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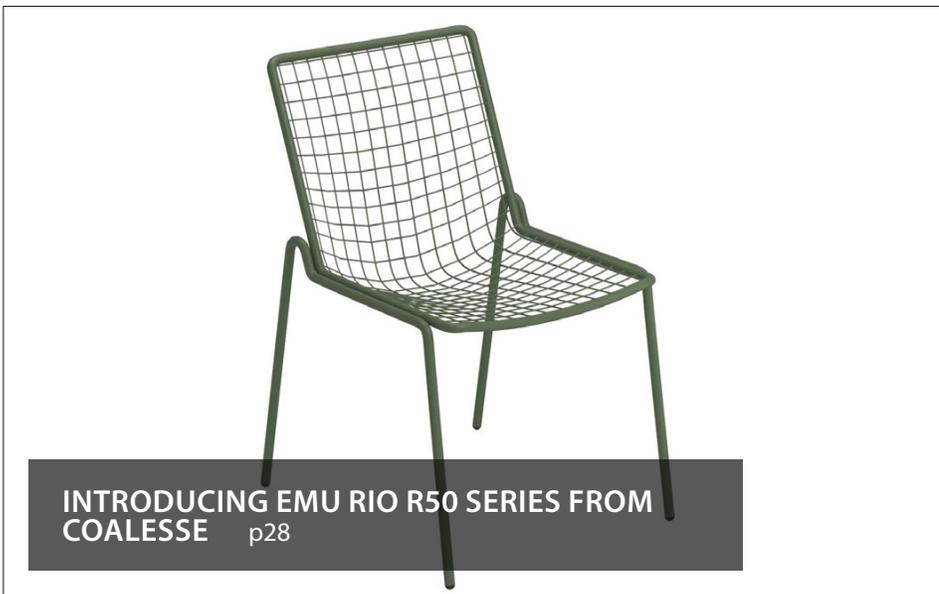
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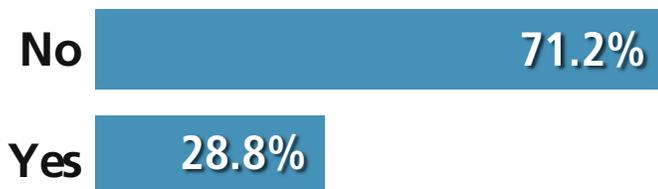
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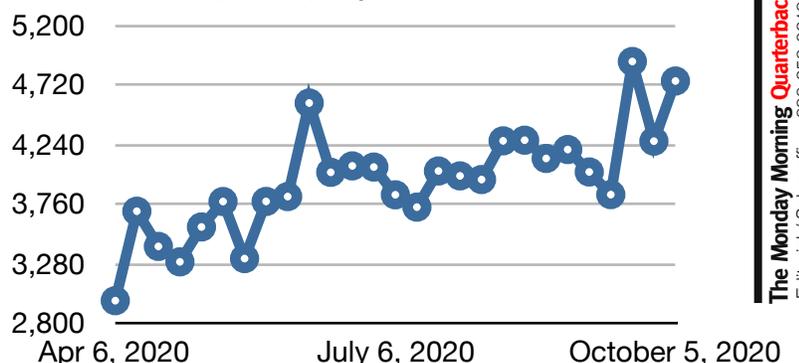
MMQB Online Poll

Do you think the industry stock prices are a good indicator of the overall health of the contract furniture industry?



MMQB Industry Index @ 4,757.73

YTD gain or loss: -27.36%
(2019 finished with a year-over-year gain of +39.77%)



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Configura Celebrates 30 Years of Helping People Design and Specify Spaces

▶ **Thirty years ago, Sune Rydqvist approached his son Göran Rydqvist and Göran's friend Johan Lyreborn to create a solution for quoting wall systems.**

Configura, maker of CET Designer software, is celebrating 30 years of helping people design and specify spaces. What began as a startup in a lake house with two programmers and the owner of a wall systems company has now grown into a global software company with more than 250 employees.

“The user and the customer have always been our top priority since the very beginning and we are grateful to be on this incredible journey together,” Configura Chief

Evangelist and Co-Founder Johan Lyreborn said. “Since day one, we wanted to do things that didn’t exist, and today, we continue to challenge the unknown and go for the things people haven’t thought about yet.”

Thirty years ago, Sune Rydqvist approached his son Göran Rydqvist and Göran's friend Johan Lyreborn to create a solution for quoting wall systems. Together, they created software that today is used by nearly 16,500 people around the globe across the commercial interiors, material handling and kitchen and bath industries.

