

Love to

MAY 2025

Where Well-Being Meets Work: The Power of Thoughtful Design

Catch up with JSI as we dive into the impact of design when it comes to workplace well-being.

#lovewhatyoudo





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Mental Health in the Workplace

This Mental Health Awareness Month we're exploring the role of well-being in the workplace, spotlighting how designers and manufacturers are creating spaces that support mental wellness through thoughtful design, innovative products, and employee-centered environments.

At JSI, designing spaces that employees genuinely enjoy has long been central to their mission. It's more than a tagline — it's a core philosophy that informs their approach to crafting furniture that inspires comfort, connection, and joy.



Read the story on page 16 →

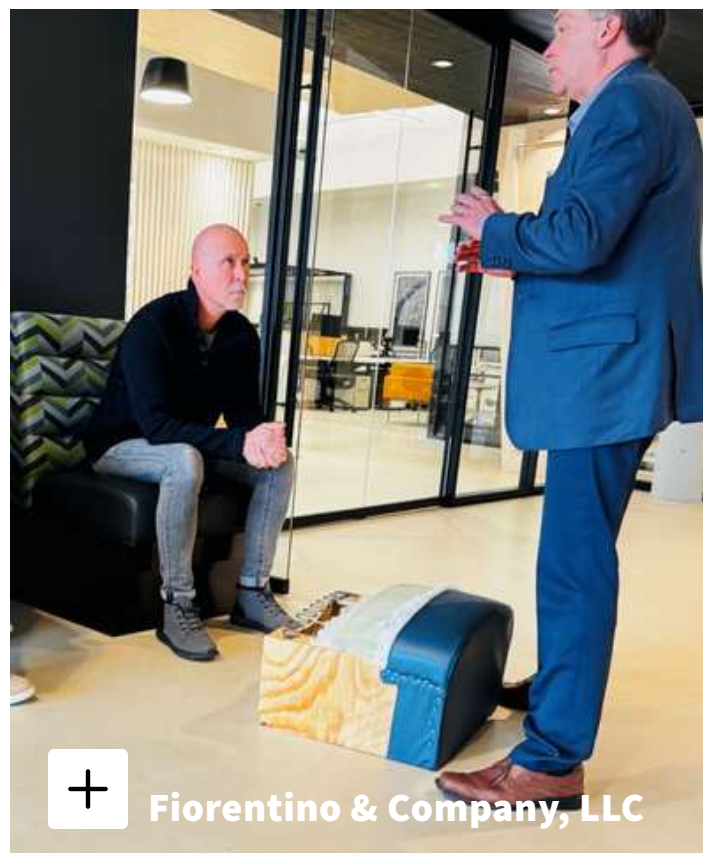
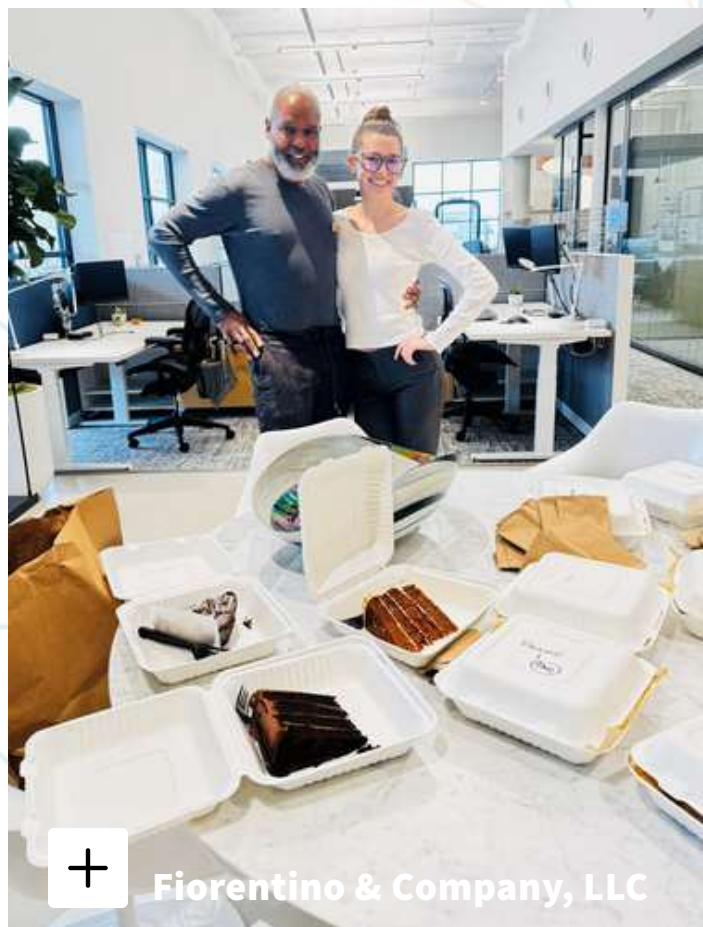
Celebrating the Power of **CONNECTION**

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!









