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## The 15<sup>th</sup> Annual Pratt Career Night

These days annual events that endure for 15 consecutive years are special simply by virtue of having endured so long. And the 2018 edition of **Pratt Career Night** marks its 15<sup>th</sup> consecutive installment. Hosted at the **Cappellini** Showroom on Wooster Street in New York City and led by Pratt interior design professor **Jon Otis**, the event gathered together soon-to-be graduates and professionals in the field for a exceptional night of interaction and exchange.

FULL STORY ON PAGE 3...



## Dimensional TPO: 3D Printing Tech at Carnegie Fabrics

2018 is here, and we don't all have 3D printers in our homes. But that doesn't mean we're not figuring out how to use of them – for both creative and financial gains. **Carnegie Fabrics** is unveiling **Dimensional TPO**, a collection of new deep-embossed environmental high performance TPO wallcoverings, developed using 3D printing tech. The collection is a big step forward in achieving texturized TPO, something that has always been hindered by technology and production costs.

FULL STORY ON PAGE 10...



## Workplace Innovations: Trendspotting at SXSW 2018

**South by Southwest (SXSW)** Interactive, held in Austin, TX, every spring, is a curated collection of speakers and demonstrations covering the latest in technology, entertainment and culture. Sometimes referred to as "Spring Break for Nerds", the interactive portion of the larger festival draws forward thinkers from Stockholm to Silicon Valley who share trending ideas across a diverse array of topics. **Alan Peters**, of **Savills Studley's** Austin office, combs through the conference for the insights that will impact how companies and people interact with their physical work environments in our future.

FULL STORY ON PAGE 15...





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## The 15th Annual Pratt Career Night

by Bob Beck

These days annual events that endure for 15 consecutive years are special simply by virtue of having endured so long.

Pratt Interior Design Professor, **Jon Otis** said, “Pratt Career Night has been a great run these 15 years. We’ve been able to provide our graduating interior design students with a very focused opportunity to speak with design professionals from some of the best design firms in New York City about possible employment opportunities. It’s a wonderful evening in a fantastic environment with great furniture to inspire them, and the ability to articulate their goals and vision to work as professional designers.”

Hosted at the **Cappellini** Showroom on Wooster Street in New York City, the March 28<sup>th</sup> event began with a small ceremony to honor **Michele Neptune**, Director of Sustainability at HLW and a Pratt grad. It was Ms. Neptune and her fellow graduate student, **Jarette Gordon**, who approached Mr. Otis 15 years ago with the idea of an event that would give graduating interior design students an opportunity to meet practicing professionals in the field.

Said Ms. Neptune, “I saw a poster for a career fair for Pratt students and I got very excited, but then I found out it was just for *architecture* students. I was flabbergasted – and said, ‘Why don’t we have one?’ My friend Jarette agreed with me, so we approached our professor, Jon Otis and he said he thought it was a great idea and he would help us develop it.” So 15 years on, Mr. Otis and Pratt’s Interior Design Chair, **Alison Snyder** recognized Ms. Neptune for having an idea that has been instrumental in shaping the initial career moves of many Pratt graduates!

A lot of the credit for the Pratt Career Night having made it through the economic ups and downs of the last 15 years goes to **Diane Barnes**. In 2004 she was at **HBF** and Mr. Otis reached out to her for help bringing Pratt Career Night to life. She convinced the powers-that-be at HBF it was in the company’s interests to host such an event and she’s been urging, encouraging, nudging, and convincing sponsors and design firms to participate from that first one to this one. Yet she’s the first to give all the credit to the professionals



(L. to R.) Alison Snyder, Pratt Interior Design Chair; Diane Barnes, NA Sales Director Haworth Collection; Jon Otis, Pratt Professor; Michele Neptune, Honoree, Pratt Grad & Director of Sustainability at HLW; Ike Cheung, Workplace Strategist at Haworth & Pratt Adjunct Professor.

from the NYC design community for their willingness to give up an evening for the benefit of the students.

The Cappellini showroom was a perfect setting for the event. The trend toward “choice” in workplace design was everywhere present. There were a variety of settings, from high-design soft-seating areas to more formal table and chair combos where students could pitch their work, present their project portfolios and discuss their resumé. The evening was charged with energy and full-throated hub-bub as a hundred or so students anxiously waited their turn to present. It was great.

With a 15-year history behind it, it's probably no coincidence that many of the professionals doing the interviewing were Pratt grads who had previously been on the other side of the conversation. Mr. Otis said, “Each year we have many firms asking us when Pratt Career Night will take place - honestly, if we had the space and the time, we'd have 15+ firms instead of 10. It's been that popular and successful. Our students are in demand - they're talented, motivated, and well prepared when they leave Pratt. We've seeded the top firms with great people, as evidenced by Michele Neptune and EJ Lee, uber-designer and partner at Gensler - another Pratt Grad, as well as several others who are in attendance this year.”

“In fact, most of the design firms participating tonight have done so now for many years. Gensler and Mancini Duffy have been with us from the beginning, and most of the others for many years. So there is a commitment from them, and part of that commitment comes from seeing and hiring young designers from Pratt who have gone on to success in those firms. Now, we have a few of them who are also attending Pratt Career Night, where it all began for them, and that's a very gratifying feeling. And it's wonderful to see them again, too.”



Window Signage at Cappellini. All photos © Douglas Gorenstein



Pratt Faculty and hosts: (Back Row) Jon Otis, Diane Barnes, Ike Cheung. (Front Row) Tania Branquinho, Alison Snyder, Myonggi Sul.



## events

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(L. to R.) Michele Neptune, Director of Sustainability at HLW; Kelsey Ranson, Interior Designer at HLW; Lucy Stamper, Interior Designer at HLW.



Barry Ludlow, Principal at Design Republic; Michal Hyde, Pratt Student; Teddy Guilfooy, Project Director at Design Republic.



Joy Li, Pratt Student; John Capobianco, Design Director at IA Interior Architects.



Group shot of Pratt students and representatives of Mancini Duffy (foreground) and HOK (at table in the background)



Laura Arrendondo Chavez, Pratt Student; Michael Sinkew, Design Director & Senior Associate at Ted Moudis Associates.

I was interested in the path from Career Night to first employment, so I spoke to **Kelsey Paul**, a Pratt Graduate who was at the event as an interviewer and is in her second year as an interior designer at Mancini Duffy. She said, "The last table I went to when I was a graduate student at Pratt was Mancini Duffy, where I met Lee Trimble and Nora Alhasan. I enjoyed the time with them because I found them relaxed and easy to talk to. Thinking about it the next day I felt I'd left the best for last – Mancini Duffy made a real impression on me and apparently I made a good impression too, because Lee Trimble kept in touch and I started at Mancini Duffy two weeks after I graduated."



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Michelle Marshall, Pratt Student; Mavis Wiggins, Managing Executive at TPG Architecture



Dina Lamanna, Principal, Hospitality Interiors at HOK; Jiao Yu, Pratt Student.

I was also interested in how the program at Pratt prepares graduates for the real world of work. So before asking Mr. Otis for the faculty view I asked **Erica Greene**, Pratt class of 2017 now working at **Ted Moudis Associates** for her opinion. She said, "I think Pratt prepared me very well for the intensity of the profession and the workload to expect, because it's a very rigorous program and I think they did that very well. When new grads first get to a firm they just get thrown into a project. It could be the middle or the end – it isn't like there's a new project there, just waiting for you to arrive and get started. For me, I was given the end of a 600,000 sq.ft. project to finish up, so I had to learn quickly and I think Pratt prepared me very well for that kind of intensity."

Mr. Otis said, "Pratt is, at its heart, a *practice* school. We have many accomplished professional designers and architects teaching in our department. Pratt's connection to the A&D community is important and vital to why students choose Pratt. These types of events and programs are critical to maintaining our status as one of the leading schools of design in the world. I personally take this responsibility very seriously."



The hosts, Anthony Lebron, NA Sales Manager at Cappellini; Diane Barnes, NA Sales Director at Haworth Collection; Paolo Pantaloni, NA Sales Manager at Poltrona Frau.



Jiyoung Ha, Pratt Student; Lee Trimble, Principal at Mancini Duffy.



## events

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Facing camera: EJ Lee, Principal at Gensler; Dara Osur, Senior Associate at Gensler.

Given the Italianate setting in the Cappellini showroom, the prosecco and antipasti were a perfect fit for an evening both serious and yet full of good will and bonhomie. The energy and spirit were high and the event seemed to me to be a perfect balance between the needs of the attending firms to recruit the best and brightest and the needs of the students to land meaningful employment! An actual win-win!

I raise my imaginary glass of prosecco in a toast to the return next year for year-16 of this most excellent event. ■



Michal Hyde, Pratt Student; Thom Forsyth, Senior Interior Designer at Rockwell Group; Isabella Shin, Pratt Student; Barry Richards, Principal at Rockwell Group.



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## product design

## officeinsight

**Dimensional TPO: 3D Printing Tech at Carnegie Fabrics**

by Mallory Jindra

2018 is here, and we don't all have 3D printers in our homes. But that doesn't mean we're not figuring out how to use of them – for both creative and financial gains.

**Carnegie Fabrics** is unveiling **Dimensional TPO**, a collection of new deep-embossed environmental high performance TPO (thermoplastic olefin) wallcoverings, developed using 3D printing tech.

"A lot of what started the development of these textiles is the idea that we crave tactile simulation," says **Mary Holt**, executive VP of creative at Carnegie. "We use computers and phones with hard, smooth, cold surfaces. This idea of tactile simulation affected the way we're developing a lot of our new products, but we're doing that in a bunch of different ways."

The primary goal of Carnegie's design team was to develop "a cost-efficient method for achieving deep-embossed patterns with TPO, offering the textural and aesthetic possibilities previously only available from harmful PVC products. TPO can be printed and colored like other high-performance wallcoverings however previously it was not possible to deeply emboss TPO to achieve true textural potential. Textural effects had to be replicated through clever combinations of coloring and print techniques layered with subtle embosses."

"TPO is typically very flat, but we wanted to give it that dimensional quality – by making the TPO literally more tactile, not just visually increase it," says Ms. Holt. "Particularly on walls, where you have so much visual impact, there's such an opportunity."

3D printing technology has changed the game over the course of the past 4-5 years. When a company develops an embossed pattern, they need access to an embossed roller used to make it. Those heavy industrial embossed rollers typically run around \$30,000 to make, and most designers and their companies tend to stay away from creating a brand new roller for their design because of cost. Instead, they work with existing rollers, often used for apparel design. Existing rollers are available through libraries from manufacturers who've already done the tooling for them.

The high production costs and limited libraries of available designs have hindered the contract textiles industry's ability to create texturized TPO, which requires more trial and error than PVC due to its softer, more flexible chemical composition.

"A lot of the rollers available were first created for use in lingerie apparel development, and the tooling for those runs are often set up to emboss at a lower temperature due to the delicate fabrics they use," says Ms. Holt. "Our experience with the existing rollers wasn't getting us where we wanted to be."

**WHAT IS TPO?**

> Thermoplastic Olefin, or TPO, has the performance characteristics and ease of cleaning of Vinyl, but it's much more environmentally friendly. It's free of PVC, chlorine, plasticizers, formaldehyde, heavy metals, ozone depleting chemicals and halogenated fire retardants.