CET Designer is a Parametric Graphical Configuration (PGC)-based software



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platform developed in CM, a programming language created by Göran Rydqvist. CET stands for Configura Extension Technology which allows manufacturers to create Extensions that plug into the software. More than 100 manufacturers around the world have invested in Extensions for CET Designer including Steelcase, Herman Miller, Haworth, Sunon, Kvik, NEDCON and Dematic.

“When we started Configura, we were amazed by enormity of challenges ahead of us,” Göran Rydqvist said. “We entered unknown territory by creating our own programming language to address complexity with clarity and to completely eliminate build-times. Our developers could now create the required business logic with speed and efficiency, serving a critical role in our continued growth and innovation.”

Since 1990, Configura has continued its steady path of growth, expanding to seven offices on three continents. Some of Configura’s key milestones include:

- The software debuted at the Stockholm Furniture Fair in 1991.
- In 1994, Configura signed its first partner Martela, a leading Finnish commercial furniture manufacturer.
- In 2001, Configura signed one of its first U.S. customers, Wisconsin-based Spacesaver.
- Configura signed leading commercial furniture manufacturer Steelcase in 2007.
- Configura’s annual user conference – CET Experience (formerly known as the CET Designer User and Developer Conference) – launched in 2008 with 70 people in Las Vegas and today has

grown to attract more than 500 attendees each year.

- In 2012, Configura expanded into Asia with an office in Kuala Lumpur, Malaysia, followed by locations in Shenzhen, China and Tokyo, Japan.
- Configura continues its growth journey and in 2018, brought on Norwegian company Vind to join as a long-term investor to accelerate further development of Configura’s CET platform.
- In February 2020, Stefan Persson joined Configura as the new CEO to guide Configura to a new level of growth.

“Configura’s software has been a game-changer for our business,” Martela Business Concept Owner Joonas Kesikallio said. “We have enjoyed our strong partnership and rich 25-year history with Configura. Congratulations to Johan, Göran, Stefan and the rest employees at Configura, and we look forward to working together for years to come.”

“Looking ahead, I see Configura as the natural partner and industry leading solution for anyone who designs spaces within our focus industries,” Configura CEO Stefan Persson said. “We are a company that’s close to our employees, partners, community and the people who use our software, and it’s an honor to be part of this journey and help preserve these values as we continue to grow.”

Configura is committed to making a difference in the world by helping people and companies design better spaces. Configura also gives back to local communities around the world through its Corporate Social Re-

special



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a table...



SAFE-T @ HOME

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sponsibility programs, including partnering with universities to mentor programming students, volunteering with STEM-related organizations and supporting a turtle conservation program in Malaysia.

“When we started this journey 30 years ago, we didn’t realize we were getting into the environmental business,” Lyreborn said. “Our software’s ability to eliminate design errors results in less order errors, less physical samples and less shipping, significantly reducing waste.”

Knoll Takes Actions to Support More Inclusive and Diverse Communities

- ▶ **Company launches Knoll Diversity Advancement Design Scholarships for Black Students**
- ▶ **Habitat for Humanity partnership supports affordable housing**
- ▶ **Knoll chief executive joins more than 1,300 CEOs in commitment to advance inclusion and diversity in the workplace**

Knoll, Inc. announced two social impact initiatives to help build more inclusive communities. The new initiatives include the Knoll Diversity Advancement Design Scholarships for Black Students and a corporate partnership with Habitat for Humanity.

Additionally, Knoll Chairman and CEO, Andrew Cogan has joined more than 1,300 CEOs who have pledged to take action to advance diversity and inclusion in the workplace through the CEO Action for Diversity and Inclusion Pledge.

“We all have the opportunity to recommit ourselves to the pressing issues of the day, setting the stage for change in the years

ahead. Taking the CEO Action for Diversity and Inclusion Pledge aligns fully with the Knoll commitment to help build a fairer and more equitable society. Supporting accessibility and inclusion through design education and affordable housing extends our design-driven mission and shows how we can play a tangible role in making progress toward a fairer world,” said Andrew Cogan, Knoll Chairman and CEO.

The CEO Action Pledge focuses on four commitments: cultivating trusting workplaces that can have complex, and sometimes difficult, conversations; implementing and/or expanding unconscious bias education; sharing best – and unsuccessful – practices; and creating and sharing strategic inclusion and diversity plans with the board of directors (or equivalent governing bodies.) The coalition is the largest CEO-driven business commitment to advance diversity and inclusion within the workplace.

Knoll has created Knoll Diversity Advancement Design Scholarships for Black Students to develop the next generation of architects, graphic designers, industrial and architectural engineers, interior designers and industrial designers.

