

delve

Cover Image: ZIA by Special-T,
story on page 33

APR 2023 **V37**



INTRODUCING ZIA

Collaboration Meets Innovation With
Special-T's Unprecedented New Product Line.



Via Lounge

Embrace comfort & flexibility with the
Muir lounge chair & Satellite laptop table.



via[®]
SEATING

www.viaseating.com

contents

APR 2023 V37

REVIEW OF MRL PRO NOTIFY
BY SUSAN MULHOLLAND & NICOLE FARRAGHER.... 05

DISTRIBUTED WORK
BY DOUG GREGORY 09

**DELVING INTO THE PUBLIC
SECTOR** BY MICHELLE WARREN 15

ELEVATE THE EVERYDAY
BY SITONIT SEATING 18

IMMERSIVE ACOUSTIC EXP
WITH DISCOVERY CENTER 20

NEW SHOWROOM PREVIEW
BY NEOCON 2023 23

CELEBRATING 100 YEARS
BY HERMAN MILLER 30

INTRODUCING ZIA
BY SPECIAL-T 33

**INNOVATION IN BUSINESS
FURNITURE** BY TAYCO 36

REP FEATURE
BY THE GINGER GRANT GROUP 38

KEEPING CONNECTED
BY MRL 40



SitOnIt Seating Raises the Benching Bar with HiQ™.



THE MART is set to welcome several new showrooms this year at NeoCon 2023. Check out a few of the newest additions.



COVER STORY: Collaboration meets innovation with Special-T's new product line.

ADVERTISE WITH MRL



My Resource Library
is the best way to reach
the Contract Design Industry
with your message!

Learn about all of the
unique advertising options
now offered by MRL.
Our team will help guide
you to build a personalized
advertising plan that
will help you meet your
advertising goals!

LEARN MORE

editor's note

Dear reader,

This month, we embark on a journey of exploration and discovery as we delve into the captivating world of innovation. From groundbreaking technologies to revolutionary ideas, we aim to bring you the most inspiring and thought-provoking stories that push the boundaries of what's possible.

Within these pages, you will find stories of visionary designers who dare to dream beyond convention. We will delve into the minds of brilliant inventors and explore the disruptive technologies that are reshaping our industry.

From sustainable materials to cutting-edge digital experiences, innovation is not only a buzzword but a guiding force that shapes the way we design, create, and experience spaces.

Have a story for Delve? Let us know at:

industrynews@myresourcelibrary.com.

**THE
MY RESOURCE LIBRARY
FAMILY**



MRL PRO

Can Help Make You a Design Superstar

BY SUSAN MULHOLLAND & NICOLE FARRAGHER

Welcome to MRL- Contract Design Software for interior design specifiers. This is our second article that explains why using MRL Pro can be a valuable communication tool during an actual project. In this article we talk about the time saving benefits and how using ProNotify can help reduce the frustration caused by two very familiar design challenges.

No matter what type of work you do, regardless of if it is related to any interior space's physical design, there will always be problems- sometimes referred to as challenges. No one I know has ever had a problem-free project! That comes from over thirty years of experience working in an industry that has seen tremendous change in those years. If it is inevitable that there will be problems, what can you do- expect them and hope they will go away on their own, or do you make assumptions before the project starts and prepare accordingly?

Creative and innovative designs our clients ask for are solu-

tions to the most significant problems surrounding their interior space. Whether that solution is a great color palette or the right-sized desk to fit into a tight space, creativity should be preserved for a well-organized project with clear directives and outcomes. But what happens when all the best design ideas are lost because the client, the furniture dealer, and the manufacturer need help to follow or even understand what the interior designer is trying to create?

All the best design software in the world that allows you to create realistic renderings and floor plans will not help you as a design project manager get the actual furniture or finishes that are represented in those beautiful drawings purchased, delivered, and installed. It would be best to articulate what each piece of the design is and where in the room, the space, or the entire building it is located. You need to be able to tell your client how much it will cost and when it will arrive. This part of the project must be done effortlessly for your entire design team, but most importantly, for your client to understand.

There is no right or wrong answer to this question, and anyone who tells you there is probably isn't honest. When it comes to

finding solutions to problems, the most important first step is to be able to define that problem in a way that can be understood by someone else. Accurately articulating the issue, you are facing can go a long way in finding the solution.

Communicating your concerns and "challenges" as they come up, whether with other team members, mentors, or even friends and family, has a way of helping us find the solutions. There is a theory that talking about the issues we deal with, whether those problems come from our personal or professional lives, is the first step to finding the solution.

Since this article is regarding commercial design publication, let's look at a typical design problem. If it sounds familiar and you haven't found a solution yet, you may be able to approach it differently with more confidence.

The scenario we will describe is a common problem that occurs no matter what stage of your design career you are in. We will focus on a commercial design project here, which also happens in residential design projects.

Let's say you are just starting a project with a client you have never worked with. But they have seen your work and are excited that you are there to make their space look beautiful. They are asking you to redesign an area that they are currently occupying and need some advice on how to update the look, utilize the existing furniture, and "oh, by the way, the budget we have to do this is not that big, and we'd like you to do this as quickly as possible."

What would be your first step? Since I already said in previous articles that every designer has their way of working, I will tell you how I would approach this. I would start with a simple programming exercise- if you remember, when you were in design school- your instructor would usually provide you with a client profile- this would at least let you have a place to start. As a professional- you need to get this on your own by asking questions, meeting your client at their location, and having them "tell you" what they see. When I do this as my first step in the design process, I get a good idea of what the project needs to meet the client's expectations.

After taking notes and pictures of the existing space and, actively looking at the finishes and furniture, creating a unique design that reflects the client's business values and culture, I can then give my client the information they need to move forward with the project. Now here is when the problems start to emerge.

1. The furniture that they have that they want to keep is old, broken, or not appropriate for how they want to use it. As a professional, my first response is that they should reconsider this and look at replacing at least some of that furniture if not all of it.

2. They have unrealistic expectations. This is something that takes experience to be able to overcome- but here's a piece of advice that I share with those designers I work with who are just starting; to be honest, let them know that you will make every effort to make sure their project is completed promptly AND that you will keep them up to date on the progress. Hence, they are aware of the process that, many times, is out of your control.

Now I know many of my colleagues who would actively walk away from a client like this because they want to save their time and energy, but even if their client understands and is willing to have an open mind, these problems come up. Why? Because no matter how "knowledgeable" or experienced a client is, they are hiring you as a professional to do what they can't.

Knowledge comes in a lot of forms. If you have been reading my articles, you know that I often talk about the education I received after I started working as an entry-level designer. That education I often speak about comes from the manufacturer's representatives, who were always around then and happy to share their knowledge with me. This communication came without effort on my part. Now people will say that they were selling, but good salespeople are also good teachers and have mastered communication by listening.

How does that translate now that we are primarily digital and, since the pandemic, mainly work remotely and not in a traditional design studio or office? It's not by watching YouTube videos or going on Pinterest or Instagram. You need to go where the information you need to solve these problems can be found. My Resource Library Pro is an excellent place to start.

Let's look at what I am talking about, and I'll show you how you can use MRL Pro to improve even the worst-case scenario.

1. Their furniture is old- what can you offer your client as an alternative to their old furniture?

Here is what I would do: I would first, during my initial visit, look at the furniture and see if I can find out who the manufacturer is- there usually is a tag underneath the worksurface or seat pan of the chair. If I know the manufacturer, I will then go to MRL and search for the sales representative in my area- start a quick MRL project upload the pictures of furniture with the labels, and ask them if this product is still available or if it's been discontinued, are there replacement parts available or can it be refurbished? If the answer is no, I would ask them what they would recommend that I offer my client as a replacement. By doing this, I have created a way to document the problem-solving process with the MRL Project tools ProNotify feature by using this to collect the communication that I can refer back to and keep the project moving in the right direction.

2. Unrealistic expectations

As designers, our biggest problem is that clients want to know when they will have their furniture and when the project will be completed. We all know that in the past few years, we have faced unprecedented supply chain issues, long lead times, and shipping issues. The truth is this is entirely out of our control. The idea that we are creating a space that is unique and special for our clients is not the issue; the issue is that we are doing this with materials and furniture you can't find off Amazon or at Home Depot.

How can My Resource Library help? The answer lies in the communication function of ProNotify- Communication is the key to helping clients rethink their unrealistic expectations. When you include them as part of your Project workgroup- you can post updates from vendors, manufacturers, and shippers. When clients see that you are on top of the issues- making critical decisions on their behalf, they begin to see the value you bring to the project- your expertise and project management skills are now just as important as your creativity.

For more information and help incorporating the resources, communication tools, and other benefits of MRL Pro described in this article, make a virtual appointment with Nicole Farragher! Her expertise will amaze you, and the training she will provide you will give you the advantage you need to exceed your client's expectations for a less stressful, more cohesive design project.



Susan Mulholland

Susan Mulholland studied interior design at Northern Arizona University and is an NCIDQ certificate holder. She has 30 years of interior design experience in commercial design. Her experience in the industry covers a large variety of projects that focus on workplace, healthcare, and hospitality. Her design studio Mulholland Art & Design Commercial Interiors is in Tucson, Arizona, where she has been helping clients for the past 20 years. [Connect with Susan Mulholland on her website.](#)



Nicole Farragher

Nicole is the Dealer Accounts Manager at My Resource Library, and can be reached via the email or phone contacts below.

