

Physix

Physix is an apt name for a chair from Vitra that is born, in many ways, from the materials used to design it.





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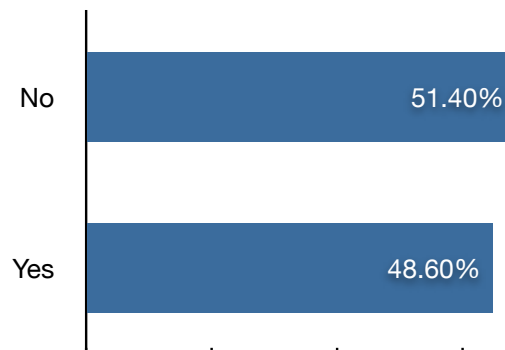
Groupe Lacasse acquires Chaises Sylco and its Arold Contrat brand

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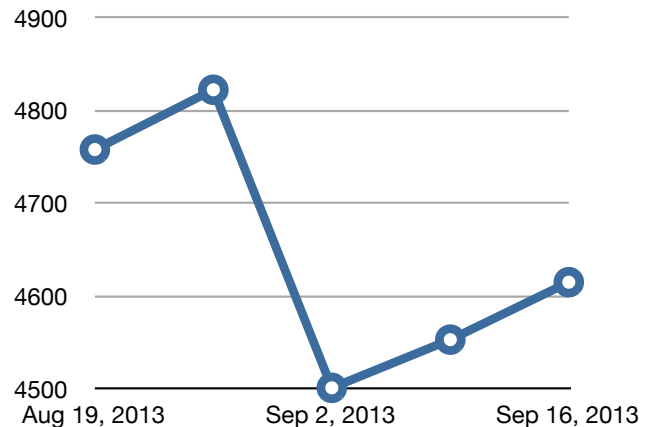
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Top News

Groupe Lacasse acquires Chaises Sylco and its Arold Contrat brand

► The acquisition is strategically important for Groupe Lacasse.

Ever since Groupe Lacasse president and chief executive officer Sylvain Garneau arrived at the company, he knew it had a hole in its product lineup: a lack of soft seating options that can help make or break project bids.

The Quebec-based company went a long way last week to shore up that deficit with the acquisition of Chaises Sylco and its Arold Contrat brand. The move gives Groupe Lacasse and its distributors a much broader array of products, which is

becoming more critical for customers who want to deal with a single manufacturer.

“From the time I arrived here, I was told by manufacturing agents and our dealer network that we needed to add a soft seating option,” he said. “Because we did not have that, we missed out on some opportunities. This (call for soft seating) was very loud and clear from everybody.”

As part of Haworth, the company was tied to its parent organization. There wasn’t much Garneau or Groupe Lacasse could do. Groupe

Lacasse regained its independence in 2012 when it was bought back from Haworth by Garneau and a group of Quebec investors, including the family of Guy Lacasse, founder of the company. Since then, the company’s search for a distribution partner or acquisition has intensified, but Garneau said they hadn’t found the right fit -- until now.

The acquisition of Chaises Sylco and the Arold Contrat brand was a comfortable and easy process, in many ways, he said. Group Lacasse had worked with Chaises Sylco for

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Sylvain Lacasse (Sylco Chairs), Sylvain Garneau (President Groupe Lacasse), Guy Lacasse (Founder – Administrator Groupe Lacasse), Robin Lacasse (Administrator Groupe Lacasse)

many years, tapping the company for contract work and other help. The two companies are located in Saint-Pie, Quebec, near Montreal. And the corporate culture meshes well, Garneau said. "In the end, when we narrowed it down, we realized this organization with its skills and its proximity, was going to be the best fit for us," he said.

For now, Arold will go to market under its own name, though Garneau said the company was going to "refine" its brands in the next few weeks.

The acquisition is strategically important for Groupe Lacasse. The company will transfer some manufacturing and assembly operations of its United Chair seating brand from an American plant located in Mississippi, which was being done under a long-term agreement with Haworth, to these newly acquired plants located in Saint-Pie. Moreover, by becoming the owner of

products under the Arold Contrat trademark, the company will commercialize a new array of soft seating products, a category that was previously lacking from its seating offer.

This production transfer from the United States to Canada and the commercialization of new products will also create new jobs. Groupe Lacasse believes that a high growth of sales for soft seating products is to be expected, thanks to what it calls the strength of its North American distribution network.

For now, Arold will go to market under its own name, though Garneau said the company was going to "refine" its brands in the next few weeks. Some of the Arold products might be moved under the United Chair banner, he said, but no final decisions have been made. Chaises Sylco will operate independently for the time being. All of the hourly workers will remain with the company and the plant will remain open. The facility will continue to be operated by employees who were working for Chaises Sylco in order to ensure a smooth transition and



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also assist the office furniture manufacturer in integrating and optimizing the newly acquired Sylco assets. By January, the Sylco plant will be assembling three or four families of United Chair products. Though the chair groups do not have a lot of volume, they will act to increase the workload of the factory.

The factory should benefit from the scale of Groupe Lacasse as well. Garneau said the addition of the Arold brand should add volume across the board as the company will be more competitive for complete projects. "We need the location, infrastructure and employees there," he said.

Recognized for its products of excellent value, Arold offers seating for all types of environments: commercial, public, lounge areas and others. The brand is well known in Canada for its fine craftsmanship and upholstery expertise. Arold products will complement the actual Groupe Lacasse offer while maintaining its high quality and durability standards and Garneau said he believes the Arold brand can be as strong in the U.S. as it is in Canada.

"We are working hard towards a great future for our company and this new acquisition is another huge step in the right direction. We are creating new jobs and gaining a new platform for the development and addition of new products. This transaction will be welcomed with a lot of enthusiasm for our large North American distribution network," said Garneau.

He said the company is thriving. Groupe Lacasse was recently awarded with the biggest contract in its history: the University of Montreal Hospital Research Centre project with a net value of \$3.4 million. "We are crossing our fingers," he said. "It is a competitive marketplace, but all of us at Groupe Lac-

asse have been working hard. We've been aggressive. So far, so good."

Many other large projects are on the horizon for 2014 and the company's Nex product line is selling well, Garneau said. New designers are being tapped for additional products and a new chair will be launched shortly.

"Groupe Lacasse is forging ahead, always keeping focused on two things: productivity and creativity," he said.

FOLLOW-UP:

Marriage made in Heaven?

► **As an important player in the modernist movement and in the spirit of its radical founders, Artek remains in the vanguard as it searches for new paths within and between the disciplines of design, architecture and art.**

It is a marriage made in design heaven. When Vitra announced earlier this month that it acquired renowned Finnish furniture maker Artek, it was greeted with nods of understanding from industry watchers. Some acquisitions in the office furniture industry leave you scratching your head. Not this one.

It makes perfect sense, especially when you examine the product portfolios for the two companies. Vitra has a long history of bending steel and molding plastic for its furniture. Artek is known for its mastery of wood. Vitra has strong distribution channels throughout the world. Artek is strong in Scandinavia, but limited distribution outside.

The story is even more compelling for the North American market. While Vitra has distribution rights for classics from Charles and Ray Eames in Europe, Herman Miller has it in North America. The Artek acquisition gives Vitra a much broader product portfolio to offer

customers in the U.S. and Canada.

Creating synergies is often used in business double-talk, but synergy might just be the best way to describe the Vitra/Artek relationship. "This is so much about the match," said Jo Kaiser, managing director of North American operations at Vitra. "When you look at the portfolios, brands, heritage of both together. The two companies together make more than just two. Together we are more like two and a half or three."

While Vitra is a legendary European furniture design company, Artek is certainly its Scandinavian equivalent. A renowned design company founded in 1935 in Finland by architect Alvar Aalto and his wife Aino, art promoter Maire Gullichsen and art historian Nils-Gustav Hahl, Artek was built upon the radical business plan to "sell furniture and to promote a modern culture of habitation by exhibitions and other educational means."

The opportunities go beyond Artek, it is a "great opportunity for the Finnish design industry and a major move for Artek, lifting the company to the next stage."

Artek has become one of the most innovative contributors to modern design, building on the heritage of Alvar Aalto. Vitra does not make a habit of acquiring companies, Kaiser said. That's what makes this acquisition so important. It proves the great respect Vitra has for the Artek brand.

"Vitra has held Aalto and Artek in high regard for decades," said Rolf Fehlbaum, a member of Vitra's Board of Directors. "The Finnish design company is more than

a collection of furniture; like Vitra it is a commercial-cultural project which plays an avant garde role in its sector. For Vitra it is important that Artek can continue and further develop this role.”

