASILY FIND THEM AGAIN LATER



You can find more tips and tricks in our learning platform,

MRL UNIVERSITY!

Don't have access? Reach out to hello@myresourcelibrary.com

LOVE IT OR HATE IT: HOW ARE YOU USING AI?

Whether you love or hate AI, there's no denying it's here to stay. From streamlining workflows to generating new creative possibilities, artificial intelligence is reshaping the way industries operate — and the commercial interiors industry is no exception.

As AI-driven tools become more advanced, they have the potential to impact everything from space planning and material selection to client interactions and project management.

The big question is: how will AI shape the future of your business?

We want to hear your thoughts. Take our quick (and anonymous) three-question, multiple choice survey to share how you anticipate AI influencing your work. Your valuable insights will help us better understand the opportunities and challenges AI presents for the design industry, which we will share in a future issue!

[Open the Survey](#)

Have specific examples of how you're using AI that you'd like to share with your fellow readers? Send an email to brandi@letsbdigital.com!



ONE LOCATION | TWO EVENTS

NAIRC ANNUAL MEETING

February 19-21 | Scottsdale, AZ

North America's top rep groups converge to learn and collaborate with each other to move the industry forward.



NAIRC
— NORTH AMERICAN —
INDEPENDENT REP COUNCIL



DELVE SERIES:

HEALTHCARE + SENIOR LIVING

February 23-25 | Scottsdale, AZ

Needs within this market are unique and life-impacting; and so will the content and conversations that are curated for this Delve Series.

MORE EVENTS

March 16-19
IDEC (Interior Design Educators Council)
Chicago, IL

April 26-29
EFA (Environments for Aging)
Lexington, KY

May 5-7
Hospitality Design
Las Vegas, NV

May 18-20
ICFF (International Contemporary Furniture Fair)
New York, NY

June 9-11
Fulton Market Design Days
Chicago, IL

NEOCON
June 9-11 | Chicago, IL

September 17-19
IFMA World Workplace
Minneapolis, MN

September 28-30
Connexions

October 10-13
ASLA (American Society of Landscape Architects)
New Orleans, LA

October
ACT Conference
New York, NY

October 25-28
Healthcare Design
Kansas City, MO

October 7-9
CET Experience
Orlando, FL

November 9-10
BDNY
New York, NY

November 3-8
ISG meeting
Denver, CO

November 5-7
EDspaces
Columbus, OH



MRL MIXERS

A bi-monthly webinar series designed to connect our community, provide updates, and engage in casual, informative conversations—don't forget to bring your own drink!

Next Sessions:

March 18 and March 20

[LEARN MORE](#)



BIFMA LEARNING SERIES

BIFMA is providing live virtual learning opportunities on the 4th Thursday of the month at 12:00pm ET for designers, buyers, members, and anyone interested in topics that connect furniture to the built environment. There is no fee to attend.

Next Session: February 27

**Topic: Understanding the BIFMA
Standard for Furniture Ergonomics
(Accredited CEU)**

[LEARN MORE](#)



MARCH 2025: LET'S TAKE THINGS OUTSIDE

The March 2025 issue of Delve Magazine is all about stepping outside — literally. With spring just around the corner, the focus on outdoor spaces in commercial design is stronger than ever. From incorporating biophilic design elements to furnishing outdoor environments for both work and relaxation, companies are recognizing the benefits of fresh air and natural light not only for the health and well-being of their current employees, but also as a way to attract new ones. This issue will explore how organizations are reimagining their outdoor spaces to foster productivity, collaboration, and wellness.

March is also International Women's History Month, and we'd love to celebrate by highlighting women that are shaping the future of the commercial interiors industry.

We want to hear from you! Do you have a story, project, or fearless female that we should feature in the March issue?

If you have insights on the evolution of outdoor workspaces or know a woman driving change in commercial interiors, please send us your recommendations!

Share Your Ideas

You can also send your suggestions via email to Abby Koesterman at abby@myresourcelibrary.com.