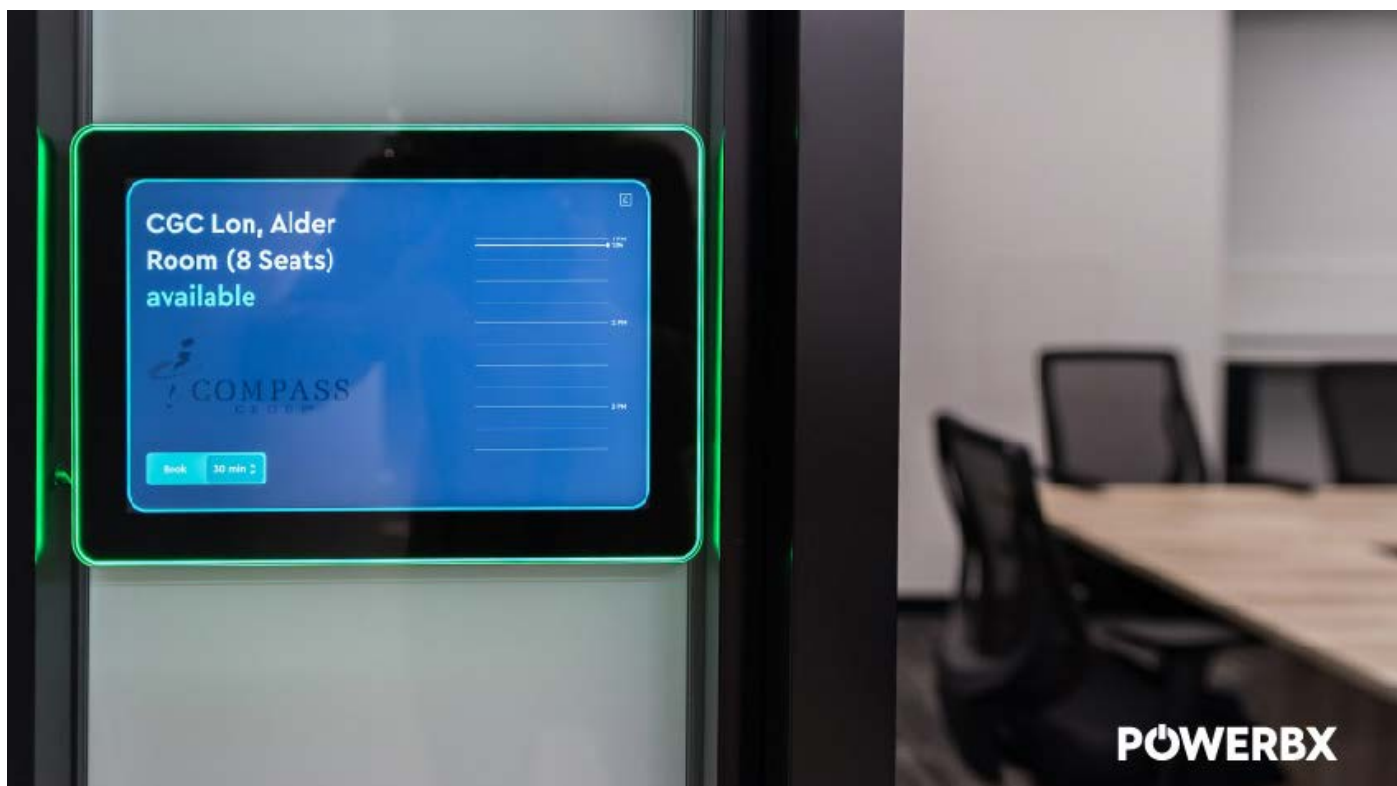
480-608-1952

nicole@myresourcelibrary.com



SWIFTLY

Solid through and through, from our smart designs to our locally sourced wood and handcrafted quality.



Imagine an Office Where Distributed Work Works: PowerBx

BY DOUG GREGORY

Why is work being done?

What should be done?

Who should be doing it?

Where should it be done?

How should it be done?

With what should it be done?

The fundamentals of the work model for knowledge workers are like shape-shifters in some alternate universe – just when you think you have one figured out, they have shifted into some other hard-to-grasp form. While yesterday's work model was far from simple or static, change is happening faster than manageable for many facilities teams.

One thing about how we work seems to be taking shape for 2023 and beyond: distributed work models are going to be more the norm than the anomaly. Whatever the mix of the six leading questions turns out to be for any one organization, some blend of multiple solutions seems certain. Planning for and managing those solutions takes a bit of imagination. It also takes clever innovators in space management like PowerBx.

While no stranger to some of the largest organizations in the world, PowerBx is something of a newcomer to the contract interiors industry. That is about to change. HR managers, interior designers, IT and facilities leaders, CRE professionals and contract interior dealer leaders – meet-powerbx.com.

Founded by Kyle Muir in the Salt Lake City area, PowerBx builds space management systems and tools for distributed teams, no matter where they are working. A software company at heart, PowerBx brings an integrated approach to help organizations plan, design and deploy solutions as varied – and connected – as room management, hot desk-ing, visitor management and mobile device management. Each application includes only the components valued by the client, ensuring facility managers get what they need without paying for more than is required.

Distributed work models of 2023 can incorporate some mix of:

- Hub facilities (HQ or regional)
- Spoke facilities
- Coworking spaces
- Casual or travel locations
- Home offices
- Virtual spaces

Our mutual friend “Lynn” works a hybrid work schedule and is planning a productive Wednesday that includes:

- 8:00am mentoring meeting in coworking space
- 9:30am team meeting at HQ
- 11:00am virtual sales call from HQ
- Noon lunch in virtual coffee shop
- 1:00pm concentrated work at HQ
- 3:00pm budget planning at spoke facility
- 6:00pm kid’s lacrosse game

To organize the day, Lynn does the following on Tuesday:

- Uses company app to reserve a private meeting space at the coworking space for mentoring meeting. Integrated with the company calendar system, all the information generated by Lynn’s planning for the day is a part of the organization system Lynn uses anyway. The wayfinding tool will guide Lynn to the right space, which also includes a display with Lynn’s name and shows a red light signaling the space is not available for others. The connection to the smart entry system will recognize Lynn and the mentee and permit entry. One down, several more to go. That took 30 seconds.
- Uses the same app to locate and reserve a meeting room sized perfectly for the team at HQ. Meeting notice is forwarded to the preset list. Uses the same app to organize the video call for remote attendees working together on the i3-Technologies interactive display. Digital visitor management system guides a non-employee meeting guest to the correct room. The room management device displays who is meeting in the room and shows a red light around the display to signal the room being busy. When Lynn arrives at the room, the meeting automatically starts and all Lynn and team members need to do is connect. Everything shuts off when the meeting is over and a QR code distributes meeting notes and information. Okay, that took two minutes.
- Uses the app to reserve a phone booth at HQ for virtual sales call. Organizes the video call on the same app. The integrated Wayfinding tool will take Lynn to the correct booth; exterior display shows Lynn as user along with the red light and unlocks the smart entry system. Video meeting will begin automatically and Lynn and client use the interactive display to design a solution for the client. Maybe 90 seconds?
- At the end of the sales call, Lynn schedules time in a virtual coffee shop to share lunch with a friend. Lynn will break out lunch and relax for a bit knowing everything has been scheduled, including the device maintenance on Lynn’s cell phone during lunch. To Lynn, the time it takes to schedule lunch is not really consequential, easy as it was.

INDUSTRY HOT TOPICS

- Uses the company app's Hot Desking function to schedule time at an actual desk to concentrate on preparing a budget for the final meeting of the day. Locating the desk using the system is easy, and the Hot Desking puck responds to Lynn arriving at the desk. Another 30 seconds.
- Since the company app includes all locations utilized by company employees and gig workers, Lynn books a meeting room at a company spoke location located not far from home. As before, Lynn uses the integrated tools to locate the correct room and gain entry. More of a whiteboarding session, the i3-Technologies interactive display is ready for the planning work to put together a budget. As Lynn is part of the company system, all of Lynn's files in the company cloud are available to Lynn on the interactive display. Last mission accomplished, and another minute.
- Finally, Lynn uses Google Maps to find the best route to the lacrosse game.
- In just over five minutes, the day is scheduled, rooms and desks are booked, video meetings are set up and lunch in the clouds will be a nice break. All on an app.

Lynn's day is scheduled and facilitated by multiple integrated systems from PowerBx. These systems are connected to and integrated with the Microsoft Office or Google systems driving the company's communication model. IT can update or modify room maps, names, access codes or what apps are available on the i3-Technologies interactive displays to make sure everything works in real time for everyone.

Technology is the great integrator of work in 2023. Systems that connect, integrate, support and enhance each other help us imagine the best ways to support work and then

bring them to life. Where companies like Microsoft and Google once focused on ensuring software and technology had to be a part of their siloed systems with hard walls, that is no longer the case.

Syntigration is focused on imagining and creating AV and space management technologies supporting distributed work. The driving idea is that knowledge workers should be supported in using the same work process and tools no matter where they work (what use is an internet of things if the things just create a confusing mess?). Eventually, this will include home offices as well as other casual and travel locations (stay tuned). PowerBx supports this vision through interconnected tools supporting both space and AV technology.

Making it easy for end users, employers, contract interiors dealers, designers and specifiers and CRE alike to create and support great user experiences is the key driver in imagining spaces that work.

The six defining questions at the beginning of this article will continue to drive decisions on how we plan for making the distributed work model work. The six types of locations where work will be done may expand or contract, but each will need to be accounted for and seamlessly connected for workers. PowerBx continues to expand its solution set to integrate both space and technology in user-friendly formats designed and deployed in models that work for each client.

We're working hard together to imagine an office where distributed work works. PowerBx will have a working solution available at NeoCon in the My Resource Library space on the 11th floor in showroom #1191. Let's talk about how we can support your business.



About Doug Gregory

Doug Gregory, Syntigration's principal, is focused on creating integrated InterActive Spaces. A consultant and entrepreneur in the office furniture industry for over 20 years after stints at both HON and Steelcase, the novelty of learning how best to meet customer needs never gets old. The journey of these articles is to help identify how interactive technology supports contract dealer growth through meeting the complex needs of our mutual clients. Doug can be reached at dgregory@syntigration.com.



Axis Collection

Connect, Loop, Fractal, and Vertex

100% Post-Consumer
Recycled Polyester

[MayerFabrics.com](https://mayerfabrics.com)

MAYERFABRICS

6 OF MRL'S FAVORITE PRODUCTS FROM ACROSS THE LIBRARY

The following represent 6 of our favorite INNOVATIVE products currently on My Resource Library. The products are listed in no particular order.

ROPEBUCKET

CSI CREATIVE

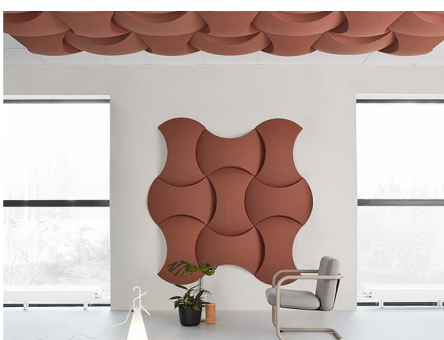
The Biophilic Seating | RopeBucket 001 is a freestanding planter wrapped in rope. The rope serves as a structure that holds the greenery. Together they are an abstraction of a path through the jungle. Ropes often guide movement. They can be railings on a bridge or support for a swing. Ropes can also guide eyes even when they are stationary. They suggest pathways as they stretch from forest to mountain tops.



