At a Crossroads: Public Interest Design

Environmentally conscious design has paved a path for design with a higher purpose, asserting itself as a mainstay in the global conversation of architecture and design in the past decade. But, curiously, human-centered design has only just started following suit, despite being more immediately impactful on humans themselves. Now just might be the time that human-centered design, more appropriately deemed as public interest design, will take center stage. Illinois Humanities, in collaboration with the Chicago Architecture Biennial, is hosting a series of panels and lectures on the topic “Designing for the Social Good: From Blueprint to Building.

FULL STORY ON PAGE 3...

San Francisco's Fringe Studio Offers A Hybrid Alternative

As the world of commercial interiors evolves and clients and designers continue seeking a sophisticated level of personalization, architects and product designers Stacy Binns and George Bennett of Fringe Studio are bringing a fresh take to the commercial and (by extension) residential hybrid furniture landscape. Their foray into product manufacturing for the architectural and design community, MIXI Modular, does exactly what it's name says in an intriguing way. MIXI Modular allows designers to configure their own designs from a variety of carefully considered shapes, shelving and storage options, including negative space.

FULL STORY ON PAGE 8...

CBRE Increases Transparency of the Furniture Bidding Process

In recent years, corporate real estate firms such as CBRE and JLL have also hired workplace strategists – typically employed by architecture and design firms – to consult with their clients on better ways to maximize the effectiveness of their real estate investments. Now, with the creation of a furniture advisory services team in the Chicago market, CBRE is leading the industry in a brand new concept to bring transparency to the furniture buying component, and it is delivering big results for its clients. This new team works with clients to navigate the furniture bidding process by establishing a competitive environment and providing an in-depth cost analysis that delivers transparency, savings and value.

FULL STORY ON PAGE 16...
Design is a choice

DAVIS

davisfurniture.com | 336.889.2009
At a Crossroads: Public Interest Design

by Mallory Jindra

Environmentally conscious design has paved a path for design with a higher purpose, asserting itself as a mainstay in the global conversation of architecture and design in the past decade. But, curiously, human-centered design has only just started following suit, despite being more immediately impactful on humans themselves.

Now just might be the time that human-centered design, more appropriately deemed as public interest design, will take center stage. So what exactly is public interest design?

Public interest design, or PID, is intended to exist as a very big umbrella under which environmental, cultural, social and economic concerns, along with a whole slew of other design issues, can all find a home.

In collaboration with the Chicago Architecture Biennial, a group called Illinois Humanities is hosting a series of panels and lectures on the topic “Designing for the Social Good: From Blueprint to Building. As part of the series, public interest design luminary Bryan Bell spoke at the Chicago Cultural Center in October. Along with addressing the general topic of pubic interest design and best practices thereof, his lecture was full of juicy projects full of inspiring new contexts in which to think about and apply design.

“Public interest design is about layering values – addressing multiple issues so that many people can find value in a single project.”

PID’s origins generally begin in affordable housing, which Mr. Bell cut his teeth on at the beginning of his career, designing pre-fab housing for immigrant farmworkers. Then in the 1990s, the Americans with Disabilities Act came out, adding new design standards and an additional perspective on design for the public. The slogan, “Nothing About Us Without Us” caught on, communicating the idea that no policy should be decided by any representative without the full and direct participation of members the group(s) affected by that policy; “Nothing about us without us is for us.”

What really kicked the door open for current experimentation in public interest design in the past decade was a wave of environmental concerns, from both scientific and “public interest” parties.
“It’s amazing how the public understands the environmental impact of design,” said Mr. Bell, founder of Design Corps and co-founder of SEED (Social Economic Environmental Design) Network. But that’s still only three issues that people really associate design with.”

Mr. Bell presented several case studies that most designers and architects would not consider “design issues.” Public interest design brings the value of design to issues like wildlife preservation and tourism, immigration and health issues, and providing everything from jobs and art to education. If design is not addressing the priorities of the people being affected/served, then the design has already failed.

One case study detailed a hospital wing treating jaundice in infants. By treating jaundice as a “design issue,” the designers decided to find out what was causing the documented failure in treatment that was occurring. After finding and talking to the nurses who deal with the challenges daily, the designers found that while constant delivery of a blue light treatment is crucial to recovery, the infants were being removed from the light regularly to be taken to their mothers’ rooms for nursing.

Additionally, the light treatment was being delivered from above, which was being blocked when the infants were covered by a blanket. After learning this, the designers developed a lightweight treatment bassinet that could be carried to and from different rooms without a disruption in treatment. The new design also delivered the blue light treatment from the bottom of the bassinet, so that the infants could receive treatment while still being covered with a blanket.

The case study demonstrates the power of not only viewing design as an answer to any and all challenges, but also working directly with the people involved in a design issue so as to find the best solution.
There are very few global design challenges that people associate with design. But, we can shift our view so that everything is a design issue. Don’t say it’s not your issue; make it your issue, and bring in experts. As designers, we have an important role to be a part of teams to help people…we need to view design as a tool to benefit people, rather than as the end-goal.

Shared expertise is a major component of public interest design – acknowledging gaps in knowledge and filling those gaps by seeking out team members who can contribute that knowledge to a project’s outcome. This layering of values directly contributes to the growth of a project’s financial value, as well as the growth of end user ownership of the project.

“Getting people to feel that they own the project is crucial,” said Mr. Bell. “We can broaden the conversation to think about, “Who would value this project that we haven’t talked to yet?”

One thing Mr. Bell makes clear is that public interest design is a full-time profession; while there is a place for pro-bono work, a clear distinction must drawn between pro-bono and public interest design. But, he acknowledges the need for leaders in this new field to develop professional standards and documents that can measure and regulate outcomes.

To this end, Mr. Bell’s work at SEED Network is in line to become the field’s leader in establishing professional standards, and in teaching best practices and field-based challenges. The organization issues its SEED Certification using a tool it calls the SEED Evaluator against a standard that “community organizers, leaders, designers and funders alike can use to document their significant and valued achievements: It means that a project is recognized as having achieved levels of success within the qualitative and quantitative measures set forth within the SEED Evaluation Process revealing significant documented community participation in project decisions and measured results of the design product.”

One of the main barriers to achieving public interest design goals is design ego, notes Mr. Bell. But he believes designers and architects are shifting their priorities and the way they work.

“The starchitect is on the way out,” said Mr. Bell. “I just don’t think people
are buying that now. Right now, we have greater challenges and fewer resources. We’re beginning to transition from doing very little with a lot, to doing a lot with very little.”

Public interest design and architecture will continue to gain traction in part due to younger people (yes, Millennials have a hand in this, too) joining the field who will only pursue jobs that they’re passionate about – jobs that mean something to them on a deeper level than that of just “making a living.” Public interest design speaks to people who want jobs that play a positive role in the world they share with others. This combined with an increasingly entrepreneurial workforce will translate into more projects that make a permanent change in our collective futures.

The field of public interest design has earned a few promising indicators of growth within the greater A&D community in the last few years. In 2011, the American Institute of Architects (AIA) awarded its Latrobe Prize of $100,000 to research into “Public Interest Design Practice Architecture.” The award resulted in a study on public interest design, aimed at gathering insights into: architects’ career satisfaction and reaction to the economy, the ways in which people are currently practicing public interest design, the reasons people are seeking a new type of practice such as public interest design, and what areas of public interest design people want/need to learn more about. It also developed and tested survey respondents’ reactions to an official mission statement/definition of public interest design, as well as core principles that might guide the profession.

The Public Interest Design mission, meant to shape the new field of practice, was as follows:

“The practice of design with the goal that every person should be able to live in a social, economically and environmentally healthy community.”

