

CITED:
"THE ANSWER IS ALWAYS NO
IF YOU DON'T ASK."
—MADELINE DUVA

20th Century Top 100: a Book Review

"100 Buildings 1900-2000", produced by The Now Institute, presents 100 built projects essential to a young architect's education, according to a sampling of the world's most respected architects, including Tadao Ando, Steven Holl, Richard Meier, Cesar Pelli, Zaha Hadid, Sir Richard Rogers, Moshe Safdie, Robert A.M. Stern, Robert Venturi + Denise Scott Brown, Tod Williams + Billie Tsien and Thom Mayne. officeinsight contributor John Morris Dixon provides a review of the book – but go get yourself a copy!

FULL STORY ON PAGE 3...



Taking it to the Streets in L.A.

Recently the **IIDA SoCal**, Los Angeles City Center chapter, hosted its inaugural **Designwalk L.A.**, an event conceived to allow industry peers to reconnect and stay updated on the newest industry products and innovations. Since WestWeek has long since faded as a relevant contract market event, there hasn't really been an opportunity for the L.A. commercial design community to have a NeoCon-like experience and see the industry's newest offerings. Officeinsight L.A. correspondent Harriet Morgan chronicles the night, which showed off downtown L.A.'s re-emergence as Southern California's center for commerce *AND* design.

FULL STORY ON PAGE 8...



The Beat: 3 Groups You Need to Know

People with new ideas in architecture and design circles can and do actually bring them to fruition, and the architecture and design fields have a way of nurturing those ideas through the depth and intricacies of the relationships said fields are built on. This week we present three entities do just that – pushing the boundaries of what's possible in design and the built environment: **100 Resilient Cities**, **Hip Hop Architecture Camp** and **Bionic**. They're doing so by finding a clever target space in which to work – in urban resilience, diversity through music + architecture, and startup mentality.

FULL STORY ON PAGE 16...



The Hip Hop Architecture
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20th Century Top 100: a Book Review

by John Morris Dixon

100 Buildings 1900-2000, produced by The Now Institute, Rizzoli International Publications, New York, 2017

We've just been through the Winter Olympics and the season of entertainment awards that culminated with the Oscars. And the parade of annual awards for design of all kinds is already underway. This book takes a longer view, rounding up the best buildings of an entire century and ranking them from 1 to 100. It's presented in an admirably concise 4" x 10" format, with a two-page spread for each project that includes one well-chosen black-and-white photo, an informative text of about 100 words, and a few line drawings that concisely explain a lot.

The Process

Why and how has the sponsoring Now Institute come up with a credible best-of-a-century roster? In his foreword to the book, the Pritzker Prize-winning Los Angeles architect Thom Mayne (a co-founder and director on the Institute) cites "a declining awareness of historical precedent among my students" and the desire to help fill that gap with this "reference source." In a collaboration between the Institute and his own staff, a procedure was pursued that is systematic, yet not quite scientific.

The selections for the book were made by reaching out to a sampling of the world's most respected architects, asking them to list "the 100 built projects essential to a young architect's education." Of those contacted, 58 met the request. The list includes such luminaries as Tadao Ando, Steven Holl, Richard Meier, Cesar Pelli, Zaha Hadid, Sir Richard Rogers, Moshe Safdie, Robert A.M. Stern, Robert Venturi + Denise Scott Brown, Tod Williams + Billie Tsien, and (of course) Thom Mayne. While the choice of those participating was subjective, their judgment is probably quite representative of today's design practitioners – at least the senior ones.

The (unranked) lists submitted by all the responders are duly printed at the end of the book, so you can find out what each of them considered "essential", if you're up for reading some 5,800 entries. What the book compilers did was to enter the responses into a matrix and count how many times each building was listed. *Et voila*, the top hundred listed in order. And if you just want to know who voted for each of those, there's a fold-out dot matrix sheet documenting that.



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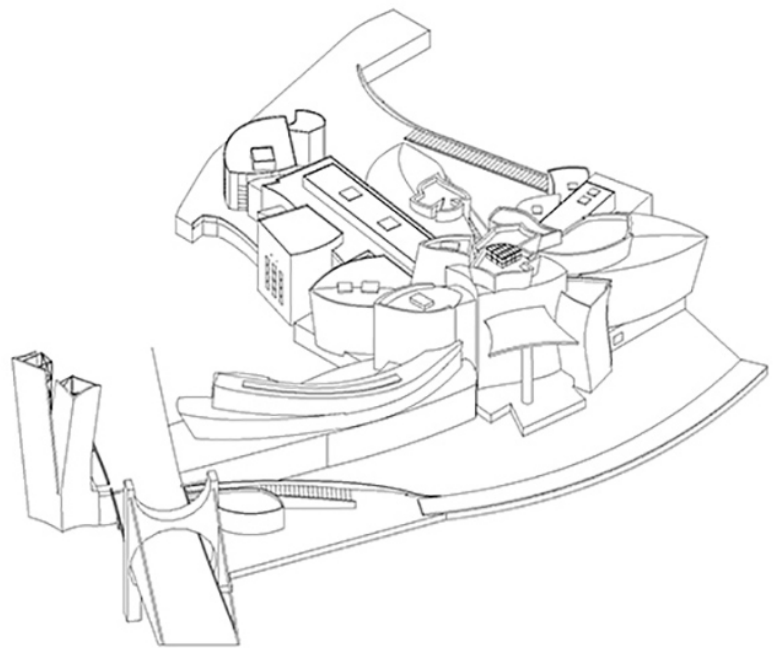
The Outcome

Given the time frame and make-up of the respondents, it's not surprising that the early 20th Century Modern masters are strongly represented. Buildings by the Swiss-French LeCorbusier rank #1 and #2 – his 1931 Villa Savoye and his 1955 chapel at Ronchamp – and six more of his works made the top 100: his 1960 La Tourette monastery near Lyon (#9), his 1952 Unité d'Habitation apartment block in Marseille (#20), his 1954 Mill Owners' Association in Ahmedabad (#76), his 1967 Centre Le Corbusier in Zurich (#96), and his one building in the U.S., the 1962 Carpenter Center at Harvard (#92).

Following closely, with six works in the book, is Ludwig Mies van der Rohe, whose German Pavilion for the Barcelona Fair of 1929 is #3, ac-

companied by the 1951 Farnsworth House in Plano, Illinois (#6), the 1958 Seagram Building in New York (#15), Crown Hall, 1956, at IIT in Chicago (#50), the 1930 Tugendhat House in Brno, Czech Republic (#53), and the 1968 New National Gallery in Berlin (#71).

Then, of course, there is the all-American Frank Lloyd Wright, with five entries, starting with #5, the complex of buildings he designed from 1936 to 1951 for the S.C. Johnson Company in Racine, Wisconsin. His other chosen works include the 1937 Fallingwater house in Pennsylvania (#13), the 1959



Guggenheim Museum, Bilbao, 1991-1997, Frank Gehry, architect, #12. Drawing: The Now Institute.



Fallingwater, Edgar J. Kaufman House, 1934-1937, Frank Lloyd Wright, architect, #13. Photo: Jack E. Boucher/Courtesy Library of Congress Prints and Photographs Division HABS PA-OHPY.V, 1-3.



Jewish Museum Berlin, 1989-1999, Daniel Libeskind, architect, #68. Photo: © Guenter Schneider.

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Guggenheim Museum in New York (#16), the 1910 Robie House in Chicago (#31) and the 1906 Larkin Company office building in Buffalo (#80), the only one of the 100 no longer standing.

Other architects represented by more than one work include another American, Louis Kahn, with his 1965 Salk Labs in La Jolla (#7), 1972 Kimbell Museum in Fort Worth (#22), 1971 Philips Exeter Library in New Hampshire (#29), and 1962-1983 National Assembly Building in Dhaka, Bangladesh (#59).

The Finnish Alvar Aalto is included for his 1948 Baker House dormitory at MIT (#54) and two of his widely admired works in Finland.

The book's two works by the late-in-the-century design star Frank Gehry are his own 1979 house in Santa Monica (#48) and his much praised 1997 Guggenheim Museum in Bilbao (#12).



Yokohama International Passenger Terminal, 1995-2002, Foreign Office Architects, #100. Photo: Satoru Mishima, courtesy FMA.



Rooftop Remodeling, Falkestrasse, Vienna, 1983-1988, Coop Himmelblau, architects, #79. Photo © Duccio Malagamba.

The 20th Century progress of women in architecture can be measured by the three buildings out of 100 credited primarily to them: Zaha Hadid's 1993 Vitra Fire Station in Germany (#99) and two buildings by the Brazilian Lina Bo Bardi: the 1957-68 Museu de Arte (#57) and the 1977-86 SESC Pompeia (#95), both in São Paulo. Bardi's work has only recently been accorded well-deserved recognition, and Hadid did her more significant works after the cut-off year 2000.

The selecting experts clearly had little enthusiasm for the Postmodern work so prominent late in the century. Only one work in the book illustrates the mix of Modernism with historical and vernacular references that characterized PoMo (see [review of Post-modern Design Complete](#), by Judith Gura, in the 2/26 *officeinsight*). That is Robert Venturi and Denise Scott Brown's 1964 Vanna Venturi house in the suburbs of Philadelphia (#51). Widely praised buildings by leaders of Postmodernism such as Charles Moore and Michael Graves do not appear.

There is, notably, no recognition among the 100 buildings of any in the historical styles that prevailed in the early years of the century. Participant Robert A.M. Stern, for one, included among his own 100 such eclectic landmarks as: New York's Grand Central Terminal; Washington's Union Station, Lincoln Memorial, and National Gallery; Chicago's Tribune Tower; and the Pasadena City Hall.

The choosers were much more enthusiastic about works from the dawn of the Modern Movement. The anointed 100 includes 10 from the transitional period early in the century, among them Henrik Berlage's 1903 Amsterdam Stock Exchange (#87), Greene & Greene's 1909 Gamble House in Pasadena (#88), Charles Rennie Mackintosh's 1909 Glasgow School of Art (#36), Otto Wagner's 1912 Postal Savings Bank in Vienna

(#25), and Antoni Gaudi's 1912 Casa Mila in Barcelona (#63).

Geographical Distribution

All told, 32 of the chosen 100 are in the United States, almost all of them concentrated in Southern California, the Chicago area, and the Northeast. There is one work each from Canada and Mexico, three from South America. A total of 53 are located in 15 European countries (27 of those in Germany, France, and Italy), only nine in all of Asia (a serious under-representation), and one in Australia – Jorn

Utzon's truly iconic 1957-73 Sydney Opera House (#27). There are none at all in the Middle East (though I could nominate a few) or in Africa.

Despite the fine works not included, the book is an information-packed – even entertaining – hit parade of a productive century's architecture. On these pages, I've identified only 34 of the 100 entries (though it may have seemed like more!). To access pertinent information on those and 66 other fascinating works deemed "essential" to our education, you may want to get the book. ■



Sendai Mediatheque, Sendai, Japan, 1995-2000, Toyo Ito & Associates, architects, #41.
Photo: Miyagi Prefecture Sightseeing Section.

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The showroom guide for Designwalk LA 2018. Photography courtesy of IIDA and participants in the event.

Taking it to the Streets in L.A.

by Harriet Morgan

Recently the **IIDA SoCal**, Los Angeles City Center chapter, held what it hopes will be the inaugural **Designwalk L.A.** It was conceived as an event to allow industry peers to reconnect and stay updated on the newest industry products and innovations. Since WestWeek has long since faded as a relevant contract market event, there hasn't really been an opportunity for the L.A. commercial design community to have a NeoCon-like experience and see the industry's newest offerings.