SKY CEILING

UNIKA VAEV

Sky Ceiling, a modular system developed by designer Stefan Borselius, seeks to change featureless ceilings with a design that imbues a room with visual energy while also improving its soundscape.



MOBILE BOTANY TEACHING TABLE BY HABA GRESSCO

With the raised bed comes the garden and the beloved flowers, herbs, etc. on the terrace, in the house or in the classroom. This mobile table is perfect for teaching botany, gardening, the senses of smell, touch and taste.



NPS® TOGO BOOTH SET

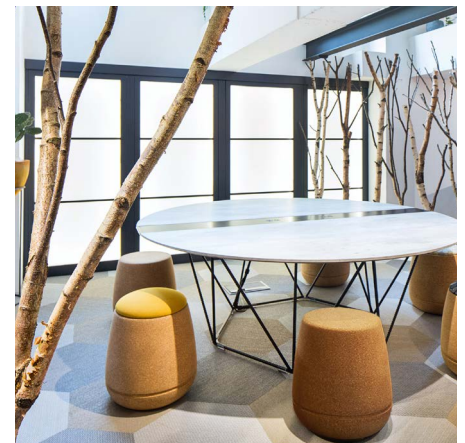
NATIONAL PUBLIC SEATING

Today's cafeterias have become multi-purpose spaces which require furniture that is mobile and multi-functional. NPS's ToGo Booth System is ideal for such an environment. Rubber Grip-Tight glides automatically engage with the floor when opened along with locking casters to keep your seating arrangement nicely in place.

GROW STOOL

FROVI

Environmentally responsible and uniquely flexible, the Grow Stool is manufactured from solid cork which is ethically farmed from the bark of cork trees.



PACT

KEILHAUER

With endless arrangements that promote creativity, the versatility of the Pact collection provides a compact, multi-functional, soft-contract pieces that support both privacy and communication.





bryan ashley

an OFS company

Custom furniture from
Bryan Ashley helps
create the ultimate
guest experience.

bryanashley.com

imagine a place®

954.351.1199



By Michelle Warren

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

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

Michelle is known as a "serial networker" in the furniture industry and enjoys meeting people and making connections happen. If you're interested in connecting - reach out at: Michelle@strategic-catalyst.com, connect on [LinkedIn](#) or visit strategic-catalyst.com to learn more about her work.



Delving into the Public Sector

CMMC (Cybersecurity Maturity Model Certification) is an acronym I have been hearing about in the GSA world for well over a year, which for some reason did not make it onto the lips of the furniture people I know until a month or so ago. CMMC is already in version 2.0 and is being implemented by the Department of Defense.

I am not sure why CMMC has not already been introduced heavily into the furniture industry, as it is moving fast and furious. As my friend Matt Brady, President of New Day Office in Suffolk VA, shared with me "It is on bids. We don't always read the fine print in every bid, but if you read the fine print, we are already seeing it."

In this month's article we explore what CMMC is and how this new cybersecurity certification applies to all furniture manufacturers and dealers holding DoD contracts.

As you may have guessed from the name, CMMC is focused on protecting two types of information 1) Federal Contract Information (FCI) and 2) Controlled Unclassified Information (CUI), which can be found in DoD contracts and information supporting work performed by non-DoD employees, including dealers, manufacturers, and designers to name a few.

Your first thought, as mine, may be that CAD drawings could be classified as CUI, and you would be correct! However, according to Matt Brady there are many categories of CUI found in DoD contracts, including addresses of buildings, personnel contact information, etc.

The United States has many enemies, and now DoD is taking steps to better enforce the cybersecurity standards in place to control and protect the flow of information required for Defense Industrial Base (DIB) contractors to perform on DoD contracts. CMMC is the framework DoD has developed to protect FCI and CUI.

From the DoD CMMC website
<https://dodcio.defense.gov/CMMC/About/>

"The Cybersecurity Maturity Model Certification (CMMC) program is aligned to DoD's information security requirements for DIB partners. It is designed to enforce protection of sensitive unclassified information that is shared by the Department with its contractors and subcontractors. The program provides the Department increased assurance that contractors and subcontractors are meeting the cybersecurity requirements that apply to acquisition programs and systems that process controlled unclassified information."

The CMMC 2.0 program has three key features:

- **Tiered Model:** CMMC requires that companies entrusted with national security information implement cybersecurity standards at progressively advanced levels, depending on the type and sensitivity of the information. The program also sets forward the process for requiring protection of information that is flowed down to subcontractors.
- **Assessment Requirement:** CMMC assessments allow the Department to verify the implementation of clear cybersecurity standards.
- **Implementation through Contracts:** Once CMMC is fully implemented, certain DoD contractors that handle sensitive unclassified DoD information will be required to achieve a particular CMMC level as a condition of contract award.

To further understand CMMC and what it will look like for manufacturers and dealers who work with the DoD, I reached out with some questions to Sync21, a Cybersecurity Compliance managed services company based in Norfolk, [VA sync21.com/](https://www.sync21.com/). Sync21's principles Carl Long and Greg Weber have been working with New Day Office and some other major government furniture contractors to start the CMMC certification process.

Michelle: Carl, thanks for your willingness to help me better understand this CMMC process. Do you know when the CMMC will be mandated to furniture companies?

Carl & Greg: If your company holds DoD contract(s) that contain DFARS 7012 clauses, then you may already be in breach if you haven't started to address the Cybersecurity Compliance requirements found in those clauses. CMMC is essentially an enforcement mechanism for DFARS clauses, so the time to start is now. CMMC rulemaking is nearing completion as we speak, with initial 3rd party assessments potentially starting before the end of 2023.

Michelle: Do we know for sure that furniture plans, contact information etc is deemed critical to national security and would require more than Level 1 certification?

Carl & Greg: If you do not have a DoD contract, then you do not currently have FCI or CUI. If you do hold DoD contracts, the fine print of the contract should specify if there is any CUI and what specific types are involved. If you anticipate DoD contracts with CUI, then we recommend consulting the following web-

sites to better understand the large breadth of CUI categories: National Archives CUI page: www.archives.gov/cui

- The DoD CUI Registry:
www.dodcui.mil/Home/DoD-CUI-Registry

You may not be awarded contracts if you are not ready to be CMMC compliant, and those that are ready may step in and win contracts instead. It is worth noting that DoD contracts without CUI are still considered to contain Federal Contract Information (FCI), which requires CMMC Level 1 compliance...this is not a trivial set of requirements for contractors with little or no cybersecurity infrastructure.

Michelle: Is this something that a dealer or manufacturer could do on their own? How hard is this?

Carl & Greg: Most dealers or manufacturers do not have the in-house subject matter expertise to prepare for a CMMC Assessment on their own, and we recommend that they hire Certified CMMC Professional (CCP) at a minimum. CMMC Level 2 certifications for most contractors will require expensive 3rd party assessments, so being better prepared will help control the associated costs.

It is also worth noting that CMMC Level 2 certifications will be Pass/Fail, and all NIST 800-171 controls will have to be satisfied.

Michelle: What would be the first step for someone interested in at least getting to Level 1?

Carl & Greg: We recommend a Level 1 Gap Analysis to compare your company's cybersecurity posture to the CMMC Level 1 requirements.

Again, many thanks to Matt Brady with New Day and Carl Long & Greg Weber with Sync21 for helping me demystify this for Delve readers!! Stay tuned for more information on CMMC as the QPC meeting is May 10th in DC and hopefully BIFMA will be hosting a webinar on this topic soon.

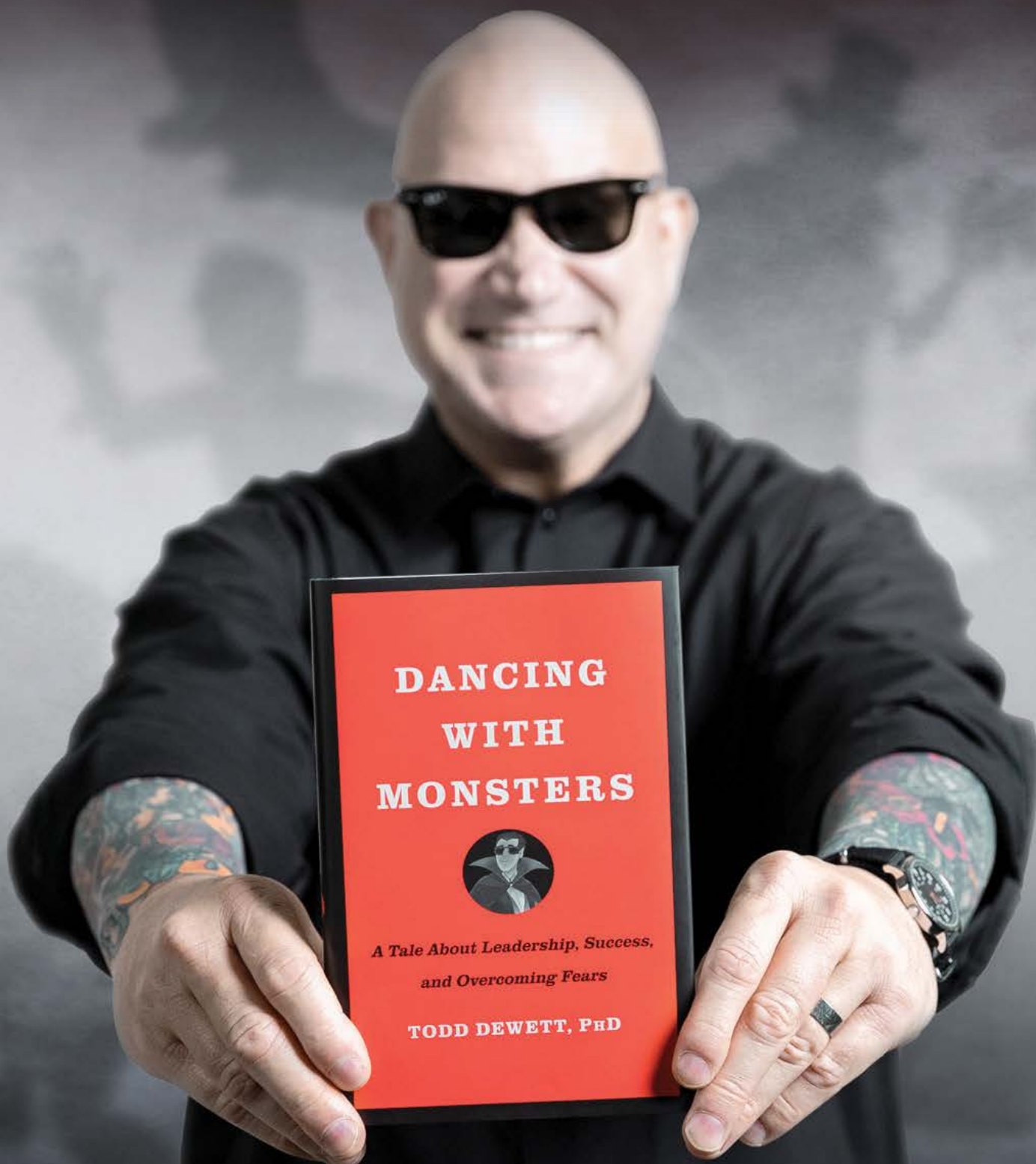
Sync21 | Sync21 works with owners and stakeholders acting as their Virtual Chief Information Security Officer in order to protect their reputations and secure their businesses. They are always in the 'Watchtower' providing exceptional cybersecurity and information technology services through real relationships, good stewardship and a servant's heart approach to solving today's technology challenges.

