

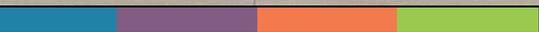
delve

JAN 2024 **V46**

*Dab by Indiana Furniture,
Cover Image,
Story on page 12*

A Little Dab Goes a Long Way

By Indiana Furniture



contents

JAN 2024 V46

AWARDS & YOUR MARKETING 05
BY MATT SPAULDING

PRODUCT ROUND UP 10
BY MY RESOURCE LIBRARY

ARCHITECTURAL DESIGN CORNER 11
BY LAURA CARLSON

A LITTLE DAB GOES A LONG WAY 12
BY INDIANA FURNITURE

DEALER FEATURE 15
WITH OFFICEWORKS, INC.

MASTERMIND COLLECTION 18
BY WATSON

DESIGNING FOR NEURODIVERSITY 20
BY FROMI

GREAT LAKES ARCH. REBRAND 23
BY K5 COMPANY

INTRODUCING PIPPA 31
BY LIGHTCORP.

REP FEATURE 32
WITH MID-STATES REPS

KEEPING CONNECTED 34
BY MY RESOURCE LIBRARY



AWARDS & YOUR MARKETING PLAN FOR 2024

Veteran marketing expert, Matt Spaulding, shares how award submission can add some major clout to your 2024 marketing plan.



A LITTLE DAB GOES A LONG WAY

COVER STORY: Indiana Furniture introduces Dab, much more than just a chair. Dab reflects Indiana's commitment to giving back.



MASTERMIND COLLECTION BY WATSON

Watson Furniture unveils the Mastermind Collection, shaping the meeting and conference landscape.

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,

We are thrilled to start the new year with a bang! This issue of Delve Magazine focuses on some of the newest product releases, and features design ideas that will continue to shape the Contract Design Industry in the new year.

We have also featured industry support voices that share their ideas on how to make this year your most successful to date.

The Contract Design Industry is always changing and shifting to meet the needs of clients. This dynamic flow, is one of the aspects that make our industry so unique!

We invite you to dive in and get inspired to make the most of 2024.

- The Delve Magazine Team

industrynews@myresourcelibrary.com

**THE
MY RESOURCE LIBRARY
FAMILY**



**Durable® Power Series
ZG Exam Lift Recliner**

Functioning as a recliner, exam surface, and sleep space, the ZG Exam Lift Recliner is fully powered and brings enough versatility to enhance any healthcare space.

learn more



L A Z BOY®
HEALTHCARE

KNÜ®





Make Award Entries Part of Your Marketing Mix for 2024

BY MATT SPAULDING

Architects and designers, along with manufacturers of commercial interior products, have lots of ways to gain awareness and recognition for their efforts. One area product marketers should consistently keep top-of-mind: pursuing industry awards that highlight best-in-class products and projects.

Many industry awards are administered by media entities or publications. This means winners not only get the recognition and credibility that comes from winning an award, they get the added bonus of receiving “free” editorial coverage. Typically, the magazines will feature the award winners in their print, digital or online platforms, as well as across all their social media channels. If you’re looking to raise the profile of your brand in 2024, here are some of the best interior design awards you should consider.

ADEX Awards | The ADEX Awards recognize the best in quality, innovation, form, and function that have impacted the design community each year. They specifically focus on architecture, interior design, product design, materials, and technology.

The ADEX Awards are sponsored by Design Journal, an international resource for interior designers and architects.

Award winners may receive (*note: this is based on the entry fee you select):

- Social media promotion
- Banner ads on the ADEX website
- Editorial coverage in Design Journal
- ADEX logo for marketing materials

Brands can submit their products in categories such as architectural/building materials, bathroom furnishings, contract furnishings, and more.

Award submissions are due each year in December, so add this to your list for later in the year. The cost to submit in 2023 ranged from \$600-\$1,200, depending on how many entries you submit and what kind of promotion you would like.

INDUSTRY HOT TOPICS

AZURE magazine's AZ Awards

Each year, Canadian-based AZURE magazine sponsors the AZ Awards to showcase the best projects, products, and ideas in architecture and design. The winners exemplify excellence in innovation, aesthetics, creativity, social, and environmental responsibility.

Award winners receive:

- An AZ Awards trophy
- Inclusion in AZURE's July/August print and online issue
- Posts on AZURE's digital and social channels
- Exposure through AZURE's media partners
- A press kit distribution on v2com newswire

Categories include:

- Design: This includes furniture, lighting, interior products, architectural products, and more
- Architecture: This includes residential, commercial, temporary, and adaptive re-use building projects
- Landscape architecture: This includes public and private landscapes
- Urban design: This includes built and unbuilt development products, infrastructure, and urban interventions
- Interiors: Residential and commercial interiors
- Concepts: Unbuilt projects and prototypes
- Social Good Award: A project that advances social equity
- Environmental Leadership Award: A project that shows respect for the use and management of natural resources with respect to materials and energy use

The submission period closes on February 23, 2024. The submission fee is \$195 for the first submission, \$175 for the second, and \$150 for any subsequent submission.

Interior Design Best of Year Awards

Interior Design is one of the preeminent publications for the contract and residential design industry. According to the magazine's website, the BOY award "is the design industry's premiere design awards program, honoring the most significant work of the year as well as recognizing designers, architects, and manufacturers from around the globe."

