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 "TRUE CONSPIRACIES ARE
 RARE BUT STUPIDITY IS
 NEARLY UNIVERSAL."
 —BRET STEPHENS

The Tiny House Movement Grows Up

The tiny house movement is an architectural and social movement that advocates for living simply, in small homes. Everything from the type of person who seeks out tiny house living to the aesthetics traditionally associated with tiny houses have until the last few years remained unchanged. Stereotypes have been mainly of the hippy-hipster life style, with interiors tending to the purely Scandinavian or more obscure and funky DIY circumstances. But tiny dwellings are beginning to break out of this box and broaden their scope in demographics and aesthetics; it's a movement worth keeping your eye on.

FULL STORY ON PAGE 3...



Stockholm Furniture Fair 2018: A Review

The Stockholm Furniture and Lighting Fair, held each year in the Stockholmsmässan, is about 10 km from the city centre. The show is beautifully manageable in size, and though the showground area is smaller than at other major exhibitions, it still takes a long time to cover the show properly because almost all of the exhibitors have beautiful displays of the highest quality products. There are few other markets like this in the world; Scandinavian companies tend to be started and run by designer architects with somewhat different sets of values, and manufacturers in the region tend to design and manufacture to very high standards.

FULL STORY ON PAGE 14...



Why I'm Obsessed with Adam Grant (And You Should Be, Too)

The A&D and contract furnishings industries are navigating an incredible time of change. One suggestion from officeinsight contributor Amanda Schneider, of Contract Consulting Group: read Adam Grant's new book, "Originals: How Non-Conformists Move the World." Grant, an organizational psychologist, Wharton professor, and author of three New York Times bestselling books, has been recognized as one of the world's 10 most influential management thinkers and Fortune's 40 under 40. In this feature, we filter his broad, brilliant thoughts and translate them to new opportunities for original thinking in our industry.

FULL STORY ON PAGE 25...





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Saltbox, part of the Designer Series of Clayton Tiny Homes, presents a new way of experiencing tiny house dwellings. The design, by architect Jeffrey Dungan, features smart floor plans, efficient appliances and luxurious materials and finishes.

The Tiny House Movement Grows Up

By Mallory Jinda

According to tinyhomebuilders.com, the tiny house movement is an architectural and social movement that advocates for living simply, in small homes.

How tiny is officially “tiny”? General consensus caps the size of tiny homes at 400 square feet. For comparison, the average (mean) square footage for new single-family homes in the U.S. sits at 2,661 square feet, according to fourth quarter 2016 data from the [Census Quarterly Starts and Completions by Purpose and Design](#) and NAHB analysis. There’s also a distinction between small (400-1,000 square feet) and tiny (400 square feet or less) dwellings, according to Tinyhomebuilders.com, a tiny house advocate and producer.

Tiny house dwellers make the decision to live in a tiny house for many reasons, but Tinyhomebuilders.com notes that it’s usually one or more of the following: to save money, to simplify their life, and to help the environment and live sustainably.

The U.S. average annual expenditure on housing in 2016 was \$18,886, according to the Bureau of Labor Statistics’ Consumer Expenditures 2016 report. The report, noting that Americans spend the bulk of their money in three areas – housing, transportation and food – found a 2.6% increase in housing expenditures from 2015 to 2016.

Living in a tiny house is not simply about housing. It’s a true *movement* – a way of life with its own independent culture.

“A lot of this started out West, in places like Washington and Oregon, where people really embraced a simpler way of life. Texas was also a leader,” said **Jim Greer**, National Tiny Homes Brand Manager at **Clayton Homes**, the producer of a new Designer Series line of tiny houses. “But the spread has begun to pick up pace. The south, Georgia in particular, is becoming a leader in adopting new tiny house-friendly codes. Georgia was one of the first states to adopt the new codes, but we’re seeing a lot of states follow suit.”

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*Tiny house**The Vero tiny house from Covo and Life Edited*

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Tiny houses

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Everything from the type of person who seeks out tiny house living to the aesthetics traditionally associated with tiny houses have until the last few years remained unchanged. Stereotypes have been mainly of the hippy-hipster life style, with interiors tending to the purely Scandinavian or more obscure and funky DIY circumstances.

But tiny dwellings are beginning to break out of this box and broaden their scope in demographics and aesthetics.

For the first time ever, the International Code Council's new 2018 International Residential Code (IRC), for One- and Two-Family Dwellings, includes a brand new appendix addressing Tiny Houses – check out the full appendix [here](#).

According to the IRC's Appendix Q:

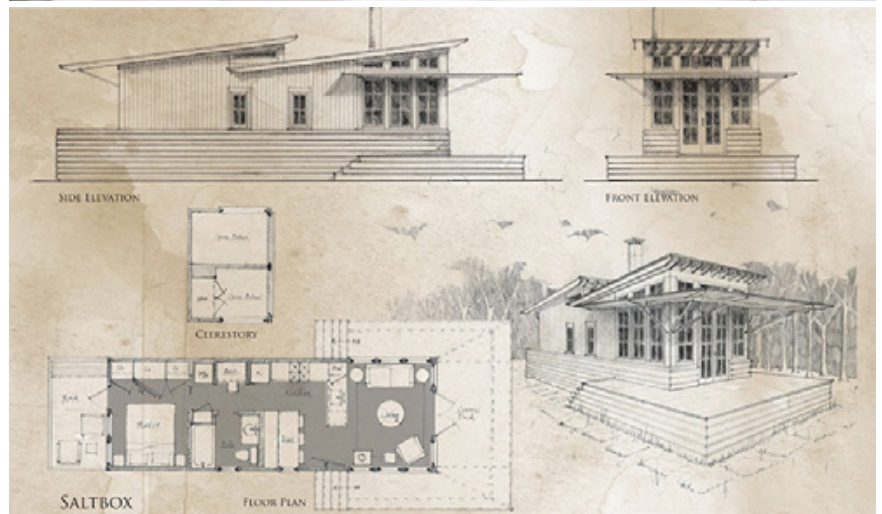
“Tiny Houses: Appendix Q relaxes various requirements in the body of the code as they apply to houses that are 400 square feet in area or less. Attention is specifically paid to features such as compact stairs, including stair handrails and headroom, ladders, reduced ceiling heights in lofts and guard and emergency escape and rescue opening requirements at lofts.”

It clarifies, “This appendix shall be applicable to tiny houses used as single dwelling units.”

A recent line of tiny home designs by Clayton Homes is positioning itself as a more grown-up alternative, for empty nester/retirement ages and Millennials alike.

The positives to tiny house living for both of these demographics are similar: independence through owning your own home, a lower financial commitment, and fewer home maintenance responsibilities. These needs are oddly similar to the priorities of companies investing in long-term coworking spaces.