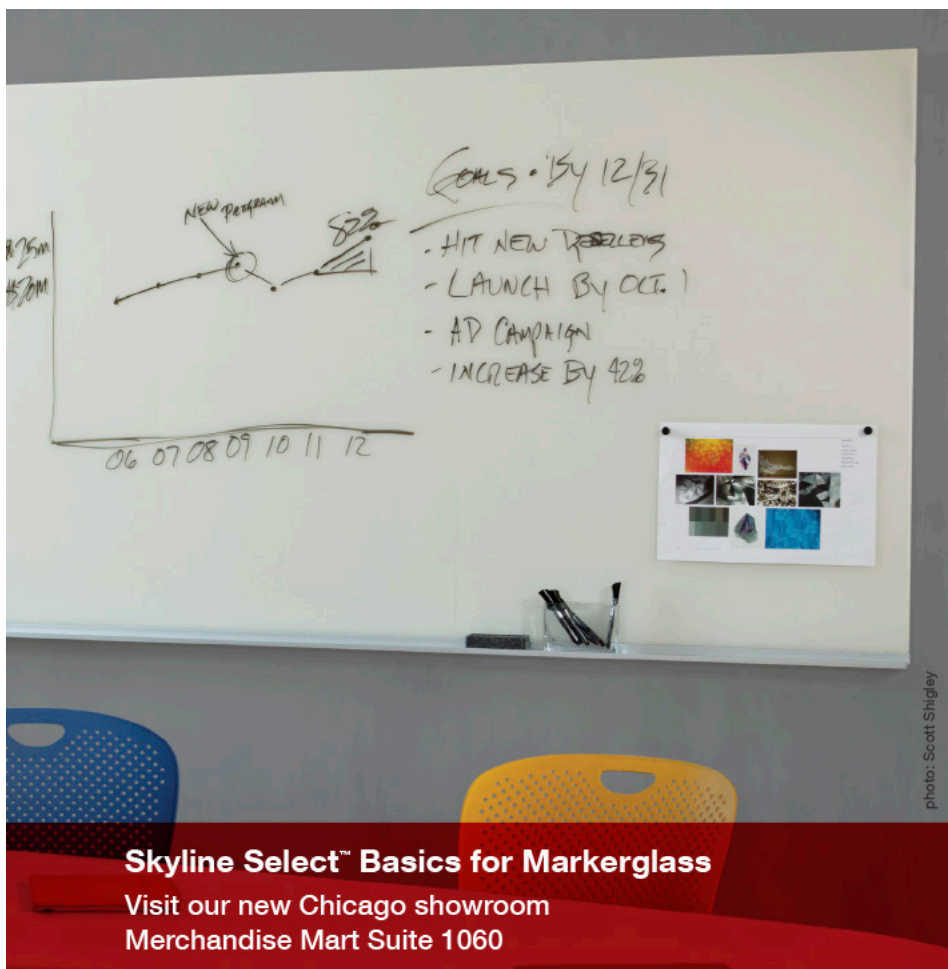
Artek will continue as a separate entity. Opportunities to collaborate between the different operations will be explored, primarily related to manufacturing, distribution and logistics. Artek USA was founded in 2010 and led by Simone Ving-erhoets. Kaiser called the Artek management team a group of highly skilled professionals that run a good, lean organization.

Artek’s comprehensive furniture system is based on the original idea of standards and systems, which has its origin from Alvar Aalto’s L-system. The standard and system thinking makes the furniture range versatile and allows it to be customized for individual projects. Artek is headquartered in Finland and was owned by the privately held investment company Proventus AB, based in Sweden. Artek has five stores in Finland; one in Helsinki, one store in Espoo and in Turku, as well as a museum shop in connection to the Alvar Aalto Museum in Jyvaeskylae.

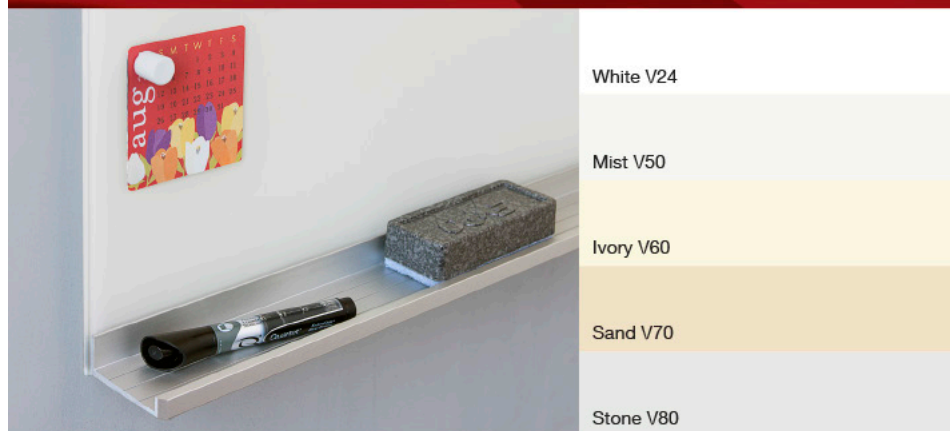
Mirkku Kullberg, Artek’s CEO, said: “The international dimension, which was a clear goal already in Artek’s founding manifesto of 1935, needed to be revitalized. That arena is where we want to be, and alliances or ownership arrangements are one way of building the future. In our judgment, having an owner from the industry was the best choice for Artek.”

The opportunities go beyond Artek, Kullberg said, noting that it is a “great opportunity for the Finnish design industry and a major move for Artek, lifting the company to the next stage.”

The core of the Artek product range consists of Alvar Aalto’s furni-



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ture and lighting designs. Under its new portfolio strategy, Artek is extending the range and has acquired the rights to Ilmari Tapiovaara's furniture collection. In parallel, Artek also continues to work in close collaboration with prominent international architects, designers and artists, such as Eero Aarnio, Shigeru Ban, Naoto Fukasawa, Harri Koskinen, Juha Leiviskä, Enzo Mari and Tobias Rehberger.

Overall, the acquisition is a "win" for anyone who appreciates design, Kaiser said. He called Artek "an amazing gem." "In our family, Artek has always been a company that was responsible for some very important designs in the 20th century," he said. "This is the combination of two brands that have an important heritage in Europe."

Artek and Vitra compliment each other in terms of products, but they also help each other in different markets. Vitra has a strong presence in the corporate world while Artek has excelled in retail and hospitality markets. The combination opens all those markets to both brands.

As an important player in the modernist movement and in the spirit of its radical founders, Artek remains in the vanguard as it searches for new paths within and between the disciplines of design, architecture and art. "There is definitely a comeback of Nordic design and there is a renewed appreciation of Aalto's work. Tapiovaara of course is much less known internationally, and it is high time that he be discovered," Fehlbaum said.

The partnership between Vitra and Artek is based on shared values. Proventus CEO Daniel Sachs, former owner of Artek, explains the decision of the transaction: "Vitra has the ideal corporate culture, know-how and industrial resources to take Artek to the next level." 

DEALERS

Edwards & Hill Office Furniture

The dealership is not aligned with a major manufacturer, which the duo said has advantages.

Rob Kirkbride



Hans Edwards and Tony Hill

Tony Hill and Hans Edwards never expected to be office furniture dealers. The pair owned a successful communications company in Maryland, Edwards & Hill Communication, and they were happy managing events for corporate clients.

The two got into the office furniture in a decidedly small way, with a six-chair order for the U.S. Army that they fulfilled more as a favor than as a business venture. That was 12 years ago. Hill and Edwards now run a thriving East Coast office furniture dealership that is in the process of expanding.

That first six-chair order has turned into some of the largest projects in the region. Edwards & Hill Office Furniture provided all the furniture, fixtures and equipment for the 2,000 guest room Gaylord National Resort & Convention Center in Prince George's County, Maryland, the largest non-gaming convention hotel on the eastern seaboard.

Edwards & Hill Office Furniture provides interior design services, including furniture installation, across the country. "We stumbled into furniture 12 years ago now," said Hill. "At the time, we were working on an event for the government. The event didn't happen because the officer in charge thought he could do a half million dollar job for \$100,000. It led to this order of six chairs and we learned a lot."

With that humble start, the company embarked in an entirely new direction. The company's entry in the industry raised some eyebrows. What was a communications company doing bidding on office furniture work? "I think we surprised a lot of people," Hill said.

Still, he said, the fact that they didn't know everything about the in-

dustry actually helped. It gave them fresh eyes to look at projects in a different way. "The fact that we didn't know what we didn't know was actually helpful," Edwards said. "There was nobody out there telling us it was impossible. It allowed us to carve out our own niche."

One of the company's most recent projects was supplying and installing all of the back of house furniture at the new Maryland Live! Casino at Arundel Mills Mall in Anne Arundel County, Md. The dealership has a simple motto that many aspire to but few achieve: Customer service is paramount and they will do just about anything to get the job done.

A good example of this is the work done on the Gaylord Hotel. At the height of construction, Edwards & Hill was responsible for finishing 75 guest rooms a night. "Anything that needed to be done, we did it," Hill said. "Everybody says it, but we really are customer focused. We go to great lengths to work for our customers. We are going to get it done, regardless of the circumstances that come into play."

The partners have an unusual background for office furniture dealers, including work in the entertainment industry.

Before starting his own company, Edwards worked as a software engineer for BAE Systems supporting Department of Defense, Department of State and other government projects using the C programming language, an experience which enhanced his analytical and technical writing skills. Edwards has more than 11 years of project management experience, software development experience, marketing experience, web development experience, technical writing skills and over 10 years of experience working in the entertainment industry as an actor.

He grew up in Silver Spring, Md. and is a graduate of the University of Maryland at College Park, holding a bachelor's degree in electrical engineering.