Award winners receive:

- A published feature in Interior Design magazine, which reaches 60k+ A&D professionals
- Inclusion in their online gallery and digital landscape of 5M design enthusiasts, including a Facebook and Pinterest post
- A stamp of distinction with official digital assets and seals for marketing materials

Brands may submit either:

- A product submission: Products must have been introduced within the last year. Design categories include Architectural Products, Fabric, Furniture, Kitchen & Bath, Lighting, and more.
- A project submission: Projects must have been completed within the last year, with the exception of the "on the boards" category. Categories include Education, Entertainment, Health/Wellness, and more.

The deadline for submission is typically in September. (Note: In 2023, the deadline was Sept. 23). In 2023, the cost of entry was \$275 for an Early Bird submission and \$325 for the standard entry deadline.

INDUSTRY HOT TOPICS

[The GOOD DESIGN Award](#)

Each year, the Chicago Athenaeum Museum of Architecture presents the highly-respected GOOD DESIGN Award. For more than 70 years, this award has recognized the “most innovative and cutting-edge industrial, product, and graphic designs produced around the world.” Past winners have included products from international brands like Boeing and NASA.

Selected award winners may receive:

- Announcements and press coverage
- Inclusion in the museum’s Permanent Design Collection
- The GOOD DESIGN logo for use in publications, promotions, and marketing

Brands can submit for the following categories:

- **Product Design:** Anything produced and/or designed from January 2022 (note: this was for the 2023 awards) to the present is eligible. This can include Office Furniture, Floor Coverings, Building Materials, and more.
- **Graphic Design:** Any graphic produced and/or designed from January 2022 (note: this was for the 2023 awards) to the present is eligible. This can include Magazines, Packaging, Product Communication, and more.

The application deadline is typically in June of each year. (Note: In 2023, the deadline was June 15). The entry fee in 2023 was \$375.

[Metropolis Magazine Positive Planet Awards](#)

Metropolis magazine covers what’s next in interior design and architecture, with a special focus on sustainability. Metropolis’s annual Positive Planet Awards celebrate the progress brands are making toward design for a regenerative and equitable future.

Award winners receive:

- Inclusion in a special commemorative edition of Metropolis, with a readership of 57K+
- A feature on their website, including a video of the award ceremony and photos in their award winners photo gallery
- Posts on their social channels, including Twitter and Facebook, with 325K+ followers across their platforms

Brands may submit under the following categories:

- **Projects:** Projects must be completed within the last three years and be pursuing a green building standard. Categories include: Civic/Cultural, Educational, Healthcare, Hospitality, and more.
- **Products:** Products must have been released in the last two years. Categories include: Architectural Systems and Facades, Flooring-Soft (Carpet), and more.
- **People:** This recognizes leadership in sustainability, wellness, equity, and resilience. Categories include: Rising Star, Firm of the Year, Best Educator, and more.
- **Innovation:** Projects must be completed within the last three years. Categories include: Best Unbuilt Project, Best Overall Decarbonization, Best Innovation in Material and Product Use, and more.

The award submissions are typically open from July - August each year. Standard entry pricing in 2023 for Innovation, Products, & Projects was \$300. The Best Educator award fee was \$50.

[Red Dot Award: Product Design](#)

The Red Dot award is one of the world’s largest and most prestigious design competitions. Every year, the Red Dot Award: Product Design sets out to find the year’s best products with the most outstanding designs, including those that are aesthetically appealing, functional, smart or innovative.

Award winners receive:

- Inclusion on the Red Dot website, newsletter, and social media channels
- A feature in the Red Dot Design Yearbook, featuring state-of-the-art design
- An invitation to an in-person award ceremony and networking events
- Consideration for inclusion in exhibitions at the Red Dot Museum
- The Red Dot winner label to use in marketing materials

INDUSTRY HOT TOPICS

There are 51 award submission categories that cover a broad product range, including Home and Seating Furniture, Bedroom Furniture and Beds, Lamps and Luminaries, and more. Your product must have been launched on the market between January 1, 2022 and June 1, 2024. In addition, you can submit your product for their [Innovative Products](#) meta-category. This recognizes products that set new standards and lay the foundations for fundamental industry change.

The deadline for this award is January, so put it on your radar for next year. The submission fee in 2023 ranged from €650 to €850 (\$685 to \$895 USD).

Add Awards to Your Marketing Mix in 2024

Industry awards are an excellent way to raise your brand's visibility and credibility. They can also be leveraged to boost employee morale, spur customer inquiry and drive your own marketing content. If you're not actively monitoring, budgeting and submitting award entries as part of your marketing mix, now is the time to do so!



Matt Spaulding | *Matt Spaulding is the founder and president of [Spaulding Communications](#), a strategic marketing communications firm that works exclusively with commercial architecture, design and building product brands to help them discover and share what makes them great.*



Lacheln Watch



Be Bold

www.lachelnwatches.com

6 OF MRL'S FAVORITE PRODUCTS FROM ACROSS THE LIBRARY

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

STILL SCREENS

STYLEX

Offering the functionality of a traditional panel system with an extra touch of tailored elegance, Still creates privacy and separation in open-plan environments. The collection supports partially to fully enclosed spaces with optional integrated power for solo and group activities.



