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Business of Furniture - January 17, 2018

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- 👍 **UPFRONT: What the Industry Can Learn from CES** - Walking around CES, it was obvious and, at times, the future of everyday life is headed.
- 👍 **2018 Workplace Design Trends that Increase Comfort and Boost Attraction and Retention** - Would we had a crystal ball that could predict the hot workplace design products of 2018?
- 👍 **Helping Business Find the Right Person at the Right Times** - How do you craft the perfect team? A Chicago-based technology company is working on the answer with artificial intelligence and organizational science.
- 👤 **CoLaboration** - Al Everett - "When the Teams Get Lost"
- 😊 **Stephen Says** - "The Furniture Industry's #MeToo Reckoning is Coming" - by Stephen Viscusi
- 📖 **PLACES** - Edelman's Office Expansion - London
- 🚚 **New Trucking Regulations a Mixed Blessing for Industry** - The office furniture industry uses a lot of multistop carriers — the group the ELD mandate is expected to hit the hardest.
- 🚚 **Creating a 'Nook' in the Open Office** - To say David O'Coimin is excited about the Nook is an understatement, it doesn't come as a surprise since he is the designer, inventor and "parent" of the product that makes work plan a lot more enjoyable.
- 📌 **Whiteboard** - The Complex Relationship Between Productivity, Technology and Working Anywhere / Chief on the Future of Offices / The Design Whisperers: Decoding Authenticity and Culture in Workplaces
- ★ **FIRST LOOKS** - The latest in products from Teknion
- 📖 **So Much More Every Week** - Regional Industry News Brief, Industry Moments, Industry Portfolio, Home Events, The Stream, Industry Pulse, Industry Classifieds & Careers

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The Automated Future of Offices

Business of Furniture - January 10, 2018

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- 👍 **UPFRONT: Humanscale No Stranger to Massive CES in Vegas** - The focal points of Humanscale's QuickStand Eco platforms, the newest generation of sit/stand furniture using counter-balance weights, r... electronic motors.
- 👍 **Montisa Thinks of Itself as a 111-Year-Old Startup** - The company was born in 1906 to make steel stools. More than 100 years later, it is still trying to solve practical workplace challenges.
- 👍 **COVER: The Automated Future of Offices** - Workplace automation can sound alarming but it's far f...
- 👤 **CoLaboration** - Al Everett - "Your Secret Sauce for Sales and Project Success in 2018?"
- 😊 **Stephen Says** - "Don't Be a Helicopter Parent, Especially in This Job Market" - by Stephen Viscusi
- 📖 **PLACES** - Capcom Offices - Vancouver
- 🚩 **Do These Chairs Look the Same? Knoll Sues Allsteel for Alleged Patent Violation** - According to Lyric Multi-Purpose chair has an "ornamental appearance" almost identical to the ornamental appearance MultiGeneration.
- 🚩 **Tech Firm Researches Future of Work through Data** - Every company is becoming a technology c... what industry they are in. That is even more true for the office furniture industry because of the close phy... between the technology equipment in the office and the user.
- 🚩 **Whiteboard** - Building on Workplace-Wellbeing / Why C-Suite Office Space Is Being Pared Down / G... Hello Open, Well-Lit Law Office
- ★ **FIRST LOOKS** - The latest in products from Boss Design
- 📖 **So Much More Every Week** - Regional Industry News Brief, Industry Moments, Industry Portfolio, H... Events, The Stream, Industry Pulse, Industry Classifieds & Careers

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Gasser Gambles on Gaming Seats