> Carnegie's TPO Technology is made of 90% Thermoplastic Olefin and 10% Post Consumer Recycled Glass

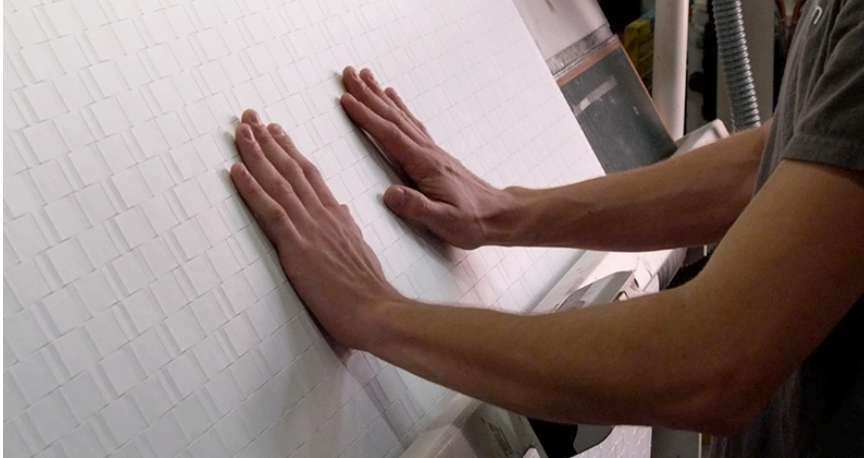


*Module, a new Dimensional TPO wallcovering by Carnegie. TPO has the performance abilities and easy of cleaning of Vinyl, but is much more environmentally friendly.*

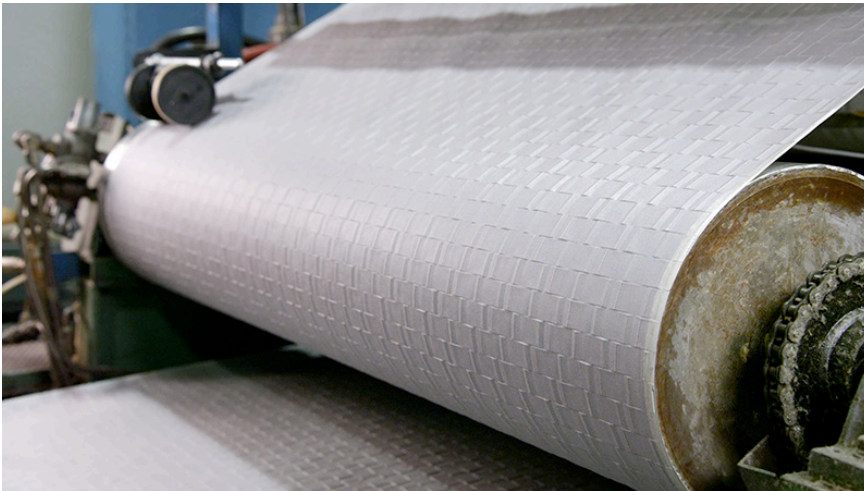
*Photography: courtesy of Carnegie*



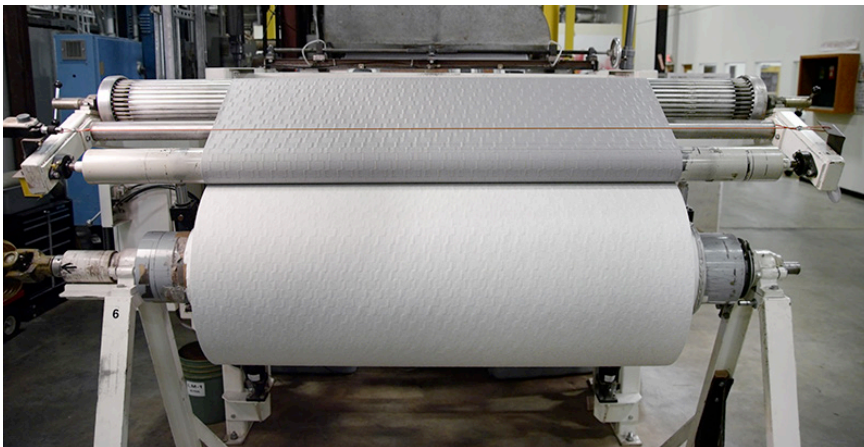
## product design



*"3D printing technology has allowed us to create trial rollers that cost \$2500-5000 per roll [compared to a \$30,000 industrial embossed roller]. The 3D printed rollers allowed us to experiment and play more before investing in a final embossed roller."*



*"There's a ton of experimentation with heat, pressure and other variables when you use industrial embossed rollers. 3D printing allows us so much more trial and error in the development process. Ideation is more possible, prototyping is more possible; it's no longer a one-shot."*



*Thermoplastic Olifin, or TPO, has the performance abilities and ease of cleaning of Vinyl, but it's much more environmentally friendly. It's free of PVC, chlorine, plasticizers, formaldehyde, heavy metals, ozone depleting chemicals and halogenated fire retardants.*

"But now, technology in 3D printing has allowed us to create trial rollers, which cost \$2500-5000 per roll. The 3D printed rollers allowed us to experiment and play more before investing in a final embossed roller. There's a ton of experimentation with heat, pressure and other variables. It allows us so much more trial and error in the development process. Ideation is more possible, prototyping is more possible; it's no longer a one-shot, take it or leave it."

In the apparel industry, the product runs are much larger upfront than contract textiles, so it's easily a worthy investment. In contract textiles, it's a longer-term investment before seeing full returns over time, so there's more risk.

"As textile designers, we have to think about every variable, every investment, weighing all of the factors to figure out if the end product will be able to support the monetary investment," notes Ms. Holt.

Carnegie took their time – four years of experimentation – to perfect the embossing techniques and 3D trials for the new collection.

The new collection, intended for contract, hospitality and healthcare environments, includes two patterns:

**Module:** "A tile-like pattern consisting of embossed rectangles, closely resembling the classic and ubiquitous subway tile."

**Via:** "Imperfect and slightly curving lines create an organic striped pattern and embossed ridge texture."

"The patterns you think are going to be more difficult to develop are sometimes the easiest, and vice versa," says Ms. Holt. "Via was simpler to produce because the design itself was more forgiving. Module was more difficult because there's a little area in the middle where the laminate kept bubbling. It took six trial rollers for us to figure out how to perfect it."



## product design

## officeinsight

Carnegie already has a third pattern in the works, and is planning to take these patterns and experiment to give them an even more layered look. The new collection shows Carnegie's perseverance to give the A&D community safe and sustainable products that move the design dial forward, too. ■



Via, a Dimensional TPO wallcovering by Carnegie Fabrics



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## Workplace Innovations: Trendspotting at SXSW 2018

by Alan Peters

**South by Southwest (SXSW)** Interactive, held in Austin, TX, every spring, is a curated collection of speakers and demonstrations covering the latest in technology, entertainment and culture. Sometimes referred to as “Spring Break for Nerds”, the interactive portion of the larger festival draws forward thinkers from Stockholm to Silicon Valley who share trending ideas across a diverse array of topics. Many of these are applicable to how companies and people interact with their physical work environments.

As a new generation of workers come of age, a wise executive will pay attention to the changes taking place in commercial real estate, driven by disruptive technologies, trends in design, and the war for talent.

Below are some of the key trends defining the future of the office environment and how those advances can impact an organization's long-term success.

### Who is Generation Z?

Generation Z, commonly defined as those not old enough to remember September 11<sup>th</sup>, is starting to graduate from college and enter the workforce. Denise Villa and Heather Watson from the Center for Generational Kinetics used

research and data to describe the habits and truths of this age cohort. A number of these trends have implications in an office environment.

During college, for instance, Gen Z most likely lived in high quality, amenity rich dorms, which created a sense of community with those in close proximity and a sense of abundance. They are likely to expect those same amenities wherever they work and live today, and companies should proactively foster that same sense of connectedness and that same richness, in part through community gathering spaces, informal dining and entertainment options, and personal services.

Gen Z is also known to read as many as 30 to 50 on-line reviews before making a transaction on anything from a hoodie to a neighborhood. With regard to commercial real estate, most growing companies will post reviews on Glassdoor with at least some comments about the quality of the office space, and a Gen Z prospect can call up those reviews with their thumbs faster than you can call your operations manager. Perception is everything, so staying abreast of reviews to ensure accuracy and counteract any falsehoods, is paramount.



*What do the SXSW Rock Stars tell their fans? "Life cannot just be about solving one sad problem after another. There need to be things that inspire you, that make you glad to wake up in the morning and be part of humanity." – Elon Musk, SXSW 2018*





Q&A at SXSW. Photo by Steven Snow

This ubiquity of reviews has also ingrained a desire for constant feedback in Gen Z's own work and personal lives. The nearly obsolete annual performance review is morphing into demand for daily feedback, increasingly craved by Gen Z. Quick electronic pats on the back are good, but thought should be given to how and where managers can go into "human mode" and interact in person with their teams. A work environment should be modular enough to accommodate private one-on-one conversations as well as large team sessions.

#### How Does Office Space Impact Recruiting and Retention?

Hiring new employees is a contact sport in today's candidate driven marketplace. Not only is the unemployment rate low, but 70% of Millennial

employees are actively searching for a new job at any one time, and 60% plan to stay with an employer three years or less, according to Amanda Townsend during a talk entitled "The Future of Employee Engagement and Retention."

Increasingly, office space is a driver for recruitment and retention. For example, one of our Austin-based clients no longer employs an HR director, but instead has a VP of People and Places. Such a title shift – and role shift – speaks to a profound change in how our young workforce wants to engage and where.

And just when companies were coming to understand and honor the term and practice of "work-life balance," the mobile technology-enabled employees of today are embracing the concept of "work-life integration" and

fluid work environments.

Forward thinking employers use "A Day in the Life" features on websites and social media to humblebrag about their work environment and office amenities. Younger workers want community with their coworkers, and when you hire them, you're also hiring their online social life. Making sure your office shows well and works well is critical; younger workers are much more likely to join the company where they already have friends. Ditch the foosball table and give your employees something to tweet and Instagram about.

#### What Does an Enriched Office Environment Look and Feel Like?

Amenity-rich office areas used to be defined by a gym, bank, and a few lunch options nearby. Today, younger



## events

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workers want personalized special services, very short commutes, access to entertainment, and a sense of community.

Over half of younger workers will not stay at a job that does not allow them to access their mobile device while at work. With presenteeism rampant, companies must be deliberate in keeping employees engaged.

Miguel McKelvey, co-founder and chief culture officer of WeWork, says that he obsesses over how to create a culture that inspires people to make a life, not just a living. His goal is for work to become transcendent by building a community in which people feel they are connected to something bigger than themselves. He says WeWork does this by including artists and anthropologists on their human resources team, hosting rap concerts for employees, and offering team-building events at summer camps during the

off-season. In short, employee services such as a concierge or dry cleaning pick up (which, by the way, contribute 25% of WeWork's revenue) and company culture don't take up square feet, but yield high returns. Can your business accommodate these shifts in order to retain younger workers?