For more than 20 years Hill has been an on-air host for PBS including, Maryland Public Television, WQED in Pittsburg and others. For more than 5 years, he was a freelance host for Comcast Newsmakers, Comcast On the Red Carpet and Candidates on Demand in Maryland, Virginia and Washington, DC.


Hill is a performer who has gone from creating an in-house radio station at his high school to traveling the world as spokesperson for major corporations like Coca-Cola to Hosting "Dream House" on HGTV

to landing a role in the Steven Spielberg-directed feature film, "Minority Report," starring Tom Cruise. Hill has also worked with Kathryn Bigelow, director and producer of "The Hurt Locker" and "Zero Dark Thirty." As freelance on-camera and voiceover expert, Hill's client list includes Astra Merck Pharmaceuticals, U.S. Department of Defense, Mercedes Benz, FBI, Rite Aid Corporation, Sears, General Motors and Marlo Industries.

The success of the office furniture dealership is taking up most of their time now. The dealership is not aligned with a major manufacturer, which the duo said has advantages. At first, they were so small, it was impossible to get the majors to look at them. Over time, the company has grown its list of suppliers. "The last thing we want to do is hang our coat with just one," Hill said. "You get a lot of support when you are aligned, but you are also under a lot of pressure."

Most of the company's business now comes from office furniture projects, but it also has a strong presence in hospitality and healthcare. Edwards & Hill currently occupies a 3,500 square foot facility and is ready to move into a new 7,200 square foot location. The new headquarters in Annapolis Junction, Md. will include a working showroom, dedicated showroom, library and warehouse. Annapolis Junction is just outside of Jessup, near Columbia, about 25 minutes south of Baltimore and 40 minutes north of Washington, D.C.

The dealership continues to grow. "It is a very good time for us," Edwards said. "We took a hit when the recession came, but as we have come out of it, we have seen significant growth the last two years. We are hiring additional staff to go after more business. I think we have the right team and we need to continue to be forward thinking. You can't let your competitors or the business climate dictate how you are going to run your business."

Still, the pair acknowledge that it is a difficult business climate, especially in the Baltimore-Washington, D.C. area. Though it has always been a competitive area, it seems to be more difficult to nail down business. Hill said a small bid in northern Virginia for business worth about \$150,000 to \$200,000 might attract only a handful of local companies. Now, competitors are coming from North Carolina, Pennsylvania and other states -- as many as 20-25 dealers vying for the job. 



Physix

Physix is an apt name for a chair that is born, in many ways, from the materials used to design it.

By **ROB KIRKBRIDE**





On rare occasions, the function of furniture and art of sculpture meet; where a product is as comfortable as it is beautiful. That is certainly fits the Vitra Physix chair, designed by Alberto Meda, which is finally making its way to North America after its launch at Orgatec last year.

And it is very rare indeed that a chair could be in the position to knock off a legend. The Herman Miller Eames Aluminum Group chair has been the standard for upscale conference rooms for generations. Vitra's Physix might just give it a run for its money.

Meda calls it an "all-around" chair, but just like you wouldn't use your Ferrari to cart your clubs to the golf course, the Physix chair isn't meant for every situation. It is comfortable for short spells, which is how it was designed. It is a solid choice for upscale conference rooms and casual meeting areas. A user can sit in it comfortably for long stretches, but it will never be confused for an ergonomic task chair.

Physix is an apt name for a chair that is born, in many ways, from the materials used to design it. A single piece of mesh fabric is stretched over the shell of the chair to create the sitting surface. It has an integrated hinge in the back that flexes as you lean back. The user's weight pushes on two aluminum brackets, which forces a spring under the chair to add tension.

"The chair is quite difficult to define," Meda said. "It is visually light and discrete and transparent."

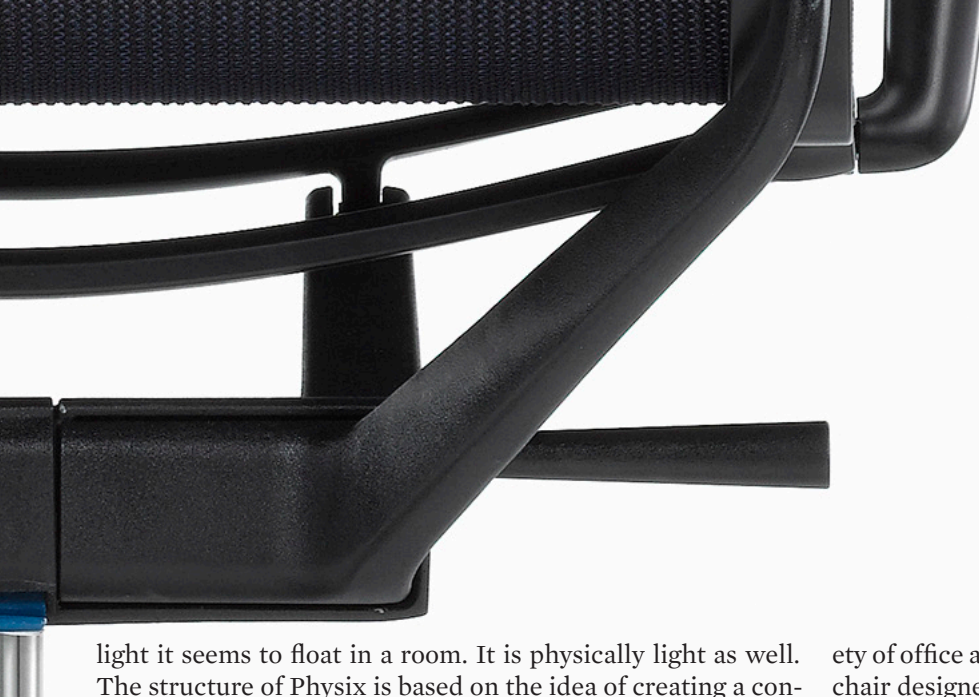
Meda is the kind of designer who likes to tinker with his concepts using trial and error. "The shape reveals itself in the process," he said, noting that the arms of the chair were still being designed 15 days before Orgatec last October. "Physix looks simple because as a designer, you can solve complexity. It is challenging, but that's what makes it fun in the end. The project is an excuse to increase your knowledge."

Physix is an audacious chair -- the kind that Vitra and few others in the industry are willing to tackle. There is nothing new about using mesh in a chair, but Vitra and Meda are pushing innovation forward by using it in such a different way. Still, Meda is quick to add that Physix is designed for settings like conference rooms and home offices, joking that it is "not a real office chair."

The complexity of the Physix design is in the mesh fabric. It is easy to stretch a piece of mesh and make a back and another piece to make the seat pan. It is difficult to design a chair from a single piece of mesh that has a curve in the seat back that supports the lower back. As a designer, he said, if the tension is not right, nothing will work properly.

Physix does a lot right. The chair is simply gorgeous. It has beautiful lines and an incredibly light scale. The chair is so





light it seems to float in a room. It is physically light as well. The structure of Physix is based on the idea of creating a continuous seat shell by stretching a single textile panel between two side members. It is an interplay of three elements to create something new: a flexible frame construction, an elastic knit cover and a stabilizing mechanism.

Meda knows design. He was born in 1945 in Tremezzina, Italy, and studied mechanical engineering at the Milan Polytechnic. From 1972-1979 he was technical director for Kartell, after which he worked as a freelance designer for companies including Alias, Alessi, Cinelli, Colombo design, Ideal Standard, Luceplan, Legrand, Mandarin Duck, Omron Japan, Philips, Olivetti and Vitra.

Between 1981-85 he also served as a project consultant for Alfa Romeo. From 1983-1987, Meda taught industrial technology at the Domus Academy in Milan. He became a docent at the Milan Polytechnic in 1995 and also served on the board of Designlabor Bremerhaven. Since 2003 he has taught at the University IUAV of Venice and lectured in places including Chicago, St. Louis (Washington University), Stockholm, Boissbuchet (Vitra Design Museum Workshops), Miami, São Paulo, Ulm, Istanbul and Toronto.


Alberto Meda has been working with Vitra since 1994. During this time he has created a series of office chairs and a vari-

ety of office and conference desks. It is obvious that Physix is a chair designed by someone who knows how to design a chair.

Physix isn't perfect. The mesh is comfortable in an austere-European-car-kind-of-comfortable. If you prefer the cushiness of a Cadillac to the comfort of an Audi automobile seat, you might not like Physix's ride. It is a matter of taste.

And it took a while to get used to the knobs that control the seat height and tilt tension. The knobs are simple enough -- pull out the lever on the right to raise or lower the seat and turn the dial on the left for tension -- but they seem out of place on such a beautiful chair. A hidden paddle might be a better option for height adjustment. Vitra should get rid of the tension knob altogether since it doesn't do much.

Physix also bears a resemblance to Herman Miller's Setu chair, though it is certainly no knockoff. Though it is unique, it is not terribly distinctive and it might come off as too austere for some. The chair comes in two colors: deep black and soft grey. The black adjustment knobs and casters work well with the deep black, but seem to clash with the soft grey.

These are small knocks on a chair that is a stunner to look at and yet comfortable enough to ride out the longest board meeting. It's like saying your coffee is too hot -- a bit nit-picky for a great chair. Vitra's Physix is a strong competitor for the ultra high-end conference room and casual meeting space. 