NEMO™ TRELLIS

SURFACEWORKS

IZZY+ PRODUCT GROUP | Sense of place in an open space... Encouraging collaboration and connection starts with creating a sense of place in an open space. With its architectural presence, the Nemo Trellis offers a hint of enclosure without shutting anyone out. Nemo does not come with an agenda, just human-centered design that responds to the whims and needs of real people.



EKLUND™

NATIONAL

The Eklund collection provides flexible solutions for petite or grand spaces. Whether your facility needs lounge pieces that provide visual and acoustical privacy or products to create a welcoming environment for gathering, Eklund offers everything from individual nooks to multi-seat solutions. Its modular components can be reconfigured, adding flexibility and versatility to any environment.



MOS+

THREE H

MOS+ is an evolution of Multistations and a re-imagining of the classical cubicle. Clients are looking for a stylish, design-forward, and functional solution that fits within their office aesthetic. MOS+ embraces this need.

DOMO FLOOR SCREENS

UNIKA VAEV

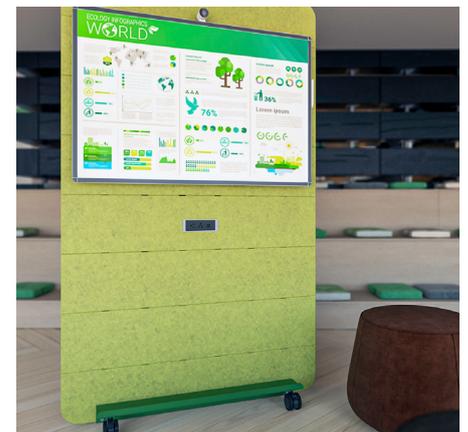
Domo is an uncommonly elegant screen system that is easy to work with in better adapting a space to privacy needs and in creating a tranquil soundscape. The screens' elegantly beveled edges give rise to a beautiful interplay of light and shadows, which defines Domo's understated dynamic.



COOEE

FUNC.

Cooee is all about enhancing existing spaces and defining new ones, when and where you need them. Break-out zones, co-working hubs, common areas, libraries, meeting spaces - you name it. The Cooee range of mobile walls, desking screens, wall tiles and wall panels come in a range of eye-popping colors.



Architectural Design Corner

A NEW RECURRING COLUMN

BY LAURA CARLSON
DIRECTOR OF ARCHITECTURAL DIVISION
MY RESOURCE LIBRARY

Are you ready to explore the world of Architectural Products and Materials? Get ready to indulge in the fascinating world of innovative designs, modern constructions, and cutting-edge materials. The Architectural Design Corner Column is your gateway to the latest trends and exciting developments in the architecture and design industry. Discover the future of building materials, creative design solutions, and sustainable architecture. Join us on this thrilling journey and explore the limitless possibilities of architecture and construction.

Coming soon next month is the first editorial column written by our very own Laura Carlson. Laura is the visionary Director of the Architectural Division at My Resource Library, a leading platform in the design industry. With a background in design and a passion for innovation, she spearheads a team dedicated to revolutionizing design resource management. Laura's expertise and commitment drive the division's mission to provide architects and designers with cutting-edge tools and resources, streamlining the creative process. Her leadership shapes the future of design technology and enhances the My Resource Library experience for professionals worldwide.

To maintain the relevance and currency of the resources, the Architectural Division established partnerships with manufacturers, suppliers, and industry associations. Regular updates and additions to the content library are driven by a dynamic approach to staying abreast of emerging trends, materials, and technologies. The divi-

sion's collaborative efforts extend beyond its digital presence, with attending local A&D events and tradeshow to help MRL continue fostering community participation – it's not just about being a repository for materials; it's about the partnerships that help enhance how design work gets done.

As the Architectural Finishes Division continues to evolve, it remains dedicated to its core mission of being a knowledge hub that inspires creativity, informs decision-making, and promotes excellence in architectural design. The early stages of its journey have set a solid foundation for growth, innovation, and the ongoing expansion of its content offerings. By weaving together, the threads of expertise, collaboration, and user-centric design, the division stands poised to become an indispensable resource for designing, specifying, and communicating efficiently the excellent design work that happens daily.

Please read each month here, where Laura will journey through what design means to her, dive into cutting-edge topics related to design, and showcase the tools at your fingertips here at My Resource Library.



LAURA CARLSON

Want to learn more about MRL's Architectural Division? Connect with Laura on [LinkedIn!](#)

INDIANA FURNITURE



Dab by Indiana Furniture

A Little Dab Goes a Long Way

BY INDIANA FURNITURE

Indiana Furniture is kicking off the new year by adding a multi-purpose seating series to their already expansive portfolio. Say hello to Dab.

Dab is a collection of stackable metal guest chairs that offer broad functionality and style versatility. With its simple design and light scaling, Dab is ideal for personal and shared offices, teaming and collaborative areas, training and learning spaces, meeting and huddle rooms, break rooms and cafés, and so much more.