### How Can Technology Transform Space?

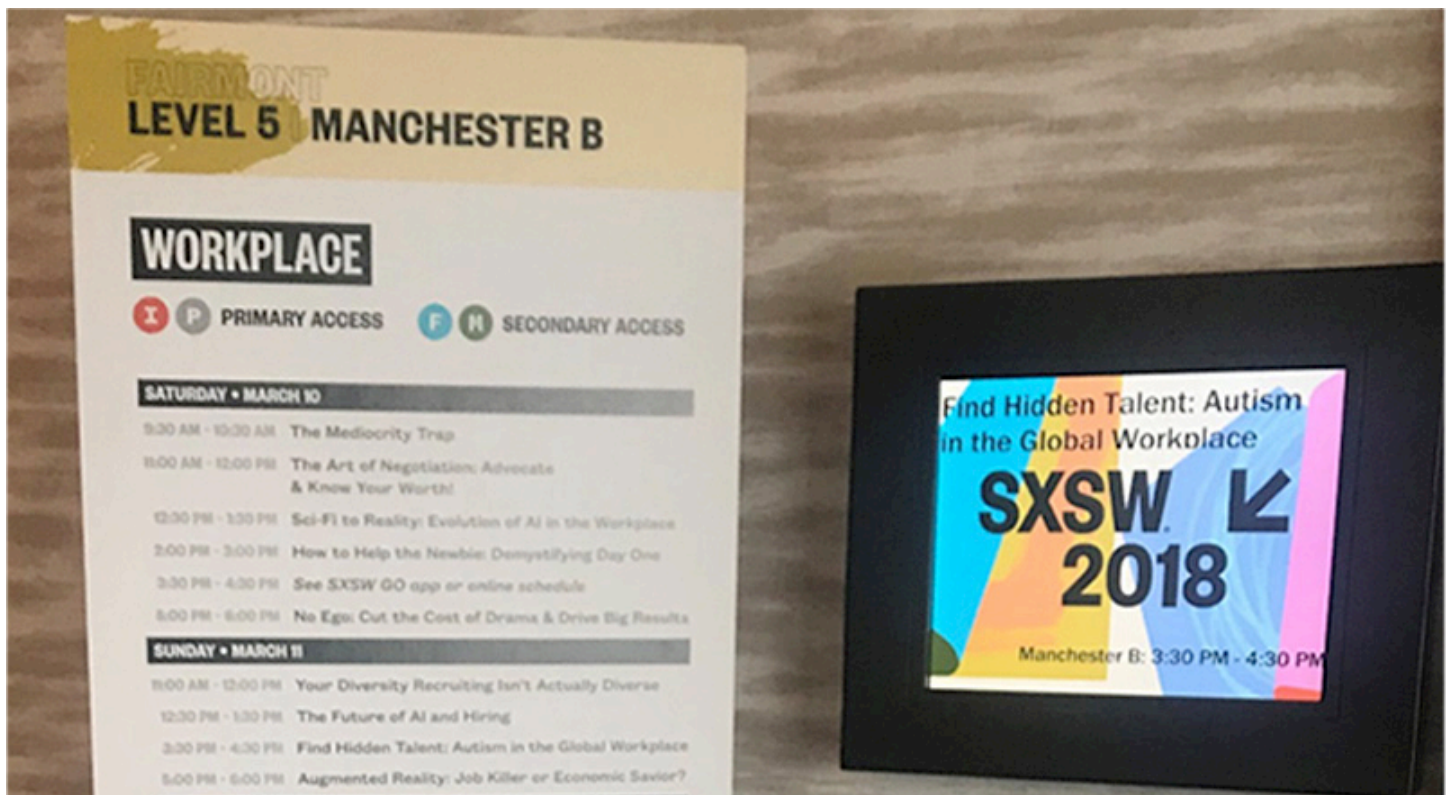
The strategic use of technology (and the right dollars) can transform a shell space into a wonderful working environment. In fact, technology can augment reactions between humans and buildings, and help us find or create that "Goldilocks" space – one where temperature, sound and light are all just right.

Temperature is no longer about the number on a thermostat, according to Dr. Joe Paradiso of MIT's Responsive Environments Group. Sensors and

digital butlers (think Alexa and Siri) will be ubiquitous, ensuring comfort and energy efficiency through smart localized control of temperature and humidity.

Dr. Paradiso also doesn't think we will need a light switch in the future. Lighting, embedded with an AI-enabled sensor, will interpret what we are doing and adjust automatically depending on whether it is time to increase focus or be more social. Alternatively, screenscapes can be projected on walls – if we are stressed, a nature scene appears; if we need to focus, a library scene appears.

Our interactions with buildings will start to change, just like Uber changed our interactions with transportation. Sensors throughout the building can help you find a quiet, cool, modestly lit space so that you can concentrate, or perhaps one that is loud, open and well-lit for collaboration.



SXSW 2018 featured 25 tracks, each one with dozens of sessions, in multiple venues, spread over 7 days.



## events

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**How Does Behavior Influence Office Design?**

Visualizing what users will actually be doing in a building is tantamount to creating spaces that support positive experiences. With activity-based design, one creates a range of spaces for different functions (like a house). Employees can move among the zones, engaging in various ways and taking responsibility for their productivity, which in turn leads to greater fulfillment.

Noise distraction is the biggest drawback of open offices; a typical office worker is interrupted every 11 minutes, and can take up to 25 minutes to refocus. Not surprisingly, the most distracting sound is the human voice. Acknowledging this research, one can design offices with a variety of areas to suit different kinds of work, and give employees the freedom to choose. It

doesn't matter if you are an introvert or an extrovert; sometimes you need to focus and sometimes you need to collaborate.

More data show that young workers respond positively to *biophilia*. Mobile technology has afforded young workers the option of working in almost any type of environment, including the outdoors. Bring nature into spaces by using natural materials, natural light, views and providing access to the outdoors, and companies will see more productivity.

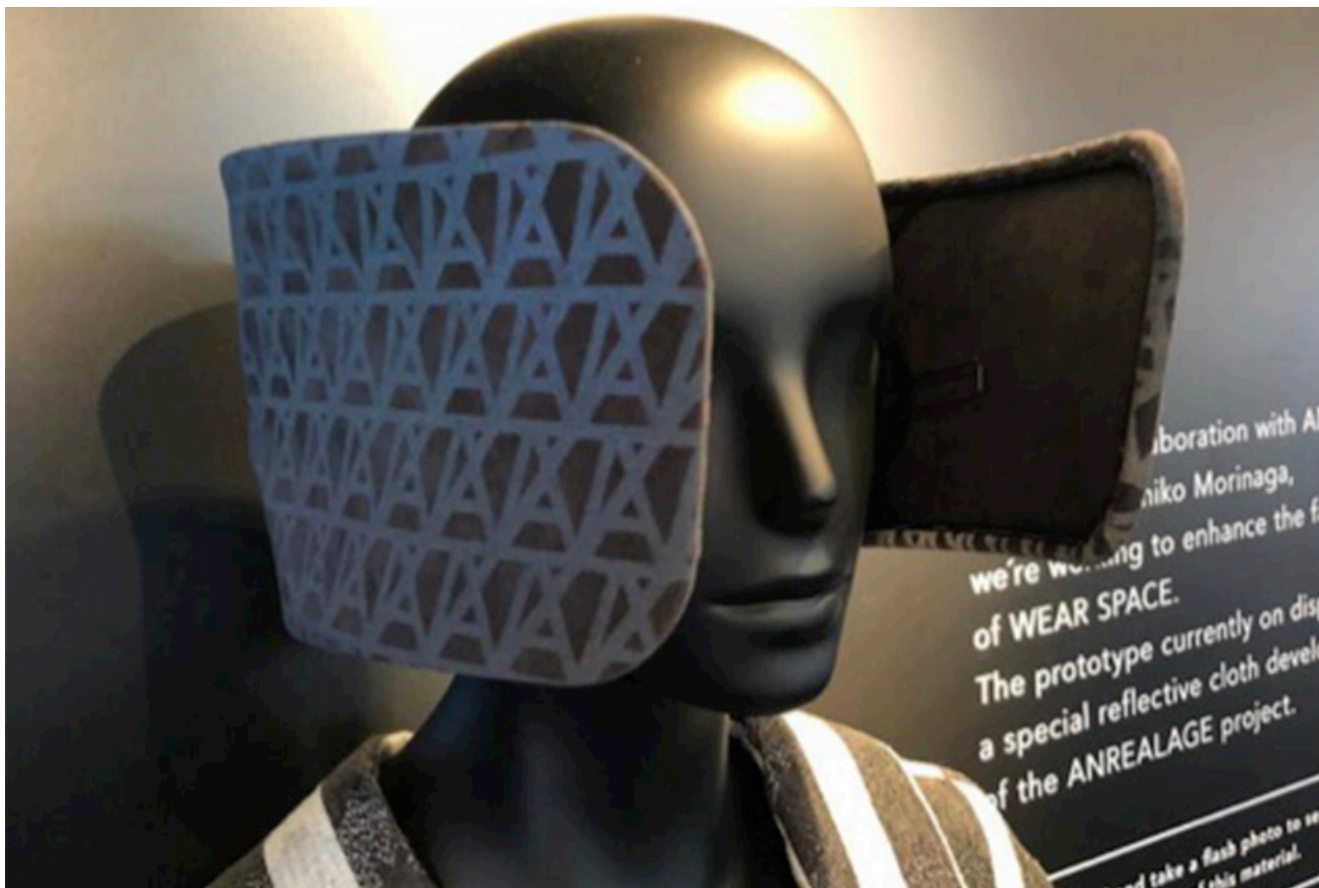
**Predicting Forces Driving Change**

Trendspotting can happen anywhere and can be very fruitful if you choose to apply it and respond. In commercial real estate or any other field, we might ask ourselves, "Is it a trend, or just trendy?" After last year's SXSW, you might have expected everyone to have a 3D printer on their desk by now, but

they did not garner much end user use this year. Sometimes, it's hard to know if/how to react. What does seem very clear, and should be seen as an opportunity, is that as more Gen Z workers enter the workforce, we will see increasingly different and exciting demands on commercial real estate and the physical environment.

Responsive spaces designed for modularity and inspiring experiences, and that offer technology along with amenity-rich options, will reign. And responsive leadership that thinks strategically about how young workers strive to not just "make a living," but "make a life" will attract and retain the best and brightest. ■

*Alan Peters is the branch manager of Savills Studley – Austin, Texas. This article can also be found on Savills Studley's [blog](#).*



Panasonic's "Wear Space" promises to "create a personal space that promotes concentration."

## r-d connection

**RESEARCH-DESIGN CONNECTION****Showers, Changing Rooms, and Walking/Biking to Work**

by Sally Augustin, Ph.D.

When people have access to showers and changing rooms, are they more likely to ride a bicycle or walk to work? A research team headed by Biswas analyzed data collected from more than 53,000 people who answered questions on the 2007 – 2008 Canadian Community Health Survey, and determined that “Compared with younger ages, workers 50 to 75 years old were more likely to cycle to work if WS/CR [showers and changing rooms] were available.”