Millennials are finally moving out of their parents' homes; they want to [become homeowners](#), but they also want to make smart financial decisions in



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light of the setbacks delivered by 2008's Great Recession, namely student loans, delayed career advancements, and a tighter lending environment.

Empty nesters and retirees, for their part, are looking for smaller square footage, in advance of future physical health limitations they will face, in addition to fewer home maintenance responsibilities as they age.

Tinyhomebuilders.com points out the obvious financial advantages to going "tiny":

"Less square footage means less consumption which means cheaper utilities. The cost of a tiny house is so much less than its big brother counterpart, a lot of people don't even carry a loan...plus, if you don't have room to store stuff, you tend to buy a lot less of it.

Aside from fewer expenses in building, taxes, utilities, maintenance and repair costs, conservation is a goal for many tiny house dwellers.

"Fairly obvious is the environmental impact living tiny will have," Tinyhomebuilders.com maintains. "Less utilities means reduced carbon footprint... when you have less, you use less, even

if it's not your intention. Living tiny is simply better for the environment."

Another peculiar benefit many tiny homeowners experience is *gained time*.



The interior of Modern Tiny Living's tiny house model, the Kokosing, a 24 foot custom tiny house on wheels.

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Tiny house interior

“People living in tiny houses say they just have more time to focus on the important things in their life,” notes Tinyhomebuilders.com. “The initial reaction to telling someone you are moving into a tiny house is “where are you going to put all your stuff?” But the fact is we don’t need all that stuff. And not only do we not need it, but it is suffocating us. Maintaining, cleaning, and thinking about all that stuff takes time. There is a lot of truth to the saying “the stuff we own ends up owning us.”

It should be noted that tiny homes also play a role in disaster relief and other temporary housing; architects who work in this space are pushing into new territory through innovative design concepts, often relying heavily on recycled and recyclable materials and production methods.

A few significant deterrents to tiny house living do exist.

Finding a legal place to put a tiny house has consistently been a major issue, and codes and laws vary from state to state and even county to county.

“Financing and insurance can be a challenge as well,” notes Tinyhomebuilders.com. “Financing and insurance companies rely on having accurate values for the items they finance and insure, and with tiny houses those values aren’t always reliable or clear. For instance, if an individual built their own house and did so incorrectly, their structure could potentially be worthless.”

Both tinyhomebuilders.com and Wikipedia correctly note safety concerns and difficulty in finding trustworthy builders.

“This increase in popularity of tiny houses, and particularly the rapid increase in the number of both amateur and professional builders, has led to concerns regarding safety among tiny house professionals,” notes Wikipedia. “In 2013, an alliance of tiny house builders was formed to promote ethical business practices and offer guidelines for construction of tiny houses on wheels. This effort was carried on

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Low Country, part of the Designer Series of Clayton Tiny Homes

in 2015 by the American Tiny House Association. In 2015, the nonprofit American Tiny House Association was formed to promote the tiny house as a viable, formally acceptable dwelling option and to work with local government agencies to discuss zoning and coding regulations that can reduce the obstacles to tiny living.”

The tiny house movement is also still figuring out how to shake off the stigma of owning a tiny home. While the new building codes have paved a path toward easier tiny house construction and ownership, neighbors are often concerned about a nearby tiny house’s negative impact on their property values. This issue won’t fade quickly.

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Do-it-yourself is a huge part of the tiny house movement, both in culture and building logistics. The new tiny house designs by Clayton homes present a distinctly different tiny house concept.

Because of the new IRC code, Clayton Homes is able design its tiny homes on a permanent foundation, as opposed to being forced to build them on trailers with wheels (previously tiny houses were always classified as recreational vehicles (RVs)). This change alone shakes up the tiny house industry – offering consumers more stability and sophistication.

The two Clayton Homes tiny houses, called Low Country and Saltbox, are priced in the low \$100,000 region. The designs, by architect Jeffrey Dungan, feature smart floor plans, efficient appliances and luxurious materials and finishes.

“These houses are very well-appointed,” said Mr. Greer. They’re higher end, but they still fit a broad range of people at their price-point.

The retirement age is looking to down-size, Millennials often want to own without having to take on the burden of a larger home. And tiny houses also



The Ovida tiny house, a 160 sq. ft. vacation rental at the Getaway House resort north of Boston.



Poppy tiny house on wheels by Modern Tiny Living

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have a purpose as guest homes and vacation homes.

"The houses can be placed almost anywhere. They're placed on a permanent foundation, so they're considered a permanent residence, which is a big departure from many tiny house designs. A lot of media focus so far has been on tiny homes on wheels, and not on the permanent residence class."

Clayton Homes is in the middle of trying to create new distribution channels, seeking building investors interested in placing their tiny homes.

"In talking with these parties, we see a wide range of possibilities," said Mr. Greer. "People are interested in small and large developments, set within a community experience. We're also talking to urban planners and their associated builders about urban in-fill



Tiny house interiors

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Two tiny houses connected with outdoor space



A tiny house design by Chris Heninge Construction

solutions – making use of vacant lots in urban areas that are facing housing shortages and often have difficulty getting builders to take on projects. We're even talking to college campuses."

These urban solutions speak to the idea that living a simpler life is starting to stretch across a lot of demographics. The question of context is significant.

While personal space square footage in the workplace is continuing to decrease, primary dwelling square footage is also decreasing for many key groups of our population. And this refers only to square footage in the built environment; how do these changes affect access to outdoor, natural air space? What kind of larger context environments are these tiny dwellings being built into?

"We're trying to innovate and to give people new ways of living."

It's a goal worth pursuing. ■

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Stockholm Furniture Fair 2018: A Review

by John Sacks

Stockholm is one of the world's most beautiful cities, but its undoubted attractions are less readily appreciated in February when temperatures plummet and the bitterest of winds sends everyone scurrying for home, or into one of the many cozy bars or restaurants. As with most modern cities set in really cold climes, the authorities manage the effects of the winter weather superbly. Snow disappears from streets and pavements as if by magic and gritting reduces the risk of skidding or slipping to a minimum. The winter streets carry very little traffic with motorists being deterred by the weather and with public transport, especially the various train networks, being comfortably warm, clean, fast and reliable.

The Show

The Stockholm Furniture and Lighting Fair, which closed its doors last Friday, is held each year in a purpose built exhibition complex – the Stockholmsmässan – about 10 km from the city centre and easily accessible by a fast, regular commuter train service from the Central Station. The show is beautifully manageable in size, just three interconnecting halls and a very large foyer for special exhibits and services. Although the show-ground area is smaller – and there are many fewer exhibitors – than at some other major exhibitions, it still takes a long time to cover the show properly because almost all of the exhibitors have beautiful displays of the highest quality products.