The Friant Makeover

The new branding effort is reflected in a new design refresh of one of its most important products.

By **ROB KIRKBRIDE**

Working on the value end of the office furniture market can lead to the market seeing you as a “me too” brand, undistinguished from myriad competitors. So California-based Friant is undergoing a major marketing and brand image overhaul. The company

wants its dealers and customers to understand its story about how and why it can produce office furniture at a lower price point, but a high level of quality.

The Friant makeover began with a Sausalito firm that diagnosed its brand and delved into the company -- seeking what it is at its core. The brand identification process was “illuminating,” but mostly reestablished what the company is based on: value and quality, said Stephanie Ariel, vice president of marketing, communications and brand for the Oakland-based firm that continues to be one of the fastest growing in the industry.

“The examination of the brand honed in on the smart way we do manufacturing differently,” she said, “things like turn-

ing fabrics to more efficiently use the rolls, quick shipping to maximize warehouse space and other smart choices we make to keep our prices low.”

The new branding effort is reflected in a new design refresh of one of its most important products. Friant is updating its System 2 (Action Office 2 clone) with a new segmented look that includes multiple finishes in one panel -- a sort of “mono-segmented” panel -- with the ease of installation and price point that a monolithic system offers.

The new System 2 product is called Hub, a mark of the central importance the company sees it in its systems product lineup. Hub has multi-finish segments in fabric, metal, glass and whiteboard that are built in with no extra cost or installation needed. It also features a slim new raceway along with new storage, worksurface and leg designs. Ariel calls it an “old meets new” concept.

Hub fits perfectly with the new branding effort. Affordability is always in style, it seems, especially in the current era where designers are carefully choosing where to spend increasingly tight marketing budgets.




Friant is not a cheap import company, though it does make some components at its own factory in China. It uses steel connectors and focuses on details that keep quality high, according to Ariel. "There really is no downside to Friant," she said. "We have quality products that are available through quick ship and we deliver them in a business savvy way. These are products not for a down economy, but for a new economy."

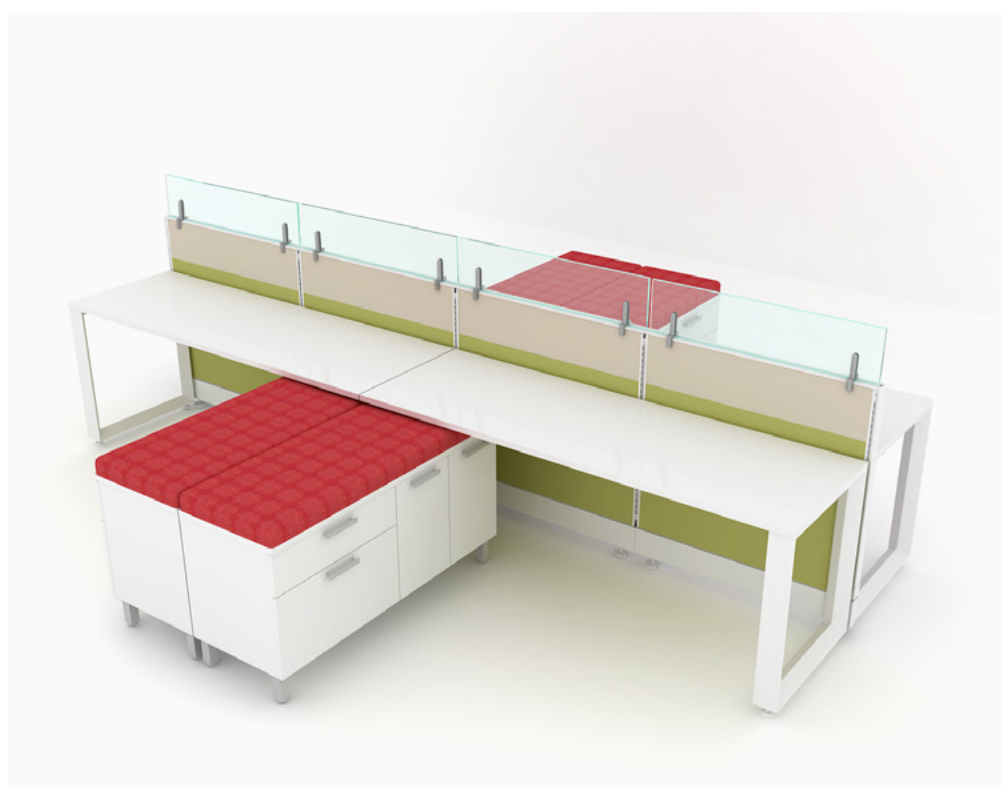
Behind the company is Paul Friant. The company started 23 years ago when Friant, then 22 years old, plunked down \$1,500 to start his office furniture installation company. His father was an office furniture dealer in the San Francisco area. Friant started at a dealership himself, but in 1990, started a company that serviced office furniture dealers with one- and two-man jobs. His crews would install smaller items like visual boards, cabinets and desks. He added remanufacturing, refurbishing and cloning Herman Miller Action Office II panels. Soon after, the company started making its own worksurfaces and opened a manufacturing shop.

Unlike many companies that outsource furniture production, Friant started its own plant and set up manufacturing

and operations to make U.S.-designed furniture at an overseas plant. The company was making furniture there, not simply importing it. Products brought into North America are finished at the company's plant in Oakland, Calif. While the company started as a remanufacturer and clone seller, it has quickly grown by adding to its own product line. The company added seating in recent years and has several new products.

While there is nothing particularly sexy about value products, Friant believes its message of cost savings and quality resonates with the dealer and design communities. For dealers, the company has its advantage program that pumps more money back to dealers who are loyal to the Friant brand. The company is keen on connecting with the architecture and design community as well.

"This is a new idea for them," Ariel said of the A&D community. "They are really hungry for these types of options that they haven't had before. We are offering beautiful furniture made in California at half the price. It is a designers dream. The era of big (office furniture) budgets is not going to bounce back fully." 



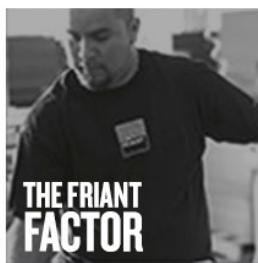
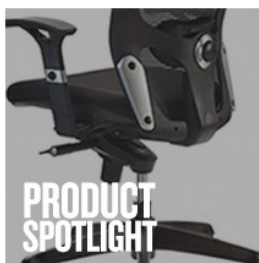


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"Friant's quality is on par with high-end brands yet it's price point is so much lower, I have no idea how they do it, but I'm sure glad they do."

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www.iidexneocon.com

BALTIMORE / OCT 16-17, 2013
NeoCon East, Baltimore Con-
vention Center
www.neoconeast.com

SAN ANTONIO / DEC 4-6, 2013
EdSpaces, San Antonio Con-
vention Center
www.ed-spaces.com

BRIEFING

Virco Second Quarter Sales Fall

Virco Mfg. Corporation said Friday that the uneven recovery "of our core K-12 furniture business continued during the second quarter of 2013. Despite this continued volatility, we were able to generate profits during this quarter. We believe this is largely a result of the operational flexibility we have achieved due to our restructuring efforts over the past several years," said Robert A. Virtue, President and CEO:

Revenues for the three months ended July 31, 2013 declined 5.7% from \$60,392,000 for the three months ended July 31, 2012 to \$56,933,000 this year. Gross profit as a percentage of sales was flat at 37.9% for the three months ended July 31, 2013 and the comparable period last year. For the six months ended July 31, 2013, revenues declined 8.6% from \$84,060,000 for the six months ended July 31, 2012 to \$76,823,000 this year. Gross profit as a percentage of sales improved in the first half of fiscal 2013, from 35.5% in the first half of fiscal 2012 to 36.4% this year. "We believe this improvement is attributable to the efficiencies resulting from our recent restructurings, including from our employee headcount reductions in May 2013," said Virtue.

"To further illustrate the volatility we are facing, order rates for the first three months of 2013 were 24.1% below the compa-

rable period last year. However, in the second quarter, order rates improved and ended 5.6% higher than the comparable period in 2012. Given the heavy seasonality of our annual cycle, this strong uptick resulted in a higher backlog heading into the summer of 2013 than the summer of 2012. As a result, our backlog at July 31, 2013 was 11.5% higher than at July 31, 2012. As of the date of this release, daily order rates are still trending slightly ahead of 2012, giving us some hope that we might make up the early season revenue shortfall by year end.

"We caution that publicly-funded entities continue to suffer serious budget challenges. Despite evidence that tax-based fill-in orders may finally be recovering somewhat in 2013, many of our largest public school district customers are still confronting pension and structural cost issues that impede their ability to buy all the replacement furniture they would like. Furthermore, the stability of commodity costs and supplies may not be permanent.

"Given these cautions, we still believe we're well positioned for the foreseeable future. As the risks of extended supply chains become more evident to customers and suppliers alike, our modern and almost fully-depreciated domestic factories seem likely to offer meaningful advantages in quality, choice, and accountability. We intend to emphasize and profit from these advantages as we work with educators to equip the learning environments of the future," said Virtue.