Dab provides extensive design possibilities through a palette of options to outfit any space. Select from upholstered, mesh, or poly seats and backs. Choose arms or go armless. Roll with casters or opt for glides. Specify a black or aluminum leg frame. Or bring your vision to life with single or contrasting fabrics from a wide variety of graded-in or contract fabrics, vinyls, and leathers. The choice is yours.

The benefits of Dab stack up. Literally. Dab models with casters stack four high while models with glides stack seven high. Need extra seating? No problem. Conveniently stack Dab and tuck them in a corner or a closet until they are needed. And did we mention that Dab gangs? Use the optional, easy-to-connect ganging bracket to keep chairs evenly spaced and in place. Perfect for



INDIANA FURNITURE

applications like waiting rooms, auditoriums, universities, airports, and other public and shared spaces.

But Dab is so much more than a functional chair with a pretty face.

In alignment with Indiana's deep commitment to the environment, Dab is indoor air quality and BIFMA level® certified, and the collection contributes to USGBC's LEED® and The Green Building Initiative's Green Globes® Programs. But, more importantly, it's inherently green. Seat, back, and arm frames are made from 70% recycled material to provide a more sustainable chair design which lessens our carbon footprint.



INDIANA FURNITURE

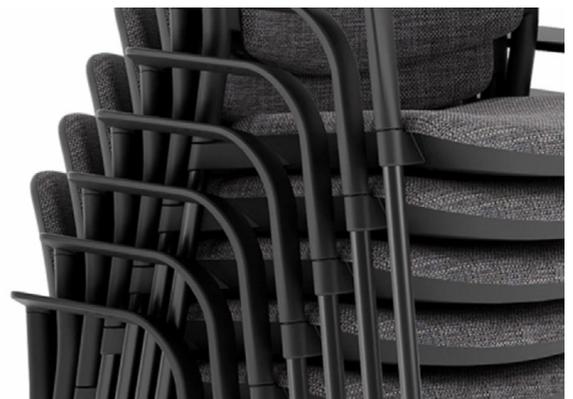
And with every Dab chair ordered, we will donate a percentage of the sales to The Common Thread for the Cure, a foundation dedicated to the battle against breast cancer. While most breast cancer charities focus on research, The Common Thread for the Cure Foundation focuses on patient well-being. They support individuals in our industry who are fighting breast cancer by offering helpful financial assistance. Since being established, the foundation has awarded more than \$1,000,000 in grants to deserving recipients in the United States, Canada, and Mexico. If you're affiliated with the furnishings and design industries and you or an immediate family member has been diagnosed with breast cancer, you're eligible to apply for a confidential grant through The Common Thread for the Cure. These grants can be used to meet financial responsibilities so you can focus on what is most important—survival. To learn more, go to www.commonthreadforthecure.org.

Want to give even more? Several of our textile partners, Mayer Fabrics and Momentum Textiles, also support The Common Thread for the Cure. Add one of their designated options to the Dab chair so you have an entire product supporting a great foundation and helping those in our industry fighting the disease.

"With its broad versatility, environmental design, and community give-back program, a little Dab truly does go a long way," says Mike Blessinger, Vice President of Sales & Marketing for Indiana Furniture and Board of Directors Member for The Common Cure for the Thread. "We set out to create a chair that would simply fill a gap in our line while meeting the needs for a variety of applications across the officescape. We ended up with so much more. Our customers will get a quality chair that gives back to the environment and helps in the fight against breast cancer. And that dedication and push to do more, to do better, is what sets Indiana Furniture, and Dab, apart from the rest."

Stay tuned for even more introductions launching in 2024 and beyond, including new guest seating and lounge additions, as well as a highly collaborative solution that's on point for today's flexible environments.

To experience what Indiana Furniture is all about or learn about career opportunities, check out their website at IndianaFurniture.com, see their products firsthand at one of their thirteen showrooms, search their entire green line at ecomedes.com, or simply give them a call at 800.422.5727.



Getting to Know Officeworks Inc.



Officeworks, Charlotte, NC -Our Teknion Architectural Walls

Officeworks opened its first office in Burlington, Massachusetts in 1995, and quickly established itself as a dealer of the Toronto-based manufacturer Teknion, which has resulted in a 25+ year-long relationship that continues to grow today.

In 2010, industry veteran Mark Loughlin joined the Officeworks team as Principal. Mark had sold the Teknion product portfolio for many years, and with a strong passion and knowledge of their products, he understood how to bring the business to the next level, resulting in numerous accolades and awards from Teknion over the past 10 years.

In 2017, Officeworks expanded into the New York market, partnering with Teknion to open an office in New York City. Over the next three years, Officeworks continued its expansion into the mid-Atlantic market. Since purchasing Philadelphia-based Teknion dealer Workplace Environments in 2017, D.C.-based Teknion dealer Washington Group Solutions in 2019, and New Jersey-based Teknion dealer General Office Interiors in 2020, we currently have 10 locations. During this growth period, there have been several strategic employees hired, technologies purchased, and processes put in place to ensure that our customer experience continues to be second to none.