Stockholm 2018 fair entrance

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Although, as expected, almost all the Nordic companies with international business activities are present, there are also hundreds of smaller, local companies present, with names virtually unknown outside the region. Unlike in many other parts of the world where the furniture industry is dominated by hard-headed businessmen, Scandinavian companies tend to be started and run by designer architects with somewhat different sets of values.

Perhaps as a consequence, manufacturers in the region tend to design and manufacture to very high standards which local customers appreciate and for which, they are prepared to pay. There are few other markets like this in the world, which explains why the vast majority of the exhibitors at this show are local. The Italians, such as Magis, Pedrali and Arper, were the only real exception and were well repre-

sented, but otherwise, few other nations put in much of an appearance. By contrast, the visitors came from far afield, including plenty from Japan who were catered for by some smart-minded exhibitors with Japanese speaking representatives on their stands.

Many of the displays were truly stunning with brilliant choices of eye-catching styles, colours and lighting. And these beautiful settings were in no way let down by the many lovely products, sparingly and intelligently displayed with just the right amount of propping.

Visitors were numerous, professional and serious; many designers and architects were walking around looking like children let loose in a sweetshop.

The visitors' more prosaic needs were well looked after with plenty of not inexpensive eating and refreshment opportunities all over the halls, with a wide variety of cuisines. The main theme was Asian street food but there were plenty of other choices available, from sushi to fish and chips.



Inno Espo Finland



Crowds at the show



Glimakra of Sweden

The Trends

Unsurprisingly, being Scandinavia, there was considerable emphasis on environmental friendliness and sustainability in all aspects of the show. Many wood species and in all forms were everywhere – always beautifully crafted and treated with great respect. Fabrics were from a wide variety of natural materials, including curly sheeps' wool hides from Australia via treatment plants in China!

Colours were generally earthy and muted, with emphasis on shades of mid-grey. Happily, blacks and whites had all but disappeared. There were plenty of high tables, acoustic panels, enclosures and sit-to-stand units, but most of the rest was seating oriented in every shape and size. There was little in the way of workstations, screens and storage products, conventionally the norm for a commercial furniture show.

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The Exhibitors and the Products

[&tradition](#) from Copenhagen were showing fashionably retro pieces as were locals [Blå Station](#) from Stockholm.



&tradition: 2 Denmark



Easy seating from &tradition, Copenhagen



Blå Station easy chairs and sofa from Kobe Architects.

[Articles](#), headquartered in Västerås in Sweden, showed a beautifully comfortable adjustable easy chair from Swedish designer Anna von Schewen.



Lounge chair from Articles

There were several Dutch companies exhibiting with generally very stylish products. One of these was [DUM Office](#) from Amsterdam showing some interesting meeting tables and coordinated seating. Another was [Jess Design](#) from Oss with some stylish seating products.



DUM Office

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Seating from Jess Design

The Swedish company [Edsbyn](#) showed the adaptable Resolve Play chair and sofa from designer Dan Ihreborn.



Resolve from Edsbyn

[EFG](#), European Furniture Group, is one of Europe's largest manufacturing companies. With its headquarters it's a Swedish owned conglomerate tracing its roots back to 1885 and which has grown by acquisition since the 1970s. Its large stand displayed a wide range of products from group factories, including the space dividing open storage system below.



EFG's space dividing system

One of the stylish Italian manufacturers that didn't look out of place in this exalted company was [Fantoni](#), showing high tables, glass enclosures and this attractive *Lift Up* SitStand desk.



Lift Up from Fantoni

Swedish company [Form2](#) showed the *Globe Concept* chair system from Peter Opsvik, which attracted lots of attention.

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Globe Concept from Form2

Another large stand presented the [Fritz Hansen](#) collection including the newly relaunched *Pot* chair from Arne Jacobsen.



The Pot chair

[Garsnas](#) was another local company with some stylish seating on their TAF Architectural Office designed stand, including the *Sofa Bleck* from the same design house.



Sofa Bleck from Garsnas

[Getama](#), a 19th century company from Gedsted in Denmark, presented this original design easy chair and stool.



Getama easy chair and stool

The *Peak Design Booth* by Swedish company [Gotessons](#) has zip-connected screens allowing infinite expansion.



Gotessons Peak Design Booth seen here with Office Ballz seating.

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[Horreds'](#) wood clad SitStand tables were displayed by this oddly named Swedish company from the town of the same name.



SitStand desk from Horred

One of the relatively few Finnish companies was [Inno](#). They were showing their *LAB* table designed by Harri Korhonen. [Isku](#), from Helsinki, which along with [Martela](#) is one of Finland's larger manufacturers, showed a selection of their ranges including *Hangaround*, designed by Kaisa Jäntti not only as a fun way to sit, but also an ergonomic alternative for traditional, static seating.



Hangaround from Isku

[Martela](#) themselves had a compact stand with a variety of products, including this attractively designed variation on the enclosures theme. Interestingly, for a furniture company, it's tricky finding any furniture on their website, which is much more focused on office and interiors' lifestyles and blogs.



Enclosures from Martela

The eponymous [James Burleigh](#), one of the very few companies from the UK, showed some of his custom built meeting tables.



Meeting table from James Burleigh

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Lithuania was represented by [Jot.Jot](#) with its *BaBa* seating designed by Iskos, Berlin.



BaBa chairs

[Kinnarps](#) is the largest European office furniture group and is headquartered in Kinnarp, Sweden. They presented *Next Office*, a concept of designing offices around the needs and personality of each organization. They showed a new range of attractive task seating and a variety of enclosures.



Fields from Kinnarps

One of the larger and best known companies in the region is [Lammhults](#), named, as is common in Scandinavia, from the town where they derived. They were another company showing higher level meeting tables.



Standing table from Lammhults

[Materia](#), based in Tranås in southern Sweden, was established in 1992 by two architects/industrial designers, Kersti Sandin and Lars Bülow. Their stand and products were imaginative and creative, including this mobile workstation. Another company from the same town was [Mitab](#), whose *Campfire* range of tables, seating and screens were beautifully simple.