Ford names Steelcase, Lilly executives to board

Ford Motor Co. said Wednesday that it has elected James P. Hackett and John C. Lechleiter to its board of directors.

Hackett, 58, is CEO of office furniture maker Steelcase Inc. Lechleiter, 60, is chairman, president and CEO of pharmaceutical company Eli Lilly and Co.

Ford said that Hackett will join the board immediately and Lechleiter will join on Oct. 1. The company's executive chairman Bill Ford said that Hackett brings design and business develop-

ment to the board and Lechleiter's experience in science brings a unique skill set to the board.

Allison Roon joins izzy+ as Director of Design

Allison Roon has been named Director of Design for izzy+.



Roon

Her responsibilities will include all aspects of izzy+ design, from working with independent industrial designers on new products, to showroom and facility design, and graphic design for marketing the brands and supporting the sales efforts.

For nearly a decade, Roon has contributed significantly to the development of the izzy+ brands, working closely with company founder and CEO Chuck Saylor.

"I've had the pleasure to watch her develop and grow into a design leader from the time she was a senior in design school," said Saylor. "She believes in our vision and values, and I'm thrilled that she will continue to help shape and mold the design direction of izzy+ for many years to come."

Roon helped launch izzy+ flavors, the newest of the izzy+ brands and a dramatically refreshed colors, finishes and materials program that ties together all of the firm's furniture brands. She also has been instrumental in designing all of the izzy+ showroom spaces, including the annual overhaul of the Chicago showroom space within the Merchandise Mart for the NeoCon World's

Trade Fair each June.

She is a native of West Michigan, and holds a BFA degree in interior design from Kendall College of Art and Design, as well as a master's degree in adult and higher education from Grand Valley State University.

United Stationers Releases New Research on Driving the Millennial Purchase

As the millennial worker is forecasted to make up more than half of the U.S. white-collar workforce within the next six years, United Stationers in conjunction with Research Now, has released new consumer research, entitled: "Office Products Enthusiasm: Driving the Millennial Purchase." The research report details millennial behavior and preference when purchasing office products for the workplace, highlighting how dealers can adjust their strategies accordingly.

"Tech-savvy, fast paced millennials are a key segment for independent dealers now and in the future," said Diane Hund, Vice President of Marketing, United Stationers. "The latest research from United Stationers equips independent dealers with a better perspective on the unique needs of the millennial in order to assess and adjust branding, marketing, product assortment and overall approach when targeting this growing demographic."

According to the research, more millennials find shopping for office products fun than other groups. Compared to 25% for baby boomers, 36% of millennials

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rate purchasing office products as fun. Additionally, 37% of millennials say that purchasing office products reminds them of buying school supplies, compared to only 18% of boomers.

However, millennials' knowledge of the preferred office products provider is low. In comparison with baby boomers, millennials are 10% less aware of the identity of their company's preferred office provider.

Based on United's 7 Moves to Win strategy, the research report outlines key takeaways for independent dealers when targeting the millennial worker, including:

GetWeb Ready: Millennials reported going online 58% of the time first to browse and compare products. Ensure your website is user-friendly and feature rich to make a good impression.

Get Mobile: 36% of millennials say that they choose whatever supplier is fastest and easiest. Meet your customers on their terms by providing mobile-friendly web solutions and incentives like same-day delivery.

Good Design Goes a Long Way: Nearly a third of millennials (32%) buy items more for their personal use than for business use - good design matters.

ODDS & ENDS

JOINED: AGATI Furniture announced **Peter McManus** has



McManus

joined its national sales team. Mr. McManus will serve as Territory Manager for New England, working with cus-

tomers, architectural & design firms and dealers to grow AGATI's presence in the education, healthcare and corporate markets. McManus brings to AGATI a seasoned history that includes years of experience in building sales organizations from ground up.

HIRED: **Beth Scully** will join **RPC Software** as the Director of Business Development and Marketing. Within this role Beth will lead the efforts to increase the sale of RPC's software products into new

and existing markets.

ADDED: **Kentwood Office Furniture** announced that **Greg VanKoeveering** has joined Kentwood Office Furniture as Inventory Manager in the Grand Rapids, Michigan office. VanKoeveering comes to Kentwood Office Furniture from Excel Office Interiors where he served as Warehouse Manager.

NOW REPPING: **fluidconcepts** announced the addition of six




VanKoeveering

newly appointed representative groups within Canada and the United States. Within Canada fluidconcepts has partnered with the Ont based **Workplace Elements** (ON) as well as **Kibsey Agencies** (MB, SK and Northern ON). fluidconcepts has also partnered with several notable representative groups within the United States such as **Morollo Brown and Associates** (North NJ and NY), **Kimberly K Design Resource** (WI and IL), **Gorman Sales** (OK, AR and North TX) and **JR&A** (GA).

SPONSORED: **Teknion Corporation** will host a select group of architects and designers under the age of 35 at the Applied Brilliance Conference, October 14-15, in New York. Applied Brilliance reveals emerging trends and major cultural paradigm shifts holistically through presentations by brilliant speakers who represent a wide range of disciplines.

SPEAKING: IIDA Executive Vice President and CEO **Cheryl S. Durst**, Hon. FIIDA, LEED AP, will be a featured seminar presenter at INSIDE World Festival of Interiors, a global festival and awards program celebrating the best in Interior Design, taking place Oct. 2-4, 2013, in Singapore, co-located with the World Architecture Festival 2013.

LAST CALL: **CET Designer** users have just a couple more weeks to submit entries to the annual awards program, sponsored by Configura, which honors the top winner with a new computer and software. 

Noted:



Mohawk Group introduced its Mixology collection, a contemporary carpet tile offering with a true lesson in sustainability, flexibility and beauty. The three styles in Mohawk Group's Mixology collection were designed to celebrate the breadth of color available in today's market while providing the customer with the simplest installation and flooring management possible.

The three patterns – Picture This, Seek Unique and Coolly Noted – are composed of five popular neutral colors mixed with a kaleidoscope of randomly chosen end-of-lot yarns. Instead of being downcycled into other industry products, these multicolored yarns are diverted from excess yarn lots and given new life in strikingly beautiful carpet. A testament to Mohawk's commitment to sustainability, this diversion of useful materials from the waste stream is beneficial to the environment.

"At Mohawk, we are constantly looking for innovative ways to bring our customers beautiful carpet that is also sustainable, which serves to create products that are healthy for human environments while also reducing our impact on the planet," said Rochelle Routman, director of sustainability, Mohawk Group. "In terms of waste minimization, we are making incredible progress by reusing materials within our own manufacturing processes. A prime example of this initiative can be seen in our newest carpet tile offering: Mixology. The collection's repurposing of end-of-lot yarn is an excellent representation of our commitment to environmental leadership."

In addition to its sustainable attributes, Mixology creates a stunning design base for commercial interiors with applications in nearly any segment. The true beauty of this product is in the fact that the embedded pattern and the neutral color remain consistent from tile to tile while the accent colors change, making each tile unique. Not only is this subtle color variation aesthetically pleasing, it also contributes to the ease of installation by eliminating concerns about matching dye lots and limited installation methods.

To place a Marketplace Ad simply go to: <http://www.mmqb.com> and click on "Place a Job Ad" or "Place a Classified Ad." Questions? Call us at 847-681-1199 x1. Ads close Friday 6:00 pm for Monday's edition.

CONTRACT SALES SPECIALIST - NJ/PA

JANUS et Cie®, the reputable, design-focused furniture industry leader is seeking a corporate sales specialist in New Jersey and Pennsylvania

The candidate will need to be a motivated, self-starter with a hunter mentality, while maintaining a polished image that is in line with the company's mission and values. They must be able to generate leads and sales from clients with a major focus on A+ dealers and corporate end users. They must also have a thorough knowledge of the corporate furniture industry, including competitors, projects in process, and relationships with key influencers and decision makers.

Total Compensation Includes:

- Base salary
- Commission
- Medical, dental, & life insurance
- 401k Plan
- Paid vacation
- Expense account

Qualified candidates may email resume, cover letter, references and earnings history to Marlo Smith, VP of Human Resources to career@janusetcie.com or fax to 562-262-2844, or contact Harry Ward, VP of Corporate Sales at hward@janusetcie.com for questions.

DEALER OUTSIDE SALES REP - LOS ANGELES

Top Performing So Cal Teknion Dealer Is Looking For Outside Sales Reps That Want To Make A Lot Of Money!

OFG, the Top Performing Teknion Dealer in Southern California is expanding our Los Angeles team located next to LA Live and we're looking for experienced outside sales reps. Our win ratio remains extremely high and we are seeking individuals that want to earn top dollars for themselves.

While we are looking for motivated self-starters that have existing industry relationships, we also generate a tremendous amount of sales opportunities and annuity business. Our team environment and support structure truly allows an outside sales rep to be in the field in front of customers while their projects are supported by a talented team of experienced, easy to get along with professionals.

If you are looking for the next level in your career, a new environment where you're appreciated rewarded and challenged, a compensation structure to make a lot of money, we want to talk to you!