Locations:

Burlington, MA	Plymouth Meeting, PA
Morristown, NJ	Washington, DC
New York, NY	Atlanta, GA
Pittsburgh, PA	Charlotte, NC
Philadelphia, PA	Nashville, TN

Profile Contributors:

Sarah Finnegan, EVP Sales
Steve Grillo, EVP,
Officeworks North
Christine Bland,
Director of Marketing
Allison Wiley, Sr Account Mgr.
& Ancillary Specialist

Q&A with Officeworks

What drove or influenced your decision to go Pro?

The Pandemic provided a jump start for us to streamline a database for our manufacturer information. MRL allows us to be able to share information with our clients, architects, designers, and internal colleagues. Utilizing the online tools and search features increases efficiencies among our Officeworks team members and provides data in one platform for all of our office locations.

How do your team members use MRL?

Our Sales Team utilizes MRL for research, competitive information, discounting, finding representatives from other state locations, LEED, and Warranty information. Since many of our clients have locations in other states, MRL makes it easy to find local reps within the regional location we are working.

Our Designers primarily use MRL to search for CAD or Revit blocks, sizing, and relevant competitive information for floor plan layouts.

Our Project Managers utilize it for factory and local representative information.

Our Marketing Team can find current photos of recent new products for social media content, presentations, and bid responses.

Our Ancillary Specialists utilize this software every day. The Search feature is an invaluable resource, allowing us to find products and alternates quickly. The Enhanced Search helps sort the vendors quickly and be able to click on a specific vendor at the top, then see ONLY that vendor's product - which is really helpful. It also helps make finding alternates easy and efficient. The Inspiration Gallery helps us find a quick visual communication for our clients to create dialog for bouncing ideas around. We can provide information quickly and avoid any unnecessary duplication of efforts.



Officeworks, Boston, MA Showroom



Officeworks, Boston, MA Showroom - OW and the Teknion team at the "Hidden Talents" event hosted by Teknion in their Boston showroom.



Officeworks, Charlotte, NC Showroom

Q&A with Officeworks

Our Account Coordinators are the heartbeat of the company. They utilize MRL for pricing, research, customer service contacts, and order entry. Since many of our projects crossover between regions, it is a useful and efficient tool to find information all in one place.

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

Our Custom Library allows us to visually see all of our vendors in one spot, and the catalogs are organized in a consistent, familiar format allowing us to work faster. We have also found new vendor partners from the full Product Library!

The Hub/Inspiration Gallery lets us search for visuals for a client during the research part of the project and is one of



our most used features. We use MRL as a tool for finding items fast, since most information is consistently in the same place. It is much faster than hunting for each vendor website.

We have our Custom Library shelf linked into our website which allows us to measure traffic and usage of our site. In addition, we are utilizing our sub-libraries to showcase the manufacturers that support our Education-focused business and the other showing the manufacturers included on one of our contracts.





Watson Furniture Unveils the Mastermind Collection

Shaping the Conference and Meeting Landscape

Watson Furniture, a leading U.S. commercial furniture manufacturer, is excited to introduce Mastermind, its latest advancement in meeting and conference table solutions. The collection embodies the significance of the physical workplace as a center for human connection and collaboration, emphasizing the belief that intentional gathering is more crucial than ever.

Mastermind is invaluable for those envisioning the office as a destination, blending intelligent engineering, thoughtful materials, and extensive configurability to shape inspiring spaces.

"With Mastermind, we've operated on the core belief that exceptional furniture doesn't just fill a space— it enhances it," said Lucas Pearl, VP of Product Development at Watson. "We understand that designers are artists of the work environment, and believe that Mastermind, which encompasses an astounding range of possible table configurations, will spark ideas and give them new

tools to solve problems like space restrictions, challenging architecture, and more."

Evolving from a strategic partnership with Sedus, Watson adapted the German manufacturer's original designs and launched Mastermind with U.S. standard sizing, new materials, finishes, power options, and accessories—all expertly crafted in their U.S.-based headquarters. Though the collection features a sophisticated blend of exceptional materials and options, its core lies in its intelligently designed foundational element – a universal leg bracket system used across all its tables. Defined by a single aluminum cast element with five mounting points, this system was carried over from Sedus' initial designs. It is the key to the collection's versatility, as it enables the creation of tables with unique shapes and sizes. Additionally, using just one component simplifies the installation and assembly processes, resulting in significant time and resource savings.

WATSON FURNITURE

The collection's four unique products - Mastermind Tables, Mastermind Conference, Mastermind System, and Mastermind Flow - all showcase a timeless aesthetic, achieved through simple forms and the consistent use of a lightweight, tapered leg design across all tables, unifying the collection and creating cohesion when multiple products are used across a floorplan.

Mastermind Tables adapt to the tone and the task at hand, with versatile surface shapes and heights that cater to various interaction styles, from formal to casual.

Mastermind Conference tables come in many engaging surface shapes, support integrated technology, and can support a 12-foot table span on only four legs. Mastermind System tables follow a starter-adder-ender logic and can be configured in many ways to fit any space but shine in training environments, hybrid meeting rooms, and boardrooms.

Mastermind Flow tables are perfect for expansive, shared spaces, communal creative areas, and environments that

simultaneously support connection and individual work. The unique top shape guides the angle of interactions so multiple small groups can meet simultaneously at the same table without crowding each other.