Today designers and architects can tackle more design challenges than they’ve ever historically engaged in, by shifting perspective to see those seemingly design-empty issues as opportunities to make design part of the solution. Public interest design provides a channel through which to see design differently.
Primacare is the new benchmark in healthcare seating providing a comprehensive and integrated solution for patient, bariatric, guest, dining, sleepers, recliners and modular seating. Primacare is 'purpose built' for both Acute Care and Elder Care environments, leading the way in on-site maintenance, reconfiguration and infection control.
As the world of commercial interiors evolves and clients and designers continue seeking a sophisticated level of personalization, architects and product designers Stacy Binns and George Bennett of Fringe Studio are bringing a fresh take to the commercial and (by extension) residential hybrid furniture landscape. Their foray into product manufacturing for the architectural and design community, MIXI Modular, does exactly what its name says in an intriguing way. MIXI Modular allows designers to configure their own designs from a variety of carefully considered shapes, shelving and storage options, including negative space. Each piece made is finely crafted and finished. Fringe Studio incorporates a wide range of materials and, for now at least, doesn’t hesitate to explore other material options in the design process.

Ms. Binns and Mr. Bennett, a husband and wife dynamic duo with architectural backgrounds, decided to take the leap into furniture production after several years of working on projects with high-end residential clients. Many of their clients craved custom solutions for their homes and offices. Designing custom pieces that met specific or non-traditional needs became their norm.
“When a client needs a table for 20 people, you don’t just purchase it. You have to have it made,” Mr. Bennett explained. Eventually, they realized they might be on to something.

Divide Cabinets were their first foray into creating unique cabinetry that answered both clients’ storage needs and whims. Designed with a sleek rectilinear modern style, each piece looks like a stand-alone sculpture. Mass manufacturing beckoned when the owner of Zinc Details, a San Francisco modern furniture store on Filmore Street, Vass Kiniris, offered to have a show featuring Fringe Studio’s furniture pieces. Mr. Kiniris and his wife, Wendy Nishimura Kiniris, are often credited with leading the revival movement for West Coast modernism in San Francisco. They are well known for showcasing local talent in the Bay Area.
BLUEPRINT COLLECTION

Designed in collaboration with Emanuela Frattini Magnusson
Ms. Binns and Mr. Bennett suddenly found themselves designing a collection of pieces for the show in a very short amount of time. Some of these they later modified – to become their MIXI Modular collection. Among the other pieces they design and which are offered on their website are: the **Container Ten-71**, a rolled steel planter influenced by the design of a certain Manhattan museum; a collection of upholstered pieces; **Divide Cabinet**s; and wood slab tables.

OfficeInsight met with Ms. Binns and Mr. Bennett last week at One Workplace, where Mr. Bennett had just assembled a small credenza using MIXI Modular pieces in a glass fronted conference room.

As our conversation took place, it was interesting to notice how often designers came by, drawn to the beauty and craftsmanship of the assembled cabinet, opening and closing drawers and doors, touching and admiring the custom designed hardware. There is a warm, sculptural feel to each of the pieces Fringe Studio makes.

**OfficeInsight (OI):** Your website says, “Imagine it. Configure it. Build it. Enjoy it.” That seems so ambitious! What exactly is MIXI Modular?

**George Bennett (GB):** It’s anything you want it to be. All of our pieces are designed to multitask. It starts out with a steel base, which comes in sizes up to 56” long and in a variety of heights. You can make a piece to fit along an entire wall. We’ve done it. Building up from the base, you design from a system of shapes, adding drawers, doors and whatever suits your need.

**Stacy Binns (SB):** Everything we make is designed to play well together. We will make it in any color or wood finish. Obviously wood finishes would be pricier. Upholstered pieces can incorporate seating.
OI: The range of products you can create within the MIXI Modular system is staggering: media cabinets, desks, bars, bed side tables, credenzas, lateral files and book shelves which feature closed and open spaces. What is the price point?

GB: It’s custom product. The price point is medium to high- it depends upon what finishes are being specified and what the quantities will be. Our model is scalable.

SB: We wanted to take a complicated system and make it super simple. Just like modern design.

Indeed it will only get simpler. Currently if you visit the Fringe Studio website for MIXI Modular, you fill in what you want to design and are contacted by Stacy or George with a price. Within the next few months, however, Fringe Studio will introduce an online app for pricing and designing custom MIXI pieces. Using a “drag and drop” technique, users will be able to design and order furniture for the office or home with a few simple clicks.

A sampling of MIXI Modular options on the Fringe Studio website
OI: Who is your target client for designing and ordering MIXI Modular pieces?
SB: Interior designers and furniture dealers. People in the industry who know furniture and want to create something beautiful, timely and unique for their clients. We’ve gotten a lot of positive feedback from the design community.

OI: What are some of the special product details you offer?
SB: Hardware. We’ve designed certain pieces ourselves. We have accessories like wine racks that hang on the back of the boxes, which can be removed or added later. An open slot in the back of our boxes make each easy to carry and allows for air circulation. Doors that open up or down.
We’ve designed blue tooth speakers for our cabinets. We also showed a printed paper design on one of our credenzas for the Dwell on Design show in Los Angeles, where we won the furniture award.

OI: Where else have you shown your collection?
SB: At the ICFF show in New York, as well as the West Edge show in San Francisco.

OI: Tell us about the “Juice Box.”
SB: We came up with the name “Juice Box” because it’s a cabinet which features a wine rack as well as speakers.

OI: Where is MIXI Modular manufactured, once something has been designed?
GB: We looked at many different manufacturing facilities. It was really important to us that whoever we chose to work with had the capabilities to scale, since that’s what really differentiates our products. We found the right manufacturing fit for us in Wisconsin.

OI: What are your lead times?
SB: Eight weeks plus shipping.

For more information visit:
info@fringe-studio.com.
Or call: 415.906.6125

Credenza with printed paper design

MIXI Modular shelving
Nestle. A modern classic, blending comfort and elegance. Available in 5 different bases. Designed by Brad Ascalon. stylexseating.com
The contract interiors realm is in a state of flux. Project management was once a major function of architecture and design firms, but it is now largely handled by corporate real estate firms. In recent years, corporate real estate firms such as CBRE and JLL have also hired workplace strategists – typically employed by architecture and design firms – to consult with their clients on better ways to maximize the effectiveness of their real estate investments. Now, with the creation of a furniture advisory team in the Chicago market, CBRE is leading the industry in a brand new concept to bring transparency to the furniture buying component, and it is delivering big results for its clients.

With furniture making up the second largest spend in a renovation project, CBRE identified a need to educate clients on the “how to buy” rather than the “what to buy.”

Julie Deignan, senior furniture advisor at CBRE, has been leading these efforts for CBRE’s new furniture advisory services since May of 2014. With more than a decade of experience focused on the furniture buying process, she provides clients with an understanding of the bidding and purchasing process, and how each can impact pricing. Working with each client to collect and analyze historical purchasing patterns and understand project objectives, Ms. Deignan provides bidding strategies designed to garner cost savings and transparency so clients can make furniture decisions that best meet their objectives.
Now, two years into the role, her practices have achieved savings for clients ranging from 5-22% of their total furniture budget. Historically, this practice has been designated to design firms, but it isn’t traditionally their specialty.

Due to the success of this program over a short period of time, CBRE recently announced an expansion of its Furniture Advisory Services team to include an additional team member, Ellen Krakos. In her new role, Ms. Krakos will work with clients to navigate the furniture bidding process by establishing a competitive environment and providing an in-depth cost analysis that delivers transparency, savings and value.