Materia mobile workstation

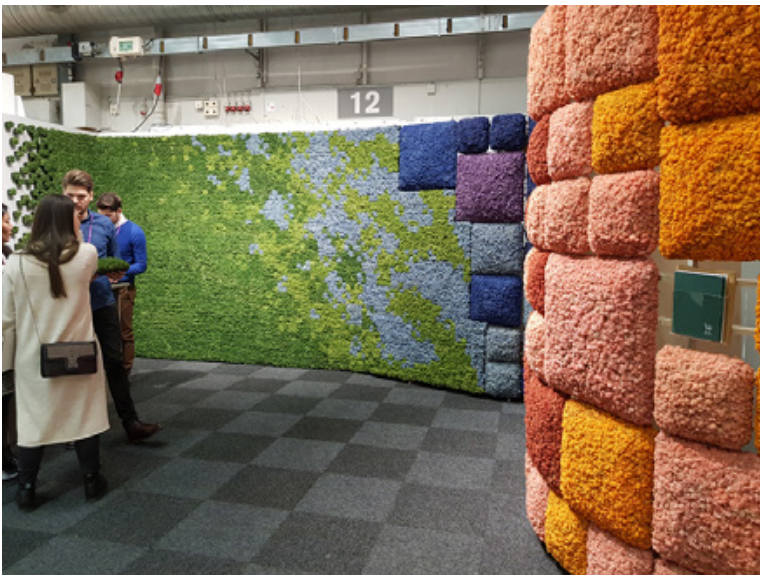
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Campfire from Mitab

One of the most intriguing companies at the show was [Nordgrona](#) from Arlöv in Sweden. Their product was tactile, natural, reindeer moss collected from Swedish forests, before being dyed a wide range of colours and treated to meet fire resistance standards. It's apparently acoustically very effective, dries out and rehydrates as the surrounding humidity changes, and makes beautiful wall cladding and panels.



Reindeer moss wall paneling from Nordgrona

Another company working with unusual materials was [Skandilock](#). Working exclusively with curly wool sheepskins, the business started in the 1930s when this wool was easily available from the Swedish hillsides. It's now sourced from Australia and New Zealand, via China where it's treated before arriving in Sweden for manufacturing as upholstery, floorcovering and wall cladding.



Skandilock's curly wool sheepskins

Estonia was represented by [Softrend](#) from Tallinn. Its *August Workbay* was designed by Pent Talvet of Iseasi.



August Workbay

The Swedish company [String](#) started with a shelving system from architect designer Nisse Strinning. This heritage was very apparent from its imaginative and very attractive exhibition stand and products, including one of the many well designed SitStand tables at the show.



SitStand table from String

[Thors-Design](#) were the epitome of the Scandinavian passion for recycling. They source their materials exclusively from the massive timber planks used to create Danish ferry harbours now made redundant by newly constructed bridges. From this, they create beautiful furniture with character and style.



High meeting table from Thors-Design.

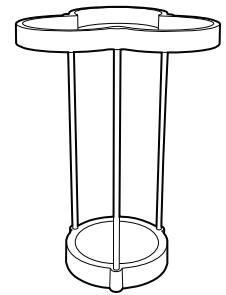
And finally, another Danish company, [Wendelbo Interiors](#), decided that with all the competition about, they needed a couple of younger guests on their stand to catch the attention of the passing visitors. ■



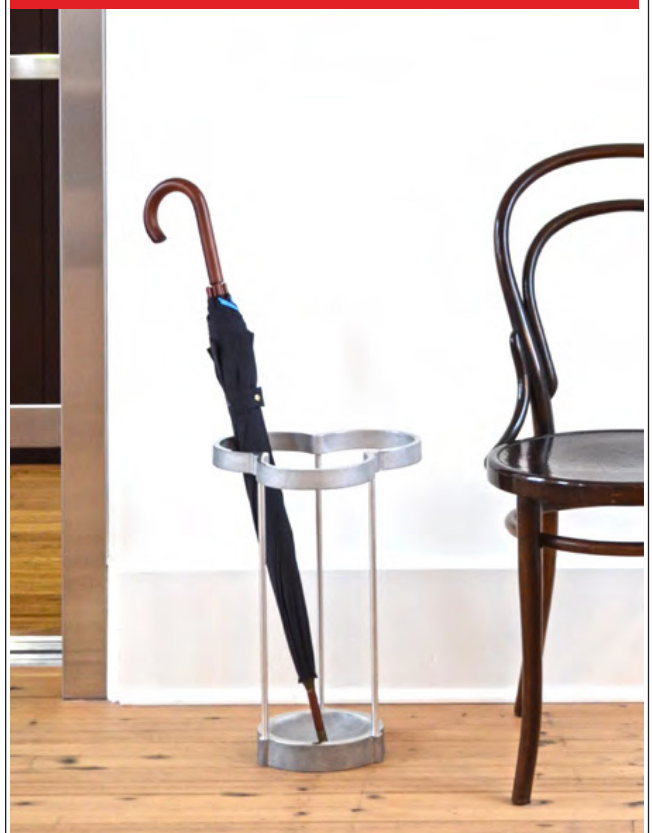
Attentive and well-behaved visitors on the Wendelbo stand.

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Why I'm Obsessed with Adam Grant (And You Should Be, Too)

by Amanda Schneider

If you are reading this, you're among the group of individuals preparing to navigate this incredible time of change in the industry. You may be wondering, but how? One suggestion: read Adam Grant's new book, [Originals: How Non-Conformists Move the World](#). Or, for the "cliff notes" version, you can listen to this [Entreleadership podcast](#) (though you'll miss some of the great insights from the book).

If you haven't heard of Grant before, he is an organizational psychologist, Wharton professor (tenured in his twenties), author of three *New York Times* bestselling books, and has been recognized as one of the world's [10 most influential management thinkers](#) and [Fortune's 40 under 40](#). Grant studies how to find motivation and meaning and lead more generous and creative lives.

Chuck Saylor, principal at Design-

vox, comments, "The big disrupter in the historic status quo of the contract interiors industry isn't really companies like WeWork, though that is an easy place to focus. It is the reality of the changing values and behaviors of the next generation of people. We are, as an industry, listening, watching and understanding the impact of this sea change, and it's intense. We all agree that this is an industry led by design that should continually embrace design thinking. Adam Grant is one of the great thinkers of this moment and an encourager that focuses on helping people become 'multipliers.'"

In this article, we will filter his broad, brilliant thoughts and translate them to new opportunities for original thinking in our industry, which is so ripe for change. Read on for practical tips inspired by Mr. Grant to "leave the default thinking" and find originality.

Tip #1: Find VuJaDe Moments

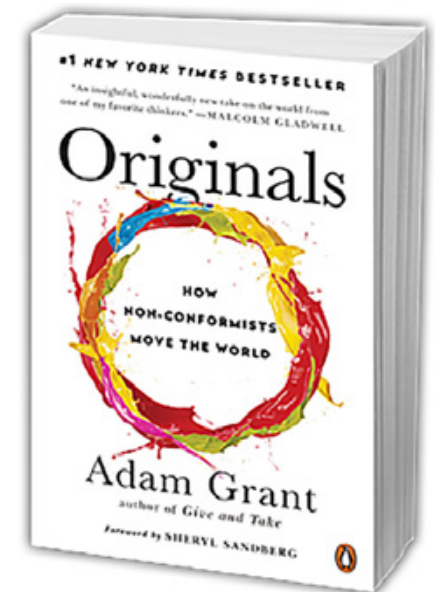
In his book, Grant explains how we find "VuJaDe" moments, which are the opposite of the familiar term "DeJaVu." Instead of feeling like we have seen something before, it means seeing something we have seen many times before in new light. Think of the first person waiting for a cab at the airport, watching cars with empty capacity go-



Adam Grant



Adam Grant, an organizational psychologist, Wharton professor, and author of three *New York Times* bestselling books, speaking at Work Human 2017. Photos: courtesy of adamgrant.net



ing by that led to companies like Uber and Lyft, or the “rent out your space” concepts that led to Airbnb.