Please contact us confidentially at:

goodjob@ofginc.com

SEEKING CONTRACT FURNITURE SALESPERSON

Join a Growing Maryland Furniture Dealership

Growing Maryland office furniture dealership has a full-time position available for a Contract Furniture Salesperson with at least 2 - 5 years of experience. Pay is \$48,000.00 - \$60,000.00 per year depending on experience. We offer paid holidays, vacation and sick leave.

Must have experience with selling office furniture to government, commercial, education and/or healthcare business establishments. Must have enthusiasm, willingness to learn, drive to succeed and enjoy selling.

Must be able to work with sales team to uncover projects and build furniture sales. Knowledge of 20-20 GIZA Studio and/or Team Design software is a plus. Candidate will assist the Project Team (consisting of Designers, Project Managers, Customer Service Representatives and Installers) with activities concerned with the specifying, ordering and installing of furniture. US Citizenship is required.

For more information, see our ad online in the Job Marketplace section.

Reply in confidence to lizwolf@mmqbmail.com

Indicate **Department D** in Subject of email.

JOIN THE LARGEST HERMAN MILLER DEALER IN CA!

Opportunities in all locations

Key Deliverables:

- Demonstrate initiative by prospecting and closing sales leads within variety of commercial markets.
- Consistently exceed customer expectations by adding real value at each phase of the sale, by being accountable to customers, and by making and keeping commitments.
- Provide a consultative approach to selling by working to understand the customer's critical business needs and by delivering appropriate solutions with a sense of purpose and urgency.

Ideal Profile:

Personality: Self motivated, resourceful, quick study, relationship driven, multi-tasker, strong work ethic, high energy, positive, assertive, detail oriented, strategic, team player, persistent, resilient.

Knowledge: Prospecting, probing, influencing, closing. Comfortable with technology, at ease with C-level executives, consultative selling, creating and delivering presentations, familiar with contracts and proposals. Knowledge of contract furniture industry and related products, applications, and design concepts preferred.

Motivations: Long term career, growth, recognition, money, affiliation, achievement, freedom, security. Send us your resume: jobs@pivotinteriors.com EOE

CONTRACT SALES SPECIALIST - SAN FRANCISCO

JANUS et Cie®, the reputable, design-focused furniture industry leader is seeking a corporate sales specialist in San Francisco.

JANUS et Cie, the reputable, design-focused furniture industry leader is seeking a corporate sales specialist in San Francisco.

The candidate will need to be a motivated, self-starter with a hunter mentality, while maintaining a polished image that is in line with the company's mission and values. They must be able to generate leads and sales from clients with a major focus on A+ dealers and corporate end users. They must also have a thorough knowledge of the corporate furniture industry, including competitors, projects in process, and relationships with key influencers and decision makers.

Total Compensation Includes:

- Base salary
- Commission
- Medical, dental, & life insurance
- 401k Plan
- Paid vacation
- Expense account

Qualified candidates may email resume, cover letter, references and earnings history to Marlo Smith, VP of Human Resources to career@janusetcie.com or fax to 562-262-2844, or contact Harry Ward, VP of Corporate Sales at hward@janusetcie.com for questions.

CONTRACT SALES ASSOCIATE

Contract Sales Associate, San Francisco/ Bay Area

Dfm, Dependable Furniture Manufacturing, an innovative developer of concepts and manufacturer of fine furniture for the office, is seeking an experienced Sales Associate.

The individual will work with a select group of dealers and A&D to promote product and provide extraordinary service.

An enthusiastic personality is required with a natural sales and marketing potential and an ease in presentation/communication skills. A minimum of three years of industry experience and thorough knowledge of the market and major players in the Mfg./A&D/ Dealer communities. The candidate must be able to network, multi-task and service clients.

Skills: must be creative, collaborative, detail oriented, thorough and able to sketch initial furniture concepts for further development.

Qualified candidates should e-mail cover letter, resume and details to:

info@dependablefm.com

MINNESOTA TERRITORY SALES ASSOCIATE

Jump Start Your Sales Career!

ErgoGenesis, LLC is the manufacturer of premium BodyBilt ergonomic seating products, and ErgoFusion workplace accessories.

Current opportunities exist for Territory Sales Associate in Minneapolis, Minnesota.

Position Description:

New hire will participate in an intensive learning program to gain critical skills and competencies to become eligible for the position of Territory Sales Manager. Company vehicle, cell phone and other electronics provided. Starting pay range \$25K-\$35K with significant upward potential.

Requirements:

- Clean driving record
- Education - Bachelor Degree preferred
- Strong computer skills
- Fitness training and/or kinesiology a plus
- Willingness to learn product lines and make cold calls on a regular bases

How to Apply:

Apply by sending your resume to

hunter@ergogenesis.com

ErgoGenesis is an EEOC/Affirmative Action company

CORPORATE SALES SPECIALIST - HOUSTON

JANUS et Cie®, the reputable, design-focused furniture industry leader is seeking a corporate sales specialist in Houston.

The candidate will need to be a motivated, self-starter with a hunter mentality, while maintaining a polished image that is in line with the company's mission and values. They must be able to generate leads and sales from clients with a major focus on A+ dealers and corporate end users. They must also have a thorough knowledge of the corporate furniture industry, including competitors, projects in process, and relationships with key influencers and decision makers.

Total Compensation Includes:

- Base salary
- Commission
- Medical, dental, & life insurance
- 401k Plan
- Paid vacation
- Expense account

Qualified candidates may email resume, cover letter, references and earnings history to Marlo Smith, VP of Human Resources to career@janusetcie.com or fax to 562-262-2844, or contact Harry Ward, VP of Corporate Sales at hward@janusetcie.com for questions.

FURNITURE SALES EXECUTIVE

Staples is the world's largest office products company and a trusted source for office solutions.

The FSE is responsible for initiating and closing profitable furniture sales. The FSE serves as the primary contact for the client during the sales process and works with the other furniture support functions (design, project management, furniture sales support, etc.) to ensure that client needs are met and client satisfaction is achieved. As part of an integrated selling team, the FSE collaborates with sales professionals from other Staples product categories to develop comprehensive sales plans for Staples accounts in an effort to maximize sales of all product categories. The FSE reports to the Sales Director, Furniture.

Basic:

- High School Diploma or GED
- Minimum four years of direct selling experience
- Prior experience in office contract furniture industry, general knowledge of systems furniture, and experience in customer interaction required

Please access the link below to apply:

<https://staples.taleo.net/careersection/2/jobdetail.ftl?lang=en&job=852257&src=MTP-200023>

REPS AND DEALERS WANTED

Take advantage of this great opportunity!

TREMAIN is an international company with over 50 years of experience providing solutions in working environments and one of the major and fastest growing manufacturers of office furniture in Mexico.

We are looking for highly motivated, well established and Service driven independent reps and dealers with strong experience in the contract market for office furniture systems.

We provide competitive prices, excellent design and service support, amazing quality on innovative product lines and a fast turn around delivery time.

For further information please contact us at 855.312.7770 or visit our website www.tremain.com.mx

FURNITURE SALES CONSULTANT

Join an industry leader!

The Furniture Sales Consultant (FSC) is an integral part of the furniture sales model designed to collaboratively sell with the Office Products sales organization. The FSC is the sales resource for projects that require furniture sales expertise but do not require a face to face sales call.

Apply by visiting careers.staples.com (job #850433) or the following link: <https://staples.taleo.net/careersection/2/jobdetail.ftl?lang=en&job=850433&src=JB-10320>

FURNITURE SALES EXECUTIVE - IRVING, TX (852722)

Join an Industry Leader!

Business Interiors by Staples is seeking to fill a VERY lucrative furniture sales opportunity in Irving, TX. Apply by visiting careers.staples.com (job #852722)

More information is available at www.StaplesFurnitureSalesJobs.com

MULTIPLE TERRITORY SALES MANAGER OPENINGS

ErgoGenesis, makers of BodyBilt seating, is growing and seeking Successful Hunters!

ErgoGenesis, LLC is the manufacturer of premium BodyBilt ergonomic seating products, and ErgoFusion workplace accessories.

Current opportunities exist for Territory Sales Manager in the following territories:

- Chicago
- Dallas
- Kansas and Oklahoma
- Michigan and Ohio
- Southern California

Requirements

- Experience in Direct Sales to end-user
- Experience in Governmental Sales
- Furniture Industry experience of at least 3 years is a plus
- An ability to lift 75lbs on a regular basis
- Good driving record

Our Benefits Package Includes:

- Medical and Dental health coverage
- Voluntary 401K retirement plan
- Company vehicle, cell phone and other electronics provided

Apply by sending your resume to

hunter@ergogenesis.com

ACCOUNT/PROJECT MANAGER

Always looking for talented people

To provide direct supervision of a pre-terminated group of installation personnel within a service account for activities including installation of furniture, repairs, moves and deliveries. The position will ensure that installation crew's work provides exceptional customer service, through a high quality of work performed in an efficient manner. Lead and manage assigned projects performance (Cost, Quality, Safety, Delivery and Sales). Provide development of personnel for future growth opportunities and maintain cohesion within their group.

This position also requires accurate and effective communication to the customer, GM, scheduler, MCR, and accounting.