So, older individuals were more likely to ride their bicycles to work when WS/CR were available, but people 49 years old or younger were not more likely to ride a bike to work if WS/CR were available. The likelihood of workers of any age walking to work was not significantly affected by the presence of WS/CR. Statistical techniques were used to eliminate living in an urban or rural area as an explanation for the effects seen. Depending on worker/space user demographic profiles and organizational goals, devoting space to WS/CR may or may not be a good use of resources. ■

Aviroop Biswas, Peter Smith, and Monique Gignac. “Access to Showers and Change Rooms at Work Associated With Active Commuting Among Older Workers: Findings from a National Population Survey.” *Journal of Applied Gerontology*, in press.

*Sally Augustin, PhD, a cognitive scientist, is the editor of Research Design Connections ([www.researchdesignconnections.com](http://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](http://www.designwithscience.com)) and can be reached at [sallyaugustin@designwithscience.com](mailto:sallyaugustin@designwithscience.com).*

**SUDOKU**

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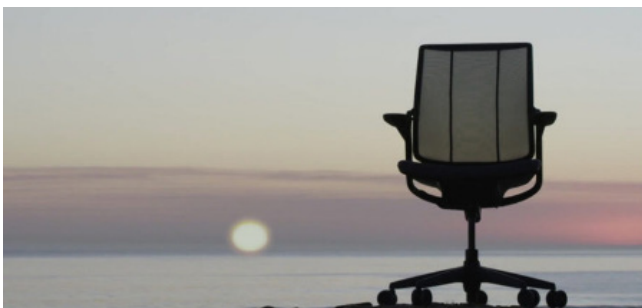


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## PRODUCT INTROS

**>Humanscale introduced the Smart Ocean chair, an inventive adaption of the legendary Diffrient Smart chair that incorporates almost 2 lbs. of recycled fishing net material.** Sourced from Bureo, an emerging venture developing innovative solutions to prevent ocean plastic pollution, this is the first tangible product of its new partnership and marks the first product available to purchase from the consortium of companies under the Next-Wave initiative. The nets used in the production of the new task chair are from Bureo's Net Positiva recycling program, which facilitates the collection of discarded plastic fishing nets and provides incentives to participating coastal communities. "Fishing nets comprise approximately 10% of the plastic pollution in the ocean today," said Humanscale Founder and CEO Robert King. "Our partnership with Bureo helps further our goal to achieve a net positive impact on our natural environment. The Smart Ocean task chair not only supports the health and comfort of our customers, but actually removes plastic from the ocean, supporting the overall health and well-being of a greater ecosystem." [Read More](#)



Humanscale: Smart Ocean task chair

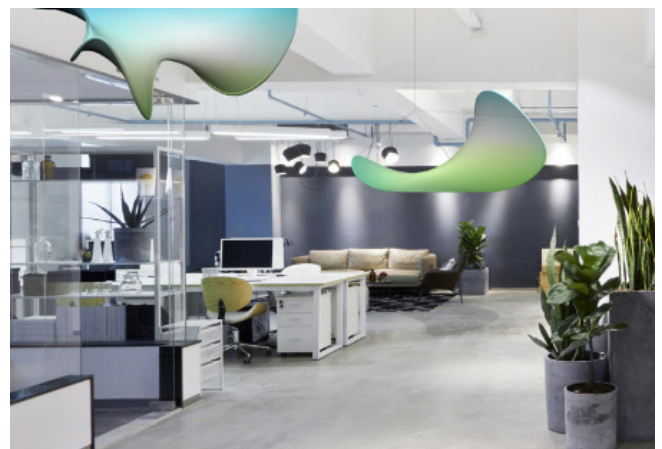


Juniper: THIN Shared Task Lamp

**>Juniper unveiled the THIN Shared Task Lamp designed by Peter Bristol.** This desk-inset light fixture draws inspiration from old library lamps that cast a warm, personal glow while featuring an updated design that allows for a broad angle of light over the length of a shared workspace. The interconnecting light segments can be fully rotated to reposition light and easily connected to accommodate longer table lengths. Maintaining a minimal silhouette to increase desk real estate and when paired with Ground Control, a series of brass surface-mounted power accessories, the system provides both an elevated aesthetic for offices and residences, as well as advanced technology. The power accessories system includes a double USB

charger, electrical plug, toggle switch, and dimmer knob. [Read More](#)

**>MDC launched Architectural Clouds, the latest addition to the company's growing line of high-performance, decorative acoustic solutions.** Designed to transform traditionally loud, open spaces – airports, convention centers, offices, lobbies, restaurants, museums, and more – into peaceful, productive environments, Architectural Clouds are available in six standard silhouettes that evoke cumulus, cirrus, and stratus clouds, but they can take almost any shape. The products are manufactured



MDC: Architectural Clouds

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with advanced 3D freeform tube-bending technology that allows aluminum tubing to be shaped with a variable radius to fabricate completely custom, precise shapes. They are then covered in stretch fabric that is offered in eight colorways ranging from a bright spring green to more demure earthy tones like dusty rose and an industrial-inspired slate. MDC's digital capabilities also offer designers the option to digitally print a graphic or customize their colors. [Read More](#)

## NOTEWORTHY

**>Claire Weisz, co-founder of WXY architecture + urban design, was selected by the AIA New York Chapter to receive the Medal of Honor.** This is the chapter's highest award to a member for distinction in the profession; Ms. Weisz will receive the medal at a ceremony to be held in Lower Manhattan on Apr. 20 during an annual institute fundraising luncheon celebrating design excellence. The announcement of this



*Claire Weisz with Mark Yoes*

honor coincided with news that partner and co-founder **Mark Yoes** was elevated to Fellow of the AIA, the national group's highest honor recognizing "exceptional work and lasting contributions to architecture and society." Ms. Weisz, an influential architect and urbanist who is also a Fellow of the AIA, works with her partners Mark Yoes, Adam Lubinsky, and Layng Pew on creating innovative approaches to public space, structures, and cities. The firm works at all scales — from street furniture to civic buildings, master plans, city parks and coastal resiliency designs — garnering recognition from groups including the Architectural League of New York, the AIA, and the American Planning Association. [Read More](#)

**>ASID named the recipients of the 2018 ASID National Awards.** Celebrating those who advance the interior design profession and showcase

the impact of design to positively change people's lives, the National Awards represent the highest level of professional recognition bestowed by the Society on individuals and organizations. Winners will be honored at Celebration — The ASID Awards Gala, on Jul. 21 in Washington, DC:

**-Ken Wilson, Interior Design Principal at Perkins+Will's Washington, DC office, is the 2018 Designer of Distinction.** This award honors an ASID professional member who has established a body of superior work demonstrating creativity, excellence, and innovation. It is the premier award for personal achievement and social consciousness in the interior design field. Mr. Wilson's work includes a variety of project in architecture, interiors, graphics, and product design, and his clients include several of the nation's leading environmental organizations, socially responsible associations,

nonprofits, and corporations. His projects have been published internationally and have received more than 120 national and local design awards. In 2005, he was named "Designer of the Year" by Contract magazine. A leader in sustainability, he was a key participant in the development of the original LEED Rating System for both commercial interiors and Core & Shell projects, and was the first architect to hold fellowships in AIA, IIDA, and GBCI.



*Ken Wilson*

**-Jane Rohde, Principal and Founder of JSR Associates, Inc., is the 2018 Design for Humanity winner.** This award honors an individual or institution for contributions made to improve the human experience through environmentally friendly and health-focused interior design projects or activities that demonstrate a far-reaching impact. Ms. Rohde champions a global cultural shift toward de-institutionalizing senior living and healthcare facilities through her practice, person-centered principles, research and advocacy, and design of the built environment. She formed her firm, JSR Associates, in response to the gap between outcomes,

operations, and design of the physical setting. Through continued practice, she has positively impacted the lives of older adults, those with special needs, and the staff that provides care and services to vulnerable populations.



*Jane Rohde*

**-Paul Scialla, Founder of the International WELL Building Institute™, is the 2018 Design Innovation winner.** This award honors an individual, institution, manufacturer, or research team for producing an innovative project, product, or body of work that makes a significant contribution to the advancement of the field of interior design. After 18 years on Wall Street, including ten at Goldman Sachs as a partner, Mr. Scialla's interest in altruistic capitalism and sustainability led him to establish IWBI, which administers the WELL Building Standard® globally to improve human health and well-being through the built environment. He has become a leading voice in the sustainability movement, serving as a keynote speaker at prominent green building, real estate, and technology forums and conferences around the world. He is also the founder



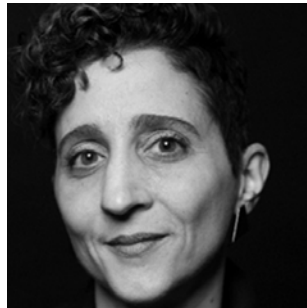
and CEO of Delos, a New York-based wellness real estate and technology firm, a member of the board of directors for the Chopra Foundation, and a founding board member of the JUST Capital Foundation.



Paul Scialla

**-Tamie Glass is the winner of the 2018 Nancy Vincent McClelland Merit Award.** This award honors an individual, organization, manufacturer, or research team for outstanding support of the interior design profession. It pays tribute to the accomplishments of Ms. McClelland, an ardent advocate for professional recognition and the first woman president of the American Institute of Decorators (now ASID) from 1941-1944. Ms. Glass is Associate Professor, Interior Design Program Director, and Fellow of Gene Edward Mikeska Endowed Chair of the School of Architecture at The University of Texas at Austin. Her intercontinental career launched at Daimler in Germany with the creation of corporate identity projects for the Mercedes-Benz brand, followed by four years in London with Virgile & Stone and Conran and Partners. Her expertise extends from

high-end hospitality and retail projects throughout the EU and Asia to wellness, corporate, and residential designs in the U.S. Her forthcoming book, "Prompt: Socially Engaging Objects and Environments," will be published by Birkhäuser Switzerland in the summer of 2018. [Read More](#)



Tamie Glass

**>ASID announced the internship winners of the 2018 ASID Student Portfolio Competition and the winners of the 2018 ASID Student Chapter Awards.** The winners were recognized at SCALE: The ASID National Student

Summit in Los Angeles on Feb. 25. In its third year, The ASID Student Portfolio Competition generates the best collection of student design projects in the nation. Submissions are evaluated on conceptual thought, content of work submitted, and the student's record of achievement. Judging includes two rounds of online reviews and one round of finalist interviews at SCALE. The 2018 experience culminated at SCALE, where finalists presented their portfolios to a panel of judges in the hope of securing a 2018 internship with Benjamin Moore, Gensler, HKS Architects, HOK, Humanscale, ICRAVE, Perkins+Will, or Studio O+A. Each one of the SPC internship winners received a \$2,100 scholarship from the Benjamin Moore & Co. Foundation, in addition to their 2018 internship. Auburn University was named

the 2018 ASID Student Chapter of the Year. This award recognizes a single ASID student chapter that has provided exceptional service to its student members, professional associates, and community.