“We have found a growing need for the unique services that we provide, and Ellen will help expand our capabilities and meet this demand,” said Ms. Deignan.

Ms. Deignan noted that CBRE hopes the new venture’s proven success will lead to similar models in other cities as well. She is very clear about what they are, and more specifically, what they are not.

She sees opportunity to bring dealers to the table with their clients sooner and more frequently. “We play the role of the advisor,” said Ms. Deignan. “We are not a decision maker. We are not an influencer. We do not come at this from a design angle. We do not compete, nor will we ever compete with what the dealers do. One of the reasons we started this service was because we saw an opportunity to escalate the role of the dealer in order increase the likelihood of delivering a more successful project. It is part of our job to support the dealer, give them exposure, and allow them to be the expert.”

The process starts well before the RFP development. The CBRE team works with the client to understand its cultural priorities, historical buying patterns and short- and long-term objectives. Once a foundation has been established, the team advises clients on how to achieve the deepest discounting and best value, so they understand that each request made in the RFP may carry with it hidden cost implications.

“Once our clients are aware of the connection between the types of requests and the associated costs, they are able to choose the bidding process that best suits their objectives,” said Ms. Deignan.

The CBRE team also works with the...
companies
design firm to ensure the manufacturers, products and dealers they want to include in the bidding process are able to garner maximum competition with each other.

“We can achieve the best discounting when comparable manufacturers and dealers are participating in the bid, so it is important that we get that part right.”

If the dealers and manufactures are not equal or one appears to be favored, bidders are less likely to sharpen their pencils.

Once the bid responses are submitted, the CBRE team provides an in-depth analysis that not only benefits the client but also the dealers.

“We are acutely aware of how easy it is for dealers to make a small mistake on their bid response, which if not caught, can have big implications,” noted Ms. Deignan. “We want to support the dealer by serving as a second set of eyes for them. In the analysis process, we are looking for even the smallest cost differentials, and then we explore the root cause by looking at the list prices, installation, freight, tax and discounting inconsistencies with the other bidders. From there, we are able to issue a list of questions to the bidders allowing them to verify and/or correct.”

To date, the practice has not performed an analysis where the results prior to the leveling of the bids were the same after the leveling.

How are industry players, dealers and design firms alike, reacting to their experience working with the CBRE Furniture Advisory Services team? Jim Ford, managing principal of Desks, Inc., found the process both helpful and fair.

“Each bidder is judged by the value of its response, not by its ability to find the cracks in the RFP and interpret them to its favor without regard for what the customer actually intended,” said Mr. Ford. “She then reviews all of the responses in great detail to insure that each bidder understood and addressed each condition line by line.

The CBRE team is creating a newfound transparency in this industry. After initial concerns about overstepping bounds, Christina Brown, an interior designer with Eastlake Studios, also found value in the CBRE team’s work.

“From a design perspective, I was initially worried that they were going to be handling specifications and making design decisions with the client that excluded our expertise, but that was not the case,” said Ms. Brown. “She completely handled the bid process and made sure there was competition among all specifications to get the best pricing possible. Her process gave us a better understanding of the discounting structures among various dealers and allowed for a much more transparent bid process.”

It is very important that the client is paying exactly what they expect to be paying. They place the value not on lowest price, but on value of the discounting. At the end of the project, CBRE wants to be able to show the client that they paid exactly what they were supposed to pay and that there was not a decrease in the discounting from project award to invoicing.

“Knowing that this level of review exists, the customer is not suspicious of any bidder planning for a change order to increase the profits. And, as a bidder, I know that the Desks value to the opportunity will be given a fair assessment. It insures that an honest mistake is typically caught before it becomes a profit loss to the bidder.”

The CBRE team is creating a newfound transparency in this industry. After initial concerns about overstepping bounds, Christina Brown, an interior designer with Eastlake Studios, also found value in the CBRE team’s work.

“From a design perspective, I was initially worried that they were going to be handling specifications and making design decisions with the client that excluded our expertise, but that was not the case,” said Ms. Brown. “She completely handled the bid process and made sure there was competition among all specifications to get the best pricing possible. Her process gave us a better understanding of the discounting structures among various dealers and allowed for a much more transparent bid process.”

It is very important that the client is paying exactly what they expect to be paying. They place the value not on lowest price, but on value of the discounting. At the end of the project, CBRE wants to be able to show the client that they paid exactly what they were supposed to pay and that there was not a decrease in the discounting from project award to invoicing.

“What we don’t want is margin escalation that can occur after the project has been awarded,” said Ms. Deignan. “To be clear, we never ask about margin. We focus on discount percentage off of the list price. It has been really fun seeing the confidence level increase as we educate these clients. The outcome [decision] surprises me 100% of the time. There are a lot
of factors that go into how clients make their decisions. There are a lot of other things that get layered in when multiple players are juggling the needs, wants and desires of the client.”

Shea Uebelhor, co-founder of Level Reps, echoed this, noting, “Julie is the first to say, ‘I am not trying to say don’t make money.’ They just want to know what the client can buy it for, and they want that number to stay consistent.”

And while some may question the checkpoints the CBRE furniture Advisory Services team is inserting into the process, many interview sources confirmed two main benefits:

> This team is composed of product experts with an unbiased standpoint. Manufacturers often don’t get access to the end user until way down the pike. Because of this, they often waste a lot of time, money and energy before truly knowing what the client is seeking. The CBRE Furniture Advisory Services team does its homework to understand the ultimate goal and facilitate links with the various connecting points in the industry.

> They sift through the complexities of this industry. They know the relationships and connections amongst entities in the industry that might not make a fair playing field for everyone. They make it a more even playing field.

Uebelhor closed with this, “While some may be nervous about losing control of the process, a lack of understanding of the CBRE process can make this a short-sighted reaction,” said Mr. Uebelhor. “Julie and her team are advocating to do the right thing for the client on every project, every time. If we are not awarded a project, we know that the playing field was level. It takes out back end deals, price gouging and pressure points by main manufacturers. Ultimately it is a jump ball every time, but the best products and pricing to fit the end users’ goals win.”
A WorkStyles Solution. The WorkStyles Collection offers a provocative alternative to the typical private office by creating inspired spaces for both individual work and collaborative interactions. Instead of a single workwall expression for the entire collection, WorkStyles offers a range of “statement-making” elements as centerpieces to a universal workplace platform designed for use in private office and open plan areas equally. Easily re-purposed tables and storage readily adapt to a range of environments and office footprints. Design by David Fuehrer, Ehren Gaag, Jay Koback and Roberto Mariduena.

Tuohy Furniture Corporation
t: 800.533.1696  e: info@tuohyfurniture.com
w: tuohyfurniture.com

What Do You Call a Product Collection That Wins Five Best of NeoCon Awards, Including Best of Competition?
RESEARCH-DESIGN CONNECTION

Visual Distractions and Insights

by Sally Augustin, Ph.D.

Recently completed research by Salvi, Bricolo, Franconeri, Kounios and Beeman links eliminating visual distractions and searching for insightful solutions to problems. The researchers found that study “participants blinked more frequently and for a longer total duration prior to problems that they solved by insight rather than by analysis.” This finding is consistent with carefully monitoring the visual complexity of spaces where insightful/creative thinking is encouraged, and keeping it to a moderate level. It also supports incorporating blank walls and similar areas in these sorts of places. ■


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.

MATERIAL OF THE WEEK

MC# 7291-02

EvoFabric Dimensional: This decorative, padded faux-leather textile by Concertex® is composed of a polyurethane (PU) face and a polyester backing. The textile is created using an ultrasonic sealing process, which is typically used in industrial factories for welding, but this manufacturer has used the high-frequency ultrasonic acoustic vibrations to create different patterns on the surface of the PU.