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L U N A





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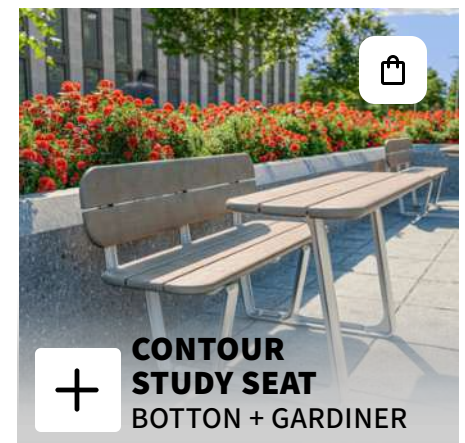
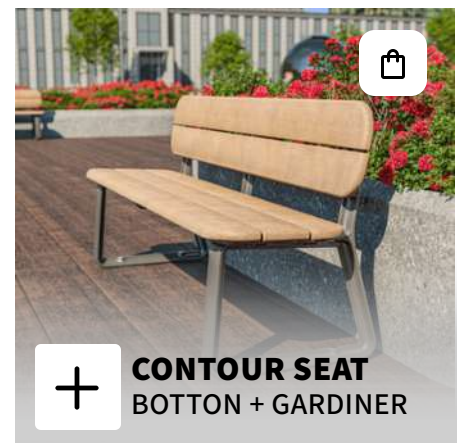
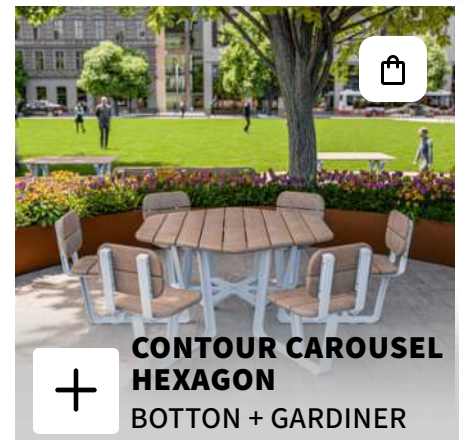
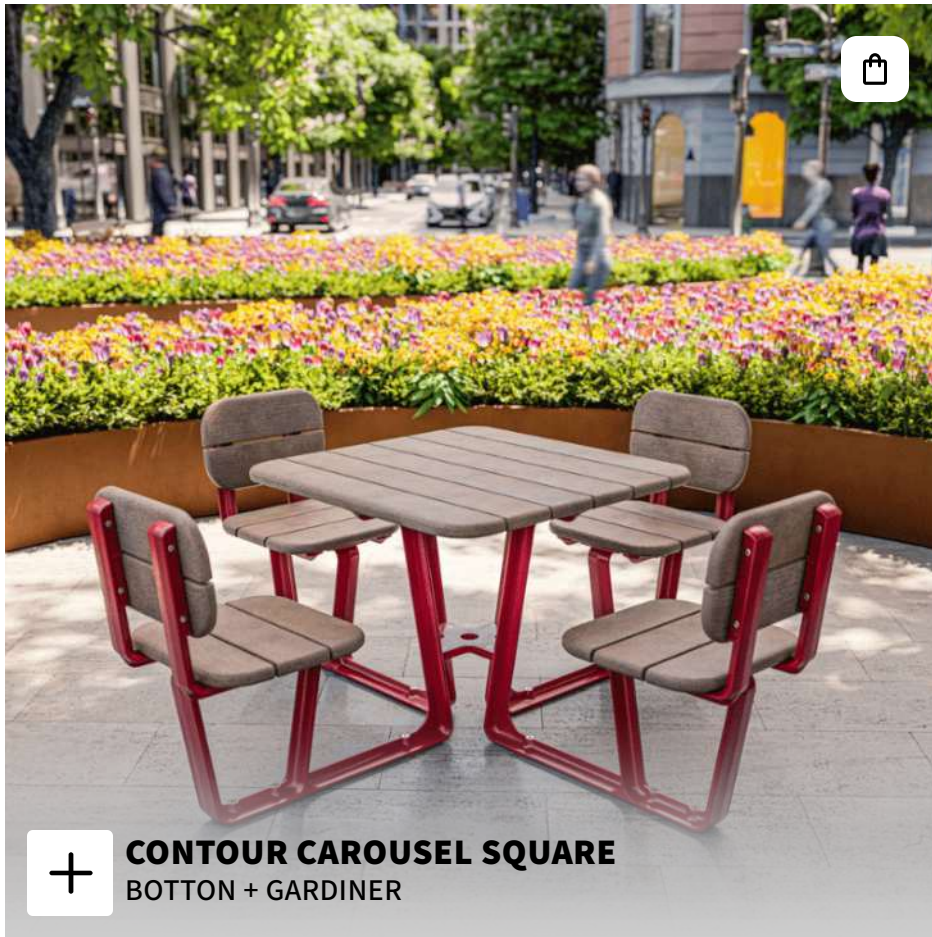
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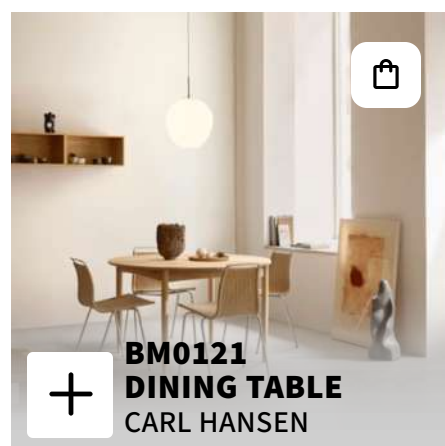
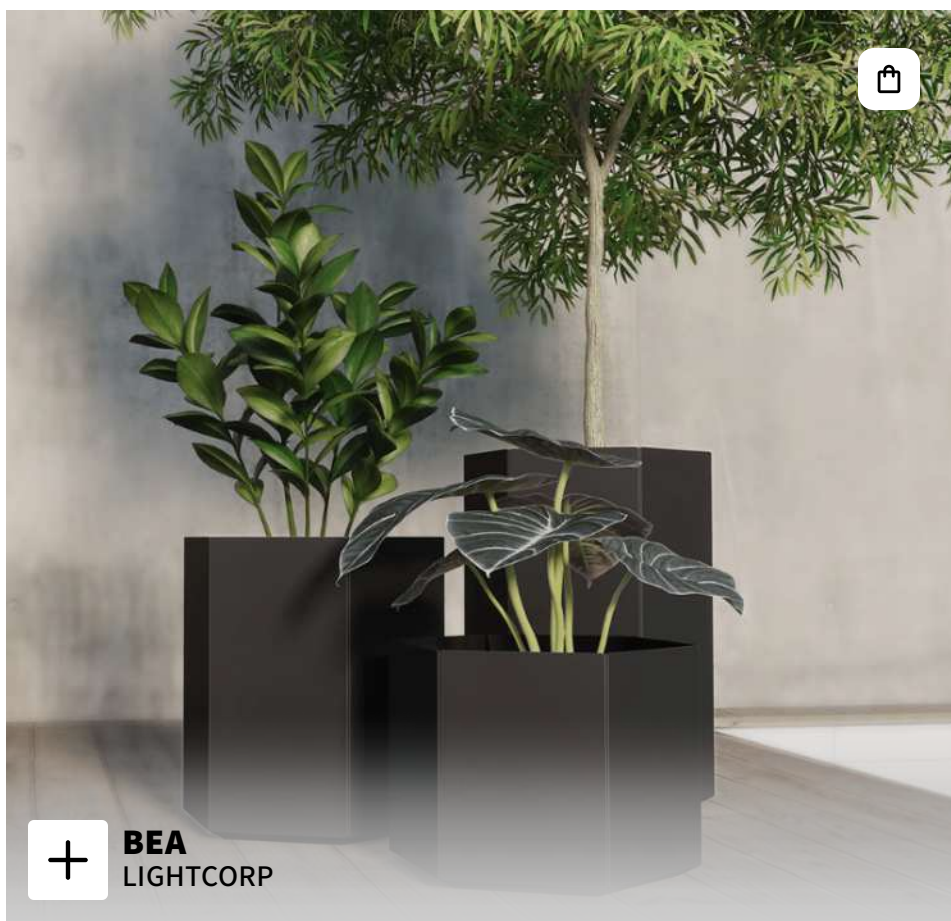
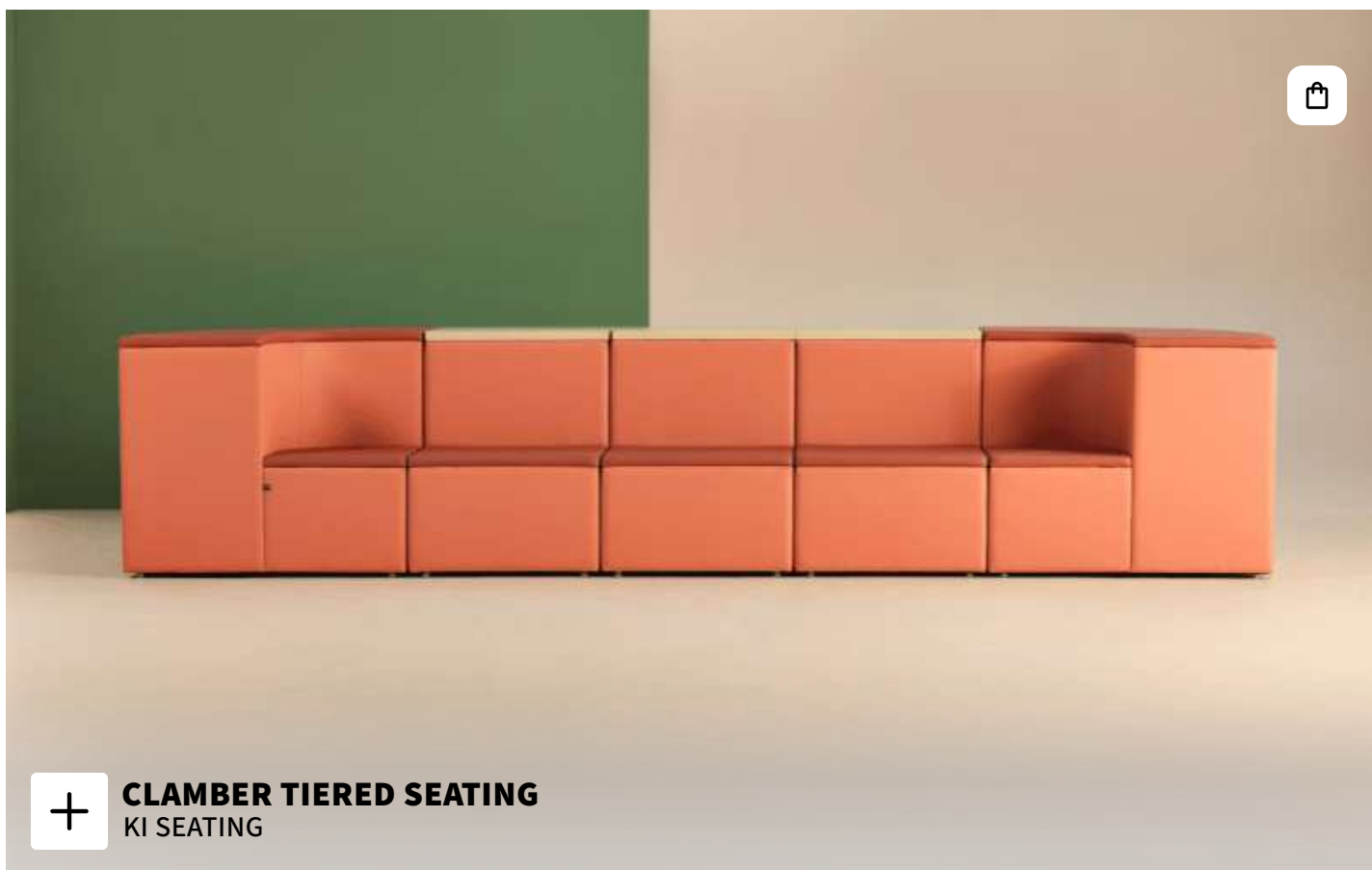


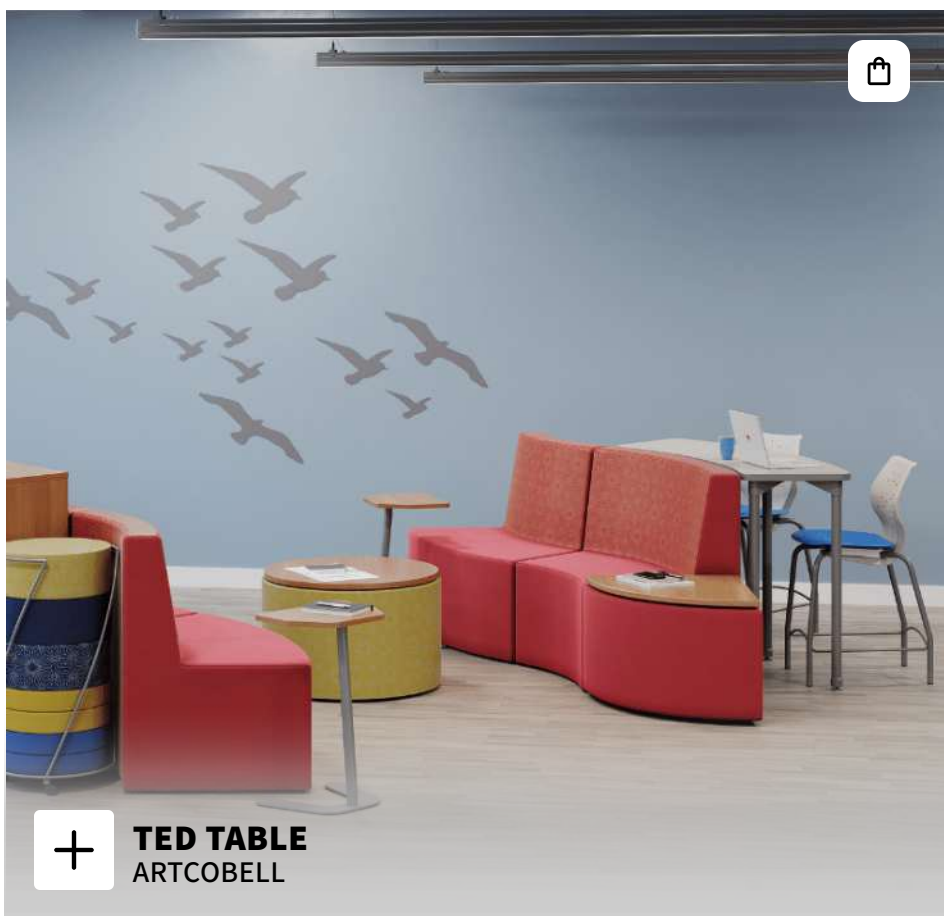
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ON THE SHELVES