The 2018 ASID Student Volunteer of the Year award, which recognizes the dedication and leadership of an outstanding ASID student chapter leader, went to Nicole Perry, Student ASID Past President at UCLA Extension. [Read More](#)

**>ASID's New York Metro Chapter announced the winners of the "Best in Show" Awards at the Architectural Digest Design Show.** Fourteen distinguished brands were chosen for their creativity, innovation and sustainability from both an installation and products perspective. Winners from the FURNISH and REFRESH areas of the show:



2018 ASID Student Portfolio Competition Winners (L to R): Min Q Chung, New York School of Interior Design; Rachel Snow, Auburn University; Khadeine Ali, Savannah College of Art and Design; ASID CEO Randy Fiser; Luke McLindon, Savannah College of Art and Design; Kaylen Parker, The University of Texas at Austin; Briana Guin Auburn University; Fei Liu New York School of Interior Design; Xingying Du, Pratt Institute



ASID NY Metro Best Of AD Awards: Sossego was awarded Best in Show Furniture (photo by Angie Vasquez)

- Best in Show – Floor: New Growth Designs
- Best in Show – Wall Treatment: Benjamin Moore
- Best in Show – Plumbing: Rohl
- Best in Show –Furniture: Sossego
- Best in Show – Lighting: Hubbardton Forge
- Best in Show – Overall Design: JennAir
- Most Innovative Appliance: Blomberg Dryer
- Most Innovative Material: BASWA acoustic North America
- Most Innovative Product: JM Lifestyles
- Winners from the MADE section of independent artisans and makers:
- Best in Show – Sustainable Design: David Stine Furniture
- Best in Show – Lighting: Luke Lamp Co
- Best in Show – Adaptive Reuse: Counter Culture
- Best in Show – Overall Design: Bones Studio
- Best in Show – Most Innovative Product: Factice Studio

[Read More](#)

**>IFMA's Facility Fusion Conference and Expo last month in Chicago hosted an over-capacity exposition floor catering to its largest attendance in years.** More than 1,000 facility professionals convened to embody the conference theme, "Influencing Change, Building Toward Our Future." Even before the official conference kickoff, participants attended in-depth seminars on building information modeling and sustainability hosted by IFMA's IT, Workplace Evolutionaries and Environmental Stewardship communities. These workshops, as well as training for leaders of IFMA's local chapters and industry-specific councils, set the tone for an educational program designed to empower FM professionals to thrive in a rapidly changing world. Attendees participated in sessions on security, the Internet of Things and a hands-on tabletop exercise on disaster response. On the expo floor, they took advantage of product demonstrations, career

resources and FRED Talks (Facility Related Education and Discussion — IFMA's version of TED Talks). Keynote speakers covered digitization in the built environment, leveraging leadership potential and how to succeed in working with multiple generations, rounding out with a thought leadership panel discussing how space, people and tech combine to create winning workplaces. [Read More](#)

**>IIDA announced the winners of the 13th annual Student Design Competition, sponsored by OFS Brands.**

This year's competition challenged participants to design the new marketing and sales support office at OFS Brands Headquarters in Huntingburg, IN. Nanmei Jiang, Ara Kim, and Wan Ting Hsieh of the New York School of Interior Design won first place and \$2,500 for their project, Homoffice. Veronica Sanders and Dana Shihabeddin of the University of Texas at Arlington received second place honors and \$1,500 for their project, Regeneration.



ASID NY Metro Best Of AD Awards: The award for Most Innovative Product in the Made Category went to Factice Studio (photo by Angie Vasquez)

**HOMOFFICE**  
HOME + OFFICE



IIDA Student Design Competition first place winner Homoffice by Nanmei Jiang, Ara Kim, and Wan Ting Hsieh of NYSID



Third place and \$750 went to Hannah Monroe and Brooke Pogue of Mississippi State University for their project, Into the Woods. [Read More](#)

**>Western Office is getting ready to move into its new showroom in downtown Los Angeles as the company celebrates its 100th anniversary.** Located on the Plaza level of 515 S. Figueroa St., it will house the business development and project manager teams of Western Office Los Angeles in one workspace. Offering more than 7,000sf of main floor and mezzanine space, it will feature Knoll's newest trend-forward furniture concepts and designer partnerships, along with DIRT sustainable prefabricated architectural products. Customers will be able to use virtual reality headsets to experience real-time mockups and reconfiguration options in the customer experience lounge, comfortably furnished with Knoll and Muuto ancillary furniture. A complete library and resource center offers furniture fabrics,

textiles, veneers, laminates, finishes, and cut sheet options to inspire visiting architects and interior designers. Multiple workstations throughout will offer premier digital library access to materials and resources available through MyResourceLibrary. [Read More](#)

**>One light year is 5.9 trillion miles. Scientists have now discovered a star that is 9 billion light years away.** [Read More](#)

## ENVIRONMENT

**>Camira is presenting a new Continuing Education Unit entitled "Specifying Sustainable Fabrics to Enhance Health and Wellbeing."** The CEU is approved by IDCEC and it provides a far-ranging overview of the impact of sustainable fabrics and the benefits that wool textiles can bring to internal air quality. "By specifying wool on your furniture, you can actually enhance the air quality of a work environment," said Rune

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*Camira offering CEU on the health and wellness benefits of wool textiles*

Akselberg, Camira's President for North American and Asian Pacific markets. "Certain fabrics, and especially wool and woolen blends, help absorb VOCs and other pollutants and actually contribute to a healthier workspace."

The CEU is built around four key learning objectives:

- Exploring negative impacts resulting from using less environmentally friendly fabrics.
- Examining the need for better health and wellness practices in contract interiors and identifying performance standards in an array of fabrics that could contribute to healthier workspaces.
- Understanding how to better recognize and specify more environmentally friendly fabrics for commercial application.
- Surveying the evolution of health and wellness in the work environment and looking at the more recent developments the fabric industry is developing to support healthier building initiatives. [Read More](#)

## PROJECTS

**>Dyer Brown completed a new Boston headquarters for True Fit, a leading tech company known for its "personalization platforms" used for online apparel retailing.**

The new office spaces feature cost-effective and highly adaptable design solutions with extensive graphics, raw materials and other fun flourishes for a high-end yet tech-savvy, downtown aesthetic. Branded elements include inspirational quotations and logotypes of the many companies that True Fit serves with their easy-to-use tools for sizing garments and footwear prior to online purchases. "True Fit's clients and partners include hundreds of the world's leading retailers and thousands of top clothing and footwear brands," said Dyer Brown project manager Michelle Bristol. "The company's executives needed their new headquarters to make a powerful statement about who they are, along with budget-savvy, strategic



*Western Office: New DTLA showroom*

workplace setup that empowers True Fit's team as it leaves visitors with a lasting positive impression."

True Fit had outgrown its former head office and, following a search around Boston, the firm's leaders leased the 25,000sf space on the 12th floor of 60 State Street, a prestigious address in Boston's downtown area. Based on initial meetings with the tech firm's leaders, Dyer Brown proposed a minimalist, rugged design concept favoring a bold, professional flair as well as open, bright interiors with extensive glass and environmental graphics. Exposed building structure maximized ceiling height in various areas, responding to True Fit's desire for high ceilings, openness and daylight. Along with the exposed structure and systems overhead, the reception area, conference room and an open pantry breakroom feature a palette of reclaimed timber, polished concrete flooring, and sleek frameless glass partitions. Casual modern upholstered furnishings adds

to the raw, rugged sensibility, softened by pendant lighting fixtures and varied displays of client company logos and products. Dyer Brown also integrated reclaimed timber into existing sliding door hardware at entrances to meeting rooms, and designed bespoke wood furnishings including chairs and conference room tables. Ample city views are left open and uninterrupted throughout.

Dyer Brown introduced innovative, cost-effective workplace collaboration solutions throughout the headquarters floor, against a backdrop of glass office walls, wood-grain-look flooring and branded, mural-sized graphics and wallcoverings — all designed in collaboration with the client to enliven work areas with on-brand, inspirational messages such as "Simplicity is the ultimate sophistication," attributed to Leonardo da Vinci. The new headquarters offices are adapted from a former law firm location, which allowed for a number of creative reuses of existing elements, which needed only minor upgrades.

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*JZA+D: 506 Carnegie Center*

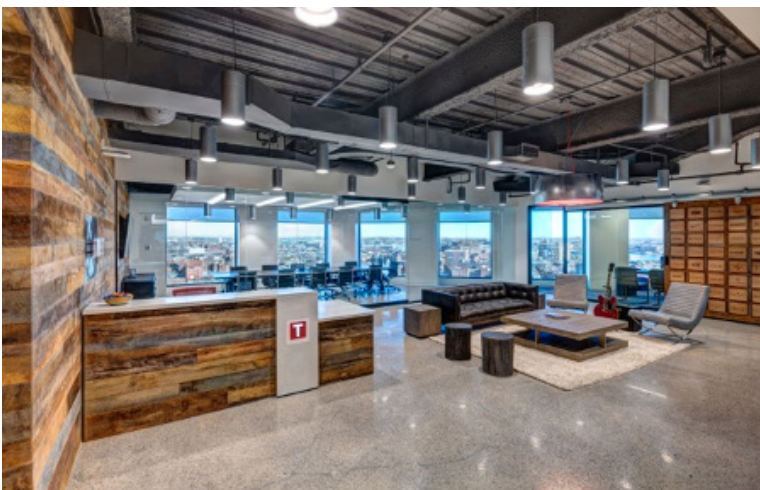
For example, Dyer Brown converted several existing private offices into huddle rooms for smaller meetings and breakout sessions, reinforcing the tech firm's culture of teamwork and connection. The team preserved black aluminum framing on some glass office fronts and some original lighting systems retrofitted with better lamps and controls. These steps allowed True Fit to concentrate value in other areas "to make a lasting, powerful impression on visitors without breaking the bank," said Ms. Bristol. "With a subdued, focused palette of finishes and furnishings that provide pops of color, the ideas captured in the graphics and True Fit's people take center stage. It's an unassuming approach that enhances the subtly stylish aesthetic of the company itself." [Read More](#)

**>Joshua Zinder Architecture + Design added a dash of hotel and restaurant flair in the redesign of common spaces at 506 Carnegie Center, part of an office campus in Princeton, N.J.** The results have

redefined the cafeteria and courtyard as a social center and major amenity, bolstering the ability of tenant companies to compete for and retain talented employees, many of whom prefer a more urban social experience.

Emphasizing transparency and natural daylight, and introducing natural finishes, asymmetric forms, and a full-height plant wall installation, the updated cafe seating area accentuates a specific connection to the adjacent patio and seasonal bar — a welcome departure from the space's previous closed-in feeling. A mix of lighting fixtures interact with varied furnishings to offer choices of experience: globe pendants highlight booths, for example, while domed fixtures generate warmth around arrangements of contemporary lounge seating.

At either end of the space, occupants find counter-height communal tables built from rough-cut, large-format timber slabs. JZA+D worked with the manufacturer to specify slabs with rich grain texture and live edges asserting the natural form of a tree.



*Dyer Brown: True Fit*



The patio itself has been re-invented as an events space, even a destination. The space features two new structures: a square bar pavilion for events covered by an overhanging slate roof, and a barbecue kiosk with a wood trellis cover that neatly echoes the exposed floating wood beams overhead in the cafe.