The Mastermind Collection can be seen in Watson's Seattle and Chicago showrooms and is designed to be as dynamic as the businesses it serves. It reflects Watson's belief that high-quality products can help shape spaces that inspire and support those who use them.

About Watson:

Watson has been designing and building furniture for the forward-thinking office for almost 60 years. Built at the company's manufacturing facility in Poulsbo, Washington, Watson products are responsibly sourced and focused on timeless and functional design. You can see the entire Mastermind Collection and find more information at watsonfurniture.com/collections/mastermind.

watson



Designing for Neurodiversity

Create a better working environment by understanding how to design for neurodiverse teams.

BY FRÖVI

Neurodivergence can encompass a range of conditions including Autism, Attention Deficit Disorders, Dyslexia, and Dyspraxia. It's estimated more than 15% of the UK are neurodivergent, meaning that their brain functions in a way that means they learn, process and experience the world differently from what is considered 'typical'.

Those who identify as neurodivergent can often have incredible skills that make them an asset to the workplace

like strong attention to detail or unique, 'out of the box' thinking. While they have these incredible skills to offer, navigating a neurotypical world can be difficult, leading to stress and burnout.

By making intelligent design adjustments, the workplace can support neurodivergent employees to feel well and perform their best. When spaces are designed inclusively, everyone can benefit, no matter their neurotype.

Adjustments

One of the best ways to approach inclusivity for neurodivergent people is considering sensory input. This means that you make changes to alleviate stress caused by the external environment on our senses (sight, hearing, smell, and touch).

Visual

Lighting can be a source of discomfort for many people with flickering or bright lighting often being reported as an issue.

To remedy this, opt for occupant lighting control – these lighting strategies take into account personal preferences of users and their interaction with the physical space.

As well as artificial lighting, strong sunlight can also be problematic. To help, use plain blinds that block out the light effectively – curtains or blinds that throw patterns can still cause distractions.

People can also often be sensitive to busy patterns and bold colours. Instead, opt for décor with low contrast patterns or block colours in muted tones.

To assist individuals who struggle with orientation,

provide simple signage with clear graphics and colour coding. Include a neat spacious layout to make navigation simpler and make the space easier on the eyes. You should also try to break free from visual monotony by avoiding too much repetition in the design and making it easier to identify your surroundings.

Similar techniques can also be useful for those with organisational difficulties. For example, clearly labelled shelving and storage, or whiteboards to visualise tasks can help.

Aural

Some sounds can cause discomfort or make concentrating difficult, particularly if they are loud. While noise cancelling headphones can be useful, there are other design considerations you could use to help.

Zoning can be a useful way to create separate spaces and adjust for noise. Try and create shielded spaces for quiet working away from crowded or noisy areas. A great example of this is [Colony](#), which creates clear boundaries and offers a warm inviting space. [Colony](#) is great for offering space away from the main flow of 'traffic' which can be relieving if social interaction can be overwhelming, or the general hubbub of an office can get too much.



FRÖVI

Many neurodivergent people cite the hum of electrical equipment as a cause of stress and distraction. Try and choose the quietest possible appliances and consider where they are placed. It can also be helpful to set them to turn off completely when not in use.

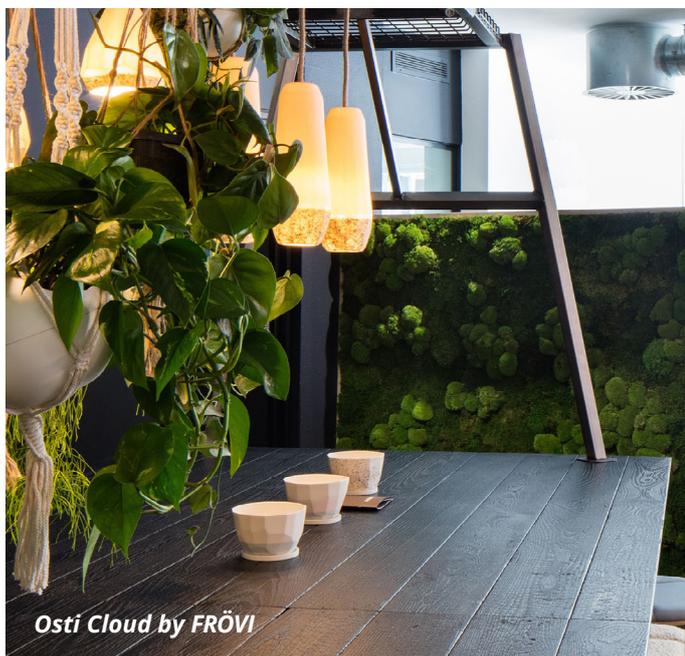
Another solution for auditory issues can be to choose soft furnishings with fabrics that help absorb noise. Cork can also be a great material for absorbing sound and reducing acoustic noise. This can make the space quieter and less echoey, and in turn easier to process.

Cork also offers the benefits of being an environmentally sustainable material that offers flexibility in its usage. For example, our Grow cork stool are perfect for those who require a lot of stimulation and like to work in different areas of the space.

Olfactory

Unexpected odours can be another cause of discomfort. One key way to help with this is by keeping working areas separate from toilets, kitchen areas and bins.