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- 👍 **UPFRONT: Workplace Design Positively Influences Health, Wellness, Employee Satisfaction, and Performance** - ASID researched the impact of innovative workplace design on behavior and performance... design supports organizational goals and the impact of design.
- 👍 **COVER: Gasser Gambles on Gaming Seats** - In the 1960s, one of the world's largest gaming chair... its start. Gasser Chair made bar stools during a time slot machines were played standing up. Eventually, the bar stools up to the slot machines to keep those streaks going.
- 👍 **How a Simple Rejection Gave Way to a Million-Dollar Idea** - The trio of friends, now accidental en... around with existing equipment, repurposing parts and modifying the machines for the work environmen...
- 👍 **Sudden Executive Changes at DIRTT Causes Major Stock Selloff** - The announcement of a sudden... at DIRTT, one of the industry's promising growth companies, stunned investors early Tuesday, leading to... its shares on the Toronto Stock Exchange.
- 👤 **CoLaboration** - Al Everett - "Don't Forget Those Who Brought You to the Dance"
- 😊 **Stephen Says** - "New Year, New Job? Well, Maybe" - by Stephen Viscusi
- 📖 **PLACES** - CMG Offices - Los Angeles
- 🚩 **BoF NEWS - Jasper Group to take over Paoli Plant, Pick Up Workers** Paoli LLC will likely wind do... the end of February, and during that time Jasper Group will begin bringing in raw materials and finalizing... purchases that can be used immediately in its new operation.
- 🚩 **Whiteboard** - Activating The Workplace: How Active Workstations Impact How You Think, Perform, A... How The Internet Of Things is Impacting Workspace and Building Design / DLR Group: Trends in Tech-O...
- ★ **FIRST LOOKS** - The latest in products from Indiana Furniture
- 📖 **So Much More Every Week** - Regional Industry News Brief, Industry Moments, Industry Portfolio, H... Events, The Stream, Industry Pulse, Industry Classifieds & Careers

The Business of Furniture | December 20 & 27, 2017

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Rising Demand for Custom Furniture

Business of Furniture - December 20 & 27, 2017

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🎄 **Merry Christmas & Happy Holidays from Bellow Press** - Wishing you the gifts of the season — Per May the joy of the holiday be with you in the new year.

👍 **UPFRONT: Steelcase Domestic Sales Drop, Dragged Down by Reduced Demand from Small and Medium Customers** - Orders in the Americas declined approximately 6 percent in the third quarter compared to the second quarter.

👍 **COVER: Rising Demand for Custom Furniture** - As the move toward residential design — or adding a touch of residential style to a commercial space — becomes the new normal, customization requests are taking on unique new forms.

👍 **Workframe and Outfit Want to Change the Industry** - The company was launched in 2015 when the founders took note of the densely populated commercial interiors industry and realized while the industry has focused on product innovation, it has neglected process innovation.

👥 **CoLaboration** - Al Everett - "Your Team Will Never Walk Alone When You Model Behavior for Them"

😊 **Stephen Says** - "Two Week's Notice is an Old Wives' Tale! It Does Not Exist and Never Has" - by Stephen Viscusi

📖 **PLACES** - One Legacy West's Communal Space – Dallas

📌 **BoF NEWS - Saftco Moving Mayline Production to Iowa** When the sale is complete, the company will move manufacturing from the leased facility in Sheboygan to the newly purchased Iowa facility during 2018.

📌 **BoF NEWS - Herman Miller Reports Second Quarter Orders at Record Levels** Strong demand led to a highlight of the quarter, as orders reflected an all-time record level for the company and grew 10% organically over the same quarter last year.

📌 **BoF NEWS - Virco Sales Up, Resumes Dividend / AIA: Architecture Billings Post Strong Growth in November**

📌 **Whiteboard** - The Future of Workplace Design: The FETCH Model / Hospitality Comes to the Office / The Changing Workplace Needs of Generation Z

★ **FIRST LOOKS** - The latest in products from Keilhauer

📖 **So Much More Every Week** - Regional Industry News Brief, Industry Moments, Industry Portfolio, Industry Events, The Stream, Industry Pulse, Industry Classifieds & Careers

The Business of Furniture | December 13, 2017

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END OF THE LINE

HNI to Close Paoli After 91 Years in Business

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👍 **UPFRONT: From Science to Style, Geiger Taper Chair Redefines New High Performance Executive Chair** - Because of how it was designed, Geiger's Taper chair is different from any other executive chair and any other chair in the market.

👍 **BREAKING: Knoll Announces Plan to Acquire Muuto** - Knoll will pay \$300 million in cash for the Scandinavian furniture company. Muuto products pair seamlessly with the range of modern Knoll designs.

👍 **Science of Product Design: Innovation in Commercial Furnishings** - In this month's article — the first in a series — the sponsor would like to share what it is doing to leverage new technologies, science and data to improve product design.

👍 **HNI to Close Paoli After 91 Years in Business** - The plant will begin phasing out operations in January. The transition process expected to take about a year to complete. "We want to be very transparent in this process to help with the transition."