The material exceeds 100,000 double rubs (ASTM D4157 Wyzenbeek) for abrasion resistance, and has a built-in Graffiti-Free® layer for a highly stain resistant surface. It has dimensionality yet is flexible enough for upholstery applications.

This column is published in collaboration with Material ConneXion. For more information regarding the material previewed, please contact Michael LaGreca at milagreca@materialconnexion.com. T: 212.842.2050.
PRODUCT INTROS

>3form introduced the Painterly Collection. It features watercolors painted by hand, photographed and encapsulated in Varia Ecoresin and Infinite Glass.

officeinsight.com/?p=5987

>Burch Fabrics partnered with Morbern to create the company’s first digitally-printed vinyl. The two patterns, Kinetic and Full Circle, are exclusive to Burch and designed primarily for the hospitality and healthcare markets. Both patterns evoke a contemporary feel through the use of color blocking. Full Circle, as its name implies, features a circular pattern on a grid with alternating color blocks. It is available in six colorways: Cinnabar, Travertine, Lagoon, Lime-stone, Mulberry and Porcini. Kinetic uses a modified ogee shape, employing pinstripes and multi-tonal colors to add interest. It is also available in six colorways: Emotion, Grounded, Harmony, Oasis, Tranquil and Warmth. “Morbern’s digital printing capabilities create crisp designs not achievable with other printing methods,” said Burch Director of Design Jenni Hohendorf. “With these designs we are able to achieve incredible color saturation.”

officeinsight.com/?p=5984

>Gunlocke’s new Convo™ Barstool, designed by Alyssa Coletti of Nonfiction Creative, will be available in a counter-height option starting in December. Introduced at Neocon 2015, Convo features a sleek, tailored design offering long-lasting support and “ultimate comfort” with a supportive, slightly concave seat and thoughtfully placed footrest. It is available with either an elegant carved ash seat or an upholstered version that features a supportive cushion enveloped by a rigid shell. A two piece, fiberglass-reinforced urethane shell is injected with dense, molded foam that cushions users when they sit, but springs back and retains its shape after use. The upholstered seats are available in any of Gunlocke’s full line of fabrics and leathers. With the addition of counter height, the stool is now available in two height options: bar height, at 30.5 inches, and counter height, at 26.25 inches.

officeinsight.com/?p=5934

>Sherwin-Williams introduced Paint Shield™, the first EPA-registered microbi-cidal paint said to kill 99.9% of Staph (Staphylococcus aureus), MRSA, E. coli, VRE and Enterobacter aerogenes. It can be applied on interior hard, non-porous ceilings, walls, doors and trim. Target applications include healthcare facilities, athletic facilities, schools, day care centers, senior care communities, residential housing, hospitality settings and cruise ships. EPA-test protocol showed that once it is applied, the effectiveness of Paint Shield lasts for up to four years, as long as the integrity of the surface is maintained.

officeinsight.com/?p=5892

For complete releases, visit www.officeinsight.com/officenewswire.
NOTEWORTHY

>ESD (Environmental Systems Design, Inc.) promoted three senior managers:
- James Vallort was promoted to executive vice president/chief of services. Mr. Vallort joined ESD in 2006 and previously served as senior vice president and group leader of Controls, Energy + Eco, and Commissioning. In his new role, he is responsible for leadership of the firm’s service groups (Consulting, Technology, Commissioning, Automation and Energy). He will serve as a strategist, advisor and decision maker by providing insight for strategic planning and direction of business development activities and procedures as he sets the direction for ESD’s service groups.

- Addam Friedl was appointed chief of engineering, responsible for leadership of ESD’s engineering professionals across four market verticals (High Performance Buildings; Mission Critical Facilities; Health, Science & Education; and Workplace Solutions). He will also serve as a strategist, advisor and decision maker by providing insight for strategic planning and direction of business development activities and procedures, and is responsible for overseeing all projects, engineering and consulting deliverables, and technical professional personnel. Mr. Friedl joined ESD in early 2013 and was named an executive vice president in August 2014.

- Mehdi Jalayerian, promoted to chief of innovation, will drive results through cultivating and sponsoring break-through innovation initiatives, nurturing a culture of innovation, and establishing processes that promote and encourage innovation. He joined ESD in 1991. He is an executive vice president and also serves as practice leader for High Performance Buildings.

>Benhar Office Interiors’ Furniture 201 lunch-and-learn series, launched in January 2015 to help educate entry- to mid-level designers on the contract furniture procurement process, has expanded beyond designers. The NYC-based firm reports that the program has evolved to reach diverse audiences, with architects, facility managers, educators and students attending the sessions. Furniture 201 is certified as a continuing education unit from both AIA and IDCEC. The session lasts around an hour, includes a lesson, lunch and time for Q&A. It is built around the following learning objectives:
- The Designer’s Role in Commercial Interior Project Success
- Insight About Contract Furniture

>Desalto’s Clay table-sculpture by Marc Krusin received the Iconic Design Award 2016 from the German Design Council. The table is “born of the encounter between two volumes: the top and the base balanced one on the other, a daring experiment in resting on a surface reduced to a minimum.” The coating, for the version with
top in MDF, is made with special lava stone pastes spread by hand by means of a broad knife to give an idea of naturalness and at the same time of strength.

officeinsight.com/?p=5938

>DIFFA/Chicago’s “Communall” DINING BY DESIGN 2015, held at The Merchandise Mart’s 7th floor Nov. 4-5, welcomed mystical tablescapes by Chicago’s leading designers. The event featured delicious cocktails and small bites from top local restaurants including The Dawson, Saigon Sisters, 312, Prosecco and more. Please see the officenewswire link for additional images.

officeinsight.com/?p=6004

>The International Federation of Interior Architects/Designers (IFI) elected leadership for 2015-2017 at the 27th General Assembly Meeting last month in Gwangju, Republic of South Korea. Sebastiano Raneri (Italy), assumed the presidency, and Steve Leung (China/Hong Kong) was announced as President-Elect. Titi Ogufere (Nigeria), will continue in her capacity as Ex-Officio Executive Committee Member. The IFI executive board for 2015-2017 is: Lila C. DeJesus (The Philippines), Dr. Albert S. Fakhoury, Ph.D (UAE), Trevor Kruse (Canada), Roberto Lucena (Puerto Rico), and Lucy Topete (Mexico). Further work of the new executive board over the two-year term will be to implement the refreshed IFI Advocacy Platforms – Health & Wellbeing, Resiliency, Social Responsibility, Economic Viability, Environmental Stewardship and Universal Design – which will serve as global statements for more effective impact and communication. Unanimously approved by the global membership was a proposal for an expanded regional model, which will further augment its alignment with that of the United Nations. This will represent the seven regions of the IFI to create a wider global outreach and build a world consensus.

The 28th IFI General Assembly, also unanimously voted on by IFI membership, will be held in Lagos, Nigeria, Nov. 10-12 2017. officenewswire.com/?p=5932

>IIDA’s 11th annual Student Design Competition, sponsored by OFS Brands, is now open for entries. Open to students around the world who are currently enrolled in an interior design program, the competition celebrates original design and rewards individuals and/or teams whose projects demonstrate innovative and functional design solutions that have a positive environmental and human impact. This year, the competition invites students to conceptualize the future of an urban university mixed-use building. “Rising tuition, an increase in entrepreneurial hubs with hands-on apprenticeships and training, and new teaching best practices have given us the opportunity to rethink how educational institutions are managed, planned and designed,” said IIDA Executive Vice President and CEO Cheryl S. Durst, Hon. FIIDA, LEED AP.