Grant explains, “The more expertise and experience people gain, the more entrenched they become in a particular way of viewing the world. As we gain knowledge about a domain, we become prisoners of our prototypes.”

Companies from outside the contract interiors industry have the benefit of not being tethered by “industry norms.” Yet within the industry, we must find a way to “escape the prison of our prototype” and see things we know so deeply with fresh eyes.

Tip #2: Kill the Company

You may be thinking, “I don’t have a lack of desire to innovate, I just don’t know how!” You’re not alone. Grant gives tangible ideas for HOW to begin to create a culture of innovation and “originality.”

One particularly compelling idea to drive creative thought is to nudge your team out of “defensive mode” and put yourself in “offensive mode” with an exercise he calls “Kill the Company.” The exercise challenges individuals to think from the perspective of major competitors and try to “put yourself out of business.” Imagine you are your company’s biggest competitor and you want to destroy yourself. Grant explains, “If you ran the exercise as ‘save the company’ you’d get boring, risk-averse solutions. However, “We think about risk differently depending if we are dealing with losses or gains.”

Let’s explain a bit more: when you are in the domain of trying to protect yourself (defensive mode), you think of the world in terms of what you have

and how to keep those things safe. Many think, “I have a good situation. I am not going to stick my neck out for a bigger gain because I may lose.” In this defensive mode, by nature, humans want to protect the gains already achieved. However, when you are on offense, you are in a much more risk-seeking mindset. In this mindset, many think, “We are missing out on something that could be big. Our job is not to be perfect, but our goal is to score some hits. I am willing to go out on a limb and try something I have never considered before because there’s a chance it could open up a whole new line of business.”

#3 Rethink How (And by Whom) Ideas are Evaluated

Beyond generating creative ideas, Grant helps with tangible suggestions for how to then go about evaluating the ideas. He cites fellow Wharton Professor [Justin Berg](#)’s work around driving creative thinking, explaining, “When we evaluate new ideas, we can become better at avoiding false negatives by thinking more like creatives.”

In one particular study, one group was encouraged to “think like managers” and make a list of criteria to evaluate ideas, while the second group was encouraged to “think like creators” and generate ideas before they were asked to evaluate ideas. The study went on to measure the relative success of the ideas and the accuracy of each group in predicting that success. The exercise found that the second group was much more accurate in predicting the success of the ideas.

Similarly, Grant offers some interesting insight behind why managers

may not be the best group to evaluate ideas. The main reason: if managers bet on a bad idea, it will embarrass them. If they reject a good idea, most likely, no one will ever know. Many requests for feedback focus too much on positioning the evaluator as a critic. This naturally focuses “the critic” on reasons to reject an idea and stick closely to existing prototypes. Conversely, creators of ideas struggle as well because they are too positive about their own ideas. While there is MUCH more detail behind the psychology of this phenomenon, in a nutshell, instead of attempting to assess our own originality or seeking feedback from managers, Grant suggests, “to get the most accurate reviews, run your pitches by your peers – they’re poised to spot the potential and the possibilities.”

If your 2018 new year’s resolution is to read more, start with this book. You can also check out Grant’s two TED Talks: [“The surprising habits of original thinkers”](#) and [“Are you a giver or a taker?”](#)

As we enter 2018 perhaps we, as an industry ripe for change, can look to thought leaders such as Grant to provide us with motivations, tactics and the encouragement to take bold steps. ■

Amanda Schneider is a trends researcher, blogger for the Huffington Post, and the founder of Contract Consulting Group www.contractconsultinggroup.com, a consulting practice serving the Contract Interiors Industry focused on business strategy, market research and marketing content development.

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RESEARCH-DESIGN CONNECTION

Daylighting in the City

by Sally Augustin, Ph.D.

Saratsis and his colleagues have developed an important resource for individuals concerned about human access to daylight in urban environments.

The Saratsis team reports that “Increasing urban density leads to a conflict between space-use efficiency and daylight access...it is now possible to quantify the performance of detailed design proposals before construction... A simulation-based daylighting analysis procedure reveals the capabilities for both formulating more nuanced prescriptive zoning rules as well as for use by design teams. The procedure is used to evaluate the daylighting



performance of 50 block typologies... The analysis demonstrates that certain urban massing approaches (e.g., pencil towers on a contextual base) outperform conventional massing strategies. A...case study application of an actual city block shows that innovative urban massings can improve access to daylight for the massing itself as well as for neighbouring buildings...The fact that a simulation-based approach may yield significantly larger buildable areas than current regulations suggests that design teams will be open to employ these innovative simulation approaches which anyhow only require limited extra effort to use.”

Saratsis, Dogan and Reinhart describe and demonstrate their daylighting assessment tool (which is consistent with LEED v4 spatial daylight autonomy requirements) in detail in their article, and also outline, step-by-step, the algorithm used for their analyses. Anyone who wants to apply their technique should obtain a copy of the team’s article so that they are familiar with all of its parameters. ■

Emmanouil Saratsis, Timur Dogan, and Christoph Reinhart. 2017.

“Simulation-Based Daylighting Analysis Procedure for Developing Urban Zoning Rules.” *Building Research and Information*, vol. 45, no. 5, pp. 478-491.

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.



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PRODUCT INTROS

>Allseating enhanced its Entail line of seating to include an upholstered version.

Designers can customize the product line with textiles from the manufacturer of their preference to satisfy a range of style tastes. The chair, in both mesh and the new upholstered variations, offers a streamlined style outfitted with ergonomic features including integrated lumbar support mechanism, seat slider, and dual-functioning, height-adjustable arms to support a wide range of body types and sitting preferences. Preferences can be realized using Allseating's Chair Builder application on their revamped user-friendly website. [Read More](#)



Allseating Entail upholstered version

>Keilhauer introduced two new upholstery lines: Emerson, a beautiful piece-dyed jacquard, and Kura, an Alpaca mohair velvet.

Emerson (pictured) uses chenille yarn to create texture with an understated horizontal rib; this quiet play of pattern comes to life in bright or natural light. The pattern wears extremely well and tailors beautifully to even the most highly contoured pieces.