👥 **CoLaboration** - Al Everett - "A Christmas Gift That Keeps On Giving"

😊 **Stephen Says** - "Bosses Who Refuse to Embrace Technology Lose Talent -- Especially Millennials. It's Not Just About Money" by Stephen Viscusi

📖 **PLACES** - naked Hub Coworking – Hong Kong

📌 **BoF NEWS - Inscape Sales Sink 15.7%, Posts Loss for Second Quarter / Steelcase Provides Bleak Forecast for Upcoming Quarterly Report; Confident Sales Will Turn Around in Quarter Ahead / lauckgroup Designs a New Office with Emphasis on Company Culture / dancker Unveils Engaging Experience Center**

📌 **Whiteboard** - What Is Ergonomics and Why Does It Matter? / Shifts in occupier behavior and attitudes / Agile Working

★ **FIRST LOOKS** - The latest in products from Egan, HBF, ICF Group and Designtex

The Business of Furniture | December 6, 2017

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The Thinking Behind
Steelcase's New
Munich Hub

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- 👍 **UPFRONT: Teknion Leads the Way Downtown in LA** - From the 41st floor of a downtown Los Angeles skyscraper, visitors to Teknion's showroom can see the Hollywood sign, and on a clear day, all the way to the Pacific Ocean.
- 👍 **The Thinking Behind Steelcase's New Munich Hub** - Steelcase's new Learning + Innovation Center is located 10 kilometers from Munich International Airport and is an eight- to 10-minute walk to the main train station, Königsplatz and the Siegestor gate.
- 👍 **X-Chair Marks the Spot** - The X-Chair is a nice looking chair, but not spectacular in its design. It is a simple, looking mesh chair. It is comfortable, works well and is sturdy, but it won't win any design awards; an affordable, not a darling of the design community.
- 👥 **CoLaboration** - Al Everett - "Six Trends for 2018 that Could Provide You with More Sales and Marketing Opportunities"
- 😊 **Stephen Says** - "You're Canceling Your Holiday Party Because Matt Lauer Was Fired? You Have a Better Idea" - Stephen Viscusi
- 📖 **PLACES** - Glassdoor Offices - Chicago
- 📌 **BoF NEWS** - Boss Design sets the scene at Wates HQ
- 📌 **Whiteboard** - Using the Nuances of Collaboration to Drive Innovation / Providing and Encouraging Productivity: How Technology Can Transform Workplace Humanity
- ★ **FIRST LOOKS** - The latest in products from Arper, Arc-Com, Innovations, Carnegie, Maharam and W. Zangeneh
- 📖 **So Much More Every Week** - Regional Industry News Brief, Industry Moments, Industry Portfolio, H Events, The Stream, Industry Pulse, Industry Classifieds & Careers

The Business of Furniture | November 29, 2017

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LINK | Flexible Collaboration

SPECIAL T

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- 👍 **UPFRONT: Healthcare Design Stitches Up Market in Orlando** - The Healthcare Design Expo and Conference continues to be a favorite among its attendees, from architects to educators to furniture dealers and more.
- 👍 **Bisley Creates Bespoke Storage Facilities for Historic School** - Bisley manufactured and installed bespoke fitted furniture for every room in the new school.
- 👍 **Special-T Launches LINK** - The LINK promises to be the answer for those looking for a smartly designed conference/learning, education flip-top table.
- 👍 **Steelcase to Acquire AMQ Solutions** - The acquisition is expected to help Steelcase provide a broad range of solutions to meet existing customer needs and serve additional customers globally.
- 👍 **Stylish and Speedy, MASHstudios Unveils New Furniture Line to Help Companies Express Their Identity** - READYMADE was inspired by the clients that came to MASHstudios wanting the commercially produced furniture they didn't have the time or budget to invest in furniture from a giant.
- 👥 **CoLaboration** - Al Everett - "So You Decided to Pull on Superman's Cape"
- 😊 **Stephen Says** - "Hiring Managers Really Do Check References: My Tips" - by Stephen Viscusi
- 📖 **PLACES** - Education Credit Management Corp. - Oakdale
- 📌 **BoF NEWS** - BIFMA 360° Planned for Miami / Allsteel's Los Angeles Showroom awarded Gold Certification from international WELL Building Institute / Teknion Honored With a Pair of 2017 Green Good Design Awards
- 📌 **Whiteboard** - Well-Designed Workspaces have a Direct Effect on Productivity / What will my office look like? / Why Open-Plan Offices Don't Work (And Some Alternatives That Do)
- ★ **FIRST LOOKS** - The latest in products from Coalesse and TK Studio
- 📖 **So Much More Every Week** - Regional Industry News Brief, Industry Moments, Industry Portfolio, H Events, The Stream, Industry Pulse, Industry Classifieds & Careers



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👍 **UPFRONT: Steelcase Creates New Spaces for Gerald R. Ford International Airport** - Designing a space that accommodates different traveler types provided an innovative challenge for the Steelcase team as it aimed to create a positive experience tailored to each traveler.