The deadline for submitting projects is Monday, Feb. 1, 2016, 11:59 p.m. Central Time.

officeinsight.com/?p=5899

>The National Council of Architectural Registration Boards (NCARB) unveiled a fully revised experience program for aspiring architects with an “overhaul” of its Intern Development Program. Effective June 29, 2016, the IDP’s current 17 experience areas will be realigned into six
The six new experience areas include: Practice Management, Project Management, Programming & Analysis, Project Planning & Design, Project Development & Documentation, and Construction & Evaluation. These areas will also be reflected in the six divisions of the new licensing exam, Architect Registration Examination® (ARE®) 5.0, which will launch in late 2016, providing further alignment between the two programs.

NCARB also launched an interactive tool to assist aspiring architects in transitioning from the current licensing exam (ARE 4.0) to the new version (ARE 5.0) debuting in late 2016. The ARE 5.0 Transition Calculator tool, used in conjunction with NCARB’s Credit Model chart (pictured) helps candidates develop a personalized testing strategy. For candidates who have already begun testing, the calculator will help track exam expiration dates for individual divisions so that they can complete the ARE within five years. ARE candidates who began the testing process in ARE 4.0 will have the option to “self-transition” to ARE 5.0 as soon as it launches – or at any time before ARE 4.0 is retired. This will allow them to continue testing in the version that is most convenient for them. Once a candidate begins to test in ARE 5.0, however, he or she may not transition back to ARE 4.0, which is scheduled to be retired on June 30, 2018.

NCARB awarded more than $99,000 to architectural programs at three universities through the 2015 NCARB Award for the Integration of Practice and Education. The University of Kansas is one of 14 NCARB-accredited programs accepted to join the inaugural class, which includes M.Arch and B.Arch programs across the country. NCARB is also developing a series of digital conferences to facilitate collaboration between the 14 programs. Each program plans to implement the integrated path according to a schedule developed by their administration and faculty, with starting dates varying among schools.

NCARB awarded $30,048.44 for its proposal “Expanding the Agency of Architects.” Through workshops, inquiry, and immersion, students will be exposed to different practice management approaches by partnering with a local community design center, Carl Small Town Center. Students will explore social impact design to improve their communication skills, increase their knowledge of sustainability, be introduced to practice management methodologies, and apply their knowledge to a project in the Mississippi Delta. The class will allow students to explore different types of practice and think about their own career goals.

Philadelphia University’s College of Architecture and the Built Environment was awarded $34,208 for “Interdisciplinary Design and the Experimental Architecture Studio (IDEAS) on Textile Material Strategies.” This proposal brings students into an interdisciplinary design and experimental architecture studio to explore architectural textile composites for building envelopes. Students and practitioners from architecture, engineering, and textiles disciplines will study emerging technologies, new materials, and environmental issues both in school and in practice. The project looks to
demonstrate how architects can drive the creation of innovative material systems and technologies. It will also assess the impact of student-practitioner partnerships and how undergraduate research can benefit students’ understanding of constructability, sustainability, technology and other issues central to practice.

- University of Florida’s School of Architecture in Gainesville, FL was awarded $35,000 for “Expanding Fields: Materiality + Making to Inform Design Education and Practice.” Turning the studio into a materials laboratory, students will explore innovative ways to assemble materials and be exposed to issues regarding structural soundness, construction tolerances, and the effects of constructability on design ideas. Students will work directly with practitioners and manufacturers to understand how the materials they select will impact the structural soundness and safety of their designs. They will have the opportunity to use the real materials to build a scaled construction of their design.

>World Interiors News shared its shortlists and judges’ comments for its Interior Practice of the Year and Emerging Interior Practice of the Year Awards 2015. Winners will be announced at an Awards Ceremony at the Sky Garden, London on Dec. 2.

Interior Practice of the Year shortlist:
- Snøhetta – Oslo, Norway
- i29 Interior Architects – Amsterdam, The Netherlands
- Studiofibre – Berkhamsted, UK (pictured)
- Design by Richard Lindvall – Stockholm, Sweden
- Autoban – Istanbul, Turkey
- David Kohn Architects – London, UK
- Make – London, UK and Beijing, China
- Landini Associates – Sydney, Australia
- Meyer Davis Studio – New York, USA
- Johnson Naylor – London, UK

Emerging Interior Practice of the Year shortlist:
- Tom Mark Henry – Sydney, Australia
- McLaren.Excell – London, United Kingdom
- Linehouse – Shanghai, China
- Flack Studio – Melbourne, Australia
- OHLAB / Oliver Hernaiz Architecture Lab – Palma de Mallorca, Spain
- MAP.MX – Mexico City, Mexico (pictured)
- Citizens Design Bureau – London, United Kingdom
- Bureau De Change – London, United Kingdom
- Marc Benjamin Drewes Architekturen – Berlin, Germany

Please see the officenewswire links for more photos and details:
Interior Practice of the Year – officenewswire.com/?p=5908
Emerging Interior Practice of the Year – officenewswire.com/?p=5906

>WSP | Parsons Brinckerhoff is celebrating the one-year anniversary of its acquisition of ccrd. A Texas-based MEP (mechanical/electrical/plumbing) engineering and commissioning firm with an extensive national presence, ccrd was the MEP engineer for the Dell Children’s Medical Center of Central Texas in Austin, the world’s first LEED® Platinum hospital. WSP | Parsons Brinckerhoff and ccrd have also completed more BSL level 3 and 4 facilities than any other building engineering firm – seven of 13 nationwide – providing cutting-edge engineering for critical biosafety laboratories.

“The synergies we were hoping to achieve nationally and internationally have greatly exceeded our expectations,” commented David Cooper, P.E, president U.S. Buildings sector and chief commercial officer for WSP | Parsons Brinckerhoff. “In this first year, we have already won major projects across the country. Through the joint efforts of our USA specialty healthcare and laboratory teams, led by Rick Rome and David Duthu respectively, together with their WSP | Parsons Brinckerhoff global counterparts, we have also successfully pursued projects in the UK, Middle East and Asia.”

WSP | Parsons Brinckerhoff emerging Interior Practice of the Year finalist MAP.MX

Emerging Interior Practice of the Year finalist Studiofibre

World Interiors News Interior Practice of the Year finalist Studiofibre
Suzie Heiam joined Decca and Élan as regional vice president, based in Minneapolis. Ms. Heiam has more than 20 years of contract furniture experience, including extensive experience in the A&D community and sales management, as well as product development and marketing. In her new role, she is responsible for supporting the sales efforts of Decca Contract representatives and strengthening design and dealer relationships, as well as supporting Élan product development and marketing.

Jeff Neaves, AIA, LEED GA, is a new senior project manager in HDR’s Chicago office working predominately on healthcare projects. With 20 years of industry experience, Mr. Neaves has served as a project manager for academic medical, community hospital, research facilities and healthy lifestyle facilities for the past 10 years. Noteworthy projects include the University of Colorado Denver, Anschutz School of Medicine in Aurora, CO; the University Hospital’s Case Medical Center in Cleveland; the Mayo Clinic in Phoenix; and Advocate Healthcare in Chicago. In his new role with HDR, he is in charge of day-to-day client contact and project team management.

Skip Redner joined Luna Textiles with 24 years of industry experience. In his role as Chicago/Wisconsin sales rep, Mr. Redner’s focus will be to act as Luna’s liaison to designers, end users and manufacturers.