Once upon a time many of the contract manufacturers were located either in the Pacific Design Center itself or nearby in the West Hollywood district. But in the late 80s and early 90s they began relocating their showrooms all across town to follow their clients to emerging creative, high-tech and entertainment neighborhoods.

Given L.A.'s notorious traffic congestion, this has meant the prospect of visiting multiple showrooms and venues in a

single evening just hasn't been an option. And visiting them on foot was most definitely out of the question.

DesignWalk L.A. 2018 began with a launch party at Gensler's spectacular atrium space after which the crowd followed a well-planned walking circuit from showroom to showroom.

The tour ended with a rocking wrap party in the showroom of Haworth dealer, IOS. And there was plenty of inspiration in between at every host showroom or design office tour stop. The event was a well-planned, well-attended and welcome gift to the design community that would not have been possible a few short years ago.

The indisputable evidence that downtown Los Angeles has re-emerged as Southern California's center for commerce *AND* design is reason to celebrate. Over the past 10 years, the trend of moving to the up-and-coming zip codes is slowly reversing itself with major design firms like Gensler, DLR

events

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Group, HDR, CallisonRTKL and Smith GroupJJR committing to a downtown presence and joining the other Top 100s that were located there all along. Branch offices have proliferated as well, with national and local powerhouses like Wolcott, Ware Malcomb, Carrier Johnson & Culture and The Switzer Group moving to the center.

The trend back to downtown is not limited to A&D firms. Manufacturers are opting to set up shop in the city center too, with Steelcase, OFS, Haworth, Teknion, Knoll and most recently Shaw Contract now having showrooms in downtown. And the trend is gaining momentum as dealers and rep groups move into an area that has suddenly become walkable –



IIDA SoCal, City Center co-director Jason Shepley of Herman Miller, signing-in participants.



Design Walk launches in the Gensler atrium

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although as a post-event note, I don't recommend it in high heels.

Industry-wide events like Designwalk L.A. don't just happen. A lot of volunteer hours by IIDA members went into making it a success. But as with most good things that do happen, there is a driving force behind the scenes. In this case, co-chair **Monica DuPrey** gets a ton of credit. A New Yorker who moved to L.A. in 2010 to join the downtown **IA Interior Architects** office, she has a background in FF&E and a history of close collaboration with architects, developers, facilities groups and contractors in the Big Apple. But in L.A. she found herself asking, "Where's the design community here?" What she felt lacking was the experience of

seeing product in context and the way the designer and manufacturer communities connect. She missed the kind of exposure going to NeoCon or First Look or even easy access to a showroom provides.

Ms. DuPrey's response was to organize her own color-themed post Neo-

Con event in the IA office; eventually opening it up to other downtown firms. A second event on Valentine's Day was dubbed the "Red Party", where materials and finish manufacturers were invited to display new products, creatively incorporating red or pink. The goal, as with the DesignWalk, was

events



Key members of the event committee, Monica DuPrey of IA and Sheila Shenasi of Rorden Associates



(L.to R) IIDA SoCal City Centers VP, Hana Dorani of Knoll, event chair, Monica DuPrey of IA Interior Architects, Mark Bryant, Director of Design at IA, and IIDA Past President, Carlos Posada of Gensler in the award winning light transformed IA office.



Teknion welcomes Perkins+Will designers Nina Lahham, Lorraine Polanski, Joanne Costello, Mark Tagawa and Angena Chang

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to craft product, ideas and design into an experience that left attendees walking away inspired and wanting more.

As the popularity of these events outgrew IA's space and party planning capabilities, Ms. DuPrey took her vision to **Ali Dahl** and **Jason Shepley** at IIDA, and the process of planning for what will now be an annual IIDA event followed. This year there were 14 locations in the design tour. Each stop presented products in a theme the planning group decided in collaboration with their co-hosts, making this trade show experience truly special.



With the great Mies looking on, guest artists hand-paint Knoll Washington Skin Chairs.



The walking part of Designwalk LA continued into the evening.



Wirt Design's Chinese New Year themed office hosted multiple vendors including Momentum Textiles, Crossville, Masland, Parallel Group and Strategic Furniture.



The Kimball Showroom featured a live jazz trio.



Vannie Nguyen of Wolcott Architecture, Cameron Grimsley of Bentley Mills LA and Holly Rau of Kimball.

events

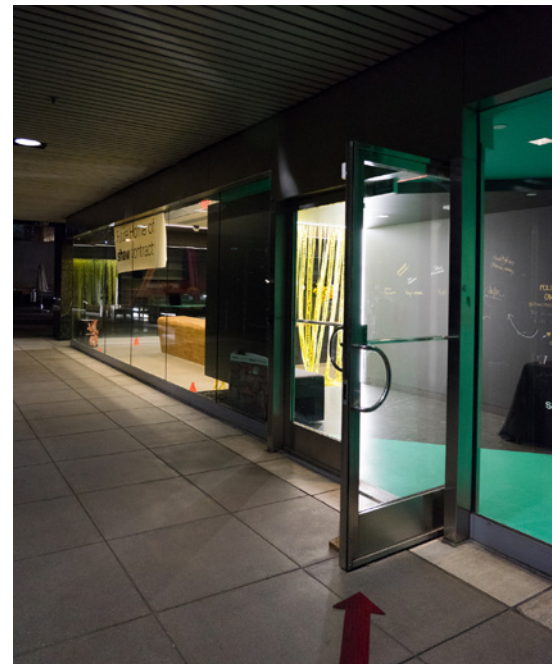
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More interactivity at Knoll – oversized beer pong on the Rockwell Unscripted Table



Final stop is Haworth dealer, Interior Office Solutions (IOS).



Shaw Contract opens its doors for a sneak peek of it's new downtown space.

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At the wrap party, IA Interior Architects Lighting Design Studio was awarded "Best Experience of the Evening." While each stop played an important part, IA went above and beyond by transforming its entire space with lighting seamlessly integrated into each installation, creating

ambiance and flow throughout – and with product information creatively shared.

Knoll's brand new showroom was a favorite, featuring a live chair-painting demonstration by local artists and the opportunity to interact with Knoll products in unexpected ways.

Southern California is a hotbed of innovation in many fields and the first ever IIDA DesignWalk L.A. 2018 is evidence of the creativity of our commercial design community and that downtown L.A. is once again a happening place to be. ■



Reid Peppard of IOS and Sean Kim of Lionakis.

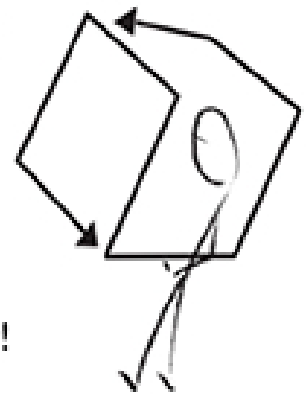


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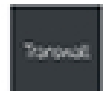
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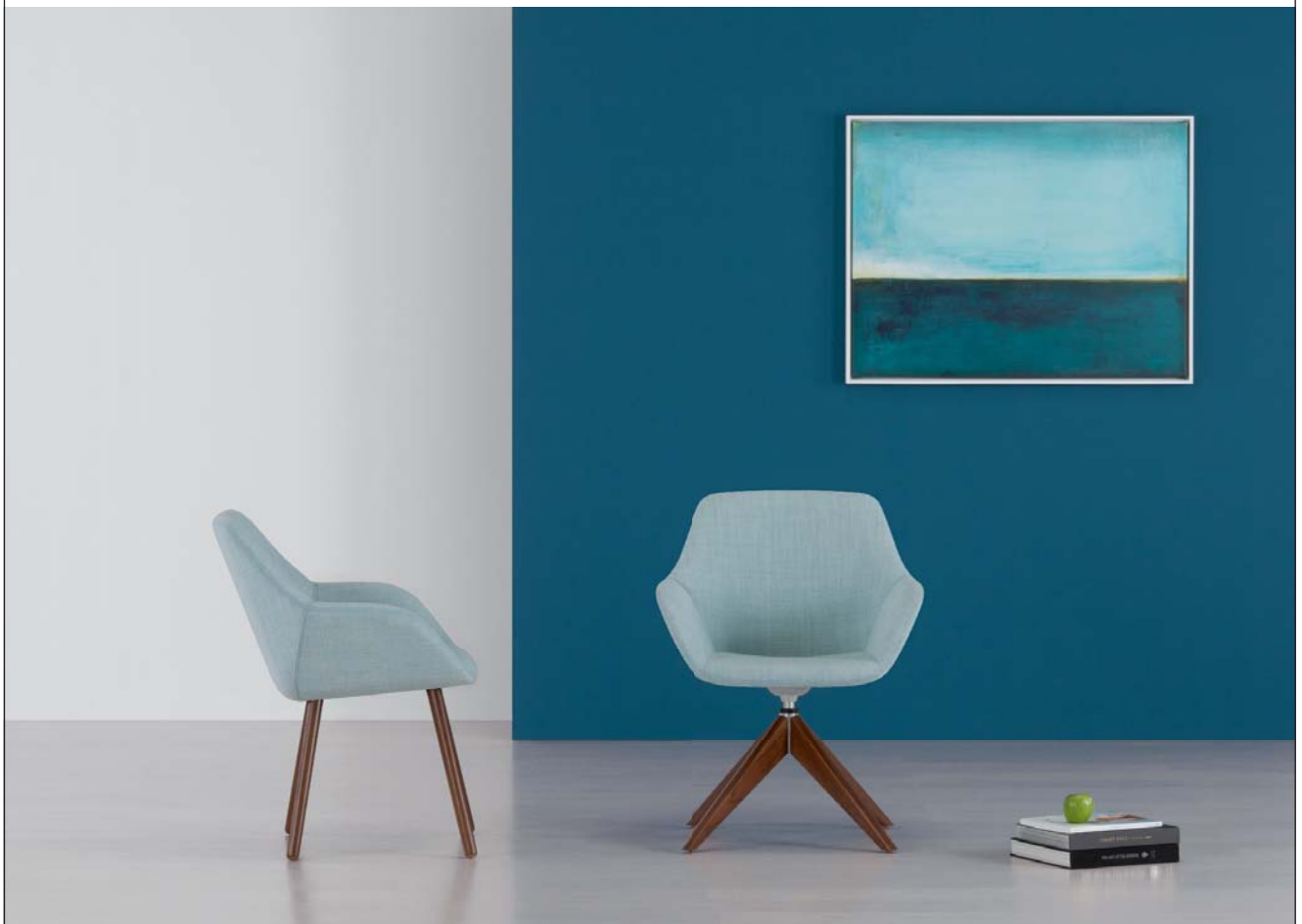


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The Beat: 3 Groups You Need to Know

by Mallory Jindra

One of the finest qualities the architecture and design community has is its affinity for pushing the boundaries of what's possible. It's a natural part of the identity of design, in any form. People with new ideas can and do actually bring them to fruition, and the architecture and design fields have a way of nurturing those ideas through the depth and intricacies of the relationships said fields are built on.

It's in this spirit that we call attention to a few groups doing just that – pushing the boundaries of what's possible in design and the built environment. They're doing so by finding a clever target space in which to work – in urban resilience, diversity through music + architecture, and startup mentality.