👍 **NeoCon East is Dead, but theMART is Already Planning its Replacement** - Show organizers from NeoCon East announced to exhibitors the 2017 edition of NeoCon East would be the last, though they are going to re-evaluate the shape or form in 2019 after collecting input from the industry.

👍 **Lectra's New Virga a Cut Above the Rest** - Lectra hosted its 4th annual VIP event, "Industry 4.0 Furniture Digital." This year's attendance was the largest, and not everyone who wanted to attend could.

👍 **Real Estate Trends Spark Analysis of Furniture Trends** - The ability to create well thought out spaces that address current and future needs of clients is an art and one that requires a vast understanding of the changing landscape and foresight into future needs.

👥 **CoLaboration** - Al Everett - "Bet on Your Jockeys, Not Your Horses"

😊 **Stephen Says** - "Juliet Has a Job, Will Romeo Understand?" - by Stephen Viscusi

📖 **PLACES** - MobilityWare Offices - Irvine

🗣️ **Whiteboard** - Rethink Office Layouts to Improve Workers' Health / Workspace and Productivity / Show Your Space Prepare for Generation Z In The Workplace?

★ **FIRST LOOKS** - The latest in products from Poppin, BuzziSpace and Davis

📖 **So Much More Every Week** - Regional Industry News Brief, Industry Moments, Industry Portfolio, Industry Events, The Stream, Industry Pulse, Industry Classifieds & Careers



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👍 **UPFRONT: CBRE Furniture Forum Wraps Up a Year-Long Study** - In a post-event survey 80 percent said they learned something new, while 87 percent said they would try something new in their own furniture as a result of the discussion.

👍 **Variety in the Workplace** - With a workforce that includes all generations from baby boomers and Gen X to millennials and Gen Z employees, offices should incorporate a range of spaces that accommodate the diverse preferences and working habits found across generations.

👍 **BREAKING NEWS: Fellowes Acquires ESi** - The combination of Fellowes Brands and ESi advances the company's strategic expansion toward broad business solutions that help professionals be at their best through organizational productivity and wellness.

👍 **Configura Conference Held in Las Vegas** - Configura takes its conferences seriously by taking what users want at the event and making its product better.

👍 **NeoCon East Opens Today: What Kind of Show Will We See** - As NeoCon East opens today at the Las Vegas Convention Center, many in the industry are watching and waiting to see what this event becomes.

👥 **CoLaboration** - Al Everett - "Give Your Clients Recipes and They Will Invite You to Dinner"

😊 **Stephen Says** - "A Headhunter's Secret Tip List for Electronic Interviews" - by Stephen Viscusi

📖 **PLACES** - AMC Networks Offices - London

🗣️ **BoF NEWS** - Walker, Hackett Featured Speakers at Michigan CEO Summit in Detroit / DIRTT launches new reality app for construction; explore and modify before you build / Highlights from SuperDesign at the Architecture Film Festival

★ **FIRST LOOKS** - The latest in products from SpecialT, Kimball, Camira and Byrne

📖 **So Much More Every Week** - Regional Industry News Brief, Industry Moments, Industry Portfolio, Industry Events, The Stream, Industry Pulse, Industry Classifieds & Careers

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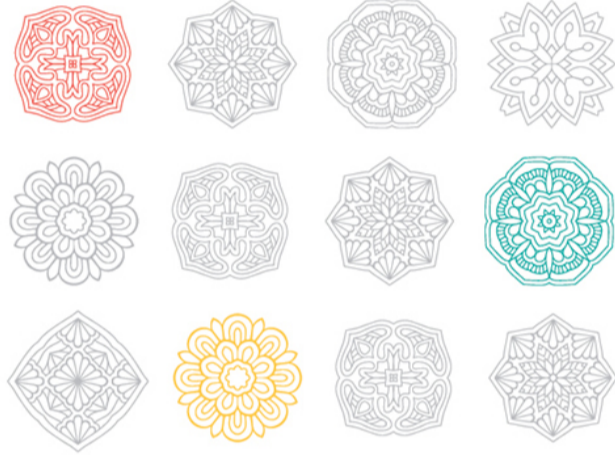


The art of living at the office

More than just office furniture, the STAD collection by Lacasse is a professional lifestyle. Answering to the emerging needs of today's open plan workspaces, including more privacy when desired and collaborative or impromptu meeting areas; STAD office furniture system is born.