Jorge Mastropietro, AIA, founding principal of New York-based firm Jorge Mastropietro Architects Atelier (JMA), shared insights into designing innovative modern buildings in historic neighborhoods. He recommended employing sympathetic patterns and materials and adhering carefully to the overall scale of the older surroundings. He added that architects and their clients should also explore the potential for contemporary infill construction, which can help close gaps and create visual continuity along a street frontage.

JMA recently applied these strategies to two new modern townhouse projects in the Downtown Historic District of Jersey City, N.J.: -At 93 Bright Street, a brick facade on the lower three stories visually connect the new building to the surrounding old brick walkups. A stepped-back fourth floor with an aluminum facade adds square footage while subtly bridging the gap between neighboring buildings of differing heights.

-Down the street at 54 Bright Street (pictured), the new structure fills an unused lot and combines brick and wood facades in a way that serves as a complementary, modern gesture to the existing buildings. The cornice line, for example, matches those of its neighbors while also serving as the railing for a green roof.

“We’ve found that using similar property line setbacks, fenestration patterns, and height-to-width ratios, as well as contextually abundant materials, are all great ways to integrate a new building into a historic neighborhood,” said Mr. Mastropietro. “Ultimately,
the result should be a building that’s of its own time yet complements and improves the context and inspires future projects to meet the same standards of design.”

>Perkins+Will recently engaged the local community in a comprehensive waterfront revitalization planning project in Buffalo, NY. Commissioned and released by the Erie Canal Harbor Development Corp. and overseen by the Buffalo Waterfront Development Advisory Committee, the final report “Blueprint: An Update on Planning for the Future of Buffalo’s Outer Harbor” resulted from both extensive site analyses and outreach to the local communities. The Blueprint identifies new opportunities to reimagine the Outer Harbor with both short- and long-term improvements for this underutilized, 350-acre strip of constructed land between Lake Erie and the city’s ship canal.

Six community workshops were held during the course of the project. Community members were given a wide variety of opportunities to help shape the plan, including participation in ‘planning games’ where groups of eight to 10 people used scaled playing pieces on an enlarged site plan to foster a debate about the appropriate mix and location of uses.

At the first set of workshops, many possible uses for the Outer Harbor were suggested. Community members were asked to indicate their preferences with green dots. The relative popularity of each use helped the design team develop a comprehensive program for the site.

The design team analyzed the existing site conditions to help develop an ‘Opportunities and Constraints’ diagram. This became the foundation for evaluating the relative merits of different approaches to planning the Outer Harbor during the Alternatives Phase of the project. This also helped community members comment on their preferences for different aspects of the three alternatives when presented at the fourth and fifth workshops.

Among the key areas for future redevelopment identified in Buffalo Outer Harbor Blueprint:

1. Accessibility. Activate the water edges for public use; maintain scenic views; promote year-round public use and access; offer a welcoming and safe environment; facilitate multiple modes of access: pedestrian, bicycle, water taxi, public transit and more; ensure handicap accessibility.

2. Diverse Use. Offer multiple things to see and do: green spaces, public places, historical sites, recreational activities, public art activities, and more; design a destination that attracts out-of-town regional visitors, as well as residents; promote a wide variety of land and water activities that complement each other; emphasize a mix of land uses.

3. Planning and Design. Lead a comprehensive and collaborative planning process with opportunities for public participation and review; create a remarkable and regionally significant waterfront; design for all seasons; ensure green/sustainable building and site development practices; consider investments that improve lake quality, reduce stormwater overflows, save energy and improve traffic flow and safety; pursue a phased development strategy.

4. Financial Payback. Pursue long-term economic self-sufficiency; attract follow-on private investment; focus investment to optimize economic, social and environmental benefits; create jobs for local residents; pursue economic benefits from tourism; ensure equal employment opportunities; be complementary to the downtown’s development.

>ASID will present its 3rd Quarter 2015 Interior Design Billings Index report on Monday, Nov. 16, in a 30-minute webinar, 11:00 a.m. Eastern Time. David Krantz, vice president of Research and Knowledge Management, ASID, and economist Jack Kleinheinz, Ph.D. will offer insights and analysis on the state of the building and design industry as reflected in the IDBI results, including which market segments and geographic regions enjoyed...
a positive third quarter; what combined key indices suggest for the interior design industry in the months ahead; and how interior design practitioners interpret the economic climate. The index is compiled from a monthly ASID survey of 300 geographically diverse firms that primarily offer interior design services, or offer interior design services as part of architectural, engineering, and other related practices.

officeinsight.com/?p=5901

>Coalesse Design Director John Hamilton is the featured speaker for IIDA Southern California Chapter 2015 Fall Speaker Series: Modern Craft, Tuesday, Nov. 17 and Wednesday, Nov. 18. Tuesday’s presentation will be given in-person in Los Angeles at Rios Clementi Hale Studios, 639 N. Larchmont Blvd #100, and will be virtually broadcast to the Inland Empire venue in Ontario, CA, at HMC, 3546 Concours Street. Wednesday’s presentation will be in-person in Orange County at Taylor Design in Irvine, 17850 Fitch, and be virtually broadcast to the San Diego venue at the BKM Steelcase Showroom, 4780 Eastgate Mall #100. All events begin at 5:30 p.m. with drinks and small bites, with the speaker presentation scheduled for 6:30-7:30 p.m. In his discussion, Modern Craft, Mr. Hamilton will explore new methods of manufacturing and how they relate to artistic expressions and provide customized solutions for users in the workplace on a personal and corporate level. He will also reflect on how the tradition of craft can be maintained for future generations of work.

officeinsight.com/?p=5963

>The 2015 Holiday House NYC, benefiting The Breast Cancer Research Foundation, will be open through Dec. 2. Rooms celebrating life’s great and small occasions were created by 21 top designers including Katie Scott, Campion Platt, Paris Forino, Kathleen Walsh and Ally Coulter. Holiday House is located at 2 East 63rd Street and is open daily 11:00 a.m. – 5:00 p.m (closed Nov. 26 for Thanksgiving Day); admission is $35. Thursday, Nov. 19 is Boutique Day, with vendors on-site offering “the ultimate holiday shopping experience” and extended hours through 8:00 p.m., and Monday, Nov. 23 is Vendors Night, when all past and present supporting Holiday House vendors are invited to tour the house and enjoy wine and hors d’oeuvres, 5:30 – 7:30 p.m.

officeinsight.com/?p=5868

>Security and Sustainability Forum will present a free webinar, “Social, Ecological and Technological Urban Systems,” Monday, Dec. 7, 2:30 - 4:00 p.m. Eastern Time. This is the third in a series of discussions led by Arizona State University faculty to address the current and future challenges cities face from a changing climate. Online archives of past webinars may be accessed by joining SSF (also free). Please see the officenewswire post for links.

officeinsight.com/?p=5873
BUSINESS AFFAIRS

>Group Dekko was acquired by Graham Holdings Company. Graham Holdings is an Arlington, VA, based diversified education and media company whose operations include educational services; television broadcasting; online, print and local TV news; home health and hospice care; and manufacturing. Group Dekko was previously owned by funds managed by GSO, the credit arm of Blackstone. “This acquisition by Graham Holdings is a major milestone in our growth journey,” said John May, chief executive officer of Group Dekko. “Graham Holdings’ financial strength and long-term investment horizon is a perfect fit for our business. We could not have found a better partner.”