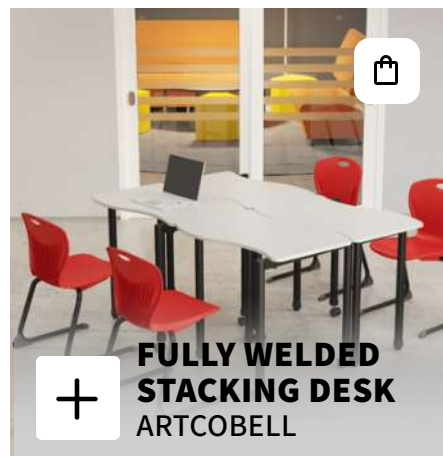
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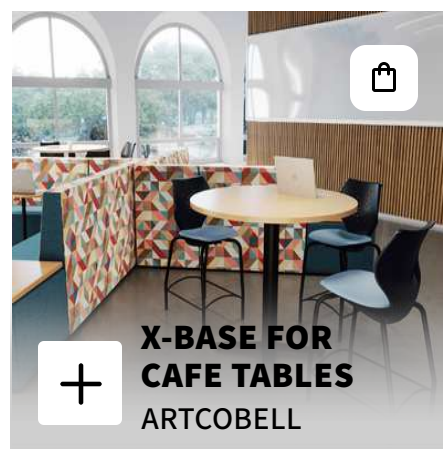




TED TABLE
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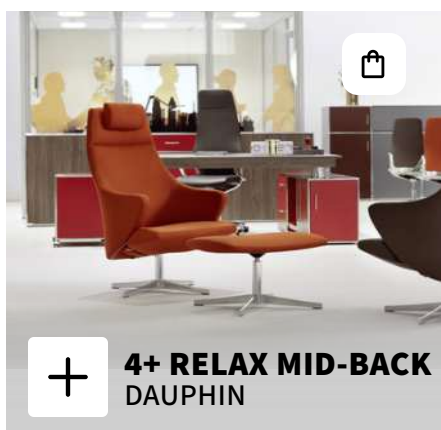
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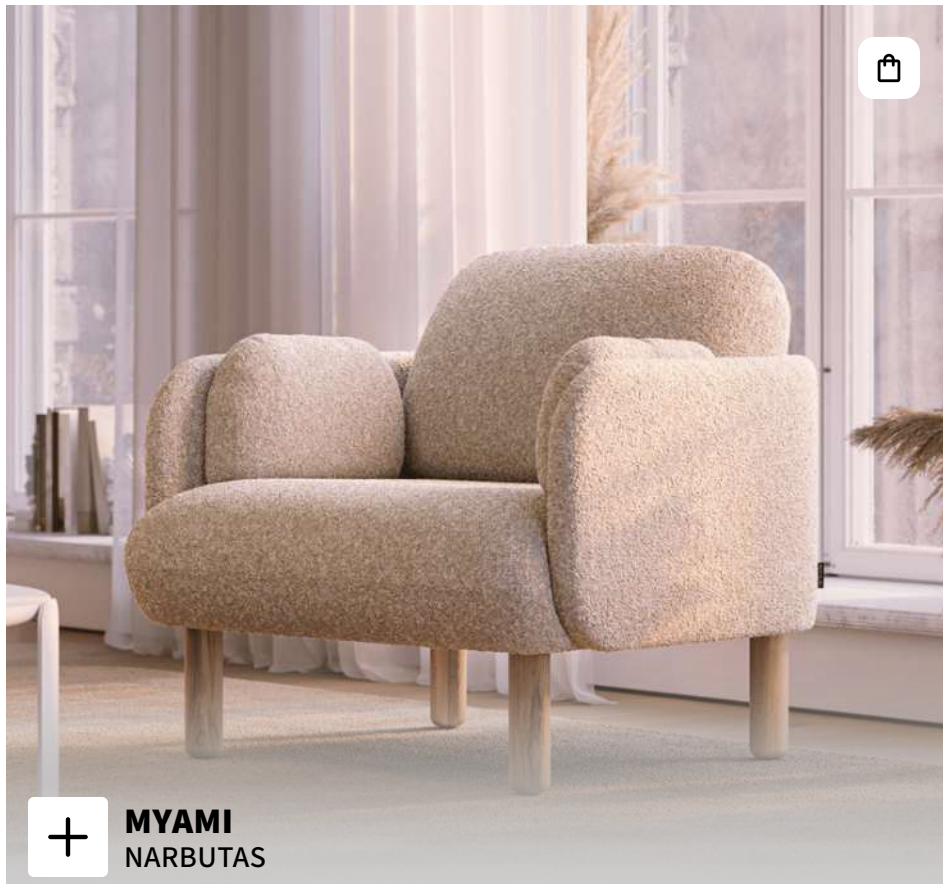
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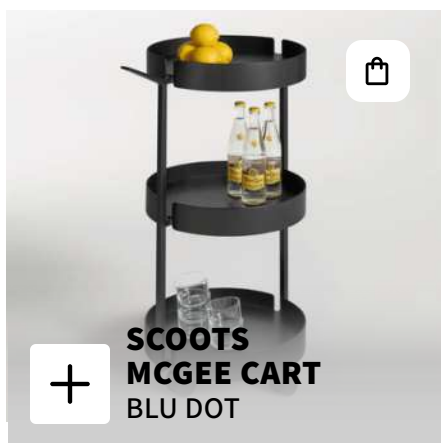
BOSSELINO UNO
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4+ RELAX MID-BACK
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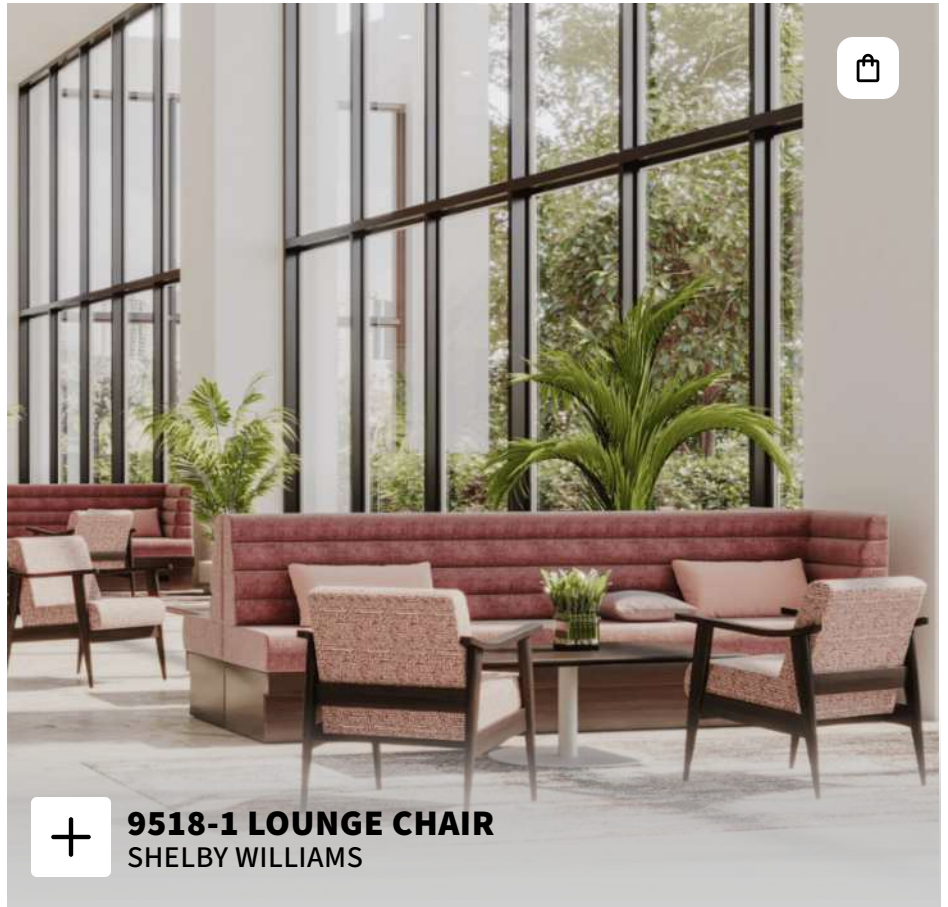




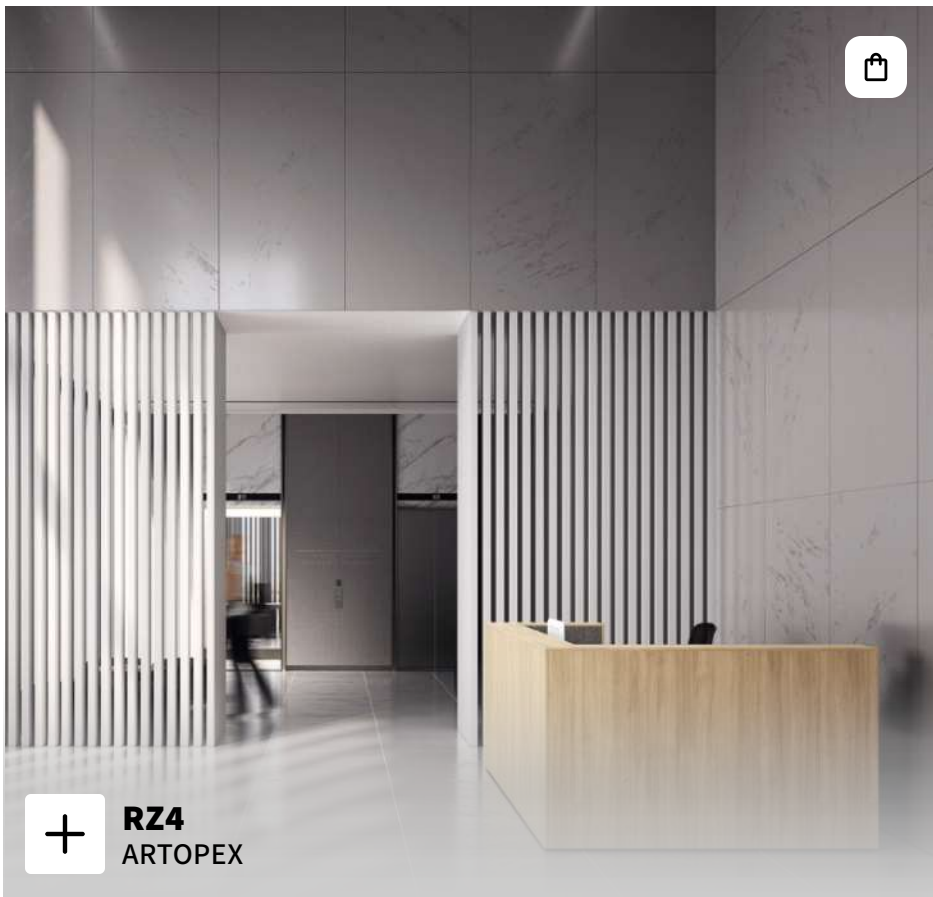
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SHELBY WILLIAMS