Its palette of 15 colors ranges from deeply saturated blues, greens and reds to gentle neutrals. Available on all of Keilhauer's upholstered offerings, Emerson is made from 80%, post-consumer polyester – made from recycled plastic bottles diverted from landfill – and 20% polyester and with an acrylic backing. It has excellent, class-five colorfastness and Heavy Duty abrasion resistance, surpassing 100,000 double rubs. Kura is grand-dame velvet that provides color, texture, luxury, and a striking statement. Made from a blend of 60% Alpaca mohair, 27% virgin wool and 13% polyamide, its fibers are woven into an ultra-dense and durable pile that is better able to resist marking and distortion than traditional mohair velvets. It's then sheared to the perfect height to make for a marvelous hand. A curated palette of 12 colors provides a shimmering elegance designed to stand the test of time. Its luxurious feel is backed by durability with class-four colorfastness and Heavy Duty abrasion resistance. [Read More](#)



Keilhauer Emerson

officenewswire



Luna Textiles Highlight

>**Luna Textiles launched two new fabrics: Framework and Highlight.** Framework recalls the Arts and Crafts Movement, which advocated production by traditional craft methods and materials. Offered in a color palette of ceramic inspired neutrals and pastels, each colorway celebrates the crafts and architecture of the era. True to its authentic muse, Framework is offered without a backing or a finish for enhanced sustainability. It is soft to the touch with bleach cleanable performance-driven composition and 100K abrasion. Highlight (pictured) is marked by glowing stitches in between plush chenille. It balances soft seating with a modern accent. Offered in a color palette of "neon-neutrals"

and jewel tones, this texture adds warmth and punctuation to an interior. In response to the design communities' needs for both enhanced sustainability and performance, Highlight is offered finish free, yet boasts bleach cleanable performance and 60K double rubs, making it suitable for high track environments. [Read More](#)

>Patcraft introduced Holistic, new flooring with a soothing textural visual for healthcare environments.

This two-meter-wide homogeneous sheet features 24 color offerings in a palette developed specifically for use in healthcare design. "For Holistic, our design team selected a broad range of updated colors for healthcare and acute care environments," said Shannon Cochran, Patcraft Vice President, Creative and Design. "We were inspired by how the intentional use of color can enhance performance, and this fresh and modern palette gives designers the opportunity to support and optimize the healthcare experience." Holistic provides superior durability when installed in extreme environments, and the through chip



Patcraft Holistic

wear layer and ExoGuard® finish protect against stains and premature wear. Polish-optional, it offers hassle-free maintenance and excellent stain resistance against a wide variety of chemicals and staining agents used in hospitals, labs and other clinical areas. [Read More](#)

>Studio Zen Wallcoverings, a manufacturer and wholesale distributor of fine original wallcoverings, has released its first book featuring patterns from multiple active collections. The release of the book coincides with the one-year anniversary of the company's first U.S. showroom at the D&D Building in New York City. The company, which is more than 100 years old, has historically specialized in traditional, handmade

Japanese wallcoverings. Since opening its New York showroom, it has expanded its offerings to include wallcoverings from across the world. Because Studio Zen Wallcoverings has its own manufacturing facilities, it can offer a high level of customization and customer service; many products can be customized with a minimum order of one roll. Original designs can be reproduced to meet most budgets. [Read More](#)

NOTEWORTHY

>Jan Johnson, Vice President of Design and Workplace Resources at Allsteel, was named Chair-elect of the Board of Directors of the Council for Interior Design Accreditation.



Studio Zen Wallcoverings

She will assume her one-year term as Chair on Jan. 1, 2019, when the current incumbent, Collin Burry, Design Director and Principal at Gensler San Francisco, steps down. Established in 1970, CIDA is an independent, non-profit, accrediting organization responsible for setting standards and evaluating degree-granting interior design programs internationally. Collaboration between CIDA and the profession is integral to its mission, and it maintains close relationships with the ASID, IIDA, Interior Design Educators Council (IDEC), Interior Designers of Canada (IDC) and the Council for Interior Design Qualification (CIDQ). One board member is drawn from each of these five collaborating organizations. With both an interior design degree and MBA, Ms. Johnson has focused throughout her career on strengthening the correlation between business strategies and the workplace. She leads Allsteel's Workplace Advisory team in the development and delivery of content and tools that support clients and design organizations in the planning, design and management of work environments. Prior to joining Allsteel, she worked as an

interior designer and strategic planner for her own firm and Perkins + Will, and as a workplace consultant for HOK/Consulting. [Read More](#)

>Tom Philippi was promoted to principal at Smith-GroupJJR's Dallas office. An award-winning designer at the Dallas office, Mr. Philippi has more than 30 years of experience working on mixed-use, corporate, hospitality, retail, healthcare, and master planning projects in the U.S. and abroad. In his role, he works to build new strategic business relationships for the office's emerging Workplace studio, and collaborates with its Higher Education and Health studios to identify new business opportunities in both the corporate and public sectors. He is currently serving as design principal on Independent Bank Group's new six-story, 165,000sf headquarters in McKinney, Texas. The new development, which broke ground on January 17, is set to be McKinney's tallest building. [Read More](#)



Tom Philippi



Jan Johnson

>KI CEO Dick Resch pledged \$5 million for a new engineering school at the University of Wisconsin – Green Bay, and the program will be named the Richard J. Resch School of Engineering.

“Throughout my tenure at KI, it’s made the needs of higher education a priority,” said Mr. Resch at a press conference Feb. 12 unveiling renderings for the new STEM Innovation Center. “Everyone at KI takes great pride in helping colleges and universities create learning environments that will produce the next generation of leaders in innovation. It’s my sincere hope the new engineering school at UWGB will do this, too.”

UW-Green Bay Chancellor Gary Miller described Mr. Resch’s donations as “transformative.” [Read More](#)



Dick Resch at UWGB press conference Feb 12

>TPG Architecture announced the appointment of four new Managing Executives: Bette Samuel, Suzette Subance, Albert Thompson, and Mavis Wiggins. As the firm approaches its 40th anniversary, the new Managing Executives will work alongside current leadership to aid in its continued expansion.

Bette Samuel has overseen the successful completion of an array of projects with a focus on corporate and retail interiors. Her comprehensive background spans across 35 years of experience in project management, construction, and design. Through her proven experience and deep understanding of her clients in the financial services industry, she has proven to be a key asset in her role as Studio Director by providing



Bette Samuel

exceptional client service that has resulted in repeat business for the firm. In her new role as Managing Executive, Ms. Samuel will utilize her extensive skills in budgeting, programming, and overall project coordination to aid in the firm’s growth.

Suzette Subance joined TPG Architecture in 2012 and has more than 20 years of experience working within the design industry. In her role as a Studio Creative Director at TPG Architecture, she has been responsible for the successful design and completion of some of the firm’s most prestigious projects. Her appointment as Managing Executive follows her being named Contract Magazine’s 2017 Designer of the Year. As Managing Executive, she will continue to build her portfolio with workplace interiors that combine sophisticated design sensibility and application.