> Group Dekko was acquired by Graham Holdings Company. Graham Holdings is an Arlington, VA, based diversified education and media company whose operations include educational services; television broadcasting; online, print and local TV news; home health and hospice care; and manufacturing. Group Dekko was previously owned by funds managed by GSO, the credit arm of Blackstone. “This acquisition by Graham Holdings is a major milestone in our growth journey,” said John May, chief executive officer of Group Dekko. “Graham Holdings’ financial strength and long-term investment horizon is a perfect fit for our business. We could not have found a better partner.”

>HNI Corp.’s Board of Directors declared a quarterly dividend of 26.5 cents per share on its common stock. The dividend will be payable on Dec. 1 to shareholders of record at the close of business on Nov. 23. http://phx.corporate-ir.net/phoenix.zhtml?c=98627&p=irol-news

>Michael A. Dunlap & Associates, LLC unveiled the results of its quarterly MADA/OFI Trends Survey. It was completed during the month of October 2015. This edition marks the 45th Edition, which was started during the summer of 2004.

The October 2015 Overall Survey Index is 56.05 following 58.78 in July, 56.80 in April, and 57.26 in January 2015. The highest recorded Index was 59.72 in July 2005; the lowest was 41.45 in April 2009. The average overall index is 54.68.

“The industry continues to move on a very steady and improving trend line,” said Mike Dunlap. “This is good news. The Overall Index continues to remain well above “50” and is definitely above the 54.68 survey average. We are confident that the industry is still on course to achieve its best year in more than a decade.”

The October 2015 survey highlights are:

-Gross Shipments Index dropped back to 59.33 from 62.40 in July and 58.48 in April. It is significantly higher than the 45-survey average of 57.79. The Order Backlog Index also dropped to 57.00 compared to 62.50 in July and 55.45 in April, and is also well above than the 45-survey average of 56.83.

-The Employment Index of 55.33, compared to 55.42 In July, is well above the 45-survey average of 52.24. The Hours Worked Index rose to 58.82 compared to 55.42 in July and well above the 45-survey average of 55.31.

### Industry Stock Prices

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>HMiller</td>
<td>30.0</td>
<td>29.2</td>
<td>30.5</td>
<td>27.4</td>
<td>29.6</td>
<td>30.4</td>
<td>-8.2%</td>
<td>-2.6%</td>
</tr>
<tr>
<td>HNI</td>
<td>41.4</td>
<td>43.7</td>
<td>53.2</td>
<td>53.8</td>
<td>51.5</td>
<td>37.0</td>
<td>-28.4%</td>
<td>-6.6%</td>
</tr>
<tr>
<td>Inscape</td>
<td>3.0</td>
<td>3.0</td>
<td>3.3</td>
<td>3.2</td>
<td>2.6</td>
<td>2.5</td>
<td>-19.8%</td>
<td>2.7%</td>
</tr>
<tr>
<td>Interface</td>
<td>18.8</td>
<td>22.5</td>
<td>25.2</td>
<td>20.6</td>
<td>16.6</td>
<td>16.3</td>
<td>-30.7%</td>
<td>-13.8%</td>
</tr>
<tr>
<td>Kimball*</td>
<td>11.9</td>
<td>9.9</td>
<td>11.9</td>
<td>10.2</td>
<td>9.9</td>
<td>15.4</td>
<td>-8.3%</td>
<td>10.1%</td>
</tr>
<tr>
<td>Knoll</td>
<td>21.6</td>
<td>21.9</td>
<td>25.9</td>
<td>22.7</td>
<td>21.4</td>
<td>17.9</td>
<td>-17.0%</td>
<td>-5.5%</td>
</tr>
<tr>
<td>Leggett</td>
<td>44.1</td>
<td>42.1</td>
<td>49.7</td>
<td>45.4</td>
<td>42.6</td>
<td>35.5</td>
<td>-14.0%</td>
<td>0.3%</td>
</tr>
<tr>
<td>Mohawk</td>
<td>180.8</td>
<td>189.0</td>
<td>193.2</td>
<td>181.2</td>
<td>155.3</td>
<td>136.6</td>
<td>-14.8%</td>
<td>-5.9%</td>
</tr>
<tr>
<td>Steelcase</td>
<td>18.4</td>
<td>18.6</td>
<td>19.7</td>
<td>18.9</td>
<td>18.5</td>
<td>16.7</td>
<td>-10.0%</td>
<td>-4.3%</td>
</tr>
<tr>
<td>USG</td>
<td>24.0</td>
<td>27.4</td>
<td>28.5</td>
<td>25.9</td>
<td>27.9</td>
<td>28.3</td>
<td>-26.9%</td>
<td>-5.4%</td>
</tr>
<tr>
<td>Virco</td>
<td>3.5</td>
<td>3.1</td>
<td>2.9</td>
<td>2.7</td>
<td>2.5</td>
<td>2.7</td>
<td>-9.4%</td>
<td>1.3%</td>
</tr>
<tr>
<td>SUM</td>
<td>397.5</td>
<td>410.3</td>
<td>443.8</td>
<td>412.0</td>
<td>378.4</td>
<td>339.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>DJIndustry</td>
<td>17,245</td>
<td>16,472</td>
<td>17,947</td>
<td>17,713</td>
<td>18,054</td>
<td>17,113</td>
<td>-6.0%</td>
<td></td>
</tr>
</tbody>
</table>

*Kimball historical stock prices for 9.26.14 and earlier include both Kimball Furniture and Kimball Electronics earnings prior to the spin-off of the company’s Electronics segment on 10.31.14. On 11.3.14, Kimball International, Inc. began trading on NASDAQ under the ticker symbol “KBAL” and the previous ticker symbol “KBALB” was retired.*
Capital Expenditures slipped to 55.17 compared to 58.00 in July but Tooling Expenditures rose to 58.52 compared to 58.40 in July. These compare to the 45-survey averages of 55.49 and 55.91.

New Product Development dropped to 57.93, its lowest level since July 2009. This is a major surprise, given the current state of the industry. This compares with 68.80 in July and the 45-survey average of 63.57. We will closely watch this in the next survey.

Raw Material Costs remain flat at 50.34 compared to 48.75 in July and remains well about the 45-survey average of 44.69. Employee Costs dipped to 44.00 compared to 47.92 in July. The 45-survey average is 46.68.

The Personal Outlook Index is 64.67, down from its all-time high in July of 66.40. This compares to 64.85 in April and is well above the 45-survey averages of 57.83.

Mr. Dunlap further stated, “The declines in Gross Sales and Order Backlog index values are not very significant. Both have been improving since the first half of 2013, but these minor decreases are not a concern. They are still indicative of a pattern of solid improvement. The shifts in Employment Levels and Hours Worked index values are indicative signs that hiring new employees is not keeping up with demand and is still being offset by overtime.

“The modest changes in Capital Expenditures and Tooling Expenditures are mixed when comparing them to their 45-survey averages. The New Product Development is alarming, and we will monitor this closely during the next few weeks. Both manufacturers and suppliers continue to report similar experiences.

“The flat index in Raw Material Cost indicates that inflation is definitely in check, with the four-quarter average at 49.8. The Employee Cost index values are not unusual. They rarely show much improvement, and 44.0 is not surprising.”

He added, “I am delighted to see the continued strength of the index in Personal Outlook Index.”

The most frequently cited perceived threats to the industry’s success are healthcare costs, (import) transportation costs, and finding qualified labor and employees. Healthcare costs have always been high on the list, but the other two have replaced the costs of materials on the concerns list. Healthcare costs are the most commonly cited concern from respondents since this survey process was started in August 2004.

Mr. Dunlap again thanked the respondents with this comment: “Over 72% of the responses came from executives who are the chairman, CEO, COO or president of their organizations. I am always extremely grateful for their participation and support.

Their suggestions and recommendations are crucial to the performance and improvement to this unique survey.”