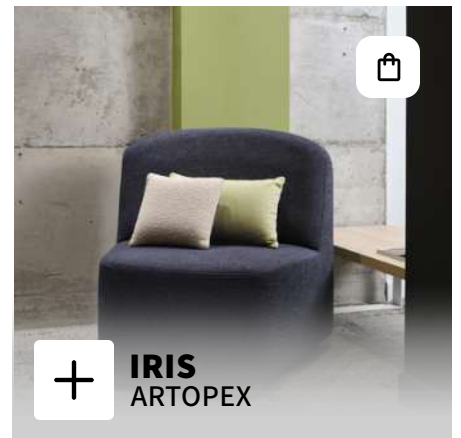
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SHELBY WILLIAMS



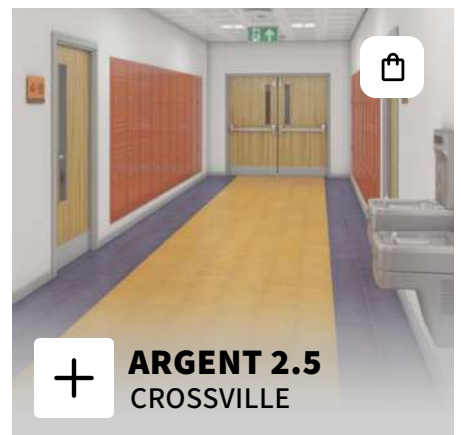
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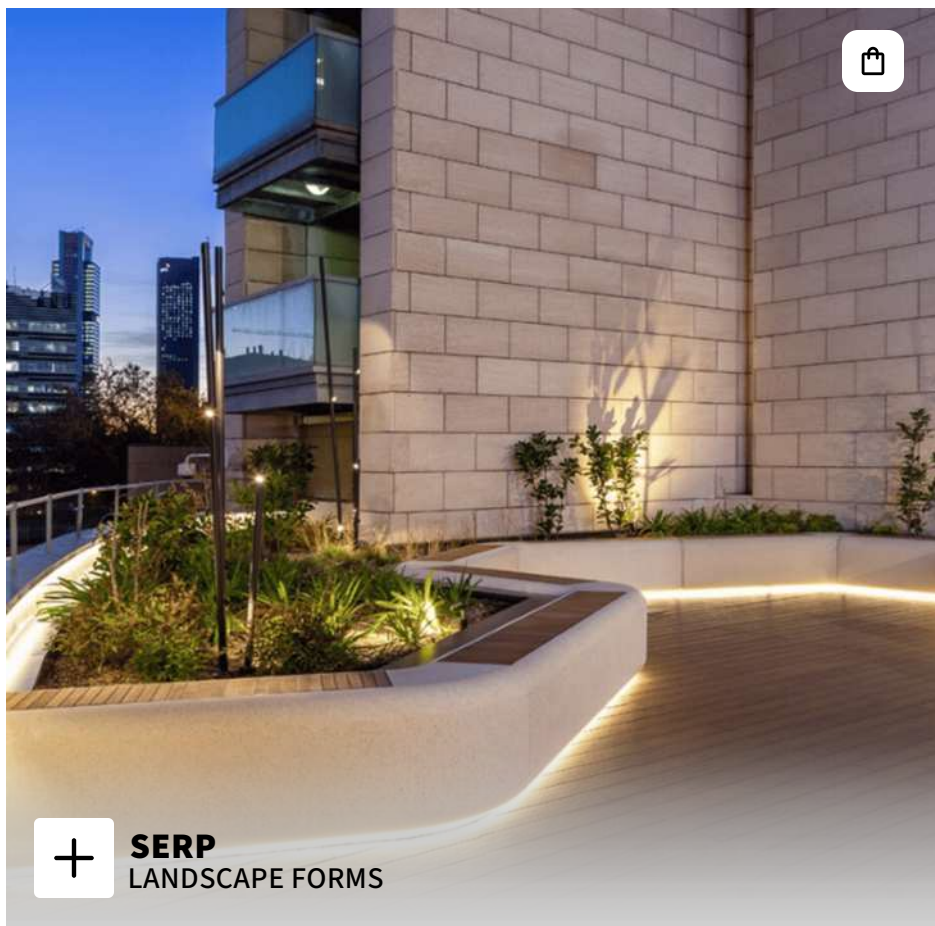
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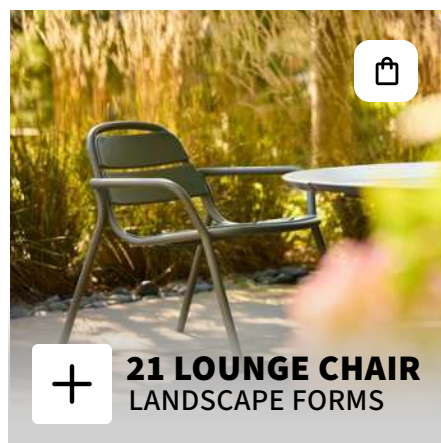
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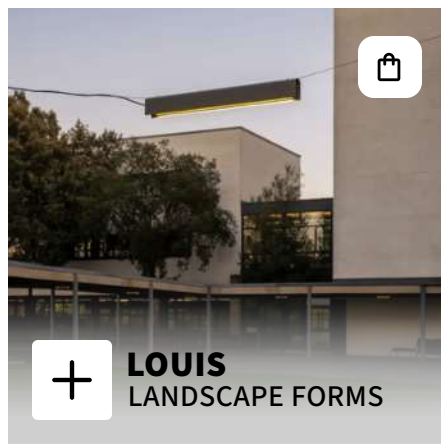
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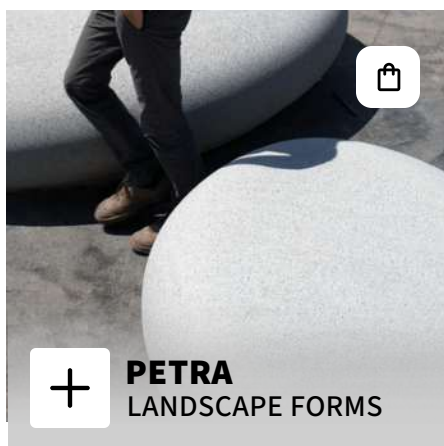
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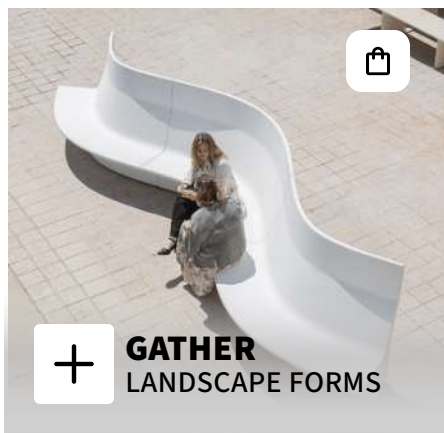
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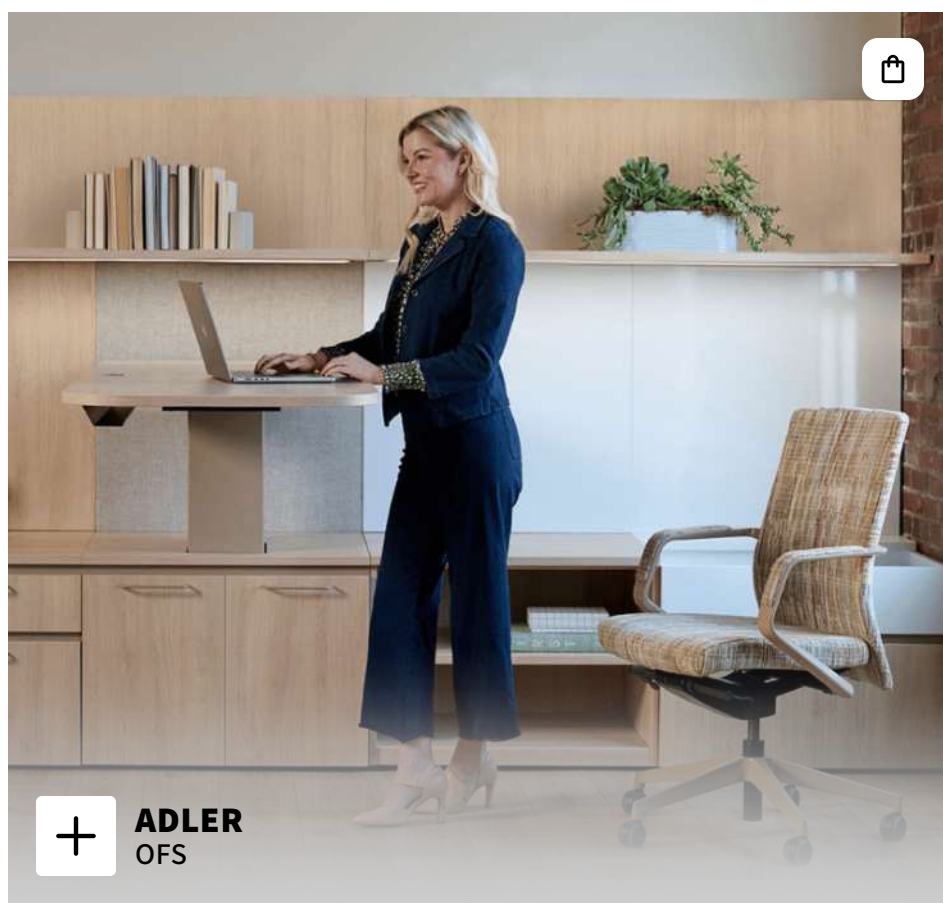
LOUIS
LANDSCAPE FORMS



PETRA
LANDSCAPE FORMS



GATHER
LANDSCAPE FORMS



ADLER
OFS



Where Well-Being Meets Work: The Power of Thoughtful Design

**When is a piece of furniture more than an object?
For JSI, it's when you love what you do.**

In today's workplace, mental health is no longer an afterthought. It's a priority. As organizations increasingly recognize the undeniable link between well-being and productivity, the focus has turned to how the spaces we inhabit can support how we feel. At the heart of this transformation is one simple but powerful idea: when people love what they do, it shows. And when the environments they work in are thoughtfully designed, they can feel it, too.