"Introducing design ideas from the hospitality sector helped us deliver a fresh, timeless sensibility while reinvigorating the shared amenities," said Joshua Zinder, founding principal of JZA+D. "The updated cafe and terrace brings a 'pocket of urbanity' to this suburban location, adding value for our client and their tenants—and the tenants' employees."

[Read More](#)

**>Interior design firm Montroy Andersen DeMarco (MADGI) completed the New York headquarters for the World Economic Forum, and the project has received LEED Platinum certification.**

Formed in 1971, the World Economic Forum broadened its mission in 1987 to providing a platform for resolving international conflicts through initiatives and meetings held around the world. The organization is best known for its annual multi-day meeting in Davos, Switzerland, which brings together 2,500 top business leaders, politicians, economists, and journalists from nearly 100 countries to discuss the most pressing issues facing the world. Its new offices occupy the entire 10th and 11th floors of 350 Madi-



*MADGI. World Economic Forum 11th floor reception area: Photo by Peter Dressel, Wilk Marketing Communications*

son Avenue, which is between 44th and 45th Streets.

"Our team designed the space to accommodate both the organization's 150 New York-based employees as well as facilities that hold meetings for up to 160 participants," said MADGI Principal Steven Andersen. "The conference rooms were designed with the ultimate in flexibility in mind, as the Forum wanted to be able to conduct both training-style presentations and large plenary-style meetings."

"The overall look and feel for the entire space is light, warm, and contemporary, with an understated European aesthetic that is a nod to the visual language of the Geneva headquarters," said MADGI Designer Mariana Panova.

"The team wanted to create a high-end, more sophisticated reception area on the 11th floor, where guests, speakers, and leaders will be greeted. This area features back-painted white glass, wall cladding, wood planks, millwork, and

high-end European furniture." In the 1,300sf reception area, the design team redesigned and highlighted an existing staircase and created a seating area. The light and warm color scheme features a palette of light beige accented with the Forum's dark blue and light blue glass details. The Forum logo is installed behind the reception desk, over a wood plank feature wall, which is also installed on the ceiling above. The custom-designed reception desk features a Bendheim glass front accented with LED-edge lighting.

The reception and seating area also has a Bendheim glass wall cladding with shelves for the Forum's publications. The glass niche shelves are built of champagne-colored mirrored glass, adding to the elegant residential feel of this section of the floor. The seating area's ceiling design was important, as the designers wanted to create an inviting, soft

glow in the space by using indirect LED-cove fixtures. Accent-type European lighting fixtures, including iGuzzini Laser Blade recessed lighting and wall washers, and Visual Lighting Technologies' double-cove lighting over the seating area, complement the comfortable look and feel of the space. The furniture is by Poltrona Frau.

This area also features a television built into the glass-clad wall, separating it from the office section. The TV screen is mounted lower than is typical to enhance the residential feel of the space. The floor of the reception is porcelain tile with a wood texture; the Forum's facilities executives wanted the look of wood but not the maintenance required for such a high-traffic area. Opposite the reception desk is the staircase, for which MADGI specified Bendheim glass cladding on the entire back wall, from the stair landing to the ceiling. A series of MIO's 2'x2' Quad FeltForm

## officenewswire



MADGI. World Economic Forum plenary room: Photo by Peter Dressel, Wilk Marketing Communications

3D acoustical felt tiles were placed in an indirectly lit ceiling cove centered above the stairs. The stairway features an Intense Lighting stainless-steel V-Rail handrail system with embedded LED lighting strips, and a glass guardrail by Q-railing.

The seven conference rooms all have audio-visual capabilities and video-conferencing equipment, and range from 150 to 500 sf. Some of the conference spaces combine in pairs to create large training rooms for up to 75 people. The 950-square foot plenary space can sit up to 160 participants and doubles as a café and informal meeting area. A large television wall in the plenary room becomes a digital presentation and teleconference wall when this room is in plenary mode. The flexible furniture of stacking chairs in white and blue and the Nevins/Pax height-adjustable tables in

the plenary room supports its multi-purpose function as a flexible social, lunch, and casual meeting area in addition to being the setting of formal meetings and conferences. The public and meeting areas feature Modernfold Acousti-Seal Encore automated movable acoustical partitions wrapped in acoustical fabric on both sides. Conference rooms feature Halcon Skill tables with ample legroom and ergonomic Haworth Zody chairs as well as Prismatic credenzas with incorporated garbage storage for inconspicuous disposal of food and drink containers during meetings. The smaller of two pantries is also situated on the 11th floor in close proximity to the plenary space. It serves as a pantry/café for day-to-day goings-on but can be used as a catering/warm-up station for large gatherings. "In the plenary room, the

acoustical properties were improved by the use of woven vinyl tile flooring by Fitnice, perforated millwork by Fantoni on the main ceiling and columns, and Pyrok acoustical plaster on the perimeter ceiling," explained Ms. Panova. "The TV display wall features three-dimensional, recycled polyester felt Zintra acoustical panels by MDC Wallcovering in the Forum's signature dark blue. Double-glazed partitions by Sky Walls provide acoustical privacy between the plenary and adjacent conference rooms." A large open-plan work area on the southern side of the floor has 29 workstations with adjustable-height desks by Haworth, private offices for the finance and human resources departments, smaller conference rooms and phone booths, a multimedia studio that produces the organization's promotional videos, and a wellness room.

On the 10th floor, after descending the stairs, one finds an open, 425sf employee entrance foyer and team meeting area with four privacy seating pods designed as booths with high backs. Two three-person booths and a table form a six-person meeting area and two single-person pods serve two-person gatherings. The rest of the floor plan comprises three executive offices; 109 standard adjustable-height workstations and four larger, U-shaped managers' workstations in the open-plan section; a large employee pantry with seating for 30; one executive conference room; two small four-person conference rooms; four small phone rooms; and an IT room. The phone room walls feature acoustical felt panels. These were painted in various accent colors to bring more life and "pop" to the spaces. For this floor, MADGI specified Armstrong acoustical tile ceilings throughout, contemporary recessed continuous linear LED lights over the workstations, and carpet tile as used on the 11th floor. The pantry's floor is luxury vinyl tile. Both pantries feature high-end refrigerators, partial Fantoni ceilings, and blue Chevron-tile backsplashes that bring in more of the organization's accent color, to contrast with the white color scheme of walls, furniture, and floor tiles. [Read More](#)

**>Scale1:1 teamed with Virgin Pulse to furnish much of its new headquarters in Providence, RI.** The highly collaborative process



became a three-way dialogue between interior designer Lahhni Tran – known for her focus on workflow, workplace productivity, and space usability, the Virgin Pulse team, and Scale1:1's design and development team. Scale1:1 pieces chosen for the project include WiiRise Tables, Marc mobile dry erase marker boards, and the EYHOV Sport ping-pong conference table, as well as several Tele-Conferencing tables and the modular Boardroom table with built-in power. Health-technology company Virgin Pulse, a part of British billionaire Richard Branson's business empire, recently moved its global headquarters to Rhode Island and took over a 1930s building that formerly housed the Providence Journal newspaper. Featuring 14 conference rooms, stationary-bicycle desks, treadmills and Ping-Pong tables for its 200

downtown workers, the VP headquarters was an ideal project for the Scale1:1 team. The space was architecturally significant, the floor plan was deliberately flexible to accommodate an expected triple fold increase in the workforce, and the company's purpose – to improve employee wellbeing – neatly jibes with Scale1:1's underlying design ethos. The Scale1:1 product line features tabling and accessories that are playful yet sophisticated, and fluid in form and function. The pieces chosen for Virgin Pulse's offices reflect the best of modern design with a dose of edgy fun and professional efficiency. The centerpiece of the floor plan is a series of WiiRise adjustable height workstations with custom designed privacy panels that echo the shape and color of Virgin Pulse's logo. It was Scale1:1's ability

to produce this piece that ultimately sealed the deal for the project.

Scale1:1 provided additional furnishings to the project: Nomad Sport is a multi-function table that converts from a conference table to a writable presentation board, then to a slick ping pong table for blowing off steam post-meeting. Marc is an easy-to-maneuver, minimalist and cheeky dry erase marker board, complete with oversize braking casters, a dual writing surface, and selection of bright powder coat frame colors. A bifurcating extra long modular conference table, designed to split into smaller modules to convert the boardroom into a training room – and replete with power and connectivity features – holds pride of place in the central conference room. [Read More](#)

**>Warehouse of Fixtures recently completed an office renewal project in St. Louis for CSE Baseball, a talent representation firm for sports and media.** CSE Talent was transitioning into new management, and wanted the space to reflect the new brand but also remain familiar to its existing clients. The project was a renewal of an existing space, approximately 3,022sf. This building was originally a residence built in 1941 and was converted to a commercial office space by owners previous to CSE. There are small rooms and narrow hallways and staircases throughout the building. Design issues included size limitations as well as architectural obstacles, such as chair rails/molding and wainscoting, traditional wood baseboards, and large windows. These elements created challenges when planning furniture placement and storage solutions. The design team worked around these features instead of cutting or removing them. For example, tack boards were installed above the chair rails, with the desks slightly below. This solution accentuated the chair molding, and the placement appears intentional rather than an oversight. Also, due to window placement and the varying sizes of the offices, each office was unique, so the designers were unable to create one typical office and use the same solution in each room. Instead, each had to be considered individually. The client requested a "minimalist" design approach and



Scale1:1: Virgin Pulse



*Warehouse of Fixtures: CSE Baseball*

wanted to keep it simple, but also wanted to project an image of success. Furniture for the project included Global Zira laminate desks and storage, Global Accord executive seating, and Global Lite guest chairs. Warehouse of Fixtures also custom made a narrow, bar-height meeting table with white board top and chrome supports, which CSE uses in more informal brainstorming meetings. [Read More](#)

## EVENTS

**>The Beverly Willis Architecture Foundation on Monday, Apr. 16 will host a panel discussion, "Rebalancing the Power: Solutions for Sexual Misconduct in Architecture and Design Culture."** It will take place 9:00-10:30 a.m. at the Häfele America Co. showroom in Manhattan. A diverse group of blue-ribbon experts, moderated by culture reporter Robin Pogrebin of The New York Times, will discuss the legacies of harassment and sexual abuse in architecture

and design culture, as well as possible solutions. They will review recent experiences and challenges as well as offer ideas and even a validated approach forward for both design firms and victims in the professions. Panelists include Robert Ottinger Esq., a plaintiff attorney, who will present the legal issues faced by victims of sexual misconduct. Julie Kantor, a clinical psychologist, who will discuss the stress, trauma and behavioral issues related to both perpetrator and victim. Mark