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👍 **UPFRONT: October: Furniture Industry Remains Solid** - The survey measures the business activity (office, education, health care and hospitality) furniture industry and its suppliers. It was completed during

👍 **Steelcase's Keane Leads Panel About how to Employ Design Thinking** - Keane and his colleagues discuss design thinking, highlighting design thinking as part of a thought process to create change and movement in organization.

👍 **EDspaces Continues to Grow** - EDspaces was a 3-day show filled with educational sessions, a very facility tours and networking events, like the "Nothing But Net(working)" at EDFest.

👍 **Science of Product Design: Innovation in Commercial Furnishings** - The innovation process is never an iterative process. An innovative idea is sparked. Blood, sweat and tears are the work required for it to be some point, it reaches the market.

👍 **Mind Into Matter: How the Psychology of Color Impacts Allseating's Design Process and Production** - Extensive research, color and its intensity have proven to influence employee mood — a finding important for employers and designers.

👍 **Connectrac Connects Pittsburgh Airport** - Airports are going through a revolution similar to offices. Installing banks of seats at gates, airports are beginning to think about different uses for different areas, long the traveler will be in that space.

👍 **CoLaboration** - Al Everett - "And You Thought You Were Finished"

😊 **Stephen Says** - "Don't Leave So Quickly! Find Your Place in Interiors!" - by Stephen Viscusi

📖 **PLACES** - AdGear Offices – Montreal

📰 **BoF NEWS** - DIRTT Announces Record Q3 Revenue / Kimball International Reports First Quarter Sales 'Severely Constrained' Economy can be Fixed by Millennial Productivity

★ **FIRST LOOKS** - The latest in products from Boss Design, Bretford and ERG International

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Workplace Analytics as a Powerful Tool for Innovation

Business of Furniture - November 1, 2017

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- 👍 **UPFRONT: The HON Company New York City Showroom Relocates to Tin Pan Alley** - The new furniture vignettes and spirited color palettes, including a fabric and finish display that takes in the landscape of HON's hometown in Muscatine, Iowa.
- 👍 **Workplace Analytics as a Powerful Tool for Innovation** - Work hasn't changed much since the post-War II revolution, with many of today's workplaces still operating similar to assembly lines.
- 👍 **Zoom.ai Hits Ground Running with New Personal Assistant Platform** - Does having a personal assistant dream? There's one company making it a reality for all employees in the contemporary workplace.
- 👍 **Configura User Conference Begins Next Week** - The event will be held once again in Las Vegas, the original CET Designer User & Developer Conference (it was held in Grand Rapids and Orlando in the years past).
- 👍 **BoF News** - Market-Ready Solutions Awaits NeoCon East Attendees
- 👍 **CoLaboration** - Al Everett - "Are Your Customers Making You Better?"
- 😊 **Stephen Says** - "Have You Ever Seen a CEO in Sweatpants? Me Neither!" - by Stephen Viscusi
- 📖 **PLACES** - Retail Design Collaborative Offices - Long Beach
- 📣 **BoF PULSE NEWS** - Custer Expansion / Koleksiyon's Design Award / Allsteel's Jan Johnson Speaks at Summit / Khameleon New Cloud Solution / National names Allan Klotsche as its New President / Premier adds to Team / Spellman Brady Promotes Jen Sheehan / Puccini Group Names Three New Studio Directors / Members Elected to WDO Board / Mike Tucker Named President of Association / Sruthi Srinivasan / Dan Hires Kennedy Yanko / Camira Adds to Sales Team / Luxor Announces Paul Roche as President / Usman Studio / KAI Design & Build Hires Three
- 📣 **Whiteboard** - Three Rules For Creating Workplace Rituals To Improve Company Culture / Research Shows That Do This One Thing Increase Worker Productivity by 25 Percent / 2018 Workspace Trends
- ★ **FIRST LOOKS** - The latest in products from National and ERG
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- 👍 **UPFRONT: Karton: Is the World Ready for Furniture Made Out of Cardboard?** - The design firm is responsible for some of the most original and imitated pieces of cardboard furniture.
- 👍 **Configura Opens New Grand Rapids Headquarters** - The new office is triple the size, giving Configura even more. And it is much better suited to the collaborative nature of software design.
- 👍 **How One Company is Driving Innovation in the Furniture-Buying Process** - Swivelly works on a subscription model, with payment based on the number of employees in an office.
- 👍 **Emagispace: It's Like Legos for the Office** - EmagiBlocks work perfectly for creating space on moveable office, but they also work well for trade show booths and disaster relief — really interior construction of a room.
- 👍 **Saloni WorldWide Moscow 2017 Ends on High Note After Squaring Up to Russian Market** - This is the 13th edition of the Salone Satellite WorldWide Moscow, involving 37 young designers from Russia and the CIS Republics.
- 👍 **CoLaboration** - Al Everett - "Focus On What Matters. Leave the Rest"
- 😊 **Stephen Says** - "You Really Love Your Job? For Some People That Might Be Hard to Believe" - by Stephen Viscusi
- 📣 **BoF News** - Knoll Reports Flat Third Quarter Results / HNI Corporation Sales Grew 2% in the Third Quarter
- 📖 **PLACES** - Kpler Offices - Le Sentier - Paris, France
- 📣 **BoF PULSE NEWS** - Allseating Fundraising Initiative / ICF New Dallas Showroom / Ultrafabrics Earns WIPP Awards Recognize Sen. Joni Ernst & Exceptional Women Leaders / Allsteel at Greenbuild 2017 / KAI Design & Build Hires Three
- 📣 **Whiteboard** - Suburban Offices Are Cool Again / Building a Culture of Creativity that Unites the Physical and Digital Workplaces / Psychology in the Workplace
- ★ **FIRST LOOKS** - The latest in products from Humanscale, Waddell, Chief, Wolf-Gordon, Brentano and others