The program will provide individual tuition awards of \$10,000, renewable annually, to a total of five Black 2021 high school graduates in the United States and Canada who will be pursuing studies at two or four-year institutions. The program will be administered by Scholarship America, a not-for-profit organization that works directly with students, parents, colleges, businesses and communities. Since its founding more than 60 years ago, Scholarship America’s mission has been focused on student suc-

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cess, helping students break down barriers, open doors and access scholarships to achieve their dreams of a college education.

Scholarship applications will be available mid-November at scholarshipamerica.org.

This initiative complements the Knoll Employee Scholarship program, founded in 1998, which provides access to higher education to Knoll associates' children and grandchildren and focuses on reducing the burden of student debt. The program has awarded 676 scholarships since inception.

Knoll is joining global housing nonprofit, Habitat for Humanity, as a cause marketing partner, effective December 2020. Last year, Habitat helped over 7 million people build or improve a place to call home. The organization frequently uses sustainable building practices and follows energy-efficient construction standards that prioritize safety, health and materials conservation.

The Habitat + Knoll partnership consists of three components:

- **Consumer Participation.** In December 2020, Knoll will offer a \$5.00 donate option for online sales at the Shop at knoll.com at checkout and for orders placed at retail Knoll Home Design Shops in New York and Los Angeles.
- **Financial Support.** From December 2020, Knoll will match consumer donations for a collective total of \$100,000.
- **Volunteer Activity.** Knoll associates will volunteer in four to-be-announced North America Habitat 2021 projects when Covid-19 restrictions have lifted.

“Giving back to the communities where we live and work has been part of the Knoll culture since our founding. The Diversity

Advancement Design Scholarships for Black Students and Habitat partnership are exciting new ways we can build on that history and provide our associates, who champion a range of charitable passions, with a new way to make impact,” Cogan added.

In addition, Knoll is the founding sponsor of the World Monuments Fund Modernism at Risk program. Modernism at Risk includes programs dedicated to preservation and public advocacy, with the intention of attracting international resources to the dangers faced by Modernist buildings across the globe. A cornerstone of Modernism at Risk is the World Monuments Fund/Knoll Modernism Prize, which is awarded biennially to a designer or design firm whose work enhances the public's awareness of the seminal role that Modernism plays in the built environment.

Tarkett North America Celebrates Indoor Air Quality Month By Bringing Together Industry Thought Leaders for Series of Webinars

- ▶ **Through Partnership with Breathe EASY Project, Tarkett North America Will Donate asthma & allergy friendly® Certified Flooring For Each Attendee**

In celebration of National Indoor Air Quality Month, Tarkett is bringing together leading voices from the A&D community for a series of free webinars. Termed the Learn.Give.Breathe. Series, the discussions will highlight the importance of healthy indoor spaces for their inhabitants. To take the celebration even further, Tarkett has partnered with Breathe DC for its Breathe EASY Project to help establish healthy

home environments for families with asthmatic children. For every webinar attendee, Tarkett will donate 25 square feet of its asthma & allergy friendly® certified flooring to a Washington, D.C. area family in need, and AAFA will have it professionally installed.

“The U.S. Environmental Protection Agency (EPA) estimates Americans spend roughly 90 percent of their time indoors, where the concentration of some pollutants can be more than double what one would experience outdoors,” said Roxane Spears, vice president, sustainability, Tarkett North America. “National Indoor Air Quality Month is a great opportunity to take stock, as an industry, of the various ways our material choices can impact indoor air quality, and also to give back by supporting the Breathe EASY Project in helping families identify and remedy potential asthma and allergy triggers within their homes.”

The month’s programming with include:

CEU: Improving Indoor Air Quality in the Built Environment

Presented by Tarkett, this course will provide a general overview of how indoor air quality (IAQ) is defined and quantified today, and how poor IAQ can impact the health and safety of occupants. The course will also identify common contributors to poor IAQ and specifically look at how Total Volatile Organic Compounds (TVOCs) play an important part in understanding IAQ. As part of a strategy to improve IAQ, participants will be introduced to modern flooring systems that focus on reduced TVOCs, and the certification programs available to better evaluate and choose healthy, durable flooring products.

Organization credit:

AIA Learning Units: 1.00 LU/HSW

IDCEC Credit and Designation: 0.1 HSW

USGBC: 1 GBCI CE Hours

Date: Friday, October 2, and Wednesday, October 28

Time: Noon-1 p.m. EST

Panel Discussion: Why Indoor Air Quality Matters

Join industry experts from the Asthma and Allergy Foundation of America, TRANE and the National Center for



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Healthy Homes as they discuss the impacts of poor IAQ and how to address them as designers and property managers. Everything in the space plays a role, from material selections to energy systems, and we plan to cover it all.