100 Resilient Cities

Created and financially supported by the Rockefeller Foundation, 100 Resilient Cities helps cities around the world “become more resilient to the physical, social, and economic [challenges](#) that are a growing part of the 21st century.”

100 Resilient Cities is part of a global urban resilience movement, founded on helping make cities stronger and improving their quality of life. It began in 2013 with 32 cities, and announces newly selected cities each year. The 100RC website provides a fascinating snapshot of the issues each of its cities is grappling with – check it out [here](#).

“100RC supports the adoption and incorporation of a view of resilience

that includes not just the shocks – earthquakes, fires, floods, etc. – but also the stresses that weaken the fabric of a city on a day to day or cyclical basis.

“Examples of these stresses include high unemployment; an overtaxed or inefficient public transportation system; endemic violence; or chronic food and water shortages. By addressing both the shocks and the stresses, a city becomes more able to respond to adverse events, and is overall better able to deliver basic functions in both good times and bad, to all populations.”

Cities in the 100 Resilient Cities network have access to helpful resources in four key pathways:

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100 RESILIENT CITIES

1. CHIEF
RESILIENCE
OFFICER

2. CREATING
A RESILIENCE
STRATEGY

3. ACCESS TO
PLATFORM OF
PARTNERS

4. ACCESS TO
NETWORK

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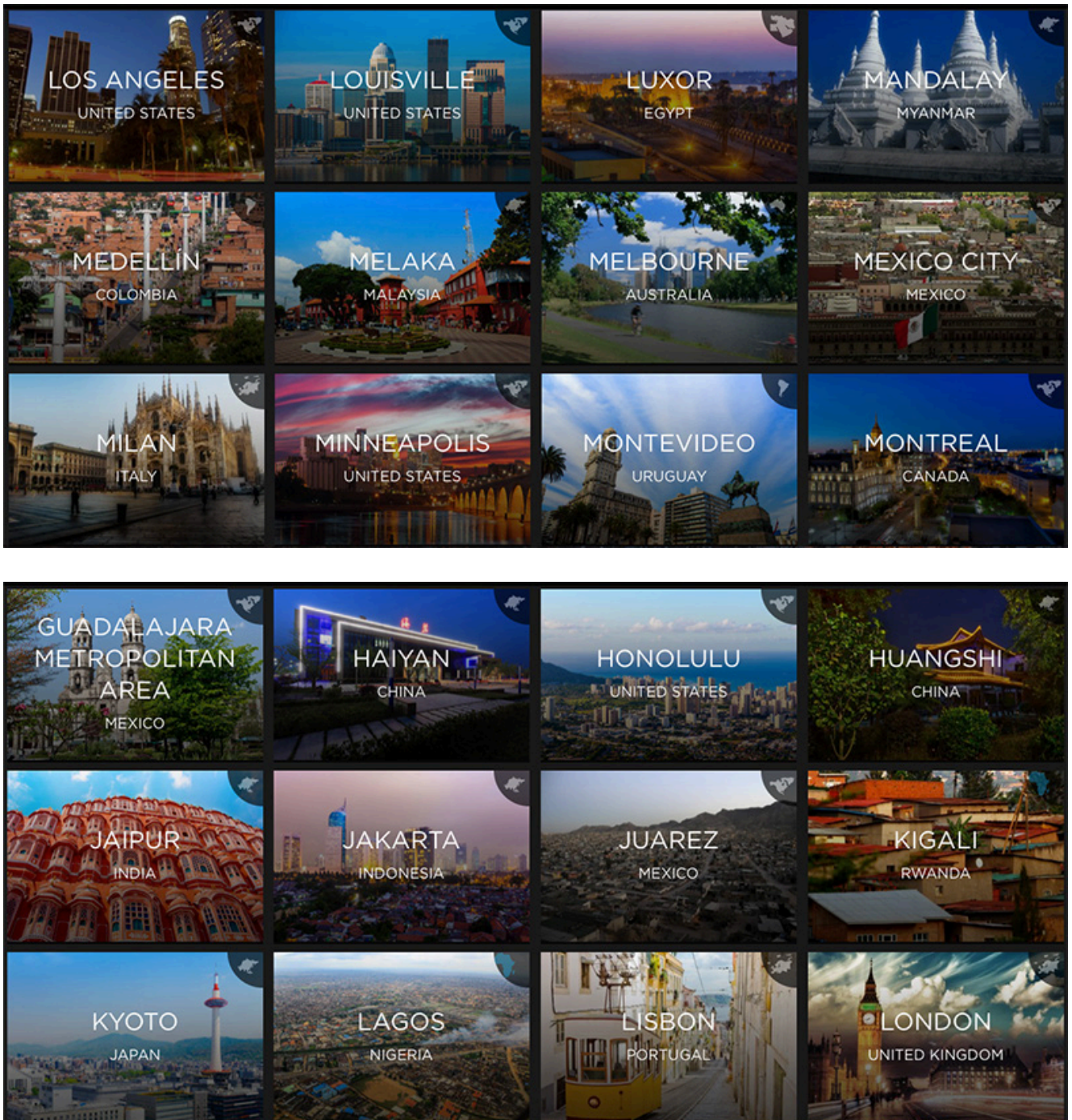
1. Financial and logistical guidance for establishing an innovative new position in city government, a [Chief Resilience Officer](#), who will lead the city's resilience efforts

2. Expert support for development of a robust [Resilience Strategy](#)

3. Access to solutions, service providers, and [partners from the private, public and NGO sectors](#) who can help

them develop and implement their Resilience Strategies

4. Membership of a global [network of member cities](#) who can learn from and help each other.



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A winning design from the [Urban SOS: hOUR City 2017 competition](#), which asked students to propose new solutions to tackle housing, transportation, or economic development challenges and to reimagine what a future “hour city” boundary can be. The competition is hosted by AECOM and Van Alen Institute, with 100 Resilient Cities.

The Hip Hop Architecture Camp™



Michael Ford, architectural designer and co-founder of the Hip Hop Architecture Camp

Hip Hop Architecture

If you haven't at least heard of The Hip Hop Architecture Camp™, now you know. It's a one-week intensive experience “designed to introduce under represented youth to architecture, urban planning, creative place making and economic development through the lens of hip hop culture.” The camp's mission is to increase the number of minorities in architecture and urban planning, and it's garnered much attention in its short existence.

Hip Hop Architecture got its legs from Michael Ford, an architectural designer from Detroit who wrote his graduate thesis at University of Detroit Mercy on “Hip Hop Inspired Architecture and Design.” Ford is currently an instructor in the architecture program at Madison College, and he's also the co-founder of [The Urban Arts Collective](#), through which he conducts the Hip Hop Architecture Camp.

The camp's framework is simple and effective, centered around “4C's” – creativity, at collaboration, communication and critical thinking. Students pair with architects, urban planners, designers, community activists and hip hop artists to create their own vision for their community, using physical and digital models accompanied by a

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Hip Hop Architecture track and music video summarizing their design. To get a sense of what that means, check out the songs [here](#).

The Hip Hop Architecture Camp is open to middle school and high school students, but space is limited. Its 2018 roster of cities includes:

Tempe, Arizona
Sarasota, Florida
Evansville, Indiana
Prince George's County, Maryland
Boston, Massachusetts
Detroit, Michigan
St. Louis, Missouri
The Bronx, New York
Toledo, Ohio
Cleveland, Ohio
Portland, Oregon
Lake City, South Carolina
Madison, Wisconsin
Milwaukee, Wisconsin

Bionic

By installing a startup ecosystem, Bionic is giving large companies everything they can't quite do anymore, back to them.

"We are radical outsiders enabling the world's largest companies to grow at the speed of startups... We believe enterprises can grow like startups again – that's where they began. Venture capitalism and entrepreneurship are the new forms of growth management."

It's a cool concept, and one that's working. The company breaks down its services as such:

>Install. "We pair companies with our entrepreneurs-in-residence, who introduce the methods, tools, and technologies of lean entrepreneurship."

>Scale. "We install a governance structure for senior leadership called a Growth Board, which enables executives to manage a portfolio of early stage startups like a venture capitalist would."

>Transform. "The Growth Board moves executives from operator mode to creator mode, which is critical for lean to scale inside an enterprise.

Together this integrated operating system creates a permanent, always-on capability for growth."

To learn more, check out Bionic co-founder David Kidder's book ["The Startup Playbook"](#) as well as Steelcase's [Q&A with Kidder](#). ■

bionic

"Kidder's Startup Playbook is a one-inch punch of the startup experience—a raw insider's guide to the real playbooks behind some of tech's greatest successes and comebacks. It's an urgent and prescient read."
—Marc Andreessen, cofounder and general partner, Andreessen Horowitz

THE STARTUP PLAYBOOK

Secrets of the Fastest-Growing Startups
from Their Founding Entrepreneurs

David S. Kidder

New York Times Bestselling Author

Foreword by LinkedIn founder
Reid Hoffman

"The Startup Playbook", written by Bionic co-founder David Kidder

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RESEARCH-DESIGN CONNECTION**When Buildings Talk to Users...**

by Sally Augustin, Ph.D.

Khashe and team investigated what building systems speaking to users should sound like. They found when they “investigated the effectiveness of different delivery styles (i.e., avatar, voice, and text), as well as the impact of communicator’s persona (i.e., building facility manager and building itself) and gender (i.e., male and



female) on occupants’ compliance with pro-environmental requests...that avatar is more effective than voice and voice is more effective than text on promoting compliance with persuasive pro-environmental requests... results showed greater compliance with requests made by the persona of a building facility manager than the persona of the building itself...participants were more likely to comply with the female communicator than the male communicator.” ■

Saba Khashe, Gale Lucas, Burcin Becerik-Gerber, and Jonathan Gratch. 2017. “Buildings With Persona: Towards Effective Building-Occupant Communication,” *Computers in Human Behavior*, vol. 75, pp. 607-618.

Sally Augustin, PhD, a cognitive scientist, is the editor of *Research Design*

Connections (www.researchdesignconnections.com), a monthly subscription newsletter and free daily blog, where recent and classic research in the social, design, and physical sciences that can inform designers’ work are presented in straightforward language. Readers learn about the latest research findings immediately, before they’re available elsewhere. Sally, who is a Fellow of the American Psychological Association, is also the author of *Place Advantage: Applied Psychology for Interior Architecture* (Wiley, 2009) and, with Cindy Coleman, *The Designer’s Guide to Doing Research: Applying Knowledge to Inform Design* (Wiley, 2012). She is a principal at *Design With Science* (www.designwithscience.com) and can be reached at sallyaugustin@designwithscience.com.