Design has the power to do more than fill a space—it can elevate it. And in turn, it can uplift the people within it. Nowhere is this more apparent than in the rise of wellness-centric workspaces that consider the full spectrum of mental health needs, from stimulation and engagement to calm and restoration.



Soft Curves, Strong Impact

Sharp edges may communicate structure, but rounded forms create ease and a sense of comfort. Curved lines in furniture and spatial design, when paired with plush textiles, are inherently more inviting, promoting a sense of safety and fluidity. Organic shapes and soft lines mimic the natural environment and reduce cognitive tension, helping employees feel more relaxed and welcome. When seating or tables feature these softer silhouettes, they become more than utilitarian—they're gestures of care.



Color Psychology: Setting the Emotional Tone

Color is one of the most immediate ways to influence mood. Cool hues like soft blues and gentle greens have been shown to lower stress and support focus, while warmer tones like terracotta and mustard evoke comfort and warmth. JSI leverages this psychology to craft palettes that not only complement modern aesthetics, but also serve emotional function. Whether energizing a collaborative hub or softening a private nook, color becomes a tool to shape experience.



Biophilia: A Natural Connection

Humans are wired to connect with nature. The integration of natural elements—whether through living walls, natural wood finishes, or daylight access—triggers a sense of calm and rootedness. Biophilic design doesn't just look good; it lowers cortisol levels and boosts mood. JSI's materials and finishes echo the textures and tones of the outdoors, creating a subtle yet powerful connection to the natural world, even inside an office.

Lighting That Supports, Not Stresses

Lighting is another critical element in supporting mental health. Harsh, cold lighting can contribute to fatigue and irritability, while adjustable, warmer light enhances comfort and alertness. Layered lighting plans—incorporating ambient, task, and accent lighting—give individuals control over their space and energy. JSI furniture solutions work seamlessly within these layered environments, allowing lighting to complement functionality without overpowering it.



Playful Touches, Serious Benefits

Design that sparks joy isn't frivolous—it's functional. Playful elements like unexpected textures, bold patterns, or interactive furniture invite curiosity and delight. These moments of levity and creativity reduce stress and encourage openness. When employees feel emotionally safe and inspired, they're more likely to take risks, connect with colleagues, and produce their best work. At JSI, these aren't just design trends—they're expressions of a core belief: when people love what they do, the workplace should love them back. From concept to construction, every curve, color, and material choice is made with one goal in mind: supporting people so they can thrive. Because the workplace isn't just where we work. It's where we create, collaborate, and grow. And when we feel good, we do great things.



love what you do

Experience It for Yourself

These ideas don't just live on the page—they're brought to life in our spaces. See how wellness-driven design translates into tangible, tactile moments at JSI's Chicago showroom during Design Days, June 9– 11, 2025. From curved forms that calm to colors that comfort, every detail is designed with intention. We invite you to step into a space that feels as good as it looks—and rediscover what it means to love what you do.

Love what you do—and design spaces that help others do the same.



DECCA CONTRACT: New Space, New Possibilities

My Resource Library celebrates the recently redesigned New York City showroom for our partner, luxury manufacturer Decca Contract. Their newly remodeled space, at 200 Lexington Ave, was designed by Chicago based international interior design firm Gary Lee Partners.

Gary Lee Partners was presented with the challenge of designing the space with the goal of telling the story of Decca's substantial depth and breadth of material choices, as well as its broad custom capabilities. GLP project team leader Michelle Doherty embraced the challenge and said; ***"the opportunity to express the GLP creativity through the use of Decca's extensive palette of materials provided a platform for us to highlight the unique aesthetics that Decca's discerning clients enjoy"***.





The showroom features an open and welcoming feel. The success of the design is the opportunity for visitors to review each of the products individually and envision them in a client application. The showroom highlights include a custom reception desk, lounge seating, occasional tables, conference tables and Neocon award winning private offices. Each of the displays encompasses unique metals, veneers, glass and textiles.



If you are in New York City, we encourage you to visit the showroom and enjoy the craftsmanship that Decca offers.

You will find Decca in space #1414.

The showroom is open daily from 8:30-5:00

For more information about Decca Contract please visit **www.deccacontract.com**

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JETÉ

By Via Seating

The Pinnacle of Modern Conference Seating

In the realm of modern conference seating, the Jeté series by Via Seating stands out as a paragon of design excellence, ergonomic innovation, and sustainable craftsmanship. Developed in collaboration with Gensler as product design consultant, Jeté seamlessly integrates form and function to meet the sophisticated demands of contemporary workspaces. The compelling attributes of the Jeté series unfold through its design philosophy, ergonomic features, customization options and the accolades that underscore its industry significance.



Design Philosophy

Jeté embodies a graceful motion and slimline elegance that reflects its name, reminiscent of a ballet dancer's leap. The series features a sleek, single-shell back and seat, presenting a unified and minimalist aesthetic. This European-inspired design is further enhanced by exquisite detailing, including options for shadow tufting, parallel and box hand-sewn patterns, allowing for a personalized touch that complements various interior styles.

The chair's silhouette is not only visually appealing but also functional, designed to support the natural contours of the human body. The integration of form and function ensures that Jeté delivers both style and comfort, making it an ideal choice for conference rooms, executive offices and collaborative spaces.

Ergonomic Features

Understanding the importance of comfort during prolonged periods of sitting, the Jeté series incorporates advanced ergonomic features to promote well-being and productivity. Central to its design is Via Seating's proprietary comfort foam—a high-density, injection-molded, closed-cell, cold-cured material that offers exceptional durability and support. This comfort foam is backed by Via Seating's 12-year warranty, attesting to its longevity and quality.

The Jeté chairs are equipped with a dynamic knee tilt mechanism and a basic conference tilt, allowing users to adjust their seating position effortlessly. These mechanisms facilitate a natural reclining motion, reducing pressure on the lower back and enhancing overall comfort. The inclusion of multiple fixed conference arm options and an assortment of low and high-profile bases, featuring polished aluminum with polished accents, further contributes to the chair's ergonomic adaptability and aesthetic appeal.



Customization Options

Recognizing that every workspace has unique requirements, the Jeté series offers a breadth of customization options to suit diverse preferences. Available in both high back and mid back designs, the chairs can be tailored to align with specific functional and stylistic needs. The selection of hand-sewn stitch patterns, including shadow tufting, parallel, and box designs, allows for a personalized aesthetic that enhances the chair's visual appeal.

The Jeté series offers a rich array of customization options that elevate both function and aesthetic. Users can select from fixed arms custom-designed for Jeté, available in either a striking polished aluminum finish or a refined matte black—each seamlessly integrated into the chair's silhouette for a clean, architectural look. These arms not only enhance visual appeal but also reinforce the premium quality of the chair. Complementing this are high-profile 5-star bases, offered in polished aluminum to match the chosen arm style. These bases are paired with black, open-design, all-surface, reverse-locking safety casters that provide smooth mobility while maintaining a modern, minimal footprint. Together, these design elements allow organizations to craft a seating solution that's not just functional, but a true extension of their brand identity and workspace aesthetic.



Sustainability Commitment

Via Seating's dedication to environmental responsibility is exemplified in the Jeté series. The company employs a Design for the Environment (DfE) approach, ensuring that all components are screened for human and ecosystem health impacts. This commitment is further demonstrated through rigorous third-party assessments, resulting in BIFMA LEVEL® certification—a testament to the product's adherence to stringent sustainability standards.

The Jeté chairs are also certified CLEAN AIR, indicating low emissions and contributing to healthier indoor air quality. Furthermore, Via Seating provides accessible care guidelines and disassembly instructions, facilitating maintenance and end-of-life recycling. These initiatives reflect the company's holistic approach to sustainability, encompassing material selection, production processes, and product lifecycle management.

Industry Recognition

The Jeté series has garnered significant acclaim within the furniture design industry, earning multiple prestigious awards that underscore its excellence. Notably, Jeté received the Best of NeoCon Sustainability Award in Conference Seating, highlighting its environmentally conscious design.

Additionally, the series was honored as a HiP (Honoring Industry People and Product) awardee in the Conference Seating category and achieved the Platinum ADEX (Awards for Design Excellence) design award. These accolades affirm Jeté's position as a leading solution in modern conference seating, recognized for its innovative design, comfort, and sustainability.

Applications in Contemporary Workspaces

The versatility of the Jeté series makes it suitable for a wide range of applications within modern work environments. In conference rooms, its elegant design and ergonomic features facilitate productive meetings by ensuring participant comfort. Executive offices benefit from Jeté's sophisticated aesthetic, reflecting professionalism and attention to detail. Collaborative spaces and open-plan offices can also incorporate Jeté chairs to create cohesive and stylish seating arrangements that promote interaction and flexibility.

The series' adaptability extends to various industries, including corporate settings, educational institutions and healthcare facilities. Its combination of design excellence, ergonomic support and sustainability aligns with the evolving demands of contemporary workspaces, where functionality, aesthetics and environmental responsibility are paramount.



DEFINING A NEW STANDARD IN CONFERENCE SEATING

The Jeté series by Via Seating exemplifies the harmonious integration of design, comfort and sustainability. Through its elegant aesthetics, advanced ergonomic features, extensive customization options and unwavering commitment to environmental responsibility, Jeté addresses the multifaceted needs of modern work environments. The industry's recognition of Jeté's excellence further attests to its status as a compelling choice for organizations seeking sophisticated and responsible conference seating solutions. As workspaces continue to evolve, the Jeté series stands poised to meet the challenges of the future, delivering enduring style and comfort.