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- 👍 **UPFRONT: Workrite 'Family' Devastated by California Fires** - Several Workrite employees lost their lives, and none of those employees lost their lives.
- 👍 **A BOLD Move in New York City** - Crye Precision was looking for a height-adjustable desk for its office that would look the same as everyone else's.
- 👍 **Inspired by an Illustrious Past, COCO Adapts to Serve a New Generation** - Built in 1903 and spanning a city block, the Minneapolis Grain Exchange was a marketplace to promote fair trade of wheat, oats and corn.
- 👍 **BoF Top News** - Goodmans Acquires WORKspaces in Phoenix / Inscape and West Elm Workspace Furniture
- 👤 **CoLaboration** - Al Everett - "Create Compelling Messages Your Clients Can't Ignore"
- 😊 **Stephen Says** - "Changing Your Career? It's Easier Than You Think" - by Stephen Viscusi
- 📖 **PLACES** - Airbnb HQ Expansion - San Francisco
- 📣 **BoF PULSE NEWS** - OMT-Veyhl USA Hosts Three Schools / Workwell Partners Hope For The Warriors / Donates Benches / Versa Wallcovering Taps Metro to Distribute / Inscape Vice President of Marketing / Sams Hires Samantha Golden / Richard M. Miller Joins Hoefer Wysocki / IDSA Executive Director to Retire
- 📣 **Whiteboard** - Make Your Workplace Data Work for You: Keys for Data-Informed Strategies / How the Standard Is Changing HOK's Approach to Design / Office Design Could be Affecting Staff Performance
- ★ **FIRST LOOKS** - The latest in products from LightArt, Kirei and Keilhauer
- 📖 **So Much More Every Week** - Regional Industry News Brief, Industry Moments, Industry Portfolio, H Events, The Stream, Industry Pulse, Industry Classifieds & Careers



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- 👍 **UPFRONT: CBRE Furniture Forum Seeks to Solve Client Pain Points with Explorations in Multiple Markets** - The discussion started as an industry-wide discussion in one market has extended, and the conversation is getting deep and increasingly thought-provoking.
- 👍 **Bisley Opens Expanded Big Apple Showroom** - Over the last three years, Bisley has secured client projects for L'Oreal, Verizon and Uber, and is currently working on projects across North America.
- 👍 **Havenly Makes Design Accessible to All** - Technology offers new opportunities through innovation, and the industry is tapping in. While technological advances seem more apparent, the contract furniture segment on both sides of the market can learn from each other.
- 👍 **THE SCIENCE OF PRODUCT DESIGN - Product Design for the Circular Economy** - The office furniture industry has a long track record of leading the way in learning how to care for this little round ball we call "home." A MESSAGE SPONSORED BY LOGICDATA
- 👤 **CoLaboration** - Al Everett - "Making Your Pitch a Conversation"
- 😊 **Stephen Says** - "Are Your Employees Trying to Extort You for More Money? Fire Them!" - by Stephen Viscusi
- 😊 **Guest Opinion** - "Why I Cringe at the 'Dealer Label'" - by Scott Lesizza
- 📣 **BoF News** - Dancker Acquires Office Furniture Partnership / Flexsteel Breaks Ground on Dubuque Manufacturing Facility
- 📖 **PLACES** - The Points Guy Offices - New York City
- 📣 **BoF PULSE NEWS** - Peopledesign 20 Years / Cliff Shanghai 2017 Dynamism / Allsteel and Henricks National Receives Navy Purchasing Agreement / U.S. Green Building Council Climate Leadership Award / Office Furniture Announces New Rep / Two Join Kentwood Office