“Three out of 10 Index values have improved and seven declined, which is a simple correction in the industry’s performance. Only employee costs are below the ‘50’ level. We maintain the opinion that the industry will continue to accelerate during late 2015 and well into 2016.”

The October 2015 MADA/OFI Trends survey was sent to more than 850 individuals involved with office furniture manufacturing and suppliers from Africa, Asia, Australia, Europe, North and South America and from companies ranging from more than $1 Billion in sales to less than $10 Million in sales. The survey repeats in January 2016. https://officeinsight.com/?p=5945

TECHNOLOGY

Configura announced free November webinars with CET Designer instructors:

What’s New in CET Designer 6.5
Nov. 16 at 10 a.m. ET
Nov. 16 at 1 p.m. ET
Nov. 16 at 4 p.m. ET
Nov. 17 at 1 p.m. ET
Nov. 18 at 1 p.m. ET
Nov. 18 at 4 p.m. ET
Nov. 19 at 1 p.m. ET
Nov. 20 at 1 p.m. ET
Nov. 23 at 4 p.m. ET

The free webinars are for anyone, whether a beginner or advanced CET Designer user, anywhere in the world. Please call 877-568-4106 and click on “Join Webinar Now” at www.configura.com/cet/training. To contact Configura with any questions or suggestions, call 877-238-0808. https://officeinsight.com/?p=5992

>Design Corps and the Social Economic Environmental Design (SEED) Network released the SEED Evaluator 4.0. Now in its fourth version, this online tool guides public interest design projects through an inclusive step-by-step process of evaluation and certification of positive impact for communities.

The main values of the SEED tool remain:

- Clear step-by-step process based on best public interest design practices
- On-line communication platform for project team and community;
- One application for SEED Certification, SEED Awards, LEED/SEED Pilot Credit;
- Provides mentoring by feedback and suggestions;
- Third party certification of valid public participation;
- Promotes project-based metrics and accountability;
- Creates a grant-ready application.

New features for SEED 4.0 include:
- Improvements made on user-based feedback;
- Guaranteed 6-week review turnaround;
- Supported by new Public Interest Design Practice Guidebook;
- Free student version for class and studio use;
- Compatible with mobile devices;
- Spanish instructions.

https://officeinsight.com/?p=5982

Kontor.com, a visual network for commercial interior design unveiled in Beta version at NeoCon this year, launched to the public Nov. 11. Founded by a team of design-obsessed entrepreneurs, including Gilt Groupe and Business Insider Founder Kevin Ryan, Kontor’s platform connects visionary companies, great designers and innovative product makers in a global network focused on workplace design. It offers designers and product brands a visually stunning online portfolio to display office design projects and to showcase furnishings, lighting and other products in context.

Kontor’s Design GraphSM search technology uses a proprietary algorithm and expert metadata to create a sophisticated contextual search and discovery experience. Users can easily search for similar architecturally relevant spaces, designers and products and then create shareable collections that make collaboration among architects, product companies and their clients a seamless experience.

Since unveiling a private beta preview to the design industry in June 2015, Kontor has grown to feature more than 350 design firms, 120 product brands, and thousands of spaces at companies all over the world.

The newly launched version now includes:
- Top product brands – from Knoll and Herman Miller to Moooi, Moroso, Flos and more – creating the world’s first commercial design marketplace.
- Manufacturer profiles with detailed product information, including dimensions, CAD and Revit symbols, and suggested pricing, all discoverable from the context of completed spaces.
- The ability for users to follow design firms, product brands, and other individuals to create a personalized, curated discovery experience.
- Collaboration tools with which designers and clients can use collections to share design ideas and facilitate furnishing, lighting and other product choices.

“The response from the professional design community has been universally impassioned, and as a result we are experiencing tremendous network growth – there was clearly pent up demand,” said Mia Lewin, Kontor’s CEO. “Kontor makes high-quality design easily accessible for business communities, while also delivering a much-needed workflow solution for design professionals.”

https://officeinsight.com/?p=5896
JOB SITE
To place ads or to get a price quote contact Bob Beck
bob@officeinsight.com
T 972 293 9186
Find all our ads all the time at www.officeinsight.com/careers.

Textiles: Project Manager, Options®

Arc-Com is a premier supplier of contract textiles and wallcovering. We have a proud reputation built on excellence, strong customer satisfaction, and expertise in developing innovative and high performance products for all contract markets. Arc-Com’s corporate office is located 15 miles north of the George Washington Bridge, in Orangeburg, N.Y.

Custom products for all textile and vinyl applications are developed to suit client specifications and budgets through Arc|Com Options®. We are expanding our Custom Textile Design Team and are looking for an experienced Project Manager to source and develop custom contract textile requests.

Position Details:
> Manage and coordinate multiple custom projects as the primary liaison between Account Executives and mill sources for domestic and international products.
> Develop bid packages and competitive costing.
> Product and vendor sourcing.
> Meet with mill sources for product and sample selections.
> Develop samples for custom project requests.
> Interface with clients, prioritize and manage multiple projects.
> Color matching and quality control.

Position Requirements:
> Excellent follow-up and communication skills.
> Strong organizational and analytical abilities.
> Foundation knowledge of the contract industry.
> Good color sense.
> Experience in woven textiles and fabric constructions.
> Knowledgeable with test requirements. Flammability, Crocking, Colorfastness, and Abrasion.
> Excellent knowledge of Microsoft Word and Excel.

Please email resume to Rose Moriarty at rmoriarty@Arc-Com.com.

Senior Project Manager - Furniture - New York, NY

Lane Office

> Candidate must have a minimum of five years’ experience in the contract furniture industry and possess demonstrable skills to coordinate a project from inception to completion
> Ability to read and understand floor plans a necessity
> Must be able to interface with clients/design firms and manage multiple projects at once
> Knowledge base of contract

Position Details:
> Foundation knowledge of New York City building codes and regulations
> Working knowledge of CAD, preferred
> Microsoft Office and related computer skills
> Knoll product knowledge, a plus
> Ability to travel, on a limited basis, a plus
> Industry leader in compensation, 75% 401K match, full benefits

Position Requirements:
> Excellent follow-up and communication skills.
> Foundation knowledge of the contract industry.
> Good color sense.
> Experience in woven textiles and fabric constructions.
> Knowledgeable with test requirements. Flammability, Crocking, Colorfastness, and Abrasion.
> Excellent knowledge of Microsoft Word and Excel.

To inquire, please email your resume to Daniel Hickey dh@laneoffice.com

Founded in 1922, Lane Office is New York City’s premier Knoll furniture distributor, as well as the exclusive New York City distribution partner of DIRTT (Doing It Right This Time) prefabricated construction products.
Freelance Writer - NYC, LA, Seattle/Vancouver

We are seeking freelance writers to cover topics and events in the A&D Community. Candidates may have any educational background, but a degree in a design related field or journalism would be a plus. Your writing will be published in officeinsight and read by major players in the office design and furnishings industries in the U.S. and abroad. The work you perform for officeinsight will raise your profile in those industries and will be a great asset to include in your writing portfolio.

Position Details
> Schedule: flexible schedule controlled entirely by you
> Working from home
> Compensation: TBD per article

Qualifications
> Excellent writing and proof-reading skills
> Excellent interview and research skills
> Knowledge of workplace design issues a plus
> Must be interested in and have strong opinions on current issues facing the design and furnishing of offices and be able to eloquently express those opinions in writing
> Previous journalistic experience preferred

Interested candidates should also send brief writing samples when submitting resumes and cover letter.

Email to: mallory@officeinsight.com

SUDOKU

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