Larry Dove

Phone: 678-397-1456

Fax: 770-582-1955

Email: dovel@nationalwps.com

DEALERSHIP PROJECT MANAGER

Unique Career Opportunity in Massachusetts/New Hampshire

Project Manager - Furniture and Integrated Projects

Red Thread, the premier provider of customized workplace environments, integrating office furnishings, interior architectural systems, floor covering, technology and audio-visual communication tools to create exceptional places for working, collaborating and learning, seeks a dedicated, customer service-oriented professional to join our team as a Project Manager.

The Project Manager (PM) is responsible for engaging all resources including the customer, needed to achieve project goals and delivering successful outcomes on large, complex projects from inception through final close out. PM emphasis will be on customer experience through effective communication, planning, coordination, schedule and cost management.

Apply on-line at:

<http://www.red-thread.com/about/careers>

FURNITURE INSTALLATION MANAGER - TAMPA

Company was founded on the principles of honesty, integrity a9/30/2013nd quality service.

Career opportunity available for an experienced Installation Manager for a commercial furniture dealership. Degreed and computer savvy person needed to plan, schedule and motivate crews. We seek a company oriented manager who is detail oriented and who enjoys planning ahead.

We look for a manager with a proven track record of leadership, multi-tasking skills and troubleshooting capabilities. This is an opportunity to work within a seasoned, talented, small dynamic group of professionals. This well established, stable company offers growth potential, assistance with major medical, vacation and holiday pay. Hrs. are 7:00 to 5:00.

Send salary requirements and resume to Devry@contractfurniturefl.com

DEALERSHIP DESIGNER

Amazing Opportunity in New England's Most Prestigious Dealership

Red Thread, leading provider of integrated office furnishings, architectural and technology products and services, seeks an experienced dealership designer to join us in the fast-paced world of commercial interiors. The right candidate will assist with the development of space planning, product applications and specifications of commercial interiors. This full-time position is based out of our Boston Office.

For more information and to apply on-line visit

<http://www.red-thread.com/about/careers>

NEW BUSINESS DEVELOPMENT MANAGER

Come work for an industry leader!

Global Industries, one of the largest manufacturers of office furniture in North America has an immediate opening for a highly motivated New Business Development Manager for the Manhattan Market promoting Global, Evolve, GLOBALcare and Offices to Go to public sector/state entities.

5+ years outside sales exp in the office furniture industry or closely related industry required, must have a proven track record of selling for either factories, independent rep groups or dealers/distributors. The ability to develop new business is essential. Responsibilities include but not limited to product/program presentations and coordinating and communicating with dealers, design firms and end users.

Global Industries offers a full benefits package including salary + bonus, 401K with company match, healthcare, dental, vision, LTD/STD, life insurance and auto allowance. For consideration email resume with salary history to

awayne@globalindustries.com

To learn more about Global, please visit us at www.globaltotaloffice.com

Global Industries is a drug-free workplace and equal opportunity employer.

TERRITORY MANAGER-MANHATTAN

Come work for an industry leader!

Global Industries, one of the largest manufacturers of office furniture in North America has an immediate opening for a highly motivated Territory Manager for the Manhattan market promoting Global, Evolve, GLOBALcare and Offices to Go.

The ideal candidate will possess 3+ years outside sales experience in the office furniture or related industry and have a proven track record of selling for either factories, independent rep groups or dealers/distributors. The ability to develop new business and maintain current accounts is essential. Responsibilities include product/program presentations, developing and maintaining strong relationships with dealers and growing sales.

Global Industries offers a full benefits package including salary + commission, 401K with company match, healthcare, dental, vision, LTD/STD, life insurance and auto allowance. For immediate consideration, email your resume to

awayne@globalindustries.com

To learn more about Global, please visit us at www.globaltotaloffice.com

Global Industries is a drug-free workplace and equal opportunity employer.

FURNITURE SPECIFIER/ DESIGNER

Fast growing, Haworth furniture dealer. Fun and positive environment. Office loft in Midtown Atlanta!

Fast-growing, commercial furniture dealership seeking exceptional project specifier to perform various tasks including but not limited to:

Systems and loose furniture specification, bid responses, trade interaction, site dimensions/conditions, finishes.

This team member must be detail oriented and organized; entrepreneurial and able to work in a fast-paced, deadline driven environment without micro-management. Fun and ethical work environment.

Must have at least three years of commercial specification experience. Major systems manufacturer experience a must-Haworth experience preferred.

Auto-CAD, CAP, Excel, Project Spec, Project Matrix and/or TeamDesign software knowledge a plus.

Visit www.turnerboone.com for information about our company.

Contact: tara@turnerboone.com

FURNITURE SALES EXECUTIVE - HOUSTON, TX

Get an opportunity to work with one of the leading retail brands!

Primary Responsibilities:

- Prospect in the local marketplace for new furniture opportunities.
- Develop local business relationships with various influencers (A/D community, commercial real estate brokers, moving companies, etc.) in order to identify potential opportunities early
- Manage the day to day relationship with existing clients for which the FSE is assigned
- Lead the development of creative and innovative solutions to meet client needs in a differentiated manner. Collaborate with Interior Designers to provide solutions that meet client functional, aesthetic and budgetary requirements
- Lead the project strategy process. Involve stakeholders in the development of a winning sales plan to capture targeted accounts and/or opportunities
- Work in a team selling environment to collaboratively develop account plans for existing accounts that maximize penetration and retention
- Work with other Staples lines of business to provide cross-selling opportunities

Please access the link below to apply:
<https://staples.taleo.net/careersection/2/jobdetail.ftl?lang=en&job=848195&src=MTP-200023>

MOVEABLE WALL SALES MANAGER

Join a great team!

KI is seeking a Moveable Wall Sales Manager to manage our Wall sales team across the country. This is a home office position that requires frequent travel, so the ideal candidate will live in a US city close to a major airport.

This position will develop annual Wall goals and objectives, create strategic plans for key projects/accounts, coach, train and travel with the Wall reps, and assist in new business development including helping with field presentations.

Bachelor's degree or equivalent experience, 5+ years' sales management experience in a construction, industrial, commercial interiors or Movable Wall industry. Outstanding leadership skills are desired as well as proven ability to coach and develop employees.

Apply for this opportunity and please consider other sales opportunities listed below at www.ki.com

- California - Northern/Southern
- Major Account Manager
- New York City
- Northeast (Government) Sales - PA, NJ, CT, NYC

KI is an Equal Opportunity Employer

MANUFACTURER SALES REPRESENTATIVE

Join the Country's Leading Manufacturer of Educational Furniture!

Virco, the leader in Educational Furniture, is looking for a highly motivated, experienced and successful sales rep to represent our company in Western Missouri and Northern Kansas. The successful candidate's responsibilities will be to conduct direct sales and direct marketing in our target markets: K-12, Higher ED, City and County Government, A&D and our Dealer Network.

The successful candidate should have: a minimum of 2 years outside sales experience; be detail oriented; work well under pressure; meet deadlines/sales goals consistently; be computer savvy; and be an effective communicator (verbally and in writing).

Virco offers a competitive compensation package: base salary, potential for commission and spiffs, as well as a car program.

Visit www.virco.com to learn more about our company and our products.

If you are interested in this opportunity, please contact:

susan@talentmoversinc.com

Virco is an Equal Opportunity Employer
M/F/D/V

EXCITING OPPORTUNITIES WITH AN INDUSTRY LEADER!

Exciting opportunities throughout California with an industry leader!

SideMark Corporate Furniture is a specialty office furnishings firm that has been designing and servicing state-of-the-art office spaces for more than 20 years. We are currently hiring for various positions in each of our office locations throughout California.

Please apply online at: <http://www.sidemark.com/content/opportunities>

PROJECT COORDINATOR & CSR

Herman Miller dealer hiring multiple positions!

Premier office furniture dealership hiring Project Coordinators and CSRs in Carrollton, TX. Competitive salary, outstanding benefits, fun and challenging work environment.

Project Coordinator: liaison for an assigned account, organizing and managing a high volume of detailed project information and facilitating communication between end users, design firms and the internal project team. Prefer 2 to 4 years office furniture dealership experience in either Design/Space Planning, Project Coordination, Customer Care or Order Management. Experience or basic familiarity with AutoCAD. Experience with product specification software.

Customer Care Representative enters and manages orders and information related to quotes, orders, shipments, delivery and installation through project completion, customer signoff and preparation for invoicing. Bachelor's or Associate's degree in business or a related field, plus at least two years' experience in a Customer Service role (equivalent experience may be substituted for degree). MS Office skills and experience with order management systems preferred.

Send resumes to sanderson@wrgtexas.com

DESIGN DIRECTOR OPPORTUNITY IN CALIFORNIA!

Design Director opportunity in California with an industry leader!

Are you a strong leader with a strategic approach to business? Then we need your help in leading SideMark's core business unit. SideMark Corporate Furniture is a specialty office furnishings firm that has been designing and servicing state-of-the-art office spaces for 29 years. Come join our team!

Please apply online at:
<https://sidemark-openhire.silkroad.com/epostings/index.cfm?fuseaction=app.jobInfo&version=1&jobid=32>

ACCOUNT COORDINATOR

Come work in Lovely Downtown Boston!