SUDOKU

Fill in the empty cells so that every row, column and cube contains a digit from 1-9, without duplication. (Level: Medium)

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PRODUCT INTROS

>Camira introduced fresh new colors in its bestselling Blazer family of pure wool textile, as well as expanded colorway options for both Gravity and Manhattan, a pair of polyester fabrics. In addition, Camira is launching a dramatic new version of its popular Synergy wool-blend textile, christened **Synergy Quilt**, which debuts with a trio of quilted patterns available. -Blazer now boasts a palette of 50 colors, with 14 new shades. Options range from bold, fun, and vibrant colors that pop to warmer neutrals for more subtle settings. Gravity has 19 new colorways, from neutrals with subdued tonal accents to the bright and the bold. Dobby-woven and piece-dyed, Gravity is a closed-looped up cycled polyester utilizing Camira's own waste. Manhattan, made from 100% post-industrial recycled polyester and featuring a built-in stretch that makes upholstery a snap, now with six playful and bright new colors rendered with a modernist geometric texture. -Synergy Quilt, an inventive and high-impact twist



Concertex: Wavelength

on Camira's soft wool-blend fabric family, is launching with three quilted patterns — Channel, Chevron or Hourglass — in eight color options from the Synergy palette. It is extra-wide, offering designers and end users new options for tantalizing textures and innovative ideas in upholstery. [Read More](#)

>Concertex introduced a series of quilted faux leathers: Divergent, Wavelength, and Quadrant. With 100% polyurethane on the face, layered over a polyester foam backing, the final product is then ultrasonically embossed to create a quilted coated fabric offered in nine metallic colorways. Exceeding

over 100,000 double rubs and Graffiti-Free, all three upholstery products offer performance driven attributes

for high-traffic environments. Divergent's dimensional, mid-scale pattern features a shifting arrow motif. Wavelength (pictured) is a curved geometric design. Quadrant offers a minimal square pattern. [Read More](#)

>Davis Furniture added a wire base option to its Ginkgo Lounge family. The new Ginkgo Lounge Wire Base for High and Mid Back lounge chairs is slender and minimal, highlighting the comfortable angle of the seat and giving a new feel to this Davis classic. [Read More](#)



Davis Furniture: New wire base option for Ginkgo Lounge



Davis Furniture: Sachet chair with wood base



Camira: Blazer (L) and Synergy Quilt (R)

>Davis Furniture's Sachet chair is available in base options, including wood legs.

Sachet is an elegant fully upholstered chair with an innovative seat suspension system and flexible back construction providing long-lasting comfort and durability. The delicate Wood Leg base features a conical shape, adding a touch of elegance. [Read More](#)

>Global introduced Duet™ stacking tables.

The lightweight tables can be quickly arranged into various layouts for flex spaces, and stack up to five high on the floor or 20 high on a dolly. They may be used individually or connected in rows with an integrated ganging frame, and an optional ADA compliant frame that accommodates wheelchairs is



Global: Duet™



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Global: Zook™

also available. The one-piece work surface features a waterfall profile that extends to form a modesty panel. Scratch-resistant and easy to clean, the polypropylene table top is supported by a chrome-plated solid steel frame that withstands rigorous use. [Read More](#)

>Global also introduced Edventure™ - a collection of teacher desks, storage lecterns, student desks and study carrels built to withstand daily use year after year.

Offered in several work surface sizes with a modesty panel, the teacher desk gives instructors the space they need. For additional workspace, the Edventure storage lectern keeps teaching materials organized and personal belongings secure. Edventure study carrels provide a quiet place to focus. Modern learners can access power, USB and data options at the surface with an optional daisy-chain power solution. Study carrels eliminate clutter with wire management below the surface and have optional shelves that accommodate LED task lights. Student desks feature ample workspace and legroom while maintaining a compact footprint. [Read More](#)

>Global's new Zook™ table series adapts to the physical demands of today's active learning environments. Versatile group and pod tables create a range of configurations that enable students to work independently or collectively. Zook group tables support four and six person teams with optional power and data management at the table surface to meet

technological needs. Zook pod tables transition easily from independent study to collaborative work. Move the tables apart for lectures and exams; bring them together to encourage conversations. The large pod table model is designed to support right, left and forward facing positions, including an optional contoured edge for extra comfort. [Read More](#)

>The recent introduction of Duet™ stacking tables, Zook™, and Edventure™ are only a few in the line of education-centric products brought to you by Global.

The company's broad range of education furniture supports different learning styles across a spectrum of spaces including classrooms, lecture halls, learning commons, lobbies, atriums, cafeterias, administrative and faculty areas. Global products are designed to meet the complex and unique needs of the higher education landscape, including the ability to:

- Flex and reconfigure to meet changing and diverse needs
- Support the integration of technology
- Facilitate learning outside of the classroom
- Endure heavy use in high traffic, 24/7 environments
- Encourage connection and collaboration wherever it happens

Global Education responds to 21st century learning with furniture that is accessible, flexible and multi-functional, fosters community and connection, and supports the engagement of both students and staff. [Read More](#)



HBF Textiles: Spring 2018 Collection

>HBF Textiles' new Spring 2018 Collection offers six new fabrics that touch on playful themes with thoughtful composition. Designed by HBF Textiles' VP Design + Creative Direction Mary Jo Miller, the collection combines beautiful aesthetics with meticulous craftsmanship. Inspired by an affection for liveliness and dynamic, sensory fabrics, the Spring Collection seeks to push beyond the expected. *Ziggy Zag* and *Pepper Blend* can be upholstered in an open office environment to add an inviting, textural touch. *Weekender* and *Modern Patina*

accommodate both sophisticated and casual spaces with their soft, handcrafted leather feel and wide range of modern hues. Inspired by digital connectivity, *Color Code* and *Digital Bloom* recall a pixelated, design-savvy pattern that is impressively modern yet timeless, adding whimsy and energy to any environment. [Read More](#)

>Hightower launched Kilo Islands, a human-centered bench system that helps create spaces to socialize or work collaboratively in a diverse and informal setting. Organic shapes create small islands, accessible from all



Hightower: Kilo Islands

officenewswire



Knoll: Muuto

sides so seating options are limitless. Kilo is available as six individual islands or two configurations. [Read More](#)

>Knoll, which in January added the Danish design company Muuto to its constellation of brands, now offers the full range of Muuto products through Knoll and Knoll Dealer partners. Muuto is rooted in the Scandinavian design tradition, characterized by enduring aesthetics, functionality, craftsmanship, and an honest expression. Its product range spans furniture, lighting, and accessories: objects made sublime through new perspectives. Designers are invited to access the Muuto Professionals Site online, which includes architect files for the full Muuto product range, including 2D, 3D and

Revit, along with product fact sheets, inspirational imagery, and more. [Read More](#)

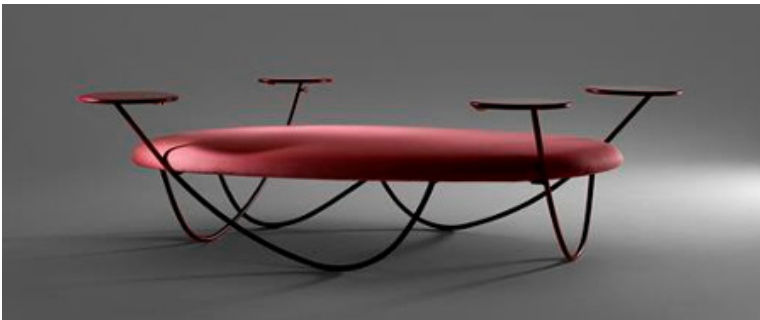
>Koleksiyon unveiled the new Tache storage system, designed by Studio Kairos. Tache reimagines the 'cubby' for the workplace, presenting a clever, modular system for the contemporary worker. Keeping in line with the ever-popular resimercial trend in contract furniture, it offers a minimalist, Scandinavian-style silhouette, with wooden boxes stacked on top of a bench in a diverse, vertical and horizontal repetition. Its modular pieces can be specified in different colors, and organized in various ways for storage and display. The positive and negative spaces between the boxes present opportunities for the user to accessorize, offering platforms for books,



Koleksiyon: Tache by Studio Kairos

plants, or other visual objects. Its shape allows it to function in multiple settings, serving as a room divider, sideboard or storage container. Further, the system's bench provides workers with a nice seat to gather their thoughts or collaborate with a desk nearby. [Read More](#)

>Offecct's Dune, designed by pioneering Swedish design studio Front, can seat up to eight people and holds four table tops for a comfortable "touch down" spot for interaction, both face to face and digital. The piece garnered considerable attention as a prototype under development in Offecct Lab when it was exhibited at the Salone del Mobile in Milan in 2017. This year, Dune was launched as a novelty at the



Offecct: Dune



OFM: Adapt

Stockholm Furniture & Light Fair last month. [Read More](#)

>OFM's new Adapt Series Tables can be configured to fit any office or educational setting and rearranged easily to accommodate small- or large-group work. Available in Crest, Rectangle, Trapezoid, Wave, and Ying shapes, the tables are designed to facilitate collaboration and foster creativity. They are part of a larger effort by OFM to create modern furniture for the modern office, school, and beyond. [Read More](#)

>Specialty Lighting introduced nuance and nuance-dim - sleek low-profile LED luminaires for efficiently illuminating cabinets, shelving, displays, and hospitality or work spaces. Nuance-dim



Specialty Lighting: nuance-dim

has a touch control dimmable feature for spaces requiring a range of bright to subtle shades of lighting. Both nuance and nuance-dim are constructed of lightweight aluminum housing with acrylic diffuser. Up to six fixtures can be linked when using the available connecting cables. An integral power source means no bulky driver is needed. The 26" fixtures are available in black and white finishes. [Read More](#)

NOTEWORTHY

>Davis Furniture's Reed chair by Jehs+Laub added two more renowned awards to its collection – the Red Dot Award: Product Design 2017 and the iF Design Award 2018. Reed is a multi-use chair with a striking silhouette that proves how well opposites attract. Made of solid wood and plastic, this combination creates a beautiful marriage of natural materiality and clean design. Reed was also the 2017 Best of NeoCon Gold winner in the Seating: Stacking category. [Read More](#)



Davis Furniture: Reed by Jehs+Laub

>Leland International unveiled a new logo and updated brand identity. The company, which was formed in 1992 and introduced its original Marquette chair 25 years ago, has grown and evolved beyond chairs with a much bigger and broader portfolio. The new logo releases the Leland name from a solid box and adds solid bars, underscoring the company's vision for the future but also taking inspiration from the iconic cutouts featured on the original Marquette chair. [Read More](#)

>Nienkämper earned the distinction of Platinum Club member of Canada's Best Managed Companies. The company was first named one

of Canada's Best Managed Companies in 2009, and has re-solidified its standing for nine consecutive years. The honor is awarded by Deloitte, CIBC, National Post, and Queen's School of Business and showcases Canadian owned and run companies that excel in overall business strategies and sustained growth. [Read More](#)

>OM's Truly.® chair was recognized with a 2017 Good Design Award. The annual international competition is presented by The Chicago Athenaeum, together with The European Centre for Architecture, Art, Design, and Urban Studies. Truly.® is a task chair featuring warm yet contemporary styling that

seamlessly coordinates with smoothly engineered features. Prior to the Good Design announcement, it also received the Attendees' Choice Award at ErgoExpo in Las Vegas; the Nightingale Gold Award at the 2016 Healthcare Design Expo & Conference; and a HiP award from Interior Design magazine at NeoCon 2016. [Read More](#)

>Shannon Specialty Floors is the first flooring manufacturer to receive the International Living Future Institute JUST Label for socially just and equitable organizations.

JUST is not a verification or certification program. Rather, the program provides an innovative platform for organizations to be transparent about operations, including employee benefits and financial and community investments. The program highlights companies that have transparency in social justice and equity policies. To receive a JUST label, Shannon Specialty Floors reported on a wide range of metrics about the company's operations, culture, and community engagement. [Read More](#)



Leland: New brand identity and logo



OM: Truly

Just.