Date: Wednesday, October 7

Time: Noon-1 p.m. EST

Panel Discussion: Healthy Materials for Indoor Environmental Quality

There's much more to material selections than their visual appearance. This panel discussion brings together experts from UL and Cradle to Cradle Products Innovation Institute to help attendees understand the impact their material choices have on the health of the indoor environments they create.

Date: Wednesday, October 14

Time: Noon-1 p.m. EST

Panel Discussion: Building a Better Future: Equity, Indoor Air Quality and Healthy Spaces

Everyone deserves the same access to good design and healthy materials, but that can be easier said than done. During this panel discussion, attendees will hear from senior designers at Smith Group and Gensler, as well as a representative from Design Museum, as they share inspirational projects and collaborative approaches to designing for diverse needs and populations.

Date: Wednesday, October 21

Time: Noon-1 p.m. EST

Special-T, LLC Launches Safe-T Workplace Products, a New Line of Solutions Designed to Provide New Levels of Safety and Security in a Post-Pandemic Environment

In response to the dramatic demand for a new, health-and-safety-based approach to office design and management, Special-T, LLC, has launched Safe-T Workplace Products, LLC, a new line of solutions that brings people working in commercial and institutional spaces a new level of safety and security.

The process of securing safe working, educational and hospitality environments involves three key components: aerosol blocking by extending panel heights and creating barriers with acrylic shields; facility entry/access control with temperature and symptom checking to protect employees and limit employer liability, and mouth level air filtration and purification - either seated or standing, with units integrated into furniture systems and stands.

The Safe-T Workplace Products offering will provide solutions for each one of these concerns and while each one provides some protection, when used in combination, they deliver the most sensible, visually secure and environmentally safe workspace available for those occupying those spaces while limiting liability.

Initial products in the line include an extensive array of specially designed screens, space dividers and workplace barriers that support social distancing efforts in the workplace. Also part of the line: a comprehensive digital health screening, management and compliance solution that prevents people with symptoms of the COVID-19

virus, flu and similar illnesses from entering a building and infecting others.

Other products currently under development include privacy pods, an innovative air filtration and purification system that can be directly integrated into furniture (Patent Pending) and more.

“As we navigate the current COVID-19 pandemic to make workplaces, institutions and schools safer for return, there’s a clear need to take the fear factor out of the return to these facilities for our people,” commented Special-T CEO Steve Rozeboom. “The initial products we are bringing to the market under the Safe-T Workplace Products brand represent a solid foundation to help meet that challenge successfully. More will be forthcoming shortly to provide a genuine one-stop resource for ensuring safe, healthy environments.”

For more information, visit the Special-T website (www.specialt.net) or contact Tatiana Rodoslavova, Vice President of Business Development (tatiana@specialt.net).

Knoll at Fulton Market Recognized for Design by Chicago-Based Organizations

- ▶ **The Space is the winner of the Interior Build Out Merit Award by the Chicago Building Congress and an Award of Merit by Engineering News-Record Midwest in the Interior/Tenant Improvement category.**

The Chicago Building Congress (CBC) recently announced Knoll as the winner of the Interior Build Out category in the 2020 Merit Awards for the Company’s work in the design of the Fulton Market Showroom in Chicago. Unlike past years, the ceremony



took place virtually, with introductory remarks by Rich Schuster, CBC President.

In a clip of an interview discussing the showroom, Jennifer Graham, Architecture & Design Manager, Knoll, commented on the inspiration for the space, “We really wanted to pioneer an effort in a neighborhood that exemplified Knoll’s design heritage, and that pioneered the grassroots grit and pioneering spirit that our founder, Florence Knoll, every single day when she was with us at Knoll.”

Accepting the award, Andrew Hoppe, Senior Vice President, Clune Construction, congratulated the contributors of the project, “Winning it is a testament to the hard work this team has put in. This space is truly unique and special, and it truly has a profound impact on the Fulton Market district. We’re honored that the CBC chose our project as the winner of our category and we thank you for the recognition.”

The Chicago Building Congress is Chicago’s only vertically-integrated trade association. Its members include real estate professionals, general contractors, subcontractors, engineering firms, architects, labor unions, government entities, material manufactur-

NEWS

ers and suppliers, and more. The Congress hosts multiple events each year that celebrate Chicago-based building endeavors.