The Business of Furniture | October 4, 2017

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📌 **Whiteboard** - When Working From Home Doesn't Work / The Office Gets Remade, Again / The True
★ **FIRST LOOKS** - The latest in products from Boss Design, Lux Lighting, HBF, Poppin, Obex, Smith &
Wolf-Gordon, Pallas Textiles, Unika Vaev and Magnuson Group
📖 **So Much More Every Week** - Regional Industry News Brief, Industry Moments, Industry Portfolio, H
Events, The Stream, Industry Pulse, Industry Classifieds & Careers

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👍 **UPFRONT: London Design Festival Stretches Across City** - With more than 400 events stretching
from Decorex in Syon Park in the west to the edgier Shoreditch Design Triangle in the city's east end, it is
a person to scratch this nine-day event's surface.

👍 **Event Focuses on Empathy in Design** - Empathy is an important component of the design thinking
solve complex problems in the world.

👍 **Lacing Things Up at Zappos: A Look Inside One of the Most Innovative Offices and How it Works**
entrance of the Zappos headquarters, the culture is immediately felt and seen. To enter any part of the office
and guests must go through doors in a semicircular courtyard, encouraging interaction among those entering
the office.

👤 **CoLaboration** - Al Everett - "What are Your Customers' Unanswered Questions?"

😊 **Stephen Says** - "Don't Be Embarrassed of Your Retail Job, and Definitely Don't Leave it Off Your Resumé"
Viscusi

📖 **PLACES** - Trend Micro Offices – Austin, Texas

📌 **BoF PULSE NEWS** - Interior Workplace Solutions Acquires Creative Business Interiors / 109 Brands
Mobile.Milano Shanghai / Miller Named for Leadership in Family Benefits / Artopex Launches New Website
Lease / "Last call" to enter CET Designer Awards / in2design New Rep Group / KAI Assembles New International
KI Names Bryan Ballegeer as Regional Education Leader / Indiana Furniture New VP Chad Nord / Kimball
Addition / The Buildings Show

📌 **Whiteboard** - Moving Beyond Open Plan Spaces / Why we need to Design Work to feel like an Experience
a Transaction / The Benefits of Ancillary Spaces in the Modern Workplace

★ **FIRST LOOKS** - The latest in products from Buzzispace, Carnegie and HBF Textiles

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👍 **UPFRONT: KI Outfits Sports Med Facility in Titledown** - If Green Bay Packers quarterback Aaron Rodgers sprained his ankle at Lambeau Field, he doesn't have to hobble very far to find one of the most state-of-the-art sports facilities in the world — and it's outfitted almost completely with KI furniture.

👍 **Coworking Gains Footing in Shanghai at Naked Hub** - Naked Hub is part of the Naked Group, which was founded in 2007 and is focused on lifestyle and hospitality products, from unique eco-friendly resorts to immersive creative workspaces.

👍 **Will Contract Furniture Embrace eCommerce?** - In a recent conversation with a young specifier over the phone, she shared her frustrations with contract furniture manufacturers' selling process.

👤 **CoLaboration** - Al Everett - "That All You Got?"

😊 **Stephen Says** - "Love Me or Hate Me, You're Gonna Need Me" - by Stephen Viscusi

📖 **PLACES** - Playster Offices – Montreal

📰 **BoF NEWS** - Herman Miller Reports First Quarter Fiscal 2018 Sales Decline

Reported net sales in the quarter totaled \$580.3 million, a decrease of 3.1% from the same quarter last fiscal year.