Organization Name: Shannon Specialty Floors, LLC
Organization Type: Distributor
Headquarters: Milwaukee, Wisconsin
Satellite Facilities: None
Number of Employees: 20

Social Justice and Equity Indicators:

Diversity <input checked="" type="checkbox"/> Non-Discrimination <input checked="" type="checkbox"/> Gender Diversity <input checked="" type="checkbox"/> Ethnic Diversity	Worker Benefit <input checked="" type="checkbox"/> Worker Happiness <input checked="" type="checkbox"/> Employee Benefit <input checked="" type="checkbox"/> Continuing Education
Equity <input checked="" type="checkbox"/> Full Time Employment <input checked="" type="checkbox"/> Pay-Scale Equity <input checked="" type="checkbox"/> Union Friendly <input type="checkbox"/> Living Wage <input type="checkbox"/> Gender Pay Equity <input type="checkbox"/> Family Friendly	Local Benefit <input type="checkbox"/> Local Control <input checked="" type="checkbox"/> Local Sourcing
Safety <input checked="" type="checkbox"/> Occupational Safety <input checked="" type="checkbox"/> Hazardous Chemicals	Stewardship <input type="checkbox"/> Responsible Investing <input checked="" type="checkbox"/> Community Volunteering <input checked="" type="checkbox"/> Positive Products <input checked="" type="checkbox"/> Charitable Giving <input checked="" type="checkbox"/> Animal Welfare <input checked="" type="checkbox"/> Transparency

THE SOCIAL JUSTICE LABEL
 SSF-001 EXP. 02/20/2020

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Shannon Specialty Floors: ILFI JUST Label



World Architecture News: WAN AWARDS 2017

>World Architecture News announced the winners of the WAN AWARDS 2017.

Welcoming architects from as far afield as Hong Kong, Australia, America and Brazil, the awards ceremony championed 37 imaginative and ambitious architectural projects from across the globe at the London Marriott Hotel. All categories for the WAN AWARDS 2018 are now open for entry with a special early bird discount available until Mar. 29. [Read More](#)

RE-SITED

>HKS welcomed Phyllis Goetz as Chief Development Strategist and Joey Kragelund as its new Regional Health Group Director for the

Pacific region. Ms. Goetz is also a Principal and Senior Vice President of the firm; and Mr. Kragelund is An Associate Principal and Senior Vice President.

Ms. Goetz is a passionate writer and speaker on evidence-based design, lean processes, and patient-centered care. Based in HKS' Dallas office, she will focus on growing the firm's health business to maximize the potential of its people, work, and efforts to ensure strategic development of resources and work.

Mr. Kragelund is based in HKS' Los Angeles office. As a project and solution partner, he is helping clients navigate the uncertainty of today's evolving healthcare system.

[Read More](#)

PROJECTS

>LiRo Architects+Planners designed the new NYC headquarters for its parent firm, the LiRo Group.

Located on the 28th floor of One State Street Plaza in the Battery Park section of Lower Manhattan, the contemporary, open, and collaborative 13,500sf workspace takes up approximately three-quarters of the floor, consolidating several different LiRo functions from three former Manhattan locations, and effectively doubling the amount of office space the company occupies in the city. The \$3 million, 80-person workspace was designed to be large and flexible enough to accommodate future growth, as the rapidly expanding LiRo has doubled its number of personnel in the last five years alone.

LAP led the search effort for the new space and helped define three main functional requirements for the LiRo's new offices. First, they would be consolidating various groups, including LAP; LiRo's renowned Virtual Design, Construction, and Operations (VDCO) team; construction

and project management personnel; and the engineering staff in disciplines ranging from civil to structural. The goal was to house all of these operations in one office in a manner that allows for the utmost in workspace flexibility and openness, fostering open communication among groups, and helping the teams work better together on interdisciplinary projects.

While there are designated work areas for the various groups, it was decided early on that the new space should promote open communication and collaboration among them all. According to Joseph P. Grant, Vice President, Division Leader, Architecture, who led the design work, "We wanted to promote 'openness' and 'transparency' in every sense of those words, and we wanted to foster an egalitarian, democratic atmosphere. We used a great deal of glass and open-plan workstations to achieve that." The designers also aimed to take full advantage of the expansive glazing overlooking New York Harbor. "We made sure to allow daylight to enter into every part of



HKS Welcomes Chief Development Strategist PHYLLIS GOETZ & Director of West Coast Healthcare JOEY KRAGELUND.



LiRo Group - Photo by Peter Dressel, Wilk Marketing Communications

officenewswire



LiRo Group - Photo by Peter Dressel, Wilk Marketing Communications

the space, to be enjoyed by all office occupants. It's just a matter of following sustainable, healthy design principles," continued Grant.

The second requirement was the location in the Battery Park section of Downtown Manhattan. LiRo has done a great deal of work in the vicinity, from the SeaGlass Carousel at the Battery to the award-winning renovation of Pier A, and currently works on several other large projects nearby, which will continue for several years.

The third and final requirement was for the team to be situated on a floor that would maintain a connection with the streetscape and its activity, to remain an integral part of the public fiber. While the view was important, a connection to the bustle on

the street below was even more so.

Keeping these three requirements in mind, LiRo personnel saw a number of properties in Lower Manhattan, but not all of them had structural systems that would accommodate their open-plan concept. Many, in fact, had columns that broke apart any hope of an open workspace. When they conducted their walk-through of One State Street Plaza, however, all the pieces fell into place. "We felt it had the maximized open plan to support the concept we had, as well as the right exposure and the views," explained Mr. Grant. That the windows are 30" off the floor and extend up to the ceiling also helped maximize the concept of tying the harbor views with the activities within

the new space. Other curtain wall buildings they examined, on the other hand, had perimeter heating that tended to absorb more of the exterior fenestration, which narrowed down the views. The State Street location's convenient proximity to various transportation options helped as well.

LAP designed the space and served as project manager during construction. LiRo Engineers served as MEP (mechanical, electrical, and plumbing) engineers on the project. The Wolfson Group is LiRo's landlord. Since the project's completion, Wolfson has brought several of the building's prospective tenants to LiRo's offices, as the space now serves as the standard for innovative, attractive, and functional office design.

This space is in some ways

a departure for LiRo, as this is the first LiRo office with an open work environment. "Everyone who works in or has visited the space absolutely loves it, myself included," says Luis M. Tormenta, LiRo's Chief Executive Officer and Vice Chairman. "This kind of environment is a leap forward for us. We get many visits from clients and prospective clients here, and the modern aesthetic truly presents us as the national firm with a global outlook that we are."

Due to the extensive use of glazing in the design, employees and visitors can see from one end of the space to the other. This visual catalyzes LiRo's notion of "openness" and "transparency."

Upon entering the reception area from the elevator lobby, one immediately sees the reception desk and, behind it, a waiting section with comfortable, high-end leather seating. The 900-square foot reception and waiting areas are separated from each other by a glass divider. To the right of reception is an 800sf pantry and cafeteria, while two completely glazed conference rooms, adjacent to each other, are situated on the left. One conference room is 270sf and the other is 460sf in size.

Directly behind the meeting rooms is the 5,560sf open work area and the CEO's partially glazed corner office. In all, there are 14 private offices, for the senior management of various LiRo departments, located mainly

near the building's core and along the east side of the floor's perimeter. The private offices feature completely glazed front walls to see into the open work area and out to the magnificent views of New York City's waterways. Further, there are smaller collaboration spaces – including two phone rooms and two breakout rooms. The two all-glass conference rooms are both adjacent to the perimeter wall of glazing and its breathtaking vistas. Having glass panels divide the two spaces gives LiRo the ability to use them as standalone conference rooms or to enable employees to remove the partition and open the rooms up into a communal meeting space for everyone to use. In the latter configuration, it becomes an extension of their kitchenette and the main public lobby area.

Making the private office fronts out of glass and housing them in the interior core of the building allows LiRo to have their open workstations located centrally and along the floor plate's external perimeter glazing. This layout allows the natural light to penetrate into all workspaces and provides all employees with access to the magnificent views beyond. The subcontractor for the glazed wall systems was Metro Wall.

According to LAP's Project Manager, Kathy Niewiadomska-Wong, LiRo very much wanted to create one single, open, continuous bullpen-type workspace. "Within that open space there are 'blocks'

or quadrants of different types of work and functionality – we have an administrative block, an architecture block, an engineering block," she said. With sustainable principles in mind and addressing the concerns of ergonomic workspaces, all of the desks within this open area are height-adjustable. In between the rows of workstations, they specified storage and collaboration spaces that feature high counters with stool seating. "Most important, we had to be able to change the configuration of the workstations, too. The workstations were designed with mobility in mind to more easily adjust and reconfigure based on LiRo's continued growth and expansion in the future," she added.

"Storage was an important factor in the efficient space planning of the new of-

fice. First, we ascertained how much each employee had been producing on a person-by-person basis, both digitally and with paper accumulations. After analyzing our firm's historic storage needs, the design team looked at how employees have been storing materials and information in the present and recent past, and how we believed we will be more flexible in the future, further reducing the need for certain types of storage," explained LAP's Project Designer Melissa Rivera-Ferguson.

In addition to employees permanently based in the New York City location, the open work area was also designed to accommodate people coming in and out of Manhattan from other LiRo offices. It is set up for a "hoteling" or "boutique" situation for the employees of the Syosset,

Hicksville, and various other office locations, to come in and set up a base of operations for a short period of time.

Unlike the open workspace, the space that houses the VDCO team is defined and uniquely situated within the overall office, for functional reasons. The VDCO team, an integral part of LiRo's sophisticated project management and design operations, requires what is essentially a laboratory or research setting. VDCO team members are experts in the rapidly evolving field of Building Information Modeling (BIM) and related technologies that are used to simulate and visualize myriad aspects of the planning, design, construction, and operations phases of a project. Their work enables clients to walk through near-photorealistic simulations



LiRo Group - Photo by Peter Dressel, Wilk Marketing Communications

and make decisions based on comprehensive, “already-built” environments.

“They frequently use special scan technologies and equipment that create virtual worlds, which can be viewed and experienced with viewing goggles within their laboratory space. And they’re extremely physically active, getting up and moving through the virtual environments that are created. So the idea was to provide them with a distinct space, which fosters those activities and maintains the critical sound privacy required,” said Niewiadomska-Wong. The VDCO team members can change their workstation configuration to accommodate whatever kind of virtual world they need to create in a given moment. Similarly, the design team integrated an abundance of power and data supply for this area, to allow for future expansions in information capabilities.

The floor’s core functions as an operations hub, with reproduction facilities and a print area located here, along with a library space, IT room, and bathrooms.

As for finishes, the team opted for a monochromatic look of mostly whites and grays. This serves a dual purpose: it emphasizes the panoramic view and helps to reinforce the clean, open workspace look. This is evident in elements like the cloud ceilings and exposed ductwork, which are painted Glacier White to increase their perceived height. The white

was also used over an existing gray concrete and fireproofing of exposed structural ceilings that purposefully bleeds through the white, softening it. In addition, the monochromatic look highlights a color when it is introduced, communicating that it is a very important visual element that serves a purpose or defines a specific function. “LiRo Blue” is a kind of cobalt shade that has been used by the firm for years, and in this space in particular to magnificent effect. LiRo Blue accents in some of the carpeting, for example, seem to light a pathway in key areas. In fact, the entire floor pattern was custom designed to actively draw the eye to the New York Harbor views outside. The carpet tile was manufactured by Shaw Contract. Similarly, cobalt accent walls were added to the waiting area and corridors.