What the Post-Coronavirus Workplace Might Look Like

What will the post-Covid workplace look like? Steelcase is one of the largest manufacturers of office furniture — desks, chairs, storage products and office pods — and they have a lot of ideas.

They are partnering with MIT to better understand how air circulates in an office environment.

“Well, we know that the six-foot rule is not as simple as that,” CEO Jim Keane said. “The science shows that particles travel through the air, depending on whether they’re larger particles or smaller particles, based on models that MIT has built. So, we’re using those models to test different kinds of furniture configurations to identify which furniture will best protect the workforce in the future.”

“In the very short run, offices need more separation between desks, and, in some cas-

es, screens or partitions in order to comply with science-based guidelines, for example, the 6-foot rule,” Keane said. “Our own analysis reveals that about 70% of desks in the United States may not be in compliance with that standard. And they’re often sitting on very expensive real estate. So there’s an opportunity to help retrofit and reconfigure these spaces so they don’t sit idle.”

They’ve developed screens that allow colleagues to work together without direct, face-to-face interaction. Other workstations have been reoriented to 90-degree angles. Height-adjustable desks and freestanding screens add extra protection.

Everything is mobile, from desks and screens to whiteboards and power, giving people more control over their work environment.

Even the workplace cafe is being rethought, by staggering tables and chairs and making liberal use of plants that allow employees to get together and work at a safe distance.

You’ll also see a lot more video technology to keep teams connected when they can’t be in the same space.

And, of course, sanitation stations and signage will be everywhere, constantly reminding people to wash their hands and keep their distance.

But how soon will employees return to the office? Kate Lister, president of Global Workplace Analytics, which helps employers create flexible workplace programs, said that while employers are continuing to push back the date for many employees to return, the data indicates many employees do want to return — but on their own terms.

“You are not going to be completely absent



from your colleagues,” she said. A survey done by her firm in conjunction with Iometrics found that only 6% do not want to work from home at all; 76% want to be in the office an average of 2.5 days a week. “Our forecast is that once the dust settles, 25%-30% of the workforce will continue to work from home at least one day a week, with the sweet spot being about 2.5 days.”

While many enjoy working from home, Lister said that feeling was not universal: “Some employees simply don’t want to work from home. Our survey found the youngest employees were having the hardest time. This is likely because they don’t have a dedicated space at home, and because they need the subtle coaching that happens when everyone’s in the office.”

What are the implications of this massive move toward flexible time in both the office and the home? “You have to actually size the office for the peak flow,” Keane said. “You have to think about, how many people are going to be in the office midweek? And that’s going to be what defines the size of real estate for offices in the future.”

Still, getting people back even half of the time may take a bit longer. Steelcase released earnings this week, and while they were above expectations, guidance was disappointing. Dave Sylvester, SVP and CFO, explained, “While we have seen some recent improvement in the rate of decline in our year-over-year order patterns in the Americas, day-to-day business and project pipelines remain depressed due to the ongoing economic uncertainty and the high number of customers deferring their return to the office.”

Steve Robinson, Knoll Government and GSA Leader, Dies at 66

Steve Robinson, 66, who led the Knoll Government and GSA sales team for several decades, died on September 30 of complications from cancer. Well known in the contract furniture industry as the government contracts expert, Steve provided guidance and advice to many over his long career.

“Without Steve, we are missing a strong

compass for the Knoll values of integrity and accountability, a powerful Knoll voice in Washington D.C. as well as a kind person who always had



a warm smile,” said Paige Roberts, Knoll Senior Vice President, Sales, Customer Service and Distribution.

Commenting on Robinson’s career, David Noel, President, MOI, a Washington D.C.-based Knoll Dealer, said, “Steve’s keen sense of the market — where opportunities were, how to engage a team to pursue the opportunity and hold a team accountable to the necessary action — was unmatched. He was the consummate professional and elevated everyone around him. Steve was uniquely qualified for the work he did and he excelled at it.”

“He always demonstrated a sense of humanity. Steve was a good listener and had a keen sense of humor. He was a born optimist. He will be missed by all us,” Roberts added. 

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BRIEFING

IIDA Appoints Monae Redmond as Director of Member Services

IIDA announces the appointment of Monae Redmond to the role of Director of Member Services. In her new role, Redmond will be responsible for leading membership growth and development strategies while also serving as the primary conduit to the Association's regional and chapter leaders. She is tasked with the creation and implementation of new initiatives that will foster successful member programming for regions and chapters, along with organizing and managing IIDA's annual conferences and the Association's annual grant program.