*Brooklyn Designs to be held at the Brooklyn Museum*

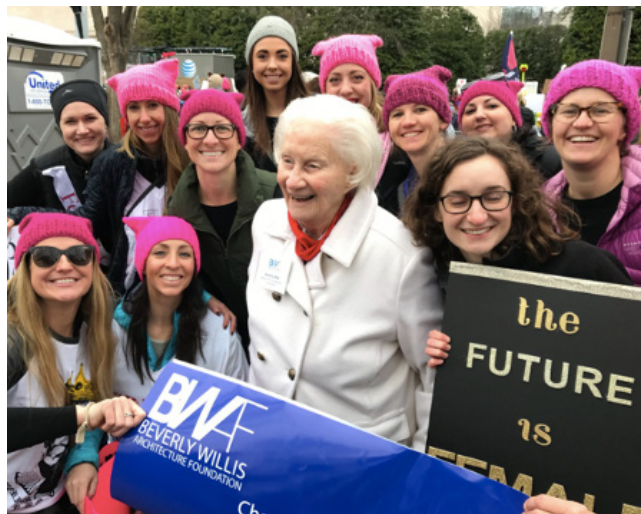
Regulinski, a former principal of Skidmore Owings & Merrill, will explain the role firm leaders play in improving working conditions for all, while Suzanne Pennasilico, head of SOM human resources, will offer employer and employee perspectives on incidents of sexual misconduct. [Read More](#)

**>Brooklyn Designs will celebrate its 15th edition May 12-13 at its new home at the Brooklyn Museum.**

With a VIP preview on Friday, May 11, the event kicks off the first weekend of NYCxDE-

SIGN. The show is an annual celebration of the borough's creative community, presented by the Brooklyn Chamber of Commerce and co-produced with Novità Communications. Its juried exhibition will feature 50+ brands including beloved design studios Fort Makers and Token; conscientious textile designers Quiet Town and Five and Six Textiles; newcomers Ama Connection and Zeray Studio; and hi-tech brands Fitchwork and Brooklyn SolarWorks. The show will also present special installations from Pratt Institute and the Textile Arts Center, a shoppable marketplace, and talks with prominent figures in the design world including a keynote address by renowned architect Jonathan Marvel. [Read More](#)

**>The IIDA Leaders Breakfast will take place Thursday, May 17, 7:30-10:30 a.m. at 583 Park Avenue in NYC.** Launched in New York in 1989 as a single event, the IIDA Leaders Breakfast has grown into an annual international event series that



*Beverly Willis*



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celebrates design's importance in the global market place by honoring the people who are both the legacy and

future of design. Each chosen host city organizes a breakfast that features a renowned keynote speaker to provoke

and encourage new ideas, and recognizes one city-selected honoree who has made significant contributions to the design industry. This year's speaker is Nataly Kogan, Founder of Happier, a global technology and learning platform enabling users to discover new methods of pursuing emotional wellbeing. The honoree will be announced at the event. [Read More](#)

**>IIDA NY on Thursday, Apr. 19 will present a Sustainability Forum titled "Grading the Ratings: A look @ LEEDv4 and LBC."** This CEU event will take place 6:30-8:30 p.m. in the new COOKFOX office (250 West 57th Street, NYC), which is both LEED Platinum and WELL Gold certified. Guided tours will be available early in the evening before the presentation begins. Guest presenters are Sheryl Owen of HOK NY, who will speak about the latest version of LEED, Version 4, focusing on issues related to the design of interiors; and Shawn Hesse of the International Living Future Institute, who will discuss the principles of the Living Building Challenge certification, again as it relates to interiors. Both speakers will summarize the similarities, differences and overlaps between the two rating systems. [Read More](#)

**>NeoCon announced robust growth and activity as it moves into its 50th edition, Jun. 11-13 at The Mart in Chicago.** This spring, ten new permanent showrooms across floors 3, 10, and 11 will make

their debut at NeoCon 50 including David Edward, Innovant, DARRAN, GMi Companies, LINAK, NappaTile, Segis USA, SurfaceWorks, Trinity Furniture, and Scandinavian Spaces. The Mart team worked closely with design professionals to improve traffic flow on the 10th floor and welcome several new brands from their wait list. In addition, legacy showrooms including Decca Contract, Steelcase, Groupe Lacasse, Indiana Furniture, Krug, Shaw Contract, Skyline Design, Studio TK, Workrite Ergonomics and ESI Ergonomic Solutions are partnering with some of the industry's leading designers to create completely new and expanded spaces. The new developments continue into the 2018 7th Floor Exhibit Hall, where attendees will discover over 75 new-to-NeoCon brands.

As the line between residential and commercial blurs, The Mart is also placing a renewed focus on the 6th and 14th floors of the building. The Design Center at NeoCon will feature special programming and events. On floor six, visitors will encounter a new permanent conference center and venue for CEUs, as well as other meetings. Byron Morton, VP Leasing, NeoCon, commented, "We are pleased to announce so many new developments in the midst of our NeoCon 50 celebrations. These new additions, expansions and enhancements not only show NeoCon's strength and enduring value, they solidify The Mart's position as one of the



IIDA NY: Grading the Ratings

## officenewswire



*NeoCon 50: One of the new permanent showrooms at The Mart is Segis USA, which will launch its new Billa chair during NeoCon*

country's premier global business locations. Our NeoCon showrooms are 100% occupied and we have a long wait list of companies who would like to establish a permanent presence in The Mart and at NeoCon. We offer attendees the chance to shop hundreds of established and emerging companies—providing unparalleled access to the latest and most innovative solutions in commercial design.”

Julie Kohl, Vice President of NeoCon exhibitor sales, added, “It’s also an exciting year for the 7th Floor Exhibit Hall with new to NeoCon brands in all product sections. A must-see component of NeoCon, the floor will showcase 300 exhibitors across 100,000 sf of space. Brands that are new to the show include Bretford (USA), Narbutas Furniture Company (Lithuania), DeVorm (Netherlands), Polarmoss USA (Finland), Luceplan USA (Italy), Silence Business Solutions (France) and Mikomax

(Poland). In addition to a permanent space on floor three, ICF Group will also have a presence on seven, while Stance Healthcare doubled its booth size to a 20x40. Returning exhibitors who have not exhibited in a few years

include AMQ Solutions (USA), Arconas (Canada) and Rouillard (Canada).” [Read More](#)

**>WXY architecture + urban design and New Yorkers for Parks (NY4P) this Tuesday, Apr. 10, will host the final of a four-part series of public**

**discussions on how cities can create more and better-designed parks and open spaces.** The talk, titled “Open Space Dialogues: From New Perspectives to Action,” will be held at 6:00pm at New York Law School. Drawing on previous themes of value, design, development, policy, and financing, this final installment in the series focuses on issues of rezoning and land use, asking, “Where do we go from here?” WXT Principal Adam Lubinsky will moderate the panel, which will include Lucy Robson of New Yorkers for Parks, Deborah Marton of New York Restoration Project, Joe Mayock of Open Space Alliance for North Brooklyn, documentarian Everette Hamlette, Mychal Johnson of South Bronx Unite and Tawkiyah Jordan of the NYC Department of City Planning. [Read More](#)



*WXY and NY4P: Open Space Dialogues*



**RAYMOND JAMES BRIEF 4.4.18****Office Furniture: BIFMA February 2018; North American Orders -0.4%; Sales -0.9%; Cap Ex Study**

Analysts: Budd Bugatch, Katherine West, Bobby Griffin

**>This month's orders and sales statistics were derived from 50 companies,** compared to the 49 companies in January's report.

**>As a reminder, beginning with its April 2016 report, BIFMA broadened the scope of the survey** to include North America (U.S., Canada, and Mexico) companies versus the previous practice of U.S.-only products. The new reporting format also broadened the categories covered in the survey to include institutional furniture in verticals such as healthcare and education.

**>According to the BIFMA report, February net North America orders booked decreased -0.4% y/y, a decline from the +5.0% y/y increase last month.** The two-year stack growth rate for orders decreased to +4.6% compared to January at +14.0%. Orders for companies with more than \$150 million in annual sales decreased 3% y/y. While large company order decreased, North America orders for companies with up to \$25 million in sales increased 32%, and North America orders for companies with \$50 to \$110 million in annual sales increased 24% y/y.

**>February net North America sales (formerly called shipments) were -0.9%, down from the +2.9% year-over-year sales growth reported in January.** The two-year stack growth rate for net sales decreased to -0.9% in February from +1.9%

in January. Net North America sales for companies over \$150 million in annual sales were flat y/y. Net North America sales for companies with up to \$25 million in sales were flat y/y, and North American sales with \$25-50 million in annual sales decreased 10% y/y.

**Discussion and Our Take on Industry Trends:**

**>Year-to-date North American orders are up 2.1% y/y, and YTD North American sales are up 1.0%.** At the start of the year, U.S. tax reform passed; and market sentiment and CEO confidence reached an all-time high. In February, CEO confidence and the market faded as fears of trade wars and other worries surfaced. February orders seem likely to reflect the increased market uncertainty.

**>Despite the pullback in demand, the underlying fundamentals for office furniture demand remain positive** (corporate profits, employment, and non-residential construction). Additionally, our 4Q17 capital expenditures study shows the three consecutive quarters of acceleration in capital expenditures by the top U.S. 800 companies by revenues. The year 2017 (+4.4% y/y) marks the first positive improvement in capital spending since 2014; yet, 2017 results remain ~6% below the 2014 post-recession peak. With higher corporate profits and tax reform benefits in 2018, office furniture spending and capital expenditures should continue on its positive trajectory. Additionally, capital expenditures for large corporations (top 100 companies by revenue) increased 3.2% in 2017 y/y, versus -3.7% y/y in 2016, in-line with positive industry commentary on large project demand.

## Industry Stock Prices

	4.6.18	3.29.18	12.29.17	9.29.17	6.30.17	3.31.17	%frYrHi	%fr50-DayMA
HMiller	32.1	32.0	40.1	35.9	30.4	31.6	-23.4%	-10.1%
HNI	36.0	36.1	38.6	41.5	39.9	46.1	-25.5%	-4.8%
Inscape	1.9	2.2	3.1	3.6	3.7	4.3	-55.5%	-20.9%
Interface	25.2	25.2	25.2	21.9	19.7	19.1	-4.0%	1.5%
Kimball	17.2	17.0	18.7	19.8	16.7	16.5	-18.0%	1.2%
Knoll	20.8	20.2	23.0	20.0	20.1	23.8	-15.0%	-5.2%
Leggett	43.9	44.4	47.7	47.7	52.5	50.3	-20.1%	-1.8%
Mohawk	236.1	232.2	275.9	247.5	241.7	229.5	-17.7%	-2.4%
Steelcase	13.9	13.6	15.2	15.4	14.0	16.8	-23.4%	-3.8%
USG	40.3	40.4	38.6	32.7	29.0	31.8	-2.1%	13.4%
Virco	4.1	4.1	5.1	5.5	5.4	4.0	-32.2%	-6.2%
SUM	471.47	467.3	531.0	491.4	472.9	473.6		
DJIndust	23,933	24,103	24,719	22,405	21,350	20,663	-10.1%	-3.0%

**>4Q17 capital expenditures study:** For our quarterly capital expenditure study, we compiled our preliminary quarterly capital expenditures data for 4Q17 and full-year 2017. Using data from FactSet, we compiled a universe of over 800 companies and then screened for revenues and capital expenditures for each of the past 10 years and also for the last eight quarters. Attached to each company was its classification according to the Global Industry Classification Standard (GICS). In 2017, capital expenditures increased +4.4% y/y, versus the 8.0% decline in 2016. **The year 2017 marks the first increase in capital expenditures dollars since 2014.** The increase in capital expenditures was largely attributed to the following sectors: 1) consumer discretionary (+10.5%), 2) healthcare (+10.3%), and energy (+8.6%). The positive gains were partially offset by a 13% decrease in materials. Despite the positive trajectory in 2017, capital expenditures remain ~6.0% below the post-recession peak in 2014. Capital expenditures for the top 100 companies increased 3.2% y/y, versus the 3.7% y/y decline in 2016. Capital expenditures for the top 500 companies by size increased ~4.6% y/y, versus the 7.1% y/y decrease in 2016. Capital expenditures as a percentage of revenues (excluding energy) decreased for the second consecutive year to 5.78% from 5.88%. In 4Q17, capital expenditures increased 9.0% y/y, a 120 bp acceleration from 3Q17. Capital expenditures in 3Q17 were revised downward to 7.8% y/y from the preliminary report of 8.3%. Capital expenditures saw broad-based acceleration by category, with 9 out of 11 industry groups improving year-over-year. Both the telecommunication services (-12%) and the financial services (-4%) industry groups saw declines versus last year. As a percentage of sales (ex- energy), capital expenditures decreased to 6.01% versus 6.09% last year. Capital expenditures for the top 100 companies and top 500 companies increased 10.0% and 9.5%, respectively.