The designers used suspended linear LED pendants from Pinnacle Architectural Lighting throughout, “criss-crossing” them in certain areas, both for visual impact and to show movement. This crossed-lighting pattern was used purposefully over aisles and in collaborative zones where there is naturally more activity, to reinforce the fact that it is an area with a great deal of movement. By placing the fixtures in this manner, the light given off seems to move in the same way a person would move through the space; it is highly dynamic. Elsewhere, LAP specified recessed squares from Maxi-

lume, Fina bidirectionals from Pinnacle, and LED light strips from Nanometer Lighting.

For select elements, such as seating, LAP brought in several LiRo employees to test products for comfort and usability, in order to create the most comfortable work environment. All of the floor’s open-plan workspace desks have height-flexibility built in. Enwork was the manufacturer for the open-plan workstations and adjustable-height desks. JSI was the manufacturer for the furniture specified for the executive offices (specifically, their Vision line). The custom-made creative/cooperative workstations were fabricated by the Jefferson Group. The Jefferson Group also served as the furniture contractor.

LAP custom designed the conference room tables with countertops of a 1¼-inch-thick quartz in Soho Grey enhancing the elegance of the monochromatic color palate. The stone tops were fabricated by Venetian Marble & Granite. LAP also designed the tables’ custom metal legs, which were manufactured by Hamilton Metal Craft, Inc.

Similar finishes were used in the reception area. LAP designed the reception desk also using a 1¼-inch-thick quartz top in Soho Grey and custom-designed metal legs. One element that differs in the reception area is the use of a large piece of white-and-gray Statuarietto marble in the front. It serves as a representation of the company’s strength and refinement.

LiRo is using a Building Management System for the supplemental heating and air conditioning they installed. The space’s life-safety systems are also tied into this BMS. It is a fully integrated, user-friendly, Web-based system that LiRo engineers can control from anywhere within the office space itself, or remotely, such as from the corporate headquarters in Syosset. In this way, LiRo’s engineers can get an immediate snapshot of the temperature controls, of how the system is functioning overall, and even what the temperatures are in the various office zones. They now have more direct control and active information to ensure that occupants have the optimal environmental conditions. The BMS system and the MEP systems were designed by LiRo and installed specifically for the office.

While LiRo did not design their floor’s elevator lobby, they did provide Wolfson with specific materials – such as 16”x32” Opus tile flooring, in the color called “Cliff,” from Nemo Tile Company, and lighting fixtures – to incorporate in various ways in order to better integrate the elevator lobby’s look and feel into LiRo’s design. This was important from an architectural point of view, as LiRo’s space is separated from the elevator lobby through a completely glazed storefront-type wall and entrance door.

Although the space met all of LiRo’s main requirements, that does not mean it did

not also provide its share of design and construction challenges. Working through the floor's core proved somewhat difficult, as the building's existing systems – namely the heating and air conditioning components – traversed through the LiRo space in various ways. The designers simply had to work around these elements, turning them into what now presents as integrated and deliberate design choices. The result is that the mechanical components are encased in white plastic “tubes,” a clean aesthetic feature within an otherwise refined industrial exposed ceiling.

The open ceilings themselves provided an acoustical challenge. To overcome this, LAP mounted ceiling “clouds” above the open work areas to absorb sound. Serendipitously, the clouds provide visual play, while imparting a more finished look to the raw, mechanical elements of the ceiling.

Finally, incorporating multiple departments into one open workspace was another type of challenge. There is always a delicate balance between maintaining an open environment on the one hand, while maintaining privacy for each individual worker on the other. To solve this conundrum, LAP's designers aligned all of the workstations to each other, but each desk is equipped with its own privacy panel, as well as a storage and reference space behind it that imbues the individual workspace with a

certain amount of intimacy. In this way, the area overall maintains the open transparency LiRo desired, while also providing each individual employee with a more intimate space in which to work. [Read More](#)

EVENTS

>The Design Center at theMART shared its schedule of upcoming events for 2018:

-Outdoor Sample Sale - May 2-4, Floors 14, 15, & 16.

Shop the latest in outdoor furniture and accessories in select casual furniture showrooms at the Design Center, open to trade and consumer customers.

-Digital by Design - May 22, Design HQ. Join the Design Center for the first-ever Digital by Design day, featuring educational sessions on the latest digital trends and networking opportunities with design industry professionals.

-Casual Market Chicago - Sep. 25-29, Floors 7, 14, & 15. Discover the latest, most innovative products and trends from around the world at the Design Center's four-day outdoor and casual living trade show.

-Design Chicago - Oct. 3-4, Floors 1, 6 & 14. Attend the Midwest's largest residential design conference that features two days of educational events and presentations, showroom open houses, and product debuts. [Read More](#)

>The NeoCon 50 seminar schedule is now online and

open for registration. NeoCon will deliver a world-class educational experience for its 50th edition including four marquee presentations and more than 100 CEU programs Jun. 11-13 at The Mart. Show organizers have curated a rich program of thought-provoking seminars that explore a wide range of topics including a roadmap for achieving WELL certification, applying psychology to design, and trends influencing the next decade in healthcare facility design. New this year, NeoCon will explore the industry's next chapters with a series of seminars flagged with the Future of Design designation. In a press release last week, show organizers shared a small selection of some of the sessions scheduled:

**Monday, Jun. 11
9:30-10:30 a.m. Case Study of The World's First WELL V1 Platinum Project (M100).** From Perkins+Will in Washington, DC, Senior Designer Haley Nelson, Associate Principal David Cordell, and Design Principal Ken Wilson will present this case-study workshop. They will discuss

how the WELL Building Standard is structured, how the certification process works, as well as insights on how to prepare a successful certification submission. [Intermediate]
4:00-5:00 p.m. Five Trends Influencing the Next 10 Years of Healthcare Facility Design (M130). Healthcare design consultant Sara Marberry will address how retail clinics, mHealth and home healthcare is making society rethink how and where it gets care; how Boomers, Millennials, and Gen-Xers all have different needs and wants; and other big trends in healthcare facility design. [Intermediate]

**Tuesday, Jun. 12
9:30-10:30 a.m. Branding: How to Create A Cult-like Following (T200).** Lauren Rottet of Rottet Studio in Houston will outline a winning approach to branding, focusing on the particulars by first creating the big-picture architectural concept. From this layered concept, she will illustrate how to design everything from custom furniture, rugs, wall coverings, lighting, accessories, art, and even the uniforms and food service



style. [Advanced]

9:30-10:30 a.m. Moving Beyond Open Plan (T201).

From HOK in St. Louis, MO, Director of Workplace Kay Sargent and Director of Interiors Betsy Nurse will talk about how to determine the right solutions to meet the needs of an increasingly mobile workforce while avoiding the homogenization of pre-packaged co-working solutions. They will show how immersive environments can create tailored spaces combining lessons from work spaces including open plan, co-working, ABW, NCE and MEMO. [Intermediate]

11:00 a.m.-Noon. The True Measure of a Space is How it Makes Us Feel (T207)

This workshop will investigate the various ways that every element of interior design—the shape of the space, the color of walls and the arrangement of furniture—is laden with messages. Each element speaks to certain values, and each one gives cues for behavior. Taken together, they suggest and invite a way of working, learning or socializing. Presented by Dr. Sally Augustin of Design With Science in La Grange Park, IL; Primo Orpilla of Studio O+A in San Francisco; and Collin Burry of Gensler San Francisco. [Intermediate]

2:30-3:30 p.m. Culturally Specific Office Design: Insights From Airbnb (T226)

Rebecca Ruggles, Lead Interior Designer for Airbnb

in San Francisco, will present case studies from North America, Europe, and Asia to illustrate how some elements of human nature and design psychology are universal and some are more culturally specific. [Basic]

Wednesday, Jun. 13

8:00-9:00 a.m. Diggin' The Gig Economy (W306)

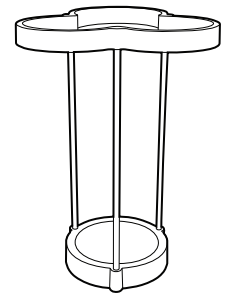
In this seminar, attendees will discover how the gig economy represents more than a trend that will quickly fade. The speakers - Mary Lee Duff, Principal and Director of Workplace Strategy at IA Interior Architects in San Francisco, and Mary Clare Garrity, Senior Workplace Strategist at IA Interior Architects in Los Angeles - will lay out this new economic landscape and discuss how it will influence the use, design and finances of workspace. [Intermediate]

11:00 a.m.-Noon. With Creativity in Mind: Applying Design Psychology to Innovation-Driven Environments (W307)

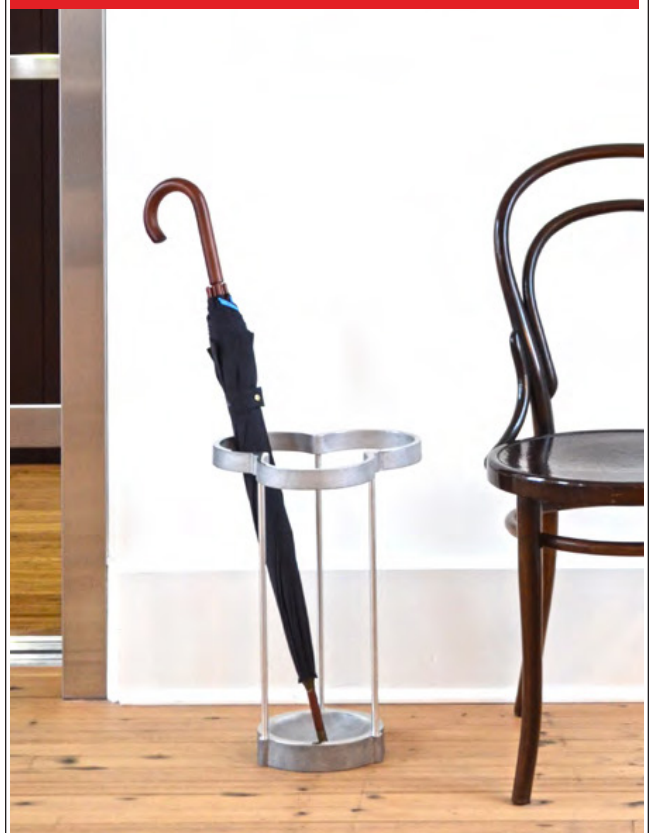
Architect Donald M. Rattner from Cos Cob, CT will introduce the fundamentals of environmental psychology, as well as how they can be leveraged to maximize idea generation within interior space. The session will cover a range of topics such as color, lighting, sound, temperature, furniture and fixtures, wall and floor finishes and space planning. [Intermediate] [Read More](#)

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RAYMOND JAMES BRIEF 3.8.18**Office Furniture: Notes from Raymond James Institutional Investors (MLHR, SCS, HNI)**

Analysts: Budd Bugatch, Katherine West, Bobby Griffin

>On Monday, March 5 to Wednesday, March 7, we hosted Herman Miller, Steelcase, and HNI Corporation at our 39th Raymond James Institutional Investors Conference. During the meetings, we gained insight on 1) industry sentiment, 2) impacts of potential raw materials disruption (inflation/ tariffs), and 3) company specific strategies. Below, we highlight the main takeaways of each of the company's presentations. **Knoll was unable to present due to weather conditions in the Northeast; however, we have included our notes from a day of meetings we hosted in New York.**

>Market Sentiment: Overall, 2018 office furniture sentiment was positive. Many referenced the ~+5% BIFMA industry forecast as an appropriate indication for the market conditions in 2018. Potential reasons for the optimism were attributed to many factors, such as the supportive economic backdrop, lessening legacy product headwinds, and larger projects in the pipeline. The market expectations are supported by the January BIFMA data with a +5% y/y increase in North America order growth and +2.9% y/y increase North America sales growth.