Explore Jeté on Via Seating's website →



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75

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Harmonizing Spaces:

Enhancing the Workplace Environment with Music

By Stephanie Sickler & Karen Large

In the modern workplace, creating an environment that fosters productivity, creativity, and well-being is paramount. While design elements have long been considered, an intriguing new dimension being explored is the influence of music on the built environment. A recent study by Stephanie Sickler and Karen Large from Florida State University examines the fascinating intersection, revealing how music can enhance user connection to space.

Stephanie Sickler, an Associate Professor of Interior Design, and Karen Large, an Associate Professor of Music, embarked on an unlikely collaboration to investigate how music can influence perceptions of space (Sickler & Large, 2021 & 2022). Their study explores the idea that visual-spatial cognitive capacity might be enhanced when visualizations are augmented with sound. This concept is rooted in the understanding that music, a universal element across all known cultures, has profound effects on human emotions and perceptions.

Music's role in human culture is vast and varied. From the ancient Greek concept of the Music of the Spheres to the intricate ragas of Classical Indian Music, and the Baroque Period's Doctrine of Affections, music has always been intertwined with human emotions. In the 20th century, affective response research further explores how musical elements like tempo, dynamics, and structure influence listener emotions. This research underscores why certain types of music are used in film scoring and marketing to elicit specific emotional responses.

The study by Sickler and Large builds on such previous research linking colors to emotions and sounds to emotions but adds a crucial spatial context. They curated six musical genres—Dubstep, Country, Hip Hop, Mozart, Indie, as well as Progressive House—and matched them with corresponding color schemes and images of spaces. Ninety-nine participants of varying ages and backgrounds were asked to indicate emotional responses to these images before and after listening to the curated music.

The results were compelling. For all six images, participants' emotional responses shifted with the addition of music. In some cases, the responses became more evenly distributed across multiple emotions, while in others, coalesced toward specific emotions. For instance, the Dubstep example revealed a coalescence toward the emotion of tension after the music was added.

Moreover, the study found that participants' sense of connectedness to the spaces was influenced by the music. While some genres like Hip Hop and Indie increased the sense of connection, others like Dubstep and Progressive House decreased it. These findings suggest that music could be strategically used to enhance or alter the emotional atmosphere of a space.

In this way, incorporating music into workplace design can have significant benefits. By carefully selecting music that aligns with the desired emotional tone of a space, employers can create environments that support various work activities. For instance, upbeat and energetic music might be used in collaborative areas to foster creativity and interaction, while calming music could be employed in quiet zones to enhance focus and reduce stress.

The study by Sickler and Large highlights the potential of music to transform the built environment, offering a new tool for designers and employers to enhance workplace environments. By integrating music thoughtfully into workplace design, we can create environments that not only look good but also feel good, ultimately supporting the well-being and productivity of all who inhabit them. As we continue to explore the connections between music, color, and space, the possibilities for creating more engaging and supportive workspaces are endless.

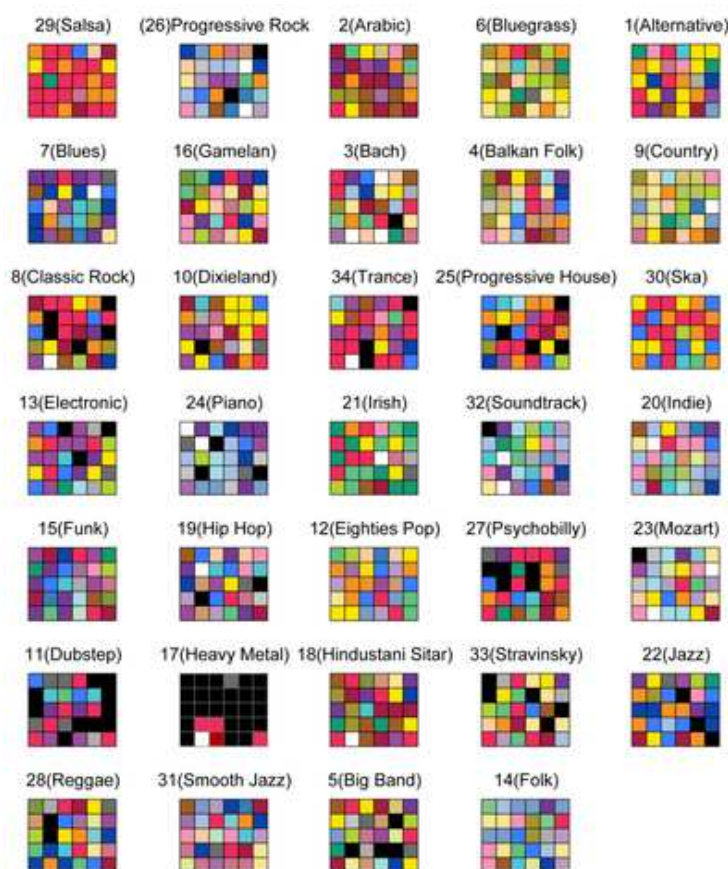
References:

Whiteford, K. L., Schloss, K. B., Helwig, N. E., & Palmer, S. E. (2018). *Color, Music, And Emotion: Bach To The Blues. I-Perception* (London), 9(6), 2041669518808535–2041669518808535.

<https://doi.org/10.1177/2041669518808535>

Sickler, S. M., & Large, K. (2021). *Beyond the selva: Expanding the equity of textile consumption through translating visual aesthetics to sound*. In C. Bernasconi, L. Blume, H. Cai, D. de la Pena, O. Demir, T. Heidgerken, S. Kader, H. McGowan, C. Miller, D. Ruggeri, & F. Sperone (Eds.), *EDRA52 Just Environments: Transdisciplinary border crossings* (p. 424). EDRA52.

Sickler, S. M., & Large, K. (2022). *Unraveling code for appreciation by all: On the beauty of textiles translated to music*. In J. Park (Ed.), *Interior Design Educators Council 2022 National Conference*. IDEC.



Color Schemes from Whiteford, et. Al. study (2018)



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The Impact of Interior Design on Mental Health:

HOME IS WHERE THE HEART IS

In today's fast-paced world, the importance of mental health has become increasingly recognized. One often overlooked aspect that significantly influences our mental well-being is interior design. The spaces we inhabit, whether at home or in the office, play a crucial role in shaping our mood, productivity, and overall mental health. The theory of "home is where the heart is" underscores the idea that our environment profoundly affects our emotional state, especially as more people embrace working from home.

Interior design is not just about aesthetics; it's about creating spaces that promote comfort, functionality, and well-being. Research has shown that well-designed environments can reduce stress, enhance mood, and improve overall mental health. Factors such as lighting, color schemes, furniture arrangement, and decor all contribute to how we feel in a space. For instance, natural light has been proven to boost mood and energy levels, while clutter-free spaces can reduce anxiety and improve focus.

The shift to remote work has highlighted the importance of creating a conducive home office environment. Working from home offers flexibility but also presents challenges in maintaining productivity and mental health. A well-designed home office can bridge this gap by providing a space that is both functional and comforting. Personalizing your workspace with elements that resonate with you can make a significant difference. This could include ergonomic furniture, plants, artwork, or even a favorite coffee mug.

People have varied preferences when it comes to their work environment. Some thrive in bustling office settings, while others prefer the tranquility of their home office. Understanding your work style is key to optimizing your productivity and mental health.

In an office setting, some individuals find their favorite spot in communal areas like lounges or breakout rooms, where they can interact with colleagues and brainstorm ideas. Others might prefer quiet corners or private offices where they can focus without distractions.

At home, the most productive spot can vary greatly. Some might find solace in a dedicated home office, while others might prefer working from a cozy nook in their living room or even their kitchen table. The key is to identify a space that minimizes distractions and maximizes comfort.

Your sanctuary is a personal space where you can unwind and recharge. It should reflect your personality and provide a sense of peace. For some, this might be a reading corner with a comfortable chair and soft lighting. For others, it could be a music room with their favorite instruments and sound system. The size of the space doesn't matter as much as how it makes you feel.

Both at home and in the office, there are spaces designed for collaboration and connection. These areas are where people come together to re-connect, work through challenging questions, and share ideas. The energy in these spaces is often a reflection of the interactions that occur within them.

In an office setting, collaboration spaces such as conference rooms, lounges, or breakout areas are designed to foster teamwork and creativity. These spaces are often equipped with comfortable seating, whiteboards, and technology to facilitate discussions and brainstorming sessions. The dynamic energy in these areas can inspire innovative solutions and strengthen team bonds.

At home, a central library or living room can serve as a multipurpose space for socializing, working, and connecting with family and friends. For example, your central library space is a perfect illustration of this. It's where you and Jeff talk through things together, socialize with friends, and work through challenging questions. Despite its multipurpose nature, it provides a safe and welcoming energy that encourages open communication and collaboration.





Smell and music are powerful tools in enhancing the aesthetics and comfort of a space. Aromatherapy, using scents like lavender or eucalyptus, can create a calming atmosphere and reduce stress. Similarly, music can influence our mood and productivity. Soft background music can help maintain focus, while upbeat tunes can boost energy levels. Incorporating pleasant scents into your workspace can make a significant difference. Essential oils, scented candles, or even fresh flowers can create an inviting and relaxing environment. Music preferences vary, but finding the right tunes for your workspace can enhance your productivity and mood. Instrumental music or nature sounds are often recommended for maintaining focus, while your favorite songs can provide a motivational boost during breaks.

Interior design is more than just creating visually appealing spaces; it's about crafting environments that support our mental health and well-being. Whether you're working from home or in an office, understanding your preferences and creating a space that resonates with you can make a significant difference. By paying attention to elements like lighting, color, furniture, smell, and music, you can transform your workspace into a sanctuary that promotes productivity and mental health. Remember, home is where the heart is, and your environment should be a reflection of your best self.



Laura Carlson

Director of Architectural
Products & Materials, MRL

Let's Meet Outside



Cascades Series



Bryce Seating



Mesa Seating



Seaboard Series with Delago Table



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BUILDING RESILIENCE IN TOMORROW'S DESIGNERS

By Debra Harris & Elise King

Interior designers must be nimble, adaptable, and equipped to respond to an increasingly complex landscape of societal, environmental, and technological challenges. In both the built environment and the design profession itself, resilience—the capacity to recover quickly from setbacks and adapt effectively to change—has become a critical attribute. For design professionals, resilience is not just a psychological trait but a professional necessity. It encompasses qualities such as hardiness, adaptability, self-efficacy, emotional regulation, and optimism.