Redmond comes to IIDA with over a decade of experience serving the 15,000-member

community of the Chicago Association of REALTORS®, where she made it her mission to provide premier customer service to members, students, volunteers, and staff. She is a 2019 Association Forum and USAE Forty Under 40 award recipient, and also a part of the Association Forum Emerging Leaders Class of 2019. A licensed Illinois Managing Broker, Redmond has an MBA with a concentration in Real Estate and possesses extensive knowledge of the commercial real estate industry.

"I want all IIDA members to feel valued and be engaged and empowered by our mission to advance the profession of interior design," said Redmond. "I am excited to listen and learn from the members, making sure their voices are heard and ensuring we provide exclusive benefits, meaningful content, and significant business value and ultimately that all members feel satisfied and proud of their IIDA membership."

Further expanding the association's membership opportunities and programming, IIDA has promoted Ryan Ben, former Student Engagement and Advancement Manager, to Director of Association Experience. His new role will focus on overall engagement and the enrichment of the IIDA member experience, as well as the chapter, campus center, and committee leadership experience. Ben will



work alongside Redmond to establish meaningful connections, valuable benefits, programs, and experiences for all members.

“Monae is an exciting addition to the team at IIDA,” said IIDA Executive Vice President and CEO Cheryl S. Durst, Hon. FIIDA. “Combined with the creative work of the collective minds at the Association, we are proud to have a new dynamic membership team that is actively engaging, supporting, and advancing the total IIDA member experience. It’s an honor to welcome her and promote Ryan after nearly a decade of hard work on behalf of our student members.”

Redmond will join Ben at IIDA Headquarters in Chicago.

Artopex Adds Representative Groups

Artopex is pleased to announce that Oxford & Associates is now the new manufacturer's repre-

sentative for Colorado, Utah & Wyoming. Oxford & Associates bring 15 years of industry rep experience to Artopex with a strong focus on European and North American manufacturers bringing modern commercial furniture designs to the Rocky Mountain region.

Additionally, Artopex is pleased to announce that J Fyffe Company is now the new manufacturer's representative for North Texas, Oklahoma. This new partnership is part of their growth strategy in the United States.

“J Fyffe Company has over 50 years of contract furniture experience working with architects, dealers and designers. It is our ongoing goal to provide high-quality products and solutions, that’s why we join Artopex. Our team looks forward to working with you!”

Configura Virtual CET Experience Oct. 13-15

Configura, maker of CET Designer software, will host the 13th annual CET Experience as a virtual conference, Oct. 13-15.

“Our Configura community is stronger than ever and we can’t wait to bring our users, developers, partners and employees together through our Virtual CET Experience this fall,” Configura CEO Stefan Persson said. “While we wish we could learn and collaborate in person, we hope this virtual format will make it

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INDUSTRY BRIEFING

possible for those who haven't been able to attend CET Experience in the past to join us. We look forward to capturing the spirit of our amazing Configura community through our virtual conference and hope it inspires people to join us in person next year."

Formerly known as the CET Designer User and Developer Conference, CET Experience brings together hundreds of people from around the world who use, create and invest in CET Designer – including designers, dealers, developers, manufacturers, Configura employees and implementation partners.

This year's theme is "Making a Difference" and it will feature three half-day sessions from 11:30 a.m. to 5 p.m. EST. The conference will highlight ways people can make a difference through design and ways people can create something bigger than themselves. CET Experience will feature breakout sessions tailored for developers and designers. The conference will also highlight the CET Designer Awards.

Keynote speakers include Configura's Chief Evangelist and Co-Founder Johan Lyreborn and Interface's Vice President of Workplace Applications Chip DeGrace. Lyreborn will lead a conversation on how the Configura community has made a difference over the last 30 years. DeGrace will share how

sustainability and moral courage to do what is right are ultimately better for business, our industry and the planet we call home.

"Our users are change-agents and problem solvers at heart who strive to make our built environment a better, safer place. They make a difference in their communities every day and we're excited to highlight how our community uses CET Designer to drive change," Configura Vice President of Global Customer Experience Tracy Lanning said. "Attendees can expect our same edgy and energy-filled conference but in a virtual setting. We hope to bring the excitement of CET Experience to all of our attendees whether they are working from home or back in the office. We look forward to bringing everyone together in person next year."

Michael Ackelbein joins Fräsch as VP of Sales

Fräsch, an award-winning PET solutions provider to the A&D and acoustical space, is excited to welcome Michael Ackelbein in the newly created position of Vice President of Sales.