**>Steel:** As a result of impending tariffs (and the subsequent price increases), demand for steel pulled forward into 1Q18, thus accelerating steel prices. Year-to-date U.S. Cold-Rolled Steel prices are up +16%. As mentioned in our notes from our institutional investor's conference, all four major office furniture companies announced price increases during the first two months of 2018. Additionally, the companies announced a noted the potential for a mid-year price increase, contingent on the persistence of incremental steel inflation. We remind investors that price increases are typically to list prices; and the benefit from increased list prices take about six months to begin to take hold and usually only 1/3 to 1/2 of the increases are realized in revenues. This is the nature of the contract furniture business.

**>CEO confidence:** CEO confidence according to Chief Executive Magazine during the month of February fell marginally to 7.56 from 7.62 in January, despite the market volatility that ensued. Approximately 80% of CEOs expected business condi-

tions to be "excellent" or "very good," and most CEOs deemed the downturn as simply a healthy correction. However, **the tide turned as market volatility continued, and CEO confidence in March fell sharply to 7.17.** Tariffs, trade negotiations, and labor shortages were among the CEO concerns. Chief Executive Magazine noted that for the second month in a row CEOs show less confidence in the future than in the present- a trend seen during high levels of uncertainty. With high levels of uncertainty in future business conditions, the landscape for office furniture purchases weakens, as CEOs become more apprehensive about office furniture purchases.

**>NFIB Small Business Optimism:** NFIB Index of Small Business Optimism increased to 107.6 in February from 106.9 in January, one of the highest readings in the 45-year history of the survey. According to NFIB, "Main Street" remains positive as a result of benefits from tax reform and less regulation. **For the first time since 2006, taxes received the fewest votes as the main problem for small business.** Approximately 66% of small businesses plan to increase capital outlays, and 22% plan to raise worker compensation.

## BUSINESS AFFAIRS

**>Interface, Inc. plans to release its first-quarter 2018 results on Wednesday, Apr. 25 after the close of the market, with a conference call scheduled for Thursday, Apr. 26, 9:00 a.m. Eastern Time.** President and CEO **Jay D. Gould**; Vice President and CFO **Bruce A. Hausmann**; and Vice President and Chief Accounting Officer **Gregory J. Bauer** will host the call. Both the earnings release and the webcast of the conference call will be available through the company's website at <http://www.interfaceglobal.com/Investor-Relations.aspx>.

**>Interface, Inc. scheduled its 2018 Annual Meeting of Shareholders for Tuesday, May 15 at Overlook III Conference Center in Atlanta, GA, 3:00 p.m. Eastern Time.** Items of business include election of nine members of the Board of Directors; approval, on an advisory basis, of executive compensation; and ratification of the appointment of BDO USA, LLP as independent auditors for 2018. Shareholders of record at the close of business on Mar. 9 are entitled to vote via proxy card, telephone, or internet voting prior to the meeting if not attending. Proxy materials may be viewed at [http://www.interface.com/US/en-US/about/investor-relations/SEC-filings-en\\_US](http://www.interface.com/US/en-US/about/investor-relations/SEC-filings-en_US).

**>Mohawk Industries, Inc. plans to issue its first-quarter 2018 earnings release on Thursday, Apr. 26, with a conference call scheduled for Friday, Apr. 27, 11:00 a.m. Eastern Time.** The live call, which will be webcast on the Investor Relations section of Mohawk's website, may be accessed via phone at 1-800-603-9255 (U.S./Canada); 1-706-634-2294 (Int'l.); or 1-253-237-1879 (Int'l.); Conference ID 6659539. For those



# technology

unable to listen at the designated time, the webcast will remain available for replay until Friday May 27 on Mohawk's website or by phone at 1-855-859-2056 (U.S./Canada) or 1-404-537-3406 (Int'l./Local); Conference ID # 6659539. <http://www.mohawkind.com/CorporateIRNewsReleases.aspx>

**>Mohawk Industries, Inc. plans to hold its annual meeting of stockholders on Thursday, May 24 at the company's offices in Calhoun, GA, 10:00 a.m. local time.** The business of the meeting will be to elect two Class II directors to serve a three-year term beginning in 2018; to ratify the selection of KPMG LLP as the company's independent registered public accounting firm; and to vote upon a non-binding, advisory resolution to approve executive compensation. Stockholders of record at the close of business on Mar. 29 are entitled to vote via internet, proxy card, or at the meeting. Proxy materials filed with the SEC on Apr. 6 may be viewed at <http://www.mohawkind.com/CorporateIRSECFilings.aspx>

## TECHNOLOGY

**>Combining NFS Technology's Rendezvous room booking software and Crestron Fusion® Cloud was an innovative meeting management solution found by DLA Piper to help increase office productivity.** The global law firm recently moved its Chicago office to River Point, a 52-story office tower on Lake Street, where it is leasing 175,000 sf on the ninth through 16th floors. With hundreds of employees attending several meetings in 33 rooms in one business day, it needed a better solution to manage those meetings.

**Joe Anton**, DLA Piper's Manager – Software & Applications, created the solution. "We already had Rendezvous room scheduling software in-house which partnered with Crestron for video conferencing. It was natural to incorporate Crestron Fusion since it was compatible with Rendezvous and provided panels outside the meeting rooms with scheduling information on display."

Crestron Fusion Cloud enables technology managers to globally monitor, manage, and control room devices, as well as

display meeting details inside and outside the scheduled room. NFS Rendezvous streamlines the room booking process and manages services like catering and AV in a single process. The combination of room scheduling with Crestron digital signage delivers management information supporting intelligent decisions in space planning.

"The Crestron panels outside the room, installed by **Whitlock**, display a red light for occupied and a green light when not in use," explained **Kevin Wertlieb**, Sr. Unified Communications Engineer at DLA Piper. "It also displays the entire day's calendar, which is an improvement over what was used in the past."

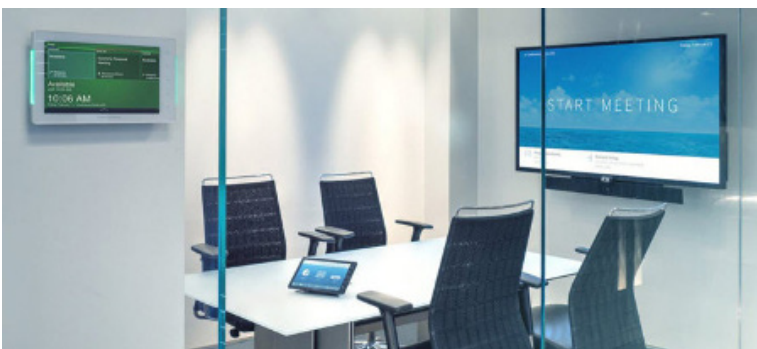
According to **Bob Bavalocco**, Crestron's Manager of Partnerships, "Crestron's room scheduling touchpanels offer clients a much more robust and stable platform than the traditional tablet-type panels that are prone to issues regarding O/S crashes, battery life, and even theft. The touchpanels, paired with the room signs, eliminates all the 'guessing' and employee 'peek-a-boos' that often interrupt meetings that are taking place in rooms that otherwise do not provide readily available occupancy data."

With the integration of Rendezvous and Fusion, employees can find a meeting space, book the room and catering, set-up lighting, control temperature, lower window shades, and bring remote offices into the meeting by video conferencing seamlessly for a timely start. Crestron scheduling touch screens just outside the room enable them to instantly see room status, book the room from panel, or release it if unused.

"During the first week in our new office space it was nice to see a scheduled meeting and what room it was in," said Mr. Anton. "It's great for catering people because red light means stop. They know if the light is green they can enter to clean up. Caterers don't have to look at a list for meeting times since the panel gives a visual color cue that they can follow."

"This new technology has increased our productivity at DLA Piper," added Mr. Wertlieb. "NFS Rendezvous software is simple to use — once we got it set up it was easy to book meetings. When staff walks into a room sensors turn equipment on and instruction appears on the main screen alerting attendees how to project a laptop onto the screen wirelessly or physically plugged in. Equipment will automatically shut down when the meeting ends."

DLA Piper has begun the first phase of renovation of its New York office with one floor already equipped with Rendezvous and Fusion. The next step is to complete an entire floor of conference rooms, with the project finalized in two years. Its Seattle office is next on the schedule. NFS and Crestron are also involved in DLA Piper's London project. [Read More](#)



NFS Technology's Rendezvous and Crestron Fusion at DLA Piper

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# Transwall

**Sales Associate - NYC/NJ/NE Region**

Transwall Office Systems, Inc., a manufacturer of architectural and demountable wall systems has an immediate opening for a Sales Associate to provide administrative sales support to the NYC, NJ, NE Region.

**Responsibilities**

- > Prepare and submit in depth IECs (Information Estimate Checklist) from information obtained from architectural drawings and project specs provided by the GC, Architect and end user Client.
- > Establish relationships with Designers, GCs and Client end users with face to face time to resolve issues and inquiries.
- > Provide critical support and assistance to the Senior Executive VP/Principal in the office or in the field.

- > Develop and establish own accounts as desired.
- > Conduct in-field Client site checks.
- > Support project installations.
- > Maintain Sales Forecast, data and other administrative tasks.
- > Assist with special projects.
- > Expedite requests for Marketing and Sales materials.

**Requirements**

- > 2+ years administrative background preferably in an architectural environment.
- > Strong computer capabilities with MS Office.
- > Knowledge of AutoCAD a plus.
- > Able to read and interpret construction documents.
- > S. degree or comparable work experience required.

**Competitive benefits and compensation package including**

- > Medical Plan
- > Dental Plan
- > Disability Plan
- > 401k Retirement Plan
- > Paid Vacation
- > Paid Holidays
- > Growth Potential

Send cover letter and resume' to [avolz@transwall.com](mailto:avolz@transwall.com)

EEO/AAP Employer, Gender/Minority/Veterans/Disabled