It's also beneficial to cultivate good air quality to help smells dissipate and reduce harmful Volatile Organic Compounds (VOCs). Choose products that have been tested for their VOC offset levels to reduce their impact on indoor air quality. Learn more about Volatile Organic Compound Reductions here.



You can also improve air quality with air purifying plants such as areca palm or snake plants which absorb toxins and release more oxygen into the room. Use furniture in your space that allows you to be creative with your plants, like the Osti Cloud and Relic Cloud which incorporate canopies for biophilia.

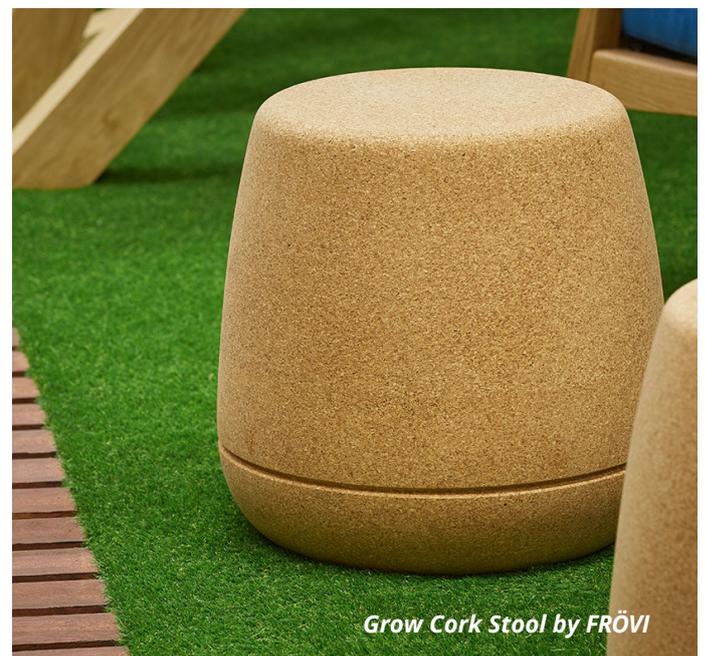
Tactile

Consider the materials that you are using and choose options that are softer and comfortable. Rough, scratchy textures can be overstimulating, while soft, smooth textures can be comforting.

Some neurodivergent people like to 'stim', this is where they repeat behaviours to self-soothe or simply because it's enjoyable. The textures around them can be a big part of that, for example fidgeting with small items or stroking a smooth surface like bamboo can be relaxing.

Frövi furniture comes in a wide variety of materials and finishes and offers you choice to create unique variations on our products.

Finally, you may want to offer different spaces for different ways of working – some people come up with their best ideas when they're able to pace or bounce ideas off colleagues, while others prefer soft, quiet spaces by themselves. This can even vary from day to day, so it's important to utilise the space with intelligent furniture.



Great Lakes Architectural Products Group Rebrands as Great APG

Now a Proud Member of the K5 Company

Bradley J. Betts and Del S. Eldridge, founders of Great Lakes Architectural Products Group, officially renamed the company to Great APG. In addition to the new name, Great APG has entered a formal partnership with the K5 Company.

As a proud member of the K5 Company, Great APG gains access to unparalleled advantages. The visionary leadership and diverse portfolio of K5 companies provide Great APG with a competitive edge in the architectural products space. With a commitment to excellence, innovation, and sustainable practices, K5's ethos aligns seamlessly with Great APG's mission to redefine project expectations and enhance people's experience of their surroundings.

Betts and Eldridge, remain as principals of Great APG and expressed their excitement about the collaboration in a joint statement, "We've always been architects of change, pushing boundaries in the architectural products industry. Joining K5 Company amplifies our impact and allows us to share our passion for exceptional products on a larger scale. This rebranding as Great APG marks the beginning of an exciting journey that combines our expertise with the visionary capabilities of K5, creating a powerful force in architectural innovation."

Under its new name, Great APG will continue its legacy of revolutionizing the architectural products industry. Now fortified by the strength and support of the K5 Company, Great APG is poised to elevate user experiences through enhanced workspaces and surroundings. The rebranding is a testament to the company's commitment to growth and its dedication to delivering exceptional products and services.

Joining the K5 Company portfolio is a significant milestone for Great APG. K5 Company, known for its visionary leadership and diverse portfolio of successful ventures, is a trailblazer in redefining industry landscapes. Focused on multidisciplinary ventures, K5 Company is dedicated to bringing transformative experiences to

life. By becoming a part of this vibrant community of like-minded entrepreneurs, Great APG gains access to expansive resources and collaborative opportunities that will foster further innovation and success.

For more information about Great APG and its partnership with the K5 Company, please visit www.greatapg.com and www.k5cap.com. Current customers and partners can look forward to continued advancements and transformative projects that Great APG, now as a proud member of the K5 Company, will bring to the architectural products industry.

About Great APG

Great APG, formerly known as Great Lakes Architectural Products Group, is a leading player in the architectural products industry with showrooms in Detroit and Kalamazoo, Michigan and Indianapolis, Indiana. With a focus on revolutionizing project expectations and enhancing people's experience of their surroundings, Great APG is committed to delivering exceptional products and services. Now, as a proud member of the K5 Company Portfolio, Great APG is poised to bring even greater innovation and success to the architectural products industry.