📰 **BoF PULSE NEWS** - Allsteel Named Winner / Nation Receives Award / NeoCon East / ASID Board / Zeftron Nylon Website / Schroeder Solutions Expands

📰 **Whiteboard** - Outdoor Space? Yes, please! / People who work in coworking spaces believe they are more likely to have office makeovers; Millennials want flexible spaces

★ **FIRST LOOKS** - The latest in products from HBF and LUUM Textiles

📖 **So Much More Every Week** - Regional Industry News Brief, Industry Moments, Industry Portfolio, Hot Events, The Stream, Industry Pulse, Industry Classifieds & Careers

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What We Learned:
CIFF Shanghai

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👍 **UPFRONT: What We Learned: CIFF Shanghai** - What you think you know about the Chinese office furniture market is almost certainly wrong or at least changing. The Chinese furniture market of the past was focused on serving American and European manufacturers. Now it is heading to market with ideas of its own and has turned its focus to the end user.

👍 **Steelcase to Partner with FLOS; Mitchell Gold + Bob Williams** - The relationships with the two companies are making it easier for Steelcase dealers to have easier access to the ancillary products becoming more and more important in the industry.

👍 **Out of Darkness Came Light: Sensitile Interactive Lighting Surfaces Designed to Engage and Inspire** - Abhinand Lath, out of the darkness came light. To which he added shadow and created a sense of movement.

👤 **CoLaboration** - Al Everett - "I'll be your CAD Monkey Just Keep the Checks Coming"

😊 **Stephen Says** - "Your President Can't Commute By Plane! If They Won't Move Their Lives, They Show Up" - by Stephen Viscusi

📖 **PLACES** - Echo Global Logistics Offices – Chicago

📰 **BoF NEWS** - Steelcase Reports Flat Second Quarter Results

The current quarter reflected increased discounting and incentives, higher commodity costs, investment in product development and manufacturing agility, and unfavorable shifts in business mix.

📰 **BoF NEWS** - Virco Reports Improved Results

Strong order rates in spring and early summer translated into profitable revenue growth for the second quarter of the year.

📰 **BoF PULSE NEWS** - Trendway Employees Support Hurricane Survivors / Karndean Designflooring Hires / SurfaceWorks Awarded Purchasing Group Contract / Knú Contract | La-Z-Boy Meets BIFMA Certification / Furniture Recognized / Level Reps & Flipside Join ESI / Kimball Personnel Addition / MRL New President

📰 **Whiteboard** - Approachable Technology in the Workplace / It's the Workplace, but not as We Know It / Workplaces Can Learn From College Campuses

★ **FIRST LOOKS** - The latest in products from Okamura and Innovations



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👍 **UPFRONT: CIFF Off to Strong Start in Shanghai** - CIFF started its four-day run Monday with larger smarter office furniture offerings than the first three years after organizers moved it to China's largest and cosmopolitan city.

👍 **CIFF Gala Celebrates Two Decades and Two Cities** - The Chinese International Furniture Fair, CIFF, closed the night with an opening gala commemorating 20 years of CIFF and its 40th session.

👍 **LinkedIn's Innovative Approach to Health and Wellness** - As a direct result of these wellness initiatives, LinkedIn found 75 percent of its employees feel more loyal to their company.

👍 **Putting Technology Into Our Furniture, or... The Science of Product Design** - There have been two sides in the argument concerning whether or not commercial furniture manufacturers should integrate technology into their products.

👍 **CoLaboration** - Al Everett - "What About Your Project and Design Feedback Loop?"

😊 **Stephen Says** - "Hurricane Distracting You At Work? Help However You Can!" - by Stephen Viscusi

📖 **PLACES** - Pageant Media Offices - London

🚩 **BoF NEWS** - Inscape Announces Fiscal Year 2018 First Quarter Sales Fell / Landscape Forms Acquires Design

🚩 **BoF PULSE NEWS** - Wilsonart to Acquire KML / NeoCon 2018 Call For Presentation / Los Angeles E-Z-Boy Healthcare - Knú Contract Awarded GPO Contract / 3form Names VP / Megan Winters Joins Kenam / Wildermuth Joins Vocon

🚩 **Whiteboard** - Workplace Designers Embrace Technology and Data to Benefit Workers / No Need To Worry About Robots Replacing Human Workers? Look At History / When Less is More and Less is a Bore

★ **FIRST LOOKS** - The latest in products from Kimball

📖 **So Much More Every Week** - Regional Industry News Brief, Industry Moments, Industry Portfolio, H
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