>Steel Inflation: All four companies announced a price increase within the first two months of calendar year 2018. Additionally, all the management teams in attendance and Knoll discussed a potential mid-year price increase, contingent on the status of steel inflation. Historically, the office furniture industry successfully passed steel prices to the end consumer; however, the incremental margin benefit from a price increase will lag the steel inflation due to the contract nature of the office furniture business.

Herman Miller:

>2018 outlook: In its presentation, Herman Miller management opined that the economic backdrop supports a strong office furniture demand environment citing the quarterly BIFMA forecast, US Architects Billing Index, AIA Consensus Construction Forecast, and GDP forecasts. In a ~3 to ~5 year forecast, management projects that Herman Miller can achieve organic growth of +3% to +6% (+4% to +8% including targeted acquisitions).

>Product Development: In Fiscal 2017, new products accounted for 24% of the company's sales. In Fiscal 2017, the company introduced ~50 products, resulting from a research and development investment of +3.2% of sales. The new products will focus on collaborative spaces, healthy postures, outdoor, lighting, materials, and technology.

Industry Stock Prices

	3.9.18	12.29.17	9.29.17	6.30.17	3.31.17	12.30.16	%frYrHi	%fr50-DayMA
HMILLER	38.2	40.1	35.9	30.4	31.6	34.2	-8.8%	0.0%
HNI	39.6	38.6	41.5	39.9	46.1	55.9	-18.1%	3.4%
INSCAPE	2.2	3.1	3.6	3.7	4.3	5.0	-54.7%	-27.3%
INTERFACE	25.7	25.2	21.9	19.7	19.1	18.6	-2.3%	4.5%
KIMBALL	17.6	18.7	19.8	16.7	16.5	17.6	-16.2%	1.5%
KNOLL	22.4	23.0	20.0	20.1	23.8	27.9	-8.5%	1.3%
LEGGETT	46.4	47.7	47.7	52.5	50.3	48.9	-15.6%	2.6%
MOHAWK	245.0	275.9	247.5	241.7	229.5	199.7	-14.6%	-4.8%
STEELCASE	14.4	15.2	15.4	14.0	16.8	17.9	-20.9%	-1.8%
USG	34.9	38.6	32.7	29.0	31.8	28.9	-15.2%	-1.0%
VIRCO	4.5	5.1	5.5	5.4	4.0	4.3	-25.6%	0.1%
SUM	490.7	531.0	491.4	472.9	473.6	458.8		
DJINDUST	25,336	24,719	22,405	21,350	20,663	19,763	-4.8%	0.3%

>Design Within Reach (DWR): In its presentation, management reaffirmed its goal of double digit growth by transforming the studios from smaller to larger store formats and expanding into new geographies. Additionally, management plans to expand the target customer of DWR to include “HENRYS” or “high earners not rich yet”. By targeting a lower income earner, it aims to create a pathway for “HENRYS” to develop into a loyal customer base as the customer’s income expands. In order to build the product, Herman Miller is considering adding a brand to the DWR segment.

Steelcase:

>2018 Outlook: In its presentation, Steelcase management also noted the strong industry backdrop in the market. Based on American Institute of Architects forecast, corporate construction, education construction, and healthcare construction are expected to grow +4% to +5% in 2018, in line with the BIFMA forecast growth of ~+5%. In the Americas, Steelcase noted that large company demand and multi-million/year opportunities have increased by showing an increase in “Leading Organization” projects from around two opportunities in F2Q18 to roughly four opportunities in F4Q18. With an increased sales force, updated showrooms, investments in dealer incentives, and increased win rates, the company is optimistic about America’s outlook.

>The EMEA segment has seen strong day-to-day business, increased its product offering in EMEA, drove customer traffic through their new Munich learning center, positive win rate improvement, and Western Europe order growth for 8 consecutive months.

>Product Development: In order to expand Steelcase’s addressable market, the company has launched more new products in the year than any of the last five years. The product expansion includes products with increased technology, in lower price points, and in the ancillary market. The company is currently evaluating how additional acquisitions can accelerate growth strategies within the portfolio.

>EMEA: Through January 2018, EMEA segment experienced 1) stability in operating performance resulting in stronger day-to-day business, 2) improvements in the project pipeline y/y, 3) cost reduction benefits. Additionally, Steelcase opened the new Learning + Innovation Center in Munich to drive win-rates and future growth. Since the facilities open, the company has successfully driven customer traffic, hosting ~600 visitors. To drive profitability in the segment, the company’s gross margin initiatives are ongoing, and the company’s future gross margin target for the segment is mid-30% gross margin, achievable primarily by cost reductions, pricing, and volume. Based on preliminary results, EMEA achieved profitability in 4Q18.

HNI Corporation:

>2018 Outlook: In the office furniture segment (76% of sales), management highlighted positive trends in small business confidence, service sector employment, total office construction spending, and CEO confidence. With stabilization in the supplies driven business (see below) and improved industry demand, the company was optimistic for 2018. In the hearth segment (24% of sales), single family housing starts, residential remodeling, US temperatures, and oil prices were encouraging going into 2018. Along with strong economic indicators, the company expects to return to profitable growth by concluding the operating transitions in 2017 and deliver benefits from core productivity improvement and structural cost reductions.

>Office Furniture- “Supplies Driven” Business: During 2017, the supplies driven office furniture business experienced disruption as a result of a long standing distribution shift from wholesalers to more direct-to-dealer fulfillment. While wholesale business historically represented ~40% of HNI’s supplies-driven revenues, the consolidation of many supplies dealers allows for HNI Corporation to directly fulfill orders to the dealers. As a result, the wholesale distribution for HNI is now ~20% of the supplies channel business. In 2017, the supplies business revenues were impacted by the reduction in wholesaler business, primarily due to the elimination of large, regular inventory purchases. While the company still expects a decline in the supplies driven business in 2018, they expect the wholesaler impact to revenues to stabilize in 2018.

Knoll:

>Weather thwarted Knoll’s attendance at the conference; but, on February 16, we hosted meetings with Knoll’s CEO Andrew Cogan, CFO Charles Rayfield, and VP of Corporate Development Michael Arlotto in New York. In the meetings, we noted incremental detail on Knoll’s margin pressures, its consolidated outlook for 2018, and additional information about its Muuto Acquisition.

>2018 Outlook: In 4Q17, Knoll’s office furniture revenues from legacy products versus new products split about evenly, 50%/50%. Going forward, as the revenue growth from new products (growing at 15% to 20%, y/y) outpaces declines in legacy revenues (~-10%, y/y), headwinds from changing consumer preferences should finally abate. In Knoll’s most recent earnings release, management guided a mid-single digit growth rate in the office segment as a result of strong new product adoption, backlog, and orders in the pipeline. Additionally, management expects an increase in Knoll’s share of wallet through an expansion of the company’s ancillary offering through the acquisition of Muuto.

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>Margin Commentary: Addressing a number of competing factors affecting Knoll's 4Q17 gross margin, management gave added color about 2017 and 2018 margins. To wit, in 2017, it completed ~47 lean events, each with an average ~\$70,000 in cost reduction. Management expects a similar number of lean events in 2018, thereby implying a 50-to-100 bp gross margin improvement. Similarly, a revenue mix shift to higher margin ancillary product revenues should also boost 2018 margins by 50-to-100 bp. Offsetting the "good-guy" margin drivers, management cautioned that commodity and currency headwinds could negate all the gains from mix and lean. To combat cost inflation, Knoll accelerated its annual price increase to January versus its typical mid-quarter effective date. Another mid-year increase will depend on incremental inflation.

>Muuto Acquisition: On average, Knoll now wins ~10% of the ancillary portion of a bid. Management believes that Muuto can help it improve its share of wallet for ancillary products to ~30-40%. Last year, Muuto revenues in North America were \$15 million. Management noted that its sales force has already been introduced to the product (with positive feedback), and the company should drive an estimated ~35 million to ~45 million in North America in the back half after specification integration and inventory warehouse expansion in New Jersey.

BUSINESS AFFAIRS

>DIRTT Environmental Solutions Ltd. plans to release its fiscal 2017 fourth quarter and year-end financial results on Wednesday, Mar. 21 after markets close, with a conference call scheduled for Thursday, Mar. 22, 9:00 a.m. Eastern Time (7:00 a.m. Mountain Time). The call and webcast will be hosted by DIRTT Interim President and CEO **Michael Goldstein**, and Interim CFO **Peter Henry**. To access the conference call by telephone, please dial +1 877.479.7708 (toll-free in North America). In addition, a live webcast (listen-only mode) of the conference call will be available at: <https://edge.media-server.com/m6/p/gig3eqb4>. Investors are invited to submit questions by email before and during the conference call. Please send them to ir@dirtt.net. After the call, a replay will be available at +1 855.859.2056 (passcode 2475607) until 11:59 p.m. Eastern Time Thursday, Mar. 29 at <https://edge.media-server.com/m6/p/gig3eqb4>, and on DIRTT's website at www.dirtt.net/company/investor.

DIRTT also provided an update on its strategic growth initiative, as announced Jan. 17. The company retained a global strategic consulting firm, known for its successful work with Fortune 500 companies, to assist with enhancing its strategic plan. DIRTT's focus is to pursue opportunities for increased growth, margins and profitability. This external firm is well suited to pro-

vide objective strategic insights to DIRTT's plans and to assist the company in navigating a path to capture significant share in the digital construction industry. A key element of the strategy will be to build upon DIRTT's partner sales model and increase the company's effectiveness. This work is on track and the company expects to provide more details during the fiscal year-end conference call. <https://dirtt.net/company/news>

>Herman Miller, Inc. announced in a Form 8-K filed with the SEC on Mar. 2 that Andrew J. Lock, President of Herman Miller International, plans to retire effective Jul. 31 after 26 years with the company. Although no successor to Mr. Lock has been named, the company has a succession plan in place with a deep bench of talent throughout its International business, and a very capable, leading internal candidate. Mr. Lock's successor will be named in the near future in order to allow for a smooth and deliberate transition. <http://investors.hermanmiller.com/sec.cfm>

>Inscape Corp. on Mar. 6 released its third-quarter financial results for FY18 (Canadian dollars in thousands except EPS):

3 Mos. Ended	1.31.18	1.31.17	%Ch.
Sales	\$25,906	\$23,161	11.9%
Gross Profit	\$7,009	\$7,018	-0.1%
SG&A	\$7,266	\$6,814	6.6%
Net Inc.	\$1,300	\$1,846	-29.6%
EPS (Basic)	\$0.09	\$0.13	-30.8%

9 Mos. Ended	1.31.18	1.31.17	%Ch.
Sales	\$72,422	\$74,272	-2.5%
Gross Profit	\$20,267	\$22,985	-11.8%
SG&A	\$22,249	\$20,340	9.4%
Net Inc.	\$1,796	\$1,915	-6.2%
EPS (Basic)	\$0.12	\$0.13	-7.7%

Excluding the impact foreign exchange, third quarter sales were 21% higher than the prior year quarter due to gains realized in both the furniture and walls segments. Adjusted year-to-date sales were 1% higher than the prior year. The previous year benefitted from two large non-recurring projects totaling \$5 million which implies the run rate sales have improved, Inscape reported.