Michael Ackelbein, formerly VP of Global Sales at Company C, brings 20+ years of diversified executive leadership experience in sales, strategy and marketing within the contract, architectural products, and textile



industries. He joins the Fräsch team as a disciplined but never old-school sales leader excited about the opportunities within the brand and product lines. Michael is passionate about the interiors business and has the mentality of being a "forever-student". By building amazing relationships and leveraging long-standing connections, he intends to help grow the company the right way.

"We are excited to bring Michael's extensive background and knowledge of the design world to Fräsch," says Fräsch Co-Founder and EVP Slavi Younger. "His understanding of how to do more than 'just sell' by truly providing a state-of-the-art experience to the client is what really attracted us to Michael."

Fräsch is an innovative acoustical design company that designs and manufactures sustainable acoustical solutions that enhance the visual style of any

space. Solutions include acoustical baffles, lighting, wall treatments and accessories. Fräsch is a subsidiary of Catalyst Acoustics Group.

Catalyst Acoustics Group is the parent company of an elite group of acoustic, seismic, vibration and noise control companies that together offer the broadest portfolio of noise control solutions in the market today. The independent brands, channels to market, products and services offered by each business remain unique while leveraging the scale, deep functional expertise, broad channel reach and significant financial resources.

COE Distributing Named to Pittsburgh Business Times Fast 50 List Showcasing Companies with Rapid Three-Year Growth

The Pittsburgh Business Times has named COE Distributing, one of the nation's largest wholesale distributors of office furnishings, among the Pittsburgh region's 50 fastest-growing, privately held companies.

The 2020 Fast 50 were celebrated in a virtual event on Tuesday where it was revealed COE ranked 41 on the list.

To qualify for this award, companies were required to have at least \$2,000,000 in revenue in 2017. The Fast 50 are then ranked by the percentage of revenue growth during a three-year

period, 2017 and 2019 for this year's rankings. COE achieved an impressive 51% growth in sales in that time frame, joining a prestigious list of flourishing companies from diverse industries, including health care, logistics, home building and legal services.

"Our team is thrilled to be recognized for our progress over the past three years and to be ranked among some of the most successful organizations in western Pennsylvania," said CEO and President of COE Distributing, J.D. Ewing. "Our ability to grow even when market dynamics are tough is a testament to the dedication and drive of our incredible team."

COE has been recognized among Pittsburgh's fastest-growing companies by the Business Times since 2013. The Fast 50 honor is the latest in a string of achievements for COE. In the past month, the company has been named a Pittsburgh Top Workplace by the Pittsburgh Post-Gazette and included on the Inc. 5000 list of the fastest-growing companies in America.

BuzziSpace Launches a New Acoustic Lounge Chair

The BuzziDee pouf is engineered to absorb sound, while providing effortless convenience and versatility with its unique, customizable design. Featuring rounded corners on



top and below, BuzziDee's curvature adds structural integrity for maximum comfort; meanwhile, its firm yet lightweight body makes it easy to re-arrange in contract spaces.

The pouf comes in three different configurations: Solo, Solo Large, and Trio for individual or socially distanced seating. In addition to a colorful range of fabric upholstery options to select from, users can also choose between a Flat and 3D Rib finish for added visual interest. 

PRODUCTS

DARRAN Releases Honey

A new collection that uses a 120° design to address varied work styles, privacy and well-being.

DARRAN Furniture

and designers Mark Müller and Christopher Wright are rethinking the open office with their new collection, Honey.

Honey workspace furniture addresses individual users' needs, their varied work styles, privacy, and well-being. The space-efficient 120° planning grid creates a flowing geometry that meanders through a room with endless possibilities for configuring the workspace. Honey's form is soft and rounded with curved compound surfaces. The panel height of 55" gives the right amount of visual and sound privacy without overwhelming the space.



PRODUCTS



Honey offers open and closed collaborative zones, meeting spaces, lounge, or desking in sitting, standing, or height-adjustable adapting to the way you work. The entire system is elevated, providing improved air quality and natural heat dissipation from both people and equipment. It is universally height adjustable to allow individuals to work at any level they choose; as worksurfaces are adjusted upward, an inte-

grated desktop screen maintains that physical break between people. Honey creates a sense of protected enclosure or safe-haven with more seated privacy.

“Knowing that you have a safe and productive space to occupy, which is both inspiring and functional, provides people with certainty in their workspace. When people are comfortable, they will thrive in a work environment.” – Mark Müller.



PRODUCTS



The scale is generous, allowing up to 2 – 27” monitors on a standard worktop. Power and data are integrated directly into Honey, allowing each user direct access to 4 power outlets and one telecom plate. Designers do not have to worry about powering equipment or getting connectivity to the right places; Honey does this with ease. Honey provides a complete solution for contemporary workstyles in a single system.