However, in the wake of the COVID-19 pandemic, educators across the country have voiced growing concern over the resilience and overall well-being of students. University counseling centers have reported a twofold increase in calls since 2020, underscoring the increasing psychological stress students face. As students and early-career professionals navigate academic pressures, social challenges, and the uncertainties of a changing world, the need for systemic support has never been more apparent.

If the interior design profession demands resilience to meet project deadlines, embrace critique, and creatively solve pressing problems, then educators and employers must ask:

How can we intentionally cultivate this quality in students and emerging professionals?

A 2023 study examining resilience among interior design students and practicing professionals revealed key differences between the two groups:

- ▶ Students were significantly more likely than professionals to report discouragement following failure.
- ▶ They also described greater difficulty staying focused under pressure and reported feeling less in control of their lives.
- ▶ Students with poor sleep quality showed consistently lower levels of resilience across multiple indicators.

While resilience often strengthens with age and life experience, these findings reveal a developmental gap that cannot be left to time alone. Educators and employers play a vital role in scaffolding resilience by rethinking both pedagogy and professional culture.

Strategies to support resilience-building might include:

- ▶ **Normalizing low-stakes failure** as part of the creative process, helping students reframe setbacks as opportunities for growth.
- ▶ **Incorporating complex, real-world problem-solving** tasks that stretch students' cognitive and emotional capacities.
- ▶ **Establishing mentorship frameworks**, both peer-to-peer and intergenerational, to model professional resilience and provide support networks.
- ▶ **Encouraging healthy studio culture**, including sleep-positive messaging, manageable workloads, and open conversations around mental well-being.



As the field of interior design evolves alongside rapidly emerging technologies like AI and machine learning, emotional and psychological adaptability will remain crucial. In a world where digital tools may accelerate ideation but cannot replace human empathy, judgment, and creativity, the long-term vitality of the design profession will depend not only on talent—but on resilience.

By fostering these qualities early in design education, we invest in a generation of professionals prepared to lead with agility, empathy, and strength.



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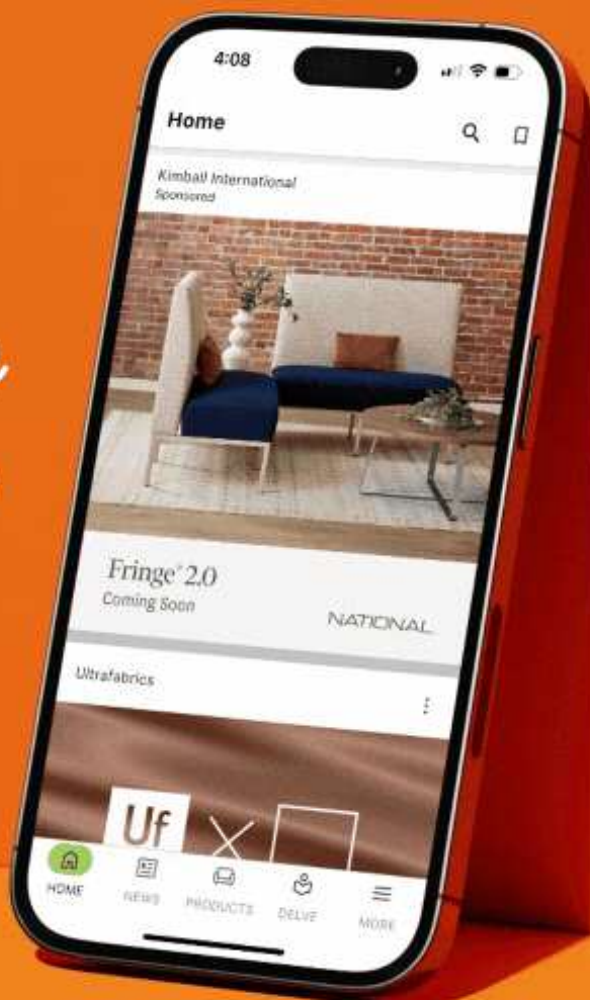
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FEATURED PRO DEALER

MRL Pro Dealer

CI GROUP

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Jacksonville, FL | Baton Rouge, LA | New Orleans, LA | Columbia, SC

PRO DEALER SINCE 2017

CI Group is a contract interiors firm with over 40 years of experience transforming spaces across the Southeast. With eight regional offices and a strong focus on people, performance, and partnership, our team delivers innovative workplace solutions tailored to each client's vision and goals. From concept to installation, we bring strategy and creativity together—making spaces that inspire, perform, and endure.

What drove or influenced your decision to go Pro?

Our decision to go Pro was driven by the need to streamline how our team sources and organizes product information across multiple office locations. With customizable libraries, we're able to tailor our resources by market—allowing teams to work more efficiently and stay aligned with contract or client-specific needs. Tools like Maintenance Pages also help us contribute to thorough project closeouts, which reinforces our commitment to quality and detail.

How do your team members use MRL?

MRL is embedded into our everyday process across departments:

- ▶ **Sales & Account Managers** use MRL to assemble project boards and share early concepts with clients during the discovery phase.
- ▶ **Designers** utilize the platform to curate libraries, gather imagery, and reference product information efficiently.
- ▶ **Project Managers** rely on it to ensure conditions like discounting and availability are accurate, helping projects stay on track.
- ▶ **Marketing** leverages MRL to align content and visuals to vertical markets, allowing for tailored storytelling when sharing project highlights.

Each team uses MRL a bit differently, but all benefit from its role in helping us work smarter, faster, and more collaboratively.

PROFILE CONTRIBUTORS

Gilbert Broco
President

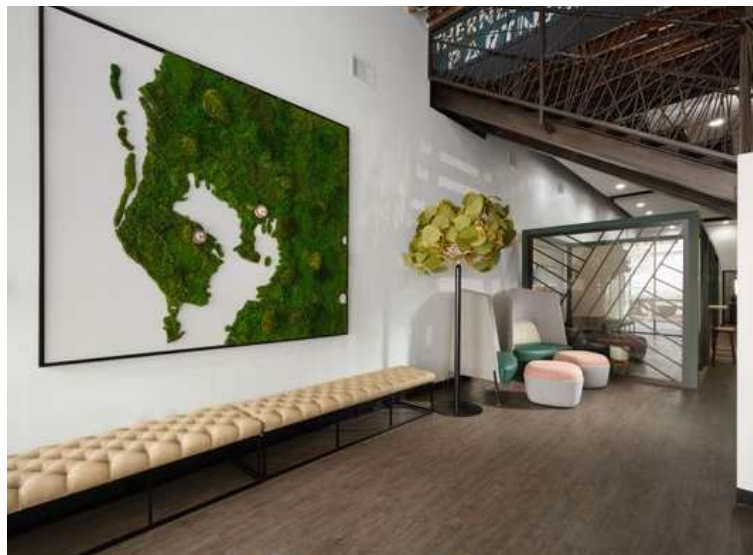
Marjorie Nicho
Design Director

Tamara Marrero
Marketing Associate

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

- ▶ The **Custom Library** features are a standout—they let us prioritize preferred manufacturers and organize by contract types or market verticals. This keeps our teams focused and strategic in product selection.
- ▶ The **Enhanced Search** and **Inspiration Gallery** features have become key tools in early-phase client discussions. By helping us visualize design intent sooner, we reduce revisions and maximize time. Designers and sales teams can speak the same language—balancing visual impact with budget alignment.
- ▶ The **Project Tool** also supports cross-functional collaboration, allowing internal teams to work off the same binder. With everything in one place—from notes to visuals—it's easier to stay aligned on client goals and project intent.
- ▶ While usage of tools like **Pro Notify** varies, we appreciate how MRL continues to introduce features that support engagement, efficiency, and client communication.
- ▶ **Mobile access** is helpful for field-based or remote work, and usage varies depending on the role and location.
- ▶ For **onboarding**, we host refresh trainings about twice a year per team. The platform is intuitive, and new users typically ramp up quickly with support from MRL's team.

MRL Pro Dealer has helped us bring ideas to life faster—bridging aesthetics and logistics early in the process. By simplifying product discovery and enhancing collaboration, it inspires confidence for both our team and our clients.





FEATURED MANUFACTURER

PETER PEPPER PRODUCTS

Redefining the Accessories Market with Thoughtfully Designed Pieces

PRODUCT Q&A

What specific market gaps does the Reveal line address?

Peter Pepper Products has always been strong in receptacles, and Reveal continues that legacy with a more modern, refined design. Our products provide the final finishing touches that complete a space, offering both functionality and aesthetic appeal.

What unique challenges arose during development?

One of our recent challenges has been navigating the transition following our acquisition. As we evolve and modernize the Peter Pepper brand, we are redefining our approach while staying true to our design heritage.

How does Reveal stand out from competitors?

Reveal is a sleek yet highly functional receptacle that blends seamlessly into modern interiors. Its interchangeable lids and variety of sizes make it a versatile solution, offering a balance of simplicity and thoughtful design.

What design options are available?

Reveal comes in multiple finish options and sizes, allowing for customization to fit different project needs. We offer a range of materials, colors, and configurations across our product lines to align with various environments.

Are there expansion plans for the product line?

We have an aggressive product launch plan for this year. We're currently working on two additional products with Reveal designer Ramsey Madsen, set to debut in early Q2.

BRAND Q&A

What are Peter Pepper Products' brand pillars or mission?

Since 1952, Peter Pepper Products has redefined the accessories market with thoughtfully designed pieces that surprise and delight. Our commitment to craftsmanship and quality has made us a leader in the industry—creating products that don't just meet needs but inspire moments of creativity and functionality.

Proudly rooted in Los Angeles and made in the USA as part of the DeskMakers family, we carry forward Peter Pepper's legacy by blending bold ideas with practicality. From innovative solutions to impeccable service, we transform everyday essentials into purposeful designs that energize and enhance spaces.