Union Office Interiors, New England's Premier Office Furniture Dealer, is looking for a motivated individual to join our dynamic team to assist in the sales and Project Management process.

Responsibilities include gathering product information, entering proposals, proposal assembly. Other functions include placing orders, checking order acknowledgements, communicating with vendors and clients as well as general account coordination. The successful individual will be self-motivated, organized and an effective communicator. This position provides many growth opportunities within our organization. Furniture Industry and Team design experience a plus. Union Office Interiors offers a competitive salary and benefits package, including Health, Dental, 401K, as well as Paid vacation and sick time.

Please e-mail resume to
rscott@unionoffice.com

ACCOUNT EXECUTIVES/OUTSIDE SALES PROFESSIONALS

Isn't it time you made your move to National Business Furniture?

It has been another excellent year at National Business Furniture and we are adding experienced Account Executives/Outside Sales Professionals to our team in the following markets:

- New York
- Los Angeles
- Virginia
- Oklahoma City
- Little Rock
- New Orleans
- Las Vegas
- Your location
- if your market presence and our current customer base make it attractive to launch a new Account Executive in that territory!

We offer:

- An Outstanding \$\$\$\$ pay plan
- A Monthly guarantee
- No caps
- Great internal support to keep you selling
- Product offerings that delight your customers
- The opportunity to reach your income goals

It is time to get selling! Send your resume to HR@NBF.com or call Tom Milczarski, our HR Director at (414) 615-3625 and let him know you are interested. DO IT TODAY!

MANUFACTURERS SALES REPRESENTATIVE

Partner with a fast growing rep firm...

A successful and fast growing Florida based manufacturers representative group representing well known and respected national and international manufacturers is currently recruiting for a sales associate to cover our Miami area and southwest Florida territories.

The independent sales associate is responsible for developing, supporting, and managing sales and market development activities to improve revenues, market share, and full line sales coverage. The associate representative works with dealer principals, sales managers and other key dealer personnel. Develop business relationships with the region's key A/D firms, specifiers, and corporate and commercial end-users. This position collaborates and coordinates with dealer development, segments and other vertical markets of: commercial office, healthcare, higher education, GSA, assisted living and hospitality to ensure market penetration and growth.

- Must have contract office/hospitality furniture sales experience
- Must be a self starter and self directed
- A Design background a +

This is a commission only position.

Qualified individuals should email resume to: b.d@reagan.com

REPS, DEALERS & DEALERS WANTED

BUZZ SEATING IS A COMPANY ON THE MOVE!

Celebrating 10 years

Buzz Seating is looking to expand business via independent reps, new dealers, private labels, GSA and other venues. With multiple facilities in the US and Canada, domestic manufacturing operations, experienced and skilled industry labor and overseas/domestic resources the business opportunities abound.

Recently launched product e-library websites to compliment our main site www.buzzseating.com with more in the works:

- www.rikachair.com (all mesh)
- www.melochair.com
- www.stingerchair.com
- www.landachair.com
- www.jemchair.com

Recently awarded a 5-year GSA contract extension and all of these products (and more) are on the GSA schedule.

Yes, Buzz Seating is a company on the move and expanding into new concept markets. Check out the company and let's explore the possibilities. If you have an interest please respond to:

salesopportunities@buzzseating.com

DEALERSHIP SALES REP

Terrific Career Opportunity in Rapidly Growing Central and Western Massachusetts Territory

Furniture Sales Representative

Red Thread, the premier provider of customized workplace environments, integrates office furnishings, interior architectural systems, floor covering, technology and audio-visual communication tools to create exceptional places for working, collaborating and learning. We seek a dedicated, service-oriented professional to join our team as a Sales Representative covering Central and Western MA.

As a sales representative you will be responsible for establishing, developing and/or maintaining business relationships with Western Massachusetts clients, offering a broad spectrum of products and services, to meet and exceed sales volume and profit goals in a team-based environment.

For more information and to apply online, please visit

<http://www.red-thread.com/about/career>

REP GROUPS NEEDED

INDEPENDENT MANUFACTURERS REPS WANTED

Looking for great independent manufacturers reps

@theOffice a rapidly growing mid market, in stock manufacturer of task, conference and lounge seating is seeking independent rep groups to introduce our line of high quality, well designed products to dealers, interior designers and end-users.

We are looking for firms that know seating and how to bring a seating line to market.

Great products and great commissions. Territories available include:

- New England
- New York, New Jersey, Pennsylvania
- Virginia, West Virginia
- Colorado, Utah

Please reply to pross@attheoffice.com

INDEPENDENT SALES REPRESENTATION WANTED

Immediate Opportunity !

BRC is seeking Independent Sales Representation for the following markets:

- Colorado
- North Carolina
- Minnesota
- New Mexico

BRC is a proven supplier across North America in the quality laminate furniture, market segment.

BRC offers an aggressive commission plan, dealer incentives, product promotions, an existing national dealer program, spiff programs, flexible lead times, freight inclusive pricing and more++.

BRC offers an extensive range of standard products along with full custom capabilities.

Interested candidates should contact: Steven Geiger, Vice President, Sales.

steveeng@brcanada.com
(www.brcanada.com)

INDEPENDENT REP GROUP WANTED - CHICAGO

Looking for a manufacturer that considers Reps their FIRST customer?

An established and growing, domestic manufacturer of wood contract furniture is seeking a motivated independent manufacturer's rep group to cover the Chicago market, including Northern Illinois and Southern Wisconsin. The line includes BIFMA level certified products produced in state-of-the-art facilities with the industries best lead times and on-time performance. Permanent space in the Mart is just a bonus!

Interested groups should have experience and contacts with contract furniture dealers and design firms throughout the territory. Commission structure includes unlimited bonus for growth and meeting sales targets. Our sales force is supported with great products, excellent services and a willingness to do what it takes to be successful. Motivated, serious inquiries should be sent to lizwolf@mmqbmail.com. Write "Department F" in the subject line of your email.

REP GROUPS SEEKING LINES TO REP

INDEPENDENT REP GROUP SEEKING MANUFACTURERS

Colorado based Independent Rep Group seeking Manufacturers

The Scranton Group is a multi-line independent rep group based in Colorado.

We are currently seeking to add manufacturers to our line offering.

The goal is to represent a limited number of quality manufacturers, and provide the best service for our clients.

Focus: Dealers, A&D, and Government

Experience: 15+ years

Contact: Brian Scranton

bscranton@thescrantongroup.com

FABRICATION

LAMINATE AND SOLID SURFACE WORKSURFACES – SERVICE DRIVEN. QUALITY FOCUSED.

For Sale (New) / Tables

Laminate solid and veneer work surfaces. we bring solutions to the surface.

-Custom Components Corporation -

We are a, FSC Certified (mixed and pure credit), supplier of fully fabricated EDGED AND FINISHED Work-surfaces, Laminate

Tops, doors, panels, shelving, wall panels, conferencing solutions and much more. We are currently compliant to ISO9001-2000 - with a documented quality system - PPAPS provided.

Our core competency encompasses supplying various types of surfaces in a wide range of materials as simple components or finished good assemblies. Let us do the work and we will supply you with your very complicated assemblies including all accessories and supporting hardware: Legs, Grommets, Electrical, Stretchers, Ganging Hardware, Lighting ETC. built to your specifications.

Our Capabilities Include:

PRESSING – LAMINATING – HOT AND COLD – For one off or high production of Veneer and Laminate Panels. PVA Glue Water Based, Green, Enviro-Tested and Reliable.

EDGE BANDING:

CONTOUR / CURVILINEAR (using HOMAG BAZ / CNC automated technology for superb quality and repeatability) up to 3mm thickness.

LINEAR – RECTANGLES AND COMBINATION CONTOUR AND STRAIGHT (pvc, polypro, abs, veneer) – (.012 TO 5MM THICKNESS) (HOMAG) – 2 High Production Machines. 2009 and 2012.

T – EDGE – T MOLDED SURFACES

CNC MACHINING

(8 machining Centers) for precision machining of hole patterns, t-nuts, threaded inserts, stiffeners and leg base patterns. (WEEKE, HOMAG and HEIAN)

CERTIFIED FABRICATOR OF CORIAN, AVONITIE, HI-MAC AND MANY OTHER SOLID SURFACE MATERIALS.

We process many materials including:

MDF, Particleboard, HPL (Wilsonart, Formica, Laminart, Merinolam, Nevemar, Pionite and many more), Natural wood veneers and exotics. Recon veneers, Solid Core Phenolic – TRESPA, WILSONART AND MORE, Corian, LPL / MELAMINE, Marker-board laminates, Plywood

We are located in a 64,000 sq foot in West Michigan. This puts us in close proximity of our primary parts and technical support supplier of our processing equipment. This ensures minimal downtime.

We use the latest in processing technology with duplicate machines in every cell to avoid delivery disruptions.

Lead-times from 24 hours to 3 weeks. Nation-wide shipping.

Capacity of up to 1000 surfaces per day. Small or large jobs and contracts. Financially sound operation, competitive pricing, friendly customer service with a can do attitude.

We are ready to serve.

Contact: Ryan Pawloski, CEO for more information. Contact us today.

PHONE: 616-523-1111

EMAIL: RPAWLOSKI@CCCSOLUTION.COM