“There is an affinity for biophilia interiors and furnishings that reflect nature through form, materiality, texture, and color. Re-

search shows that surrounding ones-self with a design that is inspired by nature inspires us all, and I believe Honey delivers on all counts.” – Christopher Wright.

Müller and Wright have known one another for years and have always appreciated and admired each other’s work. Together their collaboration has brought a complementary and multi-disciplinary approach, conveying a wealth of design experience in furniture and furnishing corporate office interiors.





PRODUCTS

X-Chair Launches X-HMT: World's First Heat and Massage Office Chair



X-Chair announced the launch of the X-HMT Heat and Massage Chair, the latest addition to the company's repertoire of luxury work chairs boasting the industry's best lumbar support and proprietary comfort technology. Available today for online purchase, shipping out mid-November, the X-HMT Heat and Massage Chair by X-Chair starts at \$899 and revolutionizes work seating by providing the world's first office chair with both heat and massage technology targeted at the body's core.

The one-of-a-kind X-HMT exerts a constant or variable massage cycle with two levels of intensity, for a total of four massage program combinations. Coupled with fast-warming low back heating capabilities, X-HMT users enjoy several direct health benefits such as increased blood flow, reduced stress and anxiety, heightened productivity and boosted energy. And, X-HMT chairs are flexible and versatile, able to be run on battery power or while plugged into a laptop or a wall outlet.

Creating a customized look for any workspace, the X-HMT Heat and Massage Chair is offered in multiple color and model combinations. Combinations include the X2 with ultra-comfortable K-Sport Advanced Performance Material; X3 with sophisticated Advanced Tensile Recovery (ATR)

fabric that is water, spill and stain resistant, as well as a high resiliency molded foam seat; and X4 Executive featuring supple premium leather or Brisa.

"The X-Chair team feels enormous pride being able to provide a quality product that can truly make a difference in people's day-to-day life," said Tony Mazlish, X-Chair Founder and CEO, "whether working from home, at the office or just watching TV, the X-HMT Heat and Massage Chair is built to satisfy the needs of the end user – a riff in the office chair industry, as traditionally, work chairs have been designed to meet the needs of companies, as opposed to consumers."

In addition to the heat and massage capabilities, the X-HMT boasts X-Chair's key ergonomic features, which not only differentiate X-Chair from the competition, but provide vast, overall health benefits. These comfort and design elements include 10 ergonomic adjustments, the proprietary Dynamic Variable Lumbar (DVL) Support, SciFloat Infinite Recline and Flex Mesh technology. Each feature works simultaneously to create unprecedented adjustability, ensuring every user of X-Chair's X-HMT Heat and Massage Chair is able to enjoy an ergonomic seat customized to their specific needs. 



PRODUCTS

Introducing EMU Rio R50 Series from Coalesse

In celebration of its 50th anniversary, EMU's most iconic chair, Rio, has been reimagined by Anton Cristell and Emanuel Gargano.

An update to the original 1970s design, the new Rio R50 series is now available exclusively from Coalesse in the Americas.

Outdoor settings are prime destinations where we can connect, collaborate and rejuvenate. Working outside can enrich wellbeing as well as increase creativity and productivity. And in today's workplace, research is showing that being outdoors with access to fresh air is not just good for our state of mind but may be inherently safer than indoor environments due to air flow.



PRODUCTS



EMU Rio R50 offers both comfort and durability, as an affordable yet enduring solution through Coalesse. The series includes a rocking chair - which brings the universally

positive associations of relaxation and comfort, as well as the surprising social benefit of putting people at ease at work.



PRODUCTS



Solid yet light, slim yet sturdy, the classic mesh and rod design features a unique folding gesture with a deeply drawn seat for modern comfort. Rio R50's frame is constructed from high quality steel designed to withstand outdoor elements and resistant to weight. Nylon feet supports make it easy

to move and protect the product and surface below. The collection features styles including a chair, armchair, lounge chair, rocker, stool and coffee table all available in 11 color options of outdoor grade powder coat paint finishes. 



MARKETPLACE

To place a Marketplace Ad simply go to: <http://www.mmqb.com> and click on "Place a Job Ad" or "Place a Classified Ad." Questions? Call us at 888-259-0213. Ads close Saturday at 9:00 pm for next Monday's edition.

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EVERY building needs wayfinding signage and this product category is a natural extension of contract furniture. 2/90 has a strong national presence in

both commercial and Federal Government markets. Our products are suitable for a broad range of clients, with our key verticals being healthcare, higher education, and corporate environments.

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- The ideal candidate will have:
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