"We are pleased with our performance this quarter," said Inscape CEO **Brian Mirsky**. "Despite unfavorable foreign exchange compared to the prior year, and increased investments in marketing, sales and product development, our net income was positive and our cash balance remains strong. We are continuing to invest to drive Inscape's organic sales growth and improve manufacturing efficiencies."

Net income of both quarters included certain unrealized, non-cash expenses and onetime items that have significant impact on the net income per GAAP. With the exclusion of

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these items, the third quarter of fiscal 2018 had an adjusted net income of \$0.1 million, compared with adjusted net income of \$2.5 million in the same quarter of last year. The adjusted net income of \$0.1 million in the quarter is inclusive of a \$1.5 million incremental investment in sales, marketing and product development.

Year-to-date, with the exclusion of these unusual items, the third quarter had an adjusted net loss of \$1.4 million compared to adjusted net income of \$4.9 million in the prior period. The adjusted year-to-date net loss of \$1.4 million is inclusive of \$4 million incremental investment in sales, marketing and product development.

Gross profit as a percentage of sales for the third quarter of fiscal year 2018 was 27.1%, a decline from 30.3% from the same quarter of the previous year. Unfavorable foreign exchange and lower product mix negatively impacted gross profit. Year-to-date gross profit percentage was 28.0% compared to last year's 30.9% due to the same factors.

Selling, general and administrative expenses in 3Q18 were 28.0% of sales, compared to 29.4% in the same quarter of last year. The increase in SGA by \$0.5 million compared to the prior year was attributed mainly to severance costs and investment in marketing, sales coverage, and supply chain initiatives. Year-to-date SG&A was 30.7% of sales, compared to 27.4% for the same period of last year.

At the previous fiscal year ended Apr. 30, 2017, the company recorded a valuation allowance of \$6.4 million to derecognize the future income tax benefit of loss carryforwards as deferred tax assets. The off-balance sheet valuation allowance was utilized to reduce the company's income tax expense of the current period.

At the end of the quarter, the company was debt-free and had cash, cash equivalents and short-term investments totaling \$9.3 million and an unused credit facility.

Board of Directors Update

After five decades with the company, **Madan Bhayana** has decided to retire as Chair and Director effective Mar. 6. "I have enjoyed my time working with the company and am grateful for the help and support from the board over the years," he said. "I wish the board and the company all the best for the future."

Bart Bull assumed the role of Chair of the Inscape board effective Mar. 7. Mr. Bull has more than 25 years of experience with Inscape, including roles in management, as an investor, and as a board member. "On behalf of the board, I would like to thank Mo for the vision, dedication and energy that he has brought to Inscape for over five decades," he said. "We wish him all the best in his retirement."

Tania Bortolotto joined the Inscape Board of Directors effective Mar. 6. Ms. Bortolotto is an architect and interior designer, and founder and president of **Bortolotto Design**, recently named on Blog TO's list of top 15 Architects in Toronto. A design advocate, she lends her time to numerous design panels, juries, and speaking engagements. Her passion for architecture is grounded in its ability to uplift the human experience through design. She has recently become a WELL AP and is an active WELL Faculty member.

Sales by Location (Canadian dollars in thousands):

3 Mos. Ended	1.31.18	1.31.17	%Ch.
U.S.	\$24,285	\$22,122	9.8%
Canada	\$1,621	\$1,039	56.0%
9 Mos. Ended	10.31.17	10.31.16	%Ch.
U.S.	\$67,982	\$70,733	-3.9%
Canada	\$4,440	\$3,539	25.5%

A replay of the company's Mar. 7 conference call will be available 11:59 PM Eastern Time on Mar. 14 at 1-800-558-5253 (Reservation Number 21881450). The full text of Inscape's third-quarter FY18 earnings release, including all tables, may be accessed at <http://inscapesolutions.com/company/news/press-releases/>. Additional information is available in financial statements at <http://inscapesolutions.com/company/investors/financial-reports/>

>According to Trendway CFO Jack Chance, changes in the Federal Tax Depreciation Schedules under the new tax law represent good news for the workplace interiors industry.

Because capital expenditure can now be depreciated at a new accelerated rate of 100% in the first year after invoice, a customer considering a purchase of furniture or architectural products for 2018 can reduce their gross tax liability through depreciation within the first 12 months of installation rather

Assume \$100,000 purchase in 2018			
		Annual Tax Deduction	
		New Law	Old Law
		EXPENSE	7 YEAR MACRS
Immediate	2018	\$ 100,000	\$ 14,290
Versus all of this!	2019	-	24,490
	2020	-	17,490
	2021	-	12,490
	2022	-	8,930
	2023	-	8,920
	2024	-	8,930
	2025	-	4,460
		\$ 100,000	\$ 100,000

than waiting seven years to realize full depreciation. Since architectural products depreciate as furniture, this is another significant advantage over stud and drywall, which is still depreciated over 39 years for Federal tax deduction purposes. Mr. Chance shared a table demonstrating how the current accelerated depreciation schedule positively affects a purchase using the example of a \$100,000 expenditure. [Read More](#)

>The Q1 2018 USG Corporation + U.S. Chamber of Commerce Commercial Construction Index, released Mar. 6, reveals nearly two-thirds of contractors are highly confident that demand for commercial construction will increase over the next year. However, continued concerns around labor shortages have put even greater pressure on the industry. To increase jobsite efficiency and improve labor productivity, increasingly more builders are turning to alternative construction solutions, like prefabrication and modularization.

The Q1 Index indicates contractors turn to innovations such as prefabricated and modular building materials to create more efficient jobsites (89%), increase labor productivity (85%), drive cost savings (58%), and provide a competitive advantage in the marketplace (51%). In fact, 50% of contractors report their companies already use prefabricated and modular components and the number was even higher among general contractors (72%). Nearly two-thirds (63%) of contractors report at least moderate demand for these building materials.

“Access to skilled labor is a continued concern, which has led contractors to increasingly seek solutions that help offset jobsite challenges,” said USG President and CEO **Jennifer Scanlon**. “There is significant opportunity to introduce innovations that confront jobsite efficiency and strengthen the industry – such as solutions that enable prefabricated and modular building components.”

Contractors in the Northeast (69%) reported the most frequent usage of prefabricated and modular components, compared to the South where only 24% indicate their companies are using these materials. Firms in the Northeast also expect to hire fewer workers—38% of contractors in the region expect to employ more staff in the next six months, compared with 57% in the South, 59% in the West, and 68% in the Midwest. Across all regions, concern over the cost of hiring skilled labor has remained consistent over the past year—nearly two-thirds (64%) of contractors expect these costs to increase in the next six months.

Despite labor concerns, contractor sentiment remained steady for the first quarter, as a result of strong revenue expectations and higher profit margins, with a composite score of 74.

“As we work to continually build our neighborhoods, towns, regions, and roads, as well as the workforce that supports our growth, innovation becomes a key component in advancing our country into the 21st century,” said **Thomas J. Donohue**, President and CEO of the U.S. Chamber. “We must invest in a skilled, competitive, motivated workforce and embrace new innovations to ensure we are able to compete on a global scale.”

The Index looks at the results of three leading indicators to gauge confidence in the commercial construction industry – backlog levels, new business opportunities and revenue forecasts – generating a composite index on a scale of 0 to 100 that serves as an indicator of health for the contractor segment on a quarterly basis. The Q1 2018 composite score was 74, holding steady from Q4 2017.

The Q1 2018 results from the three key drivers were:

Backlog: On average, contractors currently hold 8.9 months of backlog, relatively close to the average ideal amount of 12.2 months, continuing the stability of the market, although there is room for growth. Down two points from Q4 2017, this represents 73% of ideal backlog levels.

New Business: Nearly all (98%) contractors report high or moderate confidence in the demand for commercial construction. Year-over-year, the number of contractors who have high confidence in demand over the next 12 months jumped 11 percentage points (from 51% in Q1 2017 to 62% in Q1 2018).

Revenues: Over half (54%) of contractors expect to see revenue gains in the next year. This percentage jumped seven points from last quarter (47% in Q4 2017).

The research was developed with **Dodge Data & Analytics**, the leading provider of insights and data for the construction industry, by surveying commercial and institutional contractors.

Each quarterly Index published is available on the USG Corporation website at www.usg.com/commercialconstructionindex as well as on the website www.CommercialConstructionIndex.com

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**MOMENTUM GROUP****Sales Representative - Indiana**

Momentum Group, a leading supplier of contract textiles, is growing and seeking a new Sales Representative in Indiana.

Qualifications:

- > Bachelor's degree, or equivalent combination of education and experience.
- > Knowledge of the Contract Industry is a plus.
- > 2-3 years of selling textiles or other dealer sales experience preferred.

- > Excellent presentation skills required.
- > Must be computer proficient.
- > IIDA and/or NEWH membership or affiliation desired.
- > Candidate must live in Indianapolis, IN

https://workforcenow.adp.com/jobs/apply/posting.html?client=Momt&jobId=161789&lang=en_US&source=CC3

**MOMENTUM GROUP****Sales Representatives - Texas and Tennessee**

Momentum Group, a leading supplier of contract textiles, is growing and seeking new Sales Representatives in Tennessee and Texas.

Qualifications:

- > Bachelor's degree, or equivalent combination of education and experience.
- > Knowledge of the Contract Industry is a plus.
- > 2-3 years of selling textiles or other dealer sales experience preferred.

- > Excellent presentation skills required.
- > Must be computer proficient.
- > IIDA and/or NEWH membership or affiliation desired.
- > Candidate must live in territory.

Please apply online at: https://workforcenow.adp.com/jobs/apply/posting.html?client=Momt&cclId=19000101_000001&type=MP&lang=en_US#

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**Market Manager - NYC**

Position Summary: This position is responsible for promoting and selling the Studio TK product portfolio to the A&D community, dealers and end users within the New York Region. Responsibilities include, but are not limited to; establishing and/or maintaining business partnership with architectural and design firms, dealers and end-users, making sales calls and presentations, and ultimately gaining market share and increasing Studio TK sales volume in the New York Metropolitan Region.

Experience, Skill and Educational Requirements:

- > Bachelor's degree (B. A.) from four-year college or university; or 5-7 years related experience and/or training; or equivalent combination of education and experience.
- > Strong relationships with design firms in given market.
- > Ability to work independently and achieve results.
- > Entrepreneurial attitude, ability to excel in a fast-paced environment and highly motivated.

For more information on the position or to complete an application, please use the link below.

[Studio TK Market Manager- NYC](#)

**Textile Designer, Product Development - Tri-State Area, NY**

Arc-Com a leader in the contract textile industry, located in Orangeburg, N.Y. (15 min. north of the GW Bridge), is seeking a creative, textile designer to join our Design Team to work on product development. The Arc-Com Design Team creates and introduces innovative and high performance textile products for the corporate, hospitality, healthcare and institutional markets.

Position Requirements:

- > Committed professional with excellent communication, color, and design skills.
- > Experience with contract sources, woven textiles, upholstery, drapery, cubicle fabrics, and coated products very helpful.

- > Foundation knowledge of the contract industry
- > Excellent Pattern and Development skills.
- > Strong color sense.
- > Experience in woven textiles and fabric constructions.
- > Knowledgeable with test requirements. Flammability, Crocking, Colorfastness, and Abrasion.
- > Experience working with contract textile mills.
- > Strong organizational and analytical abilities.
- > Must have own transportation.

Please email resume to Niacovone@arc-com.com.
Visit us at www.Arc-Com.com.