Sync21 | Sync21 works with owners and stakeholders acting as their Virtual Chief Information Security Officer in order to protect their reputations and secure their businesses. They are always in the 'Watchtower' providing exceptional cybersecurity and information technology services through real relationships, good stewardship and a servant's heart approach to solving today's technology challenges.

DANCING WITH MONSTERS

A LEADERSHIP FABLE

by Dr. Todd Dewett



LAUNCHES 4/18/23
PRE-ORDER NOW
[CLICK HERE!](#)

DrD **TODD**
DEWETT
www.drdeiwett.com



HiQ height-adjustable benching

ELEVATE THE EVERYDAY

SitOnIt Seating Raises the Benching Bar with HiQ.™

While the return to work is still ongoing, it's not exactly business as usual. The notions of what a workday or work-week looks like have evolved. Organizations everywhere are rethinking how people collaborate in their shared spaces. After years of social distancing, there's a renewed and increasing focus on bringing teams together again. And a key foundation in this endeavor is open-plan benching and workstations.

In a practical sense, workspace benching solutions can help maximize floor plans. They simply give any office more employees per square foot. But there's also an intangible benefit to be gained — and that's the way in which working more closely together allows for daily on-the-fly exchanges and interactions often missed when exclusively working from home.

When combined with the benefits of posture flexibility, powered connectivity and workplace division, open-plan benching lets you create impactful places of productivity. This new collection from SitOnIt Seating helps you do all that and more.

A Foundation of Functionality

From productivity hubs to collaboration hotspots, HiQ® height-adjustable benching creates places for "getting it done." It's a total space solution. And with a vast lineup of options and add-ons, there's no limit to how you can make HiQ fit any space. There are enhancements that clear the clutter by managing cables, accessories that create centers of productivity, and panels that provide essential privacy — all built on rugged steel construction that exceeds BIFMA standards for safety and reliability.



Promote Posture

Achieving the perfect working position helps maximize ergonomics while minimizing fatigue or injury in any space, including corporate, healthcare and education environments. With the press of a button, you can move HiQ from 28 inches to 47 inches high. Standard controls include four programmable positions with an integrated gyroscopic anti-collision sensor, keeping anything that gets in the way unharmed.

Provide Power

HiQ also features a robust roster of workstation accessories, including those that connect you to data and power. But don't worry about messy cables when you do. Innovative, sleek options help manage cable clutter (beam or trough) with up to six duplexes per workstation and a capacity of up to 48 CAT6 cables. It all makes setup seamless with "above-beam" installation.

Promise Privacy

Collaboration is key, but some spaces demand a touch of separation. HiQ lets you add any of our Doodle marker-board screens or Motif fabric screens, as well as optional laminate gallery panels, when you want to dial down the open space concept a degree or two. You get all the benefits of working together — just with a little extra workspace division.

To learn (and see) more of this new workspace benching solution from SitOnIt Seating, visit www.sitonit.net/HiQ.

One Place for All Your Spaces

SitOnIt Seating is a leading manufacturer of commercial solutions in the U.S. — and #1 in task. From tables and lounge to screens and more, they've been the go-to destination for comprehensive, build-to-order solutions for almost 25 years. They combine award-winning design with some of the fastest lead times around. Their collections help turn product innovation into your space inspiration. What it all means is they can build almost any specification you want, deliver it when you need it, and offer a level of value no one can match. It's all part of their indie California spirit, and the all-new HiQ collection carries this commitment forward.





An Immersive Acoustic Experience: New Discovery Center in Raleigh, NC

By My Resource Library Staff

Featuring Morgenstern Consulting Group and LiteSource

Acoustic design is a unique field that comes with equally remarkable challenges. One challenge that designers face is that while a design can be based on real acoustic data science, often it's only possible to get a true sense of an acoustic product if you experience the product in person.

A new discovery center co-sponsored by Morgenstern Consulting Group, **Unika Vaev**, and LiteSource commercial lighting agency aims to address this challenge by showcas-

ing the latest and most innovative architectural, lighting, and acoustic design manufacturers in one convenient location. Whether you're an architect, designer, or simply an enthusiast, this new center is a must-visit destination for anyone looking to stay ahead of the curve and experience these products more meaningfully.

Acoustic design is a field that involves the science of sound and how it behaves in different spaces. The goal of acoustic design is to create a space that is both aesthetically pleasing

and functional, with good sound quality and minimal interference from external noises. Even with detailed product information and specifications, getting a true sense of how a product will perform in a particular space can only be possible by testing it in that environment.

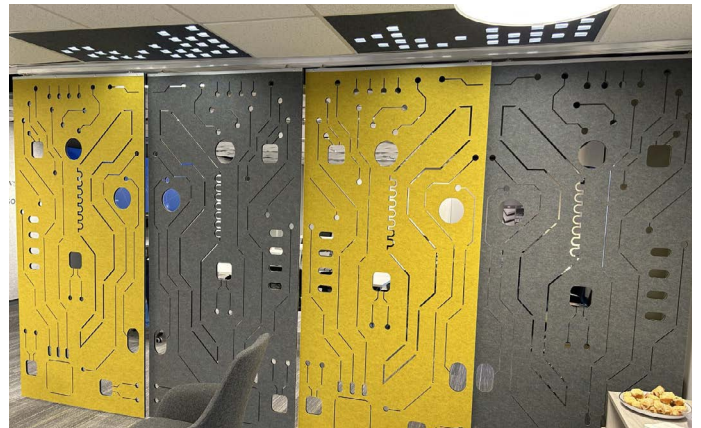
The Discovery Center Experience

As you enter the Discovery Center, you immediately feel the warmth of a tuned acoustic setting. The space is designed to provide visitors with a comprehensive and immersive experience, with interactive exhibits and experiences showcasing industry leaders' latest and most innovative products. The center features unique areas focused on specific product categories, including wall systems, lighting, wayfinding, furniture, media and communication, and acoustic panels and systems. Each area provides a hands-on experience that allows visitors to test and evaluate the products in a real-world environment, giving them a better understanding of how the products work and how they can be used in their own projects.

Highlighted Manufacturers

A wide range of manufacturers and products are used throughout the center, and one manufacturer highlighted throughout the Discovery Center is Unika Vaev. Unika Vaev is a manufacturer of decorative acoustic panels that are both beautiful and functional. Their products are designed to absorb sound and improve the acoustics of any space, making them a popular choice for architects and designers.

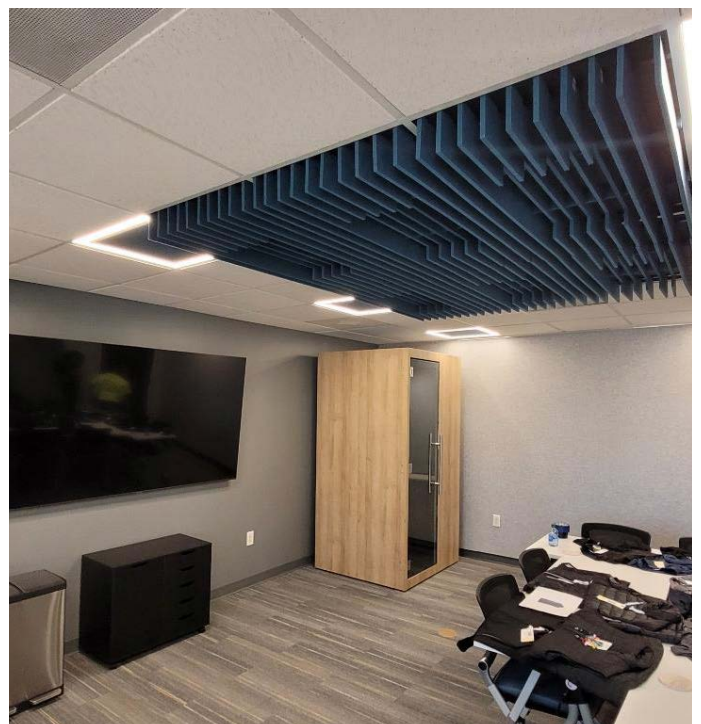
In the small conference room, they have constructed a media center mounted on Unika Vaev's Ecooustic Panel for ultimate reverberation control combined with Ecooustic Drift tiles. They turned the highlighted wall with a one-inch step down into a beautiful yet practical installation with whiteboards and patterned wood panels from Cambio, and Unika Vaev Ecooustic stackable panels. This mixed material approach was made possible by the Cambio Wall System, a modular wall design solution powered by magnets and available in dozens of finishes, including several grades of acoustic fabric. The wood patterned panels shown here are the Bilateral line from Cambio's Designer Series and were designed by renowned tile and mosaic artist Michael Golden.