Suzette Subance

Albert Thompson joined TPG Architecture in 1997. In his role as Studio Director of the firm’s Long Island office, he has managed a wide array of project types including corporate interiors, healthcare, and base building architec-

ture. In his new role, he will be responsible for continuing to provide his clients with a high-quality degree of attention that is reflective in the long standing client relationships he has developed over time.



Albert Thompson

Mavis Wiggins joined TPG Architecture in 2010, and has since developed a large and multifaceted workplace portfolio with an emphasis in financial services. While she draws upon her experience to design successful spaces for her clients, she believes that understanding nuance is the key to creating impactful design concepts. As Managing Executive, she will continue to meet her client’s goals, ensuring the completed design reflects their vision.

[Read More](#)



Mavis Wiggins



The future Richard J. Resch School of Engineering at UWGB – Rendering by Somerville Inc Architects and Engineers



Camira Trend Report Reflect

>Camira issued its third annual trend report to inspire fresh design thinking and creative ideas for commercial interiors around the globe. Entitled *Revolution*, it focuses on four trend forecast themes to inform and galvanize designers, specifiers and space planning experts in the commercial interiors industry. Revolution represents a manifesto of Camira's most forward-thinking ideas that will shape workplace fashion and culture in the year ahead. Its four themes — *Reflect* (pictured), *React*, *Reimagine*, and *Rejoice* — each convey stories referencing colors, textures and refined combination palettes using fabrics made by Camira. Featuring a sweeping range of fabrics from the manufacturer's portfolio, the report showcases an array of polyester, wool and bast fibre fabrics alongside complementary materials used in interior environments. [Read More](#)

>Ceramics of Italy extended its deadline for the 2018 Ceramics of Italy Tile Competition to Feb. 23. All North America-based architects

and designers who have used Italian ceramic or porcelain tile within the past five years are eligible to submit their projects in the residential, commercial and institutional categories. A new category for imaginative student renderings was also introduced this year, inviting young architects and designers to submit their designs incorporating Italian tile from Ceramics of Italy member companies. [Read More](#)

>A new research study by HLW and The Instant Group reported that 83% of users of co-working and other types of flex space claim to have benefited from these new work environments over the last 5-10 years. Based on a comprehensive survey of more than 300 respondents from the coworking and flexible work industry, majority (71%) of end-users said that their workspaces positively affect the ways they engage in their work. Nearly all respondents (89%) said that amenity provision would improve satisfaction, alongside innovations in workplace design and the quality of the social experience. The report analyzed the co-working and flexible workspace sector to gather a 360-degree perspective of the industry to determine where perspectives align and diverge among stakeholders. The research also found that

location and the ability to assign or reassign employees to workspace on short notice were also important influencers when choosing flexible workspace over conventional office space. [Read More](#)

>The IFDA Educational Foundation accepts scholarship applications each year between Mar. 1 and Mar. 31. This year's scholarships include IFDA Leaders Commemorative Scholarship – \$1,500; Part-Time Student Scholarship – \$1,500; IFDA Student Member Scholarship – \$2,000; Vercille Voss IFDA Graduate Student Scholarship – \$2,000; Ruth Clark Furniture Design Scholarship – \$3,000; Tricia LeVangie Green/Sustainable Design Scholarship – \$1,500; and Window Fashion Certified Professionals Fast Track Scholarship One Full Registration – \$1,000. [Read More](#)

>The Interior Awards, organized in connection with the 26th Biennale Interieur (Oct. 18-22 in Kortrijk, Belgium), are now open for entries. The awards feature two distinct categories: Objects and Spaces. The Spaces competition calls for creation of a cutting-edge bar and restaurant concept for



HLW & The Instant Group Flexible Workspace 2018



Interior Awards 2018

visitors and exhibitors to enjoy during the show; deadline for entry is Mar. 31. The Objects competition calls for recently designed objects relevant to the living environment; deadline for entry is Apr. 30.

[Read More](#)

>Knoll shared a link to the latest report from Harvard University's Graduate School of Design, "Work Environments: Space Work."

A comprehensive report from the third and final of three studios sponsored by Knoll, Work Environments "examines, through research and design, the disruptive transformations that occur globally in environments where work takes place." The studios, the first of which took place in the Spring of 2014, the second in the Spring of 2016, and the third in the Spring of 2017 were all lead by Florian Idenburg, a founding partner of architecture firm SO-IL. For the third edition, the studio focused on the opportunities and restrictions of the government workspace, specifically on the spatial and organizational structures of NASA. For the sake of minimizing



Offecct Jin chair by Jin Kuramoto

extraneous complexities, the studio focused on a single NASA space, the Jet Propulsion Laboratory located in Pasadena, CA. This report presents ten speculative projects that attempt to build on JPL's innovative legacy, "exploring the history of both its physical production and scientific discovery, and the vital role of failure in its conceptual development process," wrote Idenburg. [Read More](#)

>Offecct AB's Jin chair by Jin Kuramoto won the Editors' Choice Award for Best Product at the 2018 Stockholm Furniture & Light Fair. The chair, first presented as a Offecct Lab product at the Salone del Mobile 2017, is now ready for the market. Billed as feather light, super strong, and bio-based, Jin's body is defined by shaping thin layers of flax fibers on top of each other, forming a strong shell around a core of air, making the surface the actual structure of the chair. "Many of my ideas are born when I make prototypes and I believe that you can only find

students can easily submit renderings for an original residential or commercial design project online. Separate submissions can be made for each category, and students may enter as individuals or as a design team of up to three students. There is no fee to enter. [Read More](#)



new values in design by doing so and using your hands," said Mr. Kuramoto. "While working on a paper model of a chair, I found myself arriving at a new structure which became the starting point for Jin." [Read More](#)

>The 2018 Sherwin-Williams Student Design Challenge is accepting submissions for residential and commercial projects through Mar. 15. The eighth annual competition celebrates emerging talent and gives students a chance to be nationally recognized for their work with cash prizes up to \$2,500, including \$1,000 for their design school. To enter,

>Svigs + Partners is working to expand its Kids-Build!™ program, started two decades ago and implemented so far at eight public schools in Connecticut.