Are there any shifts in market focus due to industry trends?

Yes! We're getting back to our roots—focusing on the unexpected details that bring spaces to life. At the same time, we're reimagining the Peter Pepper brand in a fresh, approachable way, ensuring our designs feel both timeless and relevant. While we're always exploring new opportunities, our core remains in thoughtful accessories that complete a space with style and purpose.

Where are your manufacturing facilities located?

We manufacture in Commerce, California, and Dallas, Texas.



What are your top priorities in engineering and production?

Our priorities are quality, quality, quality! Every detail matters, and we ensure that our products deliver both design excellence and an exceptional customer experience.

What are your five-year goals?

We are focused on market expansion and re-establishing our identity. Our goal is to create a stronger presence in accessories, reminding our customers who we are, where we've been, and where we're headed.



DESIGN & ENGINEERING TEAM Q&A

How does the team identify customer needs?

We believe in a blended approach of qualitative & quantitative market research to drive our business decisions ensuring meaningful products. Our newly implemented focus on portfolio management will drive success as we determine our market's needs (where we have a right to win) so all parties' benefit. A recent example is our partnership with a branding agency to transform the brand and position us for growth.

Where does the design team find inspiration?

Whether the design originates internally or collaboration with external designers there is no limit to inspiration. We strive for authentic design that takes an innovative and pragmatic approach to solving real world problems all while staying true to Peter Pepper's philosophy: our responsibility is to create products that enliven the work environment without compromise.

What product lines are currently under development?

We are aggressively investing in new product development and have a bold strategy for 2025. We're aiming to average one new product per month. We launched Reveal (receptacles) at the start of the year, two more series are in the final phase of pre-launch, and we are ramping up prototyping on countless more. It's an exciting time for Peter Pepper Products, stay tuned!





What are the production methods you find to create the most beautiful, effective products?

It all comes down to design intent, materiality, and scalability. There are times when only advanced manufacturing methods enable success, and other instances where handcrafted artisanship is critical. We are relentless at developing new manufacturing capabilities and embrace the challenge of turning concept into reality where it was previously improbable.

What tools do you rely on the most to create beautiful interior products?

I view 'imagination' as the strongest tool we rely on. I know it sounds cliché but no matter how beautiful a product is; it must be original, innovative, and ideally both. Far too often we become reliant on technology as a tool to drive as opposed to facilitate the design process. We love when a concept is outside our current toolset and gives us space to grow.



COMPANY TEAM MEMBERS

Phil Polishook
President

Blanca Saucedo
Director of Marketing

Josh Carlberg
VP of Product

Bob Caseres
VP of Manufacturing

Ken Petersil
VP of Sales

Zack Lamb
Director of Sales



Getting to Know **MiCONCEPTS**

of New York

*Tell us a little bit about how
your rep group got started?*

MiConcepts was founded in January 2014 by Michelle Carlson and just celebrated its 10 year anniversary. Prior to its inception Michelle spent many years as an A+D sales representative in the industry working for manufacturers such as Vitra, Herman Miller and Moroso. In 2017, Jessica Hicks joined MiConcepts and she and Michelle became co-owners of the company. Jessica began her career in the industry 17 years prior at Vitra and grew through the ranks spending her last four years there as the President of Vitra, North America. We both began at Vitra only a month apart from one another, and although we were not even sure we liked each other at the start, we became close friends and respected advisors to one another. In our years there we built the foundation of a relationship based on trust, healthy competition, camaraderie and support of one another wrapped in an unwavering work ethic. We would always talk about “one day” doing our own thing together- little did we know at that time this would become our cornerstone. We function very much like a ying and yang where everything is a balance of interconnected opposites, and the sum of our whole is far greater than each of our halves.



*How has the company changed over
the years?*

The company has evolved a lot over the years, and we have continued to learn and improve to meet the demands of our clients. When MiConcepts began there were just 3 brands under our umbrella, over the years we have selectively built the portfolio to the 10 amazing brands we have today. Amuneal, Benchmark, Clarus, Fabricate, Fredericia, Grid, Here Now, MPS, Nucraft and Studio Other. We have been very strategic in our decisions to represent brands that are not only complimentary to one another, but in their entirety create a portfolio of reliable, high quality, design inspiring, innovative, solutions oriented brands. We have worked hard to strike a balance between having enough brands to be a value all our own, while at the same time, keeping things boutique enough that we remain the true specialists of the brands we represent so that we know our products in depth and can be of value to those we work with.



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

We believe the secret to our success is that we truly love what we do, and we like to make that known! We have spent many years building a reputation where the people who work with us know they can trust us and that we are not going to let them down. When we decide to represent a brand, we put our name on the line and sometimes we have had to make difficult decisions when they don't hold up- but in doing so, it makes those who know the MiConcepts name know they can always feel safe working with us in the ever shifting landscape of furniture. Additionally we truly see ourselves as an extension of each of our brands- the "indirect" employees and because of that we work very hard for them too.

What makes you most excited about working in the contract ad hospitality industry?

There are truly too many things to have a "most". We love that each day brings something new with it. There is so much dynamism in what we do that it always keeps us on our toes. From introducing new products, to visiting jobsites, to input on specs, networking, industry events and seeing projects come to life- it is truly special to be involved in so many different aspects. It is also exciting to see how the industry continues to evolve over time, how younger generations are reshaping the way we work and how the things we do have a direct impact on how environments end up looking and more importantly how people ultimately feel when using them.



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

It's exciting to think about this question. As we look toward the future, we see tremendous opportunity to evolve alongside- and ahead of our industry. The next five to ten years will be marked by transformation driven by technology, changing customer expectations, and a shifting global landscape. At the heart of it all, our mission will always remain the same; to create meaningful impact through innovation, trust, and excellence. We are excited about where we are headed, and we're grateful to have a community of partners, clients, and team members joining us on this journey.

If you could use just one word to describe your rep group, what would it be?

COMMITTED

We are committed to our clients, our brand partners, and our projects, our future, our company and one another.



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MRL STAR OF THE MONTH



NAME:

Allison Wiley

DEALER:

Officeworks PA

TITLE:

Sr. Ancillary Specialist

LOCATION:

Plymouth Meeting, PA (Philly Suburb)

HOW LONG WITH ACE OFFICEWORKS PA:

8 years this fall with Officeworks after acquiring Workplace Environments - for 17 years

HOW LONG IN THE CONTRACT FURNITURE INDUSTRY:

25+ years

GET TO KNOW ME:

What's one thing that's always on your desk? The Stanczak & Associates Paper Yearly Calendar (for quick lead time visual assessment) Frank Stanczak was a great manufacturer's rep and taught me so much early on when entering the industry. He was patient and kind, and never made me feel like I didn't know about commercial products. He is greatly missed and his son Mike keeps the family tradition going!

What's your go-to music or background noise while working? Classic Rock or 80's Tunes

If you had to teach a class, give a TED Talk, or do a podcast what would it be about? Efficiency in the workplace and the importance of mentoring.



What's the biggest misconception about your job? Most people don't realize what a corporate furniture dealership is all about. I certainly didn't when I was in college. I always have to explain myself to those outside our industry and relate it to the automotive industry. "You don't buy a car directly from a manufacturer, you go through a local dealer." That analogy usually solicits a lot of "ahh" responses. Many people think my job is "just decorating", it's not.. Math equations, time management, relationship building skills, attention to the details, and speed are just some of the skills needed daily.

What's your favorite thing about working in this industry? The research portion, it's similar to solving a puzzle. Fit, Price, Design & Finish.

What's something we'd be surprised to find in your workspace? Our Office installed the SONOS system years ago so we can play music and break up the day depending on the season. We have high tech Conference Room Screens for meetings, comfortable furniture areas, and we have lots of "fun committee" activities throughout the year. You never know what may be going on if you drop by! Last week was "employee appreciation week" from our company!



UPCOMING
EVENTS

NeoCon

After Hours

MONDAY, JUNE 9 | 8PM - 1AM
TREEHOUSE/TUNNEL NIGHTCLUB



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2025

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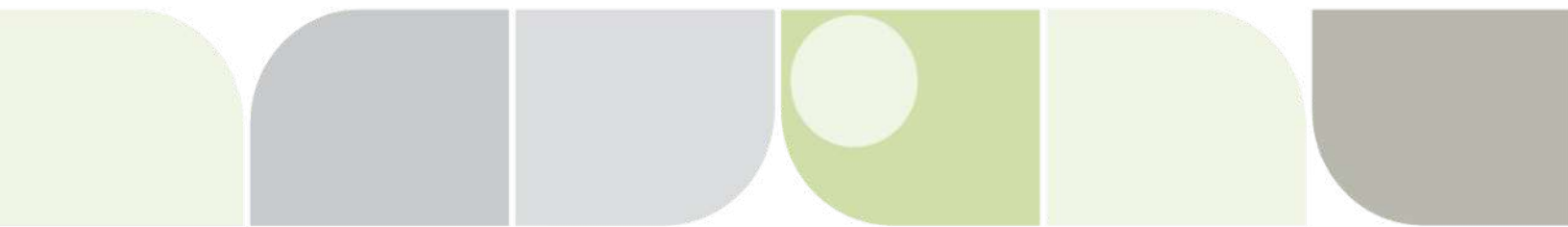
DELVE SERIES: WORKPLACE



The workplace market is in a period of extreme transition. This Delve Series will bring together the greatest thinkers and trendsetters in the market for remarkable conversations around hybrid work and the workplace of today.

*September 21-23
Chicago, IL | 21 C Museum Hotel*

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

June 9-11
Fulton Market Design Days
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 14
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

MORE EVENTS



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:
May 20 and May 22

LEARN MORE

BIFMA

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: May 22
Strategic Alliances: A Global Approach
to Interior Design & Architecture

LEARN MORE



June 2025: NeoCon Edition

Next month's issue will spotlight the commercial design world's biggest event with showroom previews and brand features. But that's not all — we're also bringing you a mix of fresh stories, perspectives, and inspiration from across the industry.

Heading to NeoCon? Be sure to stop by the magazine stands at The Mart to pick up your printed copy — it's the perfect companion for your time in Chicago.

We'll see you in June!