ScreenTrak and Edit Ceiling tile with back lite lighting - By Unika Vaev



Matrix and Torque Ceiling tiles, Custom Ecooustic Logo panels, with the area divided by Mobile Screentrak - By Unika Vaev



*Sculpt Ceiling tiles, Ecooustic Custom Logo - By Unika Vaev
Back corner - Smartbox Acoustic Pod*

INDUSTRY HOT TOPICS

The Center even features a SmartBox privacy phone room where visitors can experience the ultra-quiet environment for themselves.

In conclusion, the new Discovery Center, sponsored by Morgenstern Consulting Group and LiteSource commercial lighting agency, provides a unique and immersive experience for architects, designers, and enthusiasts who are interested in the latest trends and technologies in architectural and acoustic design. By showcasing industry leaders' latest and most innovative products, the center offers a hands-on experience allowing visitors to test and evaluate products in the real world. Furthermore, the informative displays on the science of sound and the principles of acoustic design serve to educate visitors on the importance of good acoustic design and how it can enhance the quality of life in both residential and commercial spaces.

Simply put, the new Discovery Center is a must-visit destination for anyone interested in staying ahead of the curve in the world of design!

Take a video tour of the Discovery Center [HERE!](#)

Video of the [wayfinding solutions](#) at the Discovery Center.



Cambio Design Wall shown with Bilateral tile, custom whiteboards and Ecooustic panels



Madrea in herring Bone pattern, Airflake hanging screen and [Fraster custom area rug](#)



Kula Planets



THE MART

Welcomes New NeoCon Exhibitors to Chicago in 2023

THE MART, Chicago's iconic Merchandise Mart, is thrilled to welcome a diverse array of new exhibitors to NeoCon this year. With its unwavering commitment to innovation and fostering new relationships in the contract design industry, THE MART continues to solidify its position as a hub for cutting-edge ideas and creative solutions. These new exhibitors bring fresh perspectives and exciting products to the forefront, showcasing the latest trends in workspace design, furniture, technology, and more.

As NeoCon quickly approaches, THE MART invites industry professionals and design enthusiasts to explore the vibrant displays and engage in meaningful conversations, forging new connections that will shape the future of the contract design industry.

NEOCON PREVIEW

NEOCON PREVIEW: VENUE INDUSTRIES

Showroom #10-164



Cairn Office Haven

The commercial furniture company, [Venue Industries](#), is set to debut its flagship showroom at THE MART during NeoCon, June 12-14, 2023. The new space will be on the tenth floor of THE MART in Suite 164. Venue Industries' showroom will be open year-long, by appointment only, starting May 22, 2023, and the grand opening will take place during NeoCon 2023. Venue Industries' President, Chuck Courter, stated "A permanent presence at THE MART is a big step forward for our brand and we are incredibly excited about where we are headed as a company." LevelReps, the Chicago-based rep group, will assist with showroom appointments throughout the remainder of the year. Schedule an appointment to view the new showroom [here](#).

The showroom will be opening at a pivotal time for Venue Industries, as they have just undergone a brand refresh — introducing a new logo and a secondary color palette. The muted earth tones and poppy hues of the branded color palette will be intermingled into the design of the showroom. The brand narrative will be told with biophilic design elements and splashes of organic patterns, which are displayed through the material selections. The space will emanate a bohemian, free-spirited take on art deco. Arches, curves, and rounded edges are key design characteristics that align with the new branding.

The showroom will feature the typical vignettes of an office ecosystem: lounges, collaboration spaces, individual workspaces, dining areas, and mixed-use spaces. Venue Industries will be displaying its diverse product mix of booths & banquettes, soft seating, tables, chairs, barstools, and custom designs in the new space. Custom furniture is a specialty of Venue Industries, so the space will have multiple custom pieces to show off the bespoke capabilities of the company. "Our new showroom at THE MART is going to be a great opportunity to see Venue's capabilities and versatility, especially when it comes to the custom solutions we are able to create for our customers," said Kelsey Scholl, the Vice President of Venue Industries. A curved banquette, upholstered planters, and custom wall treatments are among some of the custom products that will be in the showroom.

Venue Industries will be unveiling two entirely new seating collections and several new products at the grand opening of their showroom at NeoCon 2023. The collections are marketed towards the hybrid workplace model, offering collaborative group seating and individual workspaces. One collection will be an upholstered, tiered modular seating arrangement with laminate steps and built-in cushions that are designed with a waterfall edge. The other collection features seating pods with arched entrances for a semi-private experience. The new product designs give a nod to the resurgence of

NEOCON PREVIEW: VENUE INDUSTRIES

Showroom #10-164

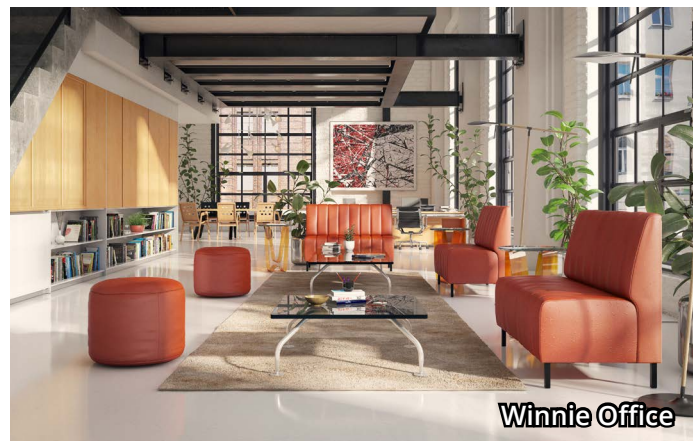


sculptural furniture, characterized by soft lines and unconventional shapes. A few of the new product introductions will include barstools with upholstered legs, cluster tables, and channeled barrel chairs.

Venue Industries' showroom will host other prominent collections, Maggie and Cairn, which were released in 2022. Maggie is a magnetic, modular soft seating collection. This collection is designed with magnets at the end of sections, so the sections can be rearranged to create alternative furniture layouts. Maggie can also be specified with ganging hardware, at a lower price per connection. The other seating system, Cairn, is an upholstered ottoman collection that is designed to mimic stacked stones. Cairn 'stones' can be configured in a multitude of arrangements. Group them, use them as ottomans, or leave them solo.

Vice President of Venue Industries, Kelsey Scholl, and Project Manager, Amity Brandt, worked together to design and space plan the entirety of the showroom. Kelsey Scholl and Amity Brandt come from interior design backgrounds, making the conceptualization of the showroom an invigorating project for them to collaborate on.

"The Venue Industries Flagship Chicago Showroom is the evolution of the company's long history of creating unique custom and standard products for our loyal customers, recognizing a need to showcase our wide range of capabilities, products & offerings in an attractive cohesive setting," said Amity Brandt. "The design inspiration stems from a deep passion for innovative design. Using a modern and fresh but soothing color palette, undulating curves, luxurious materials, textures, and finishes -- the showroom will highlight our passion for quality, innovative products that are both functional and beautiful. The showroom will serve as a playground for creative discovery as it pushes the boundaries to present diverse products that live together in harmony as we continue to be a leader in contract, hospitality, entertainment, and retail industries."

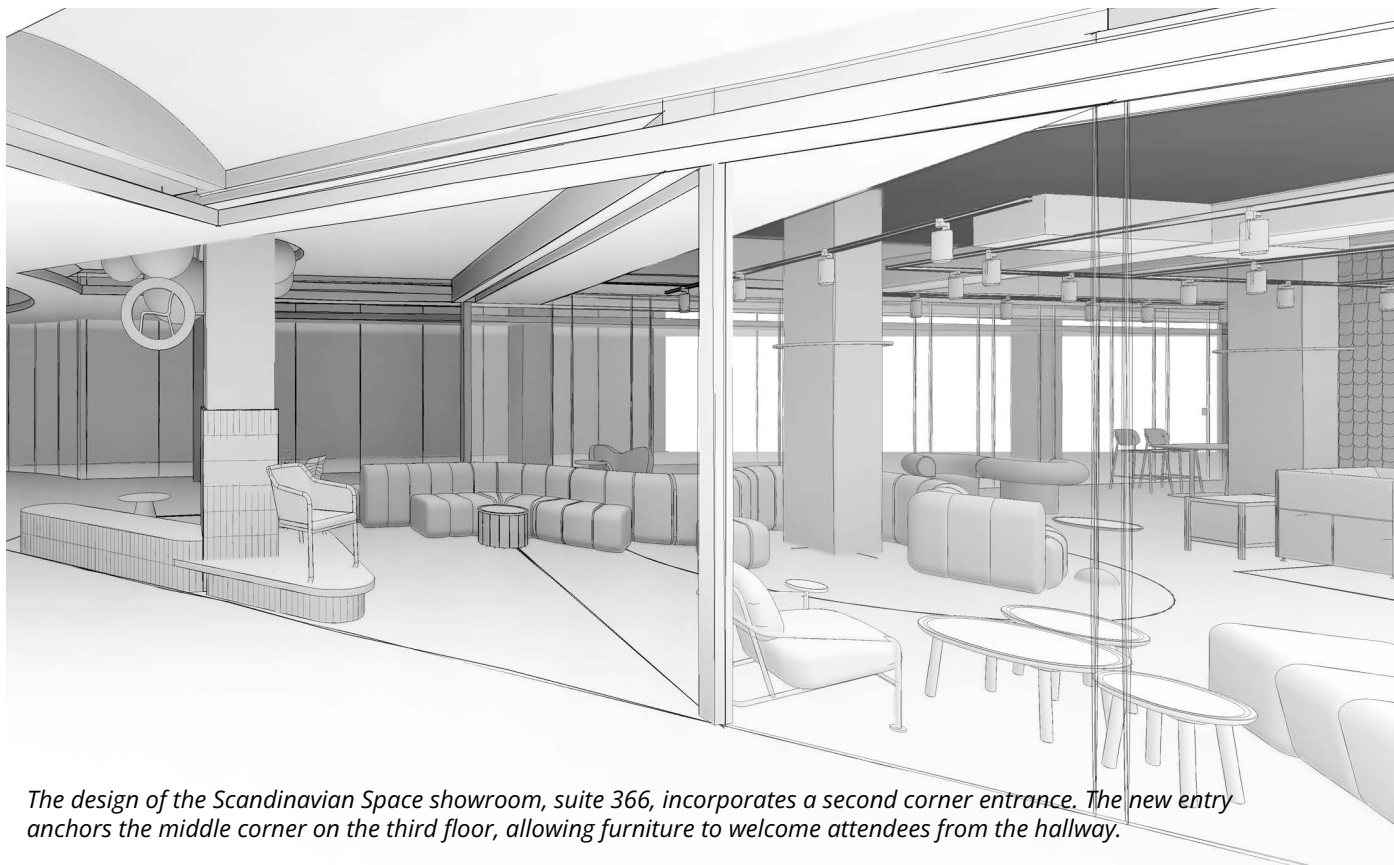


More about Venue Industries

Venue Industries designs commercial furniture for workplaces, hospitality, educational institutes, healthcare, government entities, and entertainment facilities. Headquartered in Tampa, Florida, this company has been creating custom furniture solutions for over ten years. Venue Industries' work portfolio includes companies such as Warner Brothers Media, Coca-Cola, CBRE, Cushman & Wakefield, Google, and Anheuser-Busch.

NEOCON PREVIEW: SCANDINAVIAN SPACES

Showroom #366



The design of the Scandinavian Space showroom, suite 366, incorporates a second corner entrance. The new entry anchors the middle corner on the third floor, allowing furniture to welcome attendees from the hallway.

Austin, TX. April 2023 — Scandinavian Spaces continues its pursuit to make great Scandinavian design accessible to the North American market. The next adventure is the grand opening of a new showroom. Sprawling the third-floor corner of THE MART, the new space will be much more than a furniture showcase; it will be an immersive experience. The showroom will debut at the world's largest stage for the commercial design industry, NeoCon, June 12-14, 2023.

Scandinavian Spaces' flagship showroom has resided in Chicago's historical landmark, THE MART, since 2018. The company's first NeoCon in the building was overwhelmingly successful and expedited its brand recognition. Due to such success, it was evident what the next evolution for Scandinavian Spaces would be—remaining in the historical building and constructing an expansive new showroom.

The brand has stayed true to its core values - **COLOR. DESIGN. LIFE.** - when developing the showroom. Textured neutrals and soft hues will define the interior's foundation in order to highlight the furniture's unique and layered **COLOR** palette. Exposed concrete columns and polished concrete floors uncover years of measurements and messages—a revelation of the architectural language and showroom's past narrative.

Collaborating with interior design firm Kuchar, the exquisite, best-in-class showroom will emphasize Scandinavian **DESIGN** and culture.

"The concept behind the new Scandinavian Spaces showroom is to create a transcendental balance between work and play," said Rachel Benitez, Senior Project Designer at Kuchar, who shares insight about the design. "A space that



Central

NEOCON PREVIEW: SCANDINAVIAN SPACES

Showroom #366

encourages the Swedish concept of 'fika,' - an idea that one should sit and stay while conversing over a coffee and pastry. A tile detail reminiscent of the Stockholm train stations surrounds otherwise raw columns, another nod to the company's roots. A tranquil ceiling color immerses guests in thoughtful design and, together with the playful furniture, will have a mood-boosting effect on one's experience. Much like the design of the furniture, the showroom will blend forms and mix materials to push boundaries."

A fully functioning café will also operate out of the showroom to celebrate the Scandinavian way of **LIFE**. Attendees can expect to enjoy a traditional Swedish 'fika' by ordering coffee and fresh pastries from the ScandiCafé while interacting with the furniture and experiencing it first-hand.

And, of course, new product introductions will be prevalent in the design. Nomad, an occasional table series with a care-free spirit, is set to wander in for its debut. RUT will also grace the space, for the mod modular sofa system is destined to become an instant classic. In addition, Lola, a new guest and

dining chair with a fiery spirit and bold persona, will bring a lot of character to suite 366.

NeoCon 2023 will be a shared experience full of **COLOR. DESIGN. LIFE.** in the new Scandinavian Spaces showroom - suite 366.

About the Company:

Scandinavian Spaces offers cutting-edge furniture and interior solutions for the modern-day work environment. With a foundation rooted in Nordic design, the brand has stayed true to its core values – **COLOR. DESIGN. LIFE.**

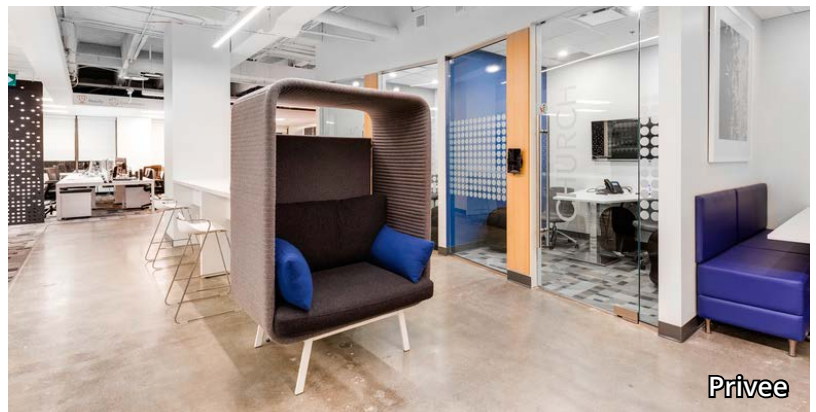
Dedicated to balancing aesthetics with functionality, Scandinavian Spaces delivers unique products that embrace individual wellness for the contract market - making great design accessible to like-minded creatives.

Please visit scandinavianspaces.com for more information.



NEOCON PREVIEW: BORGO

Showroom #11-116



[Borgo Contract Seating](#) is excited to announce the launch of their new permanent showroom in The Merchandise Mart, debuting at NeoCon 2023. As the world's leading platform and most important event of the year for the commercial interior design industry, NeoCon has provided an ideal backdrop for Borgo's innovative seating solutions since the company's inception. The new showroom, located on the 11th floor, will feature a range of seating solutions designed for a variety of commercial applications, including office, healthcare, education, and hospitality environments.

Borgo's President and Founder, Alessandro Spassiani, stated, "We are thrilled to be launching our new permanent showroom at The Merchandise Mart, one of the premier destinations for the commercial design industry. This expansion is a testament to Borgo's commitment to providing innovative, high-quality seating solutions that meet the needs of our customers across a range of industries. With our new showroom, attendees will have the opportunity to experience firsthand our unique blend of design, comfort, and quality."

The new showroom will showcase Borgo's latest products and designs, including the company's signature lounge,

common areas and fixed seating. Attendees will have the opportunity to explore Borgo's extensive range of seating solutions and see firsthand how the company's designs seamlessly integrate form and function to meet the specific needs of any commercial environment.

"We understand that choosing the right seating solution is an important decision for our customers," continued Spassiani. "That's why we've designed our new showroom to provide a comfortable and engaging environment where attendees can truly experience the benefits of our products. Our knowledgeable sales team will be on hand to answer any questions and guide attendees through our range of seating solutions, from the initial concept to installation."

Borgo's commitment to sustainability is also on display in the new showroom. Attendees can explore Borgo's environmentally friendly products, including the company's environmentally friendly fabrics and recycled materials, as well as the company's innovative manufacturing processes that minimize waste and reduce their carbon footprint.

"We believe that sustainability should be at the forefront of every design decision," said Spassiani. "We've made a con-

NEOCON PREVIEW: BORGO

Showroom #11-116



scious effort to reduce our environmental impact throughout every stage of our design and manufacturing processes. We're excited to showcase our sustainable practices and products in our new showroom."

Borgo Contract Seating has been a trusted leader in commercial seating solutions, celebrating their 40th anniversary next year. The company's commitment to design innovation, sustainability, and customer satisfaction has earned them a reputation as a leader in the commercial seating industry. With the launch of their new permanent showroom in The Merchandise Mart, Borgo is continuing their tradition of excellence and innovation in the commercial design industry.

About Borgo:

Contract Seating: Borgo Contract Seating is a leading manufacturer of commercial seating solutions, offering a range of products designed to meet the unique needs of any commercial environment. With a commitment to design innovation, sustainability, and customer satisfaction, Borgo has earned a reputation as a trusted leader in the commercial seating industry. The new Borgo showroom will be located on the 11th floor, showroom 116 and will be open to visitors during NeoCon 2023. For more information, please visit www.borgo.com.





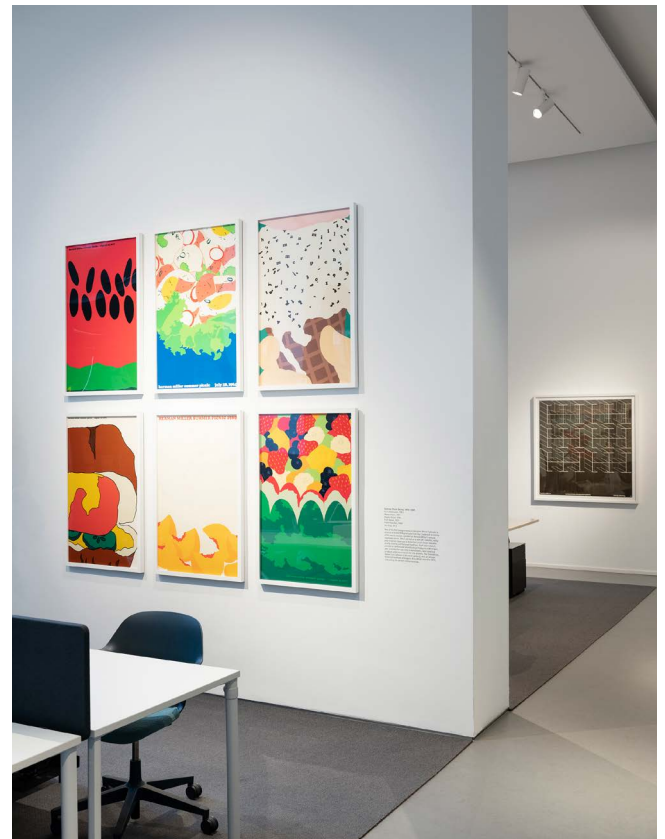
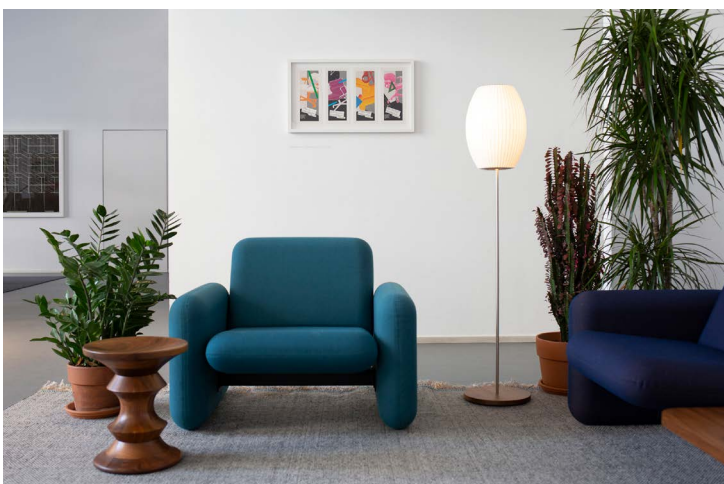
Celebrating 100 Years of Herman Miller

Herman Miller unveils a specially curated exhibit and limited-edition poster reprint celebrating its rich graphic design history in its Milan showroom in the Brera Design District during Salone del Mobile

To launch the celebration of the 100th anniversary of its brand name, Herman Miller has taken a deep dive into its rich archive of graphic design to bring its story of design authorship and cultural influence to life. Throughout its history, Herman Miller has worked with many graphic designers and artists who came to define the look and feel of their respective eras. This visual journey—which begins in Milan and will travel to Chicago for MillerKnoll Design Days in June—celebrates their work, and the boldness, rigor, and joy innate to the brand.

Starting in the early modern era with the hiring of Gilbert Rohde in 1930 as Herman Miller's first design director, founder D.J. De Pree made a pivotal step in transitioning the company from traditional to modern design. Rohde's architectural training and Bauhaus education brought a new rigor to Herman Miller's traditional furniture, while his wife Peggy Rohde designed marketing materials that depicted and highlighted the new direction.

Joining Herman Miller in 1945, outsize personality George Nelson cemented both storytelling and design partnerships—with the Eames Office, Alexander Girard, and others—as essential parts of the Herman Miller brand.



Under Nelson's design direction, graphic pioneers like Irving Harper (responsible for the "free" M in Herman Miller's logo to this day) and Tomiko Miho flourished.

Coinciding with the Pop Art movement of the 1960s and the artistic liberation of the 1970s, a shared spirit of idealism and playfulness carried through from the Swiss-influenced, Helvetica-heavy tenure of designer John Massey to his protégé, Steve Frykholm, whose exuberant Summer Picnic series came to typify the company's graphic identity throughout the 1970s.

In the 1980s and '90s, Barbara Loveland and Linda Powell steered the company through a postmodern period of design leadership. And as Herman Miller increased its international footprint, its graphics reached every corner of the globe, from traveling exhibitions to a system of illustration depicting a new theory on harmonious workplace environments called Living Office.

Finally, one cannot discuss graphics at Herman Miller without Alexander Girard, founding director of the company's textile division. Throughout his career, Girard used graphics to create motifs with meaning, and his pattern language would reach its apex in the early 1970s with a series of Environmental Enrichment Panels—a selection of which will be on display in the Milan showroom exhibition.

During Salone, Herman Miller is making available for sale limited-edition prints of the John Massey-designed Eames Soft Pad Group poster. Originally produced in 1970, this piece is representative of the sharply defined style Massey brought to Herman Miller's communications. Printed at the original 32" x 48" (91.44 x 121.92 cm) size, the prints are hand numbered in an edition of 500. The print embodies this statement from Massey: "I always tried to build into each piece a life beyond the purpose for which it was created."

To commemorate the brand's centenary, Phaidon is also releasing a special edition of its bestselling monograph *Herman Miller: A Way of Living*. With a new clothbound cover and updated timeline, this unmatched collection of brand stories, historical artifacts, documents, and photographs provides an expanded view of Herman Miller's history.

To see the exhibition in person during Salone, visit the Herman Miller showroom in Milan at Corso Giuseppe Garibaldi 70 in the Brera Design District from Tuesday, April 18 to Saturday, April 22 from 9 a.m. to 6 p.m. To purchase a copy of the special edition of *Herman Miller: A Way of Living*, visit a Herman Miller retail location or the [Herman Miller online store](https://hermanmiller.com/online-store).

About Herman Miller

Over the last century, Herman Miller has been guided by a commitment to problem-solving designs that inspire the best in people. Along the way, Herman Miller has forged critical relationships with the most visionary designers of the day, from mid-century greats like George Nelson, the Eames Office, and Isamu Noguchi, to research-oriented visionaries like Robert Propst and Bill Stumpf—and with today's groundbreaking studios like Industrial Facility and Studio 7.5. From the birth of ergonomic furniture to manufacturing some of the twentieth century's most iconic pieces, Herman Miller has pioneered original, timeless design that makes an enduring impact, while building a lasting legacy of design, innovation, and social good. Herman Miller is a part of MillerKnoll, a collective of dynamic brands that comes together to design the world we live in. For more information, visit hermanmiller.com/about.



Introducing ZIA

Zia by Special-T

Collaboration meets innovation with Special-T's unprecedented new product line.

"The only thing you can count on in life is change." How many times have we heard that before? To keep up with our evolving furniture industry, it seems we must stay agile and adaptable, or we will soon be forgotten. Maybe you are like us, constantly assessing the relevant needs of the industry, while trying to bring a product to market fast enough to meet those needs. Yet, there are only so many possible combinations and arrangements to create new and exciting furniture solutions.

Therefore, we must continually innovate. So many of us are left scratching our heads trying to come up with something that actually makes sense. We can no longer rely on one person or one department for innovation. Entire organizations need to come together to innovate for the future. Resting on our past accomplishments is no longer safe in today's market, nor does it breed an organizational culture of collaboration and innovation.

Special-T decided to take a deep look at the meaning of "necessity is the mother of innovation." Instead of continuing to throw random ideas out to see what stuck, we chose to rethink our entire innovation strategy. We didn't want to cling to the old-world business ideals: believing a product is only as important as the cheapest price point, or that short-term profits are more important than long-term stability. We concluded that if the purpose of industry as a whole is to fulfill human needs, our approach must shift from profit-driven products, to solving problems for real people. The golden age of office furniture is not behind us. We need to innovate and design our solutions with the purpose of social responsibility and the relevant needs of our furniture users in mind. Innovation can be difficult, but we learned that it requires three basic ingredients: understanding, collaboration, and adaptability.

Let's start with understanding. We live in an age of infinite information and big data, endlessly at our fingertips. Anyone can seemingly become an expert on any topic with a few internet searches. Yet, the problem with data is that it is far too easy to confuse information with understanding. In the furniture industry, we may 'know' our customers are constantly looking for new products, but do we really understand the daily lives of those who interact with our furniture solutions? Do we understand what they need from a product to enrich their lives? The understanding aspect of our new innovation strategy required that we use every kind of insight-gathering technique and resource available. This type of approach demands collaboration.

Collaboration is not just another term for task allocation. True collaboration is leveraging individual talents and knowledge bases to enable entire groups to create something far greater than one person could generate. Collaboration, for

the purpose of innovation, requires the entire business to draw in the opinions and perspectives of their stakeholders - customers, end-users, industry experts, subject-matter experts, the competition, and of course, their employees. And that is exactly what we have done.

It is our privilege to introduce you to Special-T's unprecedented new product line: ZIA. Zia was designed and engineered from a collaboration of every employee here at Special-T. We sought out opinions from our customer service team, worked with some of the best engineers in the country, did a few years' worth of market research, strategized with our factories and their production capabilities, and partnered with an industry-leading design specialist, Bob Bazemore. The initial summer release for ZIA encompasses all standard table categories: Hospitality, Occasional, Training, Flip & Nest, and Conference. The second release later this year will include Credenzas, Markerboards, Lecterns, Mobile Carts, and Coat Racks. Zia was designed with the intention of bringing consistency across categories, with an elevated level of elegance to every environment – without compromising on quality, lead time, finish options, or affordability.

"We wanted to ensure that every aspect of ZIA from the factory to the finished installed piece was done with respect to the next person in the process" says Brandon Rayburn, the President of Special-T. "ZIA is all of these: beneficial to the supply chain feeding our factories, packaged more efficiently on containers, simpler to fabricate and customize in our warehouse, and intuitively simple to install in the field. It also adds an elevated level of elegant sophistication and functionality to every gathering space, while being priced at a point that's accessible for anyone. It can be completely customized to every unique specification while maintaining minimal components for assembly." After years of design work and re-design, we are finally ready to offer ZIA to the world.



Zia by Special-T

The base assembly components of ZIA were created after our product development team found some inspiration from intricate Japanese puzzle boxes. They aspired to create an entire product line that could share similar simple components, and they surpassed our expectations. With endless versatility, the ZIA collections utilizes the same 70 core components to create close to 500 unique products. The components of the bases connect sturdily yet precisely to ensure a durable hold without the use of additional tools, providing an effortless installation while also supporting its product integrity for a long-lasting, durable design. Similarly, the innovative design of ZIA's mounting plates was engineered for maximum efficiency. Each column for ZIA will come with a small mounting plate that attaches to a larger plate on the tabletop. This allows for more productive space when packing and filling the containers from our factories – allowing us to pass those savings on to you.

Throughout the last few years, we took the time to reflect on our roots and the values set forth for us by our founder, Loren Rozeboom. Special-T was born 25 years ago from a singular vision: to be a manufacturer that never compromised on quality, price, speed, or service. This intention was something that we collectively concentrated on behind

the creation of ZIA. We wanted a product that fulfilled the needs of all our different customers: dealers, designers, teachers, government employees, healthcare professionals, and everyone in between. Most furniture manufacturers can offer a limited combination of specific values, either quick turnaround times, high quality products, elegant design, customization, or an affordable price; but customers can usually only choose a few of those qualities. The ZIA collection is the first Special-T creation that offers all of the above.

ZIA offers effortless elegance for every space, while maintaining uniformity, functionality, and affordability. Not to mention, it just looks so flipping good. From all of us at Special-T, we are proud to introduce our first full product line, and we can't wait to help you furnish your spaces with the new ZIA collection.

ZIA Tables will be available July 2023. Pre-order now for additional savings. The remaining Credenzas, Coat Racks, Lecterns, and Mobile Carts, and Markerboards will be available later this year. Contact our world-class customer service team for more information.

*Switch by Tayco*

Innovation in Business Furniture Design: Creating Ergonomic, Flexible, and Sustainable Workspaces

The commercial furniture industry is constantly evolving as companies seek to create better products that meet the needs of modern workspaces. With changing workplace dynamics and an increased focus on employee wellness, the office furniture industry has seen a surge in new ideas and designs that prioritize ergonomics, sustainability, and flexibility.

Ergonomic Design

The modern workplace has come a long way from the days of cramped cubicles and uncomfortable chairs. Today, companies are prioritizing the health and well-being of their employees by investing in ergonomic office furniture. From sit-stand desks to adjustable chairs, ergonomic designs

are becoming increasingly popular as they promote better posture and reduce the risk of injury. One company leading the way in this trend is Tayco, with their innovative Volley height adjustable table and J1 chair. The Volley table allows workers to customize the height of their workspace and reduce strain on their neck, shoulders, and back, while the J1 chair offers a unique and adjustable design that promotes comfort and good posture. By incorporating these types of ergonomic products, companies are creating a healthier and more productive workspace for their employees.

Sustainability

Another significant trend in the office furniture industry is the use of sustainable materials. As businesses become

more environmentally conscious, they are seeking out furniture that is made from renewable or recycled materials, such as bamboo or recycled plastic. Companies are also investing in furniture that can be easily disassembled and recycled at the end of its life cycle. By prioritizing sustainability, companies are not only reducing their environmental impact but also demonstrating their commitment to social responsibility.

Flexibility and Versatility

The modern workplace demands furniture that is versatile and adaptable to changing needs. As remote work becomes more prevalent, companies are investing in furniture that can be easily moved and rearranged to accommodate different work styles and activities. The Koko table from Tayco and Tayco's mobile pedestals are prime examples of

furniture that can adapt to changing needs. These solutions offer flexibility and easy mobility, allowing users to work from anywhere. By investing in versatile and adaptable furniture, companies can create a workspace that meets the changing needs of their employees and adapts to new work styles and activities.

The business furniture industry is evolving to meet the changing needs of the modern workplace. The trend towards ergonomic design, sustainable materials, and flexibility reflects a growing awareness of the importance of employee wellness and social responsibility. As businesses continue to adapt to the changing workplace landscape, the office furniture industry should adapt to meet the standards and guarantee the employee wellbeing.





Getting to Know The Ginger Grant Group

Founded in 2002, The Ginger Grant Group is recognized for our extensive relationship network in the Commercial, Healthcare, Higher Education and Government sectors. We specialize in the representation of quality manufacturers of furniture, architectural products, and medical furniture. Geographically, their focus is on projects specified by stakeholders located in Texas, Oklahoma, Arkansas, and Louisiana.

thegingergrantgroup.com

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

A: In 2002, Ginger and Bob Grant founded The Ginger Grant Group after her highly successful career in medical equipment sales led to the recruitment by Nemschoff founder, Leonard Nemschoff to lead their healthcare sales strategy in contract furniture. Utilizing her skillset honed by years of winning strategy, Ginger navigated the early growth for GGG with a heavy focus on Healthcare. Her seasoned leadership provided early development to many manufacturers and industry professionals who partnered with Ginger to learn healthcare in those early years.

Q: How has the company changed over the years?

A: As markets have matured, so has GGG. Today, The Ginger Grant Group works in all major vertical markets with a wide variety of contract furniture, medical furniture, and architectural products. Territory focus has grown to 4 primary states as well as the midwest. GGG now includes services such as space planning, photographic rendering, and even virtual showroom creation. The GGG team has grown along with its territory. Today's team is comprised of seasoned industry professionals from a variety of backgrounds with the combined mission of serving all levels of today's diversified market.

REP FEATURE:
THE GINGER GRANT GROUP

Q: What do you think is the secret to your rep groups longevity and success?

A: The secret to our group's longevity and success is actually nothing new. We execute well thought out sales strategies by keeping up to date with industry trends, developing effective solutions for our client needs, and always following through on our commitments. As Ginger always said, "All things are possible if you just sell furniture." While we offer much more than just furniture today, the philosophy is still the same.

Q: What makes you most excited about working in the contract and hospitality industry?

A: With the diverse team, we have today, there are many things that excite our team members. However, a common theme we all are excited by is the constant challenge that comes with the ever changing environment of these industries. While there are certainly trends that present themselves in the various industry verticals we support, there are also new and unique challenges with each project. Working with motivated designers, architects, contractors, and end users to solve common challenges confronting the workplace creates lasting relationships that we value more and more as the years go by.

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

A: The next phase of GGG is really exciting as we continue to add ancillary manufacturers and new services to our already well developed portfolio. Our team continues to grow as our successes continue. Our increased adoption of new technologies and support systems are providing more sophistication to our internal operation resulting new value added services we can offer to our manufacturers and clients.



Mac, The Furniture Dawg

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

A: Tenacity. We never stop fighting. Whether it is to win a project or advocating for a client's need, we are always willing to go the extra mile.



KEEPING CONNECTED

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

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

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



Levine Contract Furniture Group

Veronica Stampfl and Matt Levine of Levine Contract Furniture Group had a great time showing off Loftwall's Arbor, Watson's Haven and Stylex's Underline at a product fair hosted by a design firm in New Jersey. Even better, she got to hang out with interior design students from the New Jersey Institute of Technology (NJIT) and Kean University who were there for Student Shadowing Day!

www.lcfg.com

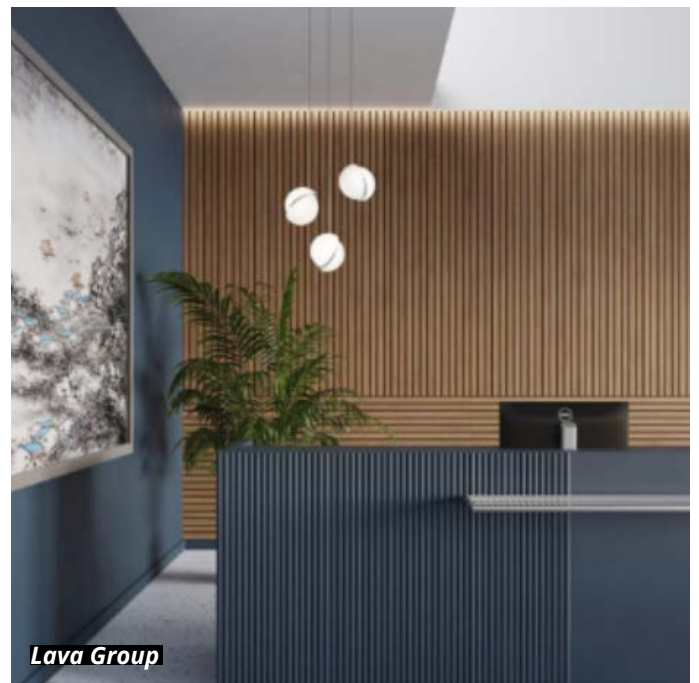
Lava Group

Lava Group (NYC/NJ) is currently scheduling vendor meetings and presentations May – December 2023. We have a new update for ezoBord with new colors and the new Balsa slat walls. Also new with ezoBord, Amplitude acoustic ceiling solutions for anyone who is suffering from “Baffle Fatigue.” There are more options than just baffles but if baffles are what you want, ezoBord can offer baffles with ezoBord covered tbar, cables, spacers, and all hardware in any heights, lengths, spacing, and thickness.

Lava Group also represents Kriskadecor chain link curtains for ceilings, walls, screens, and even exteriors.

In 2023, Razortooth Design partnered with Lava Group to bring standard or custom space dividing screens, architectural wall, and ceiling panels to the A&D community. Select from HDPE, Composite or any powdercoat color aluminum to separate areas, create privacy or add visual effects to your space.

lava-grp.com



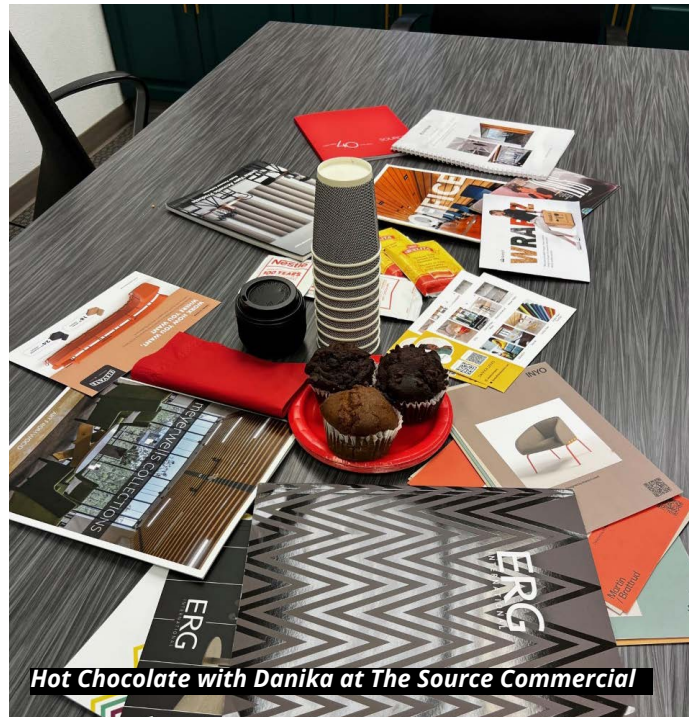
Danika & Company

Danika Leeks started Danika & Company an independent contract furniture rep firm in 2001 with the goal of providing high quality design solutions with personalized attention. Currently representing ancillary furniture, acoustical lighting, wall and ceiling solutions / textiles and demountable glass wall line. Danika works with the architectural and design community to create spaces people want to be in.

danikaandco.com



Unika Vaev Acoustical & Textile Display Pin up in Corgan Dallas Interiors Library



Hot Chocolate with Danika at The Source Commercial



Yoga with Corgan Dallas Interiors team

delve[®] MRL
APR 2023 **V37**

Published by
MYRESOURCELIBRARY.COM