About K5 Company

K5 Company, known for its visionary leadership and a diverse portfolio of successful ventures, is a trailblazer in redefining industry landscapes. Focused on multidisciplinary ventures, K5 is dedicated to bringing transformative experiences to life. With a commitment to sustainability and impact, K5 creates a vibrant community of like-minded entrepreneurs. Its collaborative approach and expansive resources empower companies within its portfolio to reach new heights.





Most Modest's Latest Light, Pippa Redefines Focus and Relaxation in Home and Office Settings

BY LIGHTCORP

LightCorp, a leader in innovative lighting solutions, proudly announces the newest addition to its Most Modest brand: the [Pippa personal lamp](#). Designed to integrate seamlessly into home and office environments, Pippa joins the esteemed Ruth lamp; ushering in a new era of versatile, elegant lighting solutions that fully support the continuum of spaces in which we now live and work.

Pippa and Ruth skillfully balance fostering a serene ambiance and meeting the practical requirements of superior lighting. Both fixtures offer continuous dimming and intuitive user control of light levels.

"These two table lamps effortlessly blur the lines between conventional commercial design and the inviting allure of residential spaces. We've embraced colors, shapes, and textures to adapt seamlessly, bringing warmth and soft illumination that complements their surroundings," stated Melissa Wikman, LightCorp's Vice President of Development.

"Further emphasizing the power of lighting to set the mood, Pippa's multi-tasking design aesthetics effortlessly harmonize with diverse home or office settings, aligning perfectly with current trends," Wikman mentions.

In an era of collaborative workspaces designed for both gathering and respite, Pippa's intuitive touch-and-hold continuous dimming capability seamlessly adapts to the modern work style. With a touch, it can swiftly transition from a relaxed atmosphere to an environment conducive to high-performance task work. Additionally, its energy-friendly feature includes an auto shut-off function that turns the lamp off after ten hours of use.

Available in seven textural finishes, both Pippa personal lamp and the Ruth table lamp are available at LightCorp.com. For more information, please visit LightCorp's website or contact Melissa Wikman at melissaw@lightcorp.com.



Getting to Know Mid-States Reps

Mid-States Reps is an independent manufacturer rep group for contract furniture. We feel we have the perfect mix of high quality furniture lines along with outstanding customer service. We cover Missouri, Kansas, Nebraska and Iowa. Our lines include VIA Seating, DeskMakers, LightCorp, Invincible and Artelite.

www.midstatesreps.com

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

A: Mid-States was founded in 1998 by Denny Sutherland. Denny owned a successful rep group in Minnesota for 15 years before moving to central Missouri. Mid-States focused on contract furniture and the dealer community with an emphasis on end user calls supported by the dealers.

Q: How has the company changed over the years?

A: Mid-States is constantly changing. In 2020 Joe Bernskoetter joined the group after 20 years with a contract furniture dealer and is now president. New product categories have allowed us to expand into additional vertical markets. The A & D community has also been a major focus over the last few years. We now offer a product "road show" so we can bring our showroom to our dealers and designers which has been both successful and fun.

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

A: Relationships are the key ingredient to successful growth. Our amazing group of dealers have supported Mid-States since the beginning and we are extremely grateful. We lean on them quite often to provide feedback for new products and also to alert us to any trends they are seeing in the market.

Mid-States has always taken a consultative approach when working with our clients. Our alignment with Grade A manufacturers along with a broad product mix allows us to offer a one stop solution to simplify the specifying process. We pride ourselves on our fast response and extensive product knowledge.

REP FEATURE

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

A: Working in an ever-changing industry is both exciting and challenging. The office environment is in a constant state of change, and we are blessed to work with manufacturers who embrace that change and develop products that are both design driven and purposeful. Introducing new products to our clients is one of our favorite things to do. We can't wait to see their reactions and share feedback.

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

A: We will face the next 5-10 years with the same strategy. Embrace change, adapt to new technology, align with industry experts, and continue to expand our product portfolio to meet the needs of our clients. The road show has been a huge success, so we are looking at how to improve that experience.

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

A: Driven



KEEPING CONNECTED

In a world where staying connected is more important than ever, we're continuously inspired by the creative ways our Rep Group partners foster and maintain relationships.

In the "Keeping Connected" section of Delve Magazine, we'll showcase snapshots of their innovative approaches to client engagement and team building.

Join us in exploring these strategies that emphasize the enduring value of strong connections. We hope you find this feature both informative and inspiring.

If you have photos of an event you'd like to share with us, please send it to industrynews@myresourcelibrary.com.



Lindsey Overton, Holly Richardson, and Katie Taylor with KFI Studios. KFI Studios presented to Hue Design in Dallas. Lunch provided by HREPS.

HREPS

At HREPS we represent quality, customer service focused commercial furniture manufacturers that help support our solution driven approach to any project or opportunity!

H stands for Happy, helpful, honest!

We pride ourselves in being trusted, hard working and part of the solution.

Learn more at hrebs.com

KEEPING CONNECTED



Danika & Co

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



Touring the ERG International Dallas factory with at Danika & Co.



delve^{MRU}
JAN 2024V46

Published by
MYRESOURCELIBRARY.COM