The program is a pioneering community outreach process that educates school children about the design, construction, and maintenance of their own school buildings. Conceived in 1995 to support the rebuilding and expansion of the Edgewood Magnet School, KidsBuild! emerged from a broad-based template for community-based school planning and design developed for the first school in the



Svigs + Partners Kids Build!™

\$2 billion New Haven School Construction Program. More recently, Svigals+Partners conducted a KidsBuild! program as part of the design and construction of the Engineering & Science University Magnet School, which opened last February. It also played a key role in the design and construction of the new Sandy Hook School in Newtown, CT. Beginning this year, the firm plans to present the KidsBuild! formula and success stories to public, independent, and charter school leaders around the United States. The program includes workshops involving groups of students from various grade levels collaborating through hands-on activities. By allowing students to work together who typically would not by virtue of being in different grades, barriers are broken down and creative potential can flourish – and mentorships between students often are developed. Students are involved in both design and ongoing maintenance, becoming stewards who can responsibly care for their schools and help younger students learn about these important values. [Read More](#)

>Teknion's new knowledge book "The True Measure of a Space is How it Makes Us Feel" is now available for download. A continuation of the company's "Design Does Matter" series, it features essays by noted design professionals, scholars, and writers including Luke Pearson and Tom Lloyd, Suzanne Tick,

Lauren Rottet, Collin Burry, Primo Orphilla, Michael Vanderbyl, Penny Benda, and Sally Augustin. As explained in the foreword by Steve Delino, Teknion's VP Corporate Marketing and Product Management, the chapters "focus on the elements of interior design and how they may be put to use to create a more positive experience, to create more happiness, at work." [Read More](#)

the true
measure of
a space is
how it makes
us feel

RE-SITED

>Ronda Wang joined HDR's Houston architecture studio as the managing principal. Her responsibilities include growing the existing Houston team and building stronger connections in the Texas regional market. She aims to continue the Houston studio's growth in the healthcare and education/science/tech market sectors, while seeking new opportunities in the civic and workplace sectors. Prior to joining HDR, Ms. Wang most recently was a senior project manager at FKPI Cannon Design. experience as both project architect and project manager includes building teams that afford all members—from clients to architects, engineers and contractors—the opportunity to meet a project's overarch-

ing goals, while also satisfying individual goals in a collaborative environment. [Read More](#)



Ronda H. Wang

EVENTS

>The Architectural League of New York this Wednesday, Feb. 21, will feature Emre Arolat: Scent of the Trace, a lecture co-sponsored by The Irwin S. Chanin School of Architecture of The Cooper Union. This is part of Current Work, a lecture series featuring leading figures in the worlds of architecture, urbanism, design, and art. The lecture will be moderated by Adam Yarinsky, a partner at Architecture Research Office (ARO) and board member of Places Journal. It will take place at The Great Hall at Cooper Union, located at 7 East 7th Street, at 7:00 p.m. Emre Arolat was born into a family of prominent Turkish architects. He joined his parents' firm after graduating from Istanbul's Mimar Sinan University. In 2004, he founded EAA – Emre Arolat Architecture with Gonca Pasolar. Today, the firm has offices in London and New York in addition to Istanbul.

Its projects have received international recognition, including selected work with the Mies Van der Rohe Award and as winner with the Aga Khan Award. [Read More](#)

>The Architecture & Design Film Festival returns to Los Angeles Mar. 14-18 at the historic Los Angeles Theatre Center. Following the success of last fall's ninth New York festival and, most recently, its first festival in D.C. happening this week at the National Building Museum, ADFF:LA will bring a selection of 30+ compelling short length and feature films. Over the course of five days, the films will be supplemented by a robust lineup of programming and interactive experiences. As with ADFF:DC (see last week's issue), ADFF:LA will open with BIG TIME, a documentary by Kaspar Astrup Schröder that follows Bjarke Ingels during the course of seven years while he struggles to finish his biggest project yet. The following evening, Liam Young of SCI-Arc's M.A. in Fiction and Entertainment program will curate a selection of experimental films. Other film highlights include The Experimental City by Chad Friedrichs (pictured), which explores the story of Athelstan Spilhaus, a visionary scientist and futurist comic-strip writer in the 1960s. Frustrated by the growing problem of urban pollution, he assembled a team of experts to develop the Minnesota Experimental City. A city of the future, this proposed domed metropolis for



ADFF The Experimental City

250,000 pioneering residents would be built from scratch using cutting-edge technology to prevent urban sprawl and pollution. Things didn't quite go as planned.

Prior to ADFF:LA, the Short Films Walk on Mar. 10 invites design aficionados to explore the Helms Bakery District, where six showrooms including Arcana Books, Harbour Outdoor, H.D. Buttercup, Scandinavian Designs, Room & Board, and Vitra will open their doors and screen over 24 short film documentaries throughout the day from 10am-7pm. [Read More](#)

>IFDA NY this Thursday, Feb. 22 will host "Meet the Trending Media Influencers" at Hafele Showroom,

20 West 22nd Street, 5:30-8:00 p.m. Moderated by David Santiago of Casa Sant, the panel will include Stacy Dover "Social Media Goddess" for Steelyard; Nancy Fire, Rose Director, HGTV Home; Veronika Miller, CEO of Modenus Media; Julia Noran, Founder and President, Editor at Large and Business of Home; Christine Philip, Editor-in-Chief, Global Glam International Luxury Magazine; and Jana Platina Phipps, Trim Queen blog and social media channels. [Read More](#)

>IIDA NY Buffalo City Center on Mar. 8 will present Propers for Professionals 102: Putting Networking Skills Into Practice. It will be held 5:30-8:30 p.m. at Millington



IIDA NY Buffalo City Center Propers for Professionals 102

Lockwood in Buffalo. As a follow up to the chapter's fall event, the evening will feature speed networking and presentations from design professionals. Appetizers and drinks will be provided. [Read More](#)

>The 50th edition of NeoCon, Jun. 11-13 at The Mart in Chicago, will feature four marquee presentations:

-Unanticipated Opportunities: A Conversation between Art Gensler and Cheryl Durst, presented by Aspecta by Metroflor and IIDA, Monday, Jun. 11, 8:00 a.m. Gensler founder Art Gensler will sit down with IIDA executive vice president and CEO Cheryl Durst to share some of the unanticipated opportunities that have helped shape his career.

-She Said, She Said: Extraordinary Women in Design, moderated by Interior Design Editor-in-Chief Cindy Allen, Monday, Jun. 11, 2:00 p.m. Ms. Allen will lead a panel discussion honoring women in design who dared to enter the boys' club of architecture and design, voicing their

struggles and victories.

-The Wired Future with Nick Thompson, Editor in Chief of Wired, presented by ASID, Tuesday, Jun. 12, 8:00 a.m.

A veteran editor, Nicholas Thompson is working at the forefront of digital innovation, championing the role of science and technology in making the world a better place.

-Future Cities-Creating Livable Environments, a keynote by Ross Barney Architects Founder and Design Principal Carol Ross Barney, presented by AIA Chicago, Wednesday, Jun. 13, 9:30 a.m. Honored with more than 100 design awards, Carol Ross Barney has been in the vanguard of civic space design since founding her firm in 1981. She will talk about her experiences with projects that transform the cityscape; from the Chicago Riverwalk, to transit stations, to public places that delight and excite. Registration is now open for NeoCon's marquee presentations. CEU seminar details and registration will be available Mar. 6. [Read More](#)



IFDA NY: Media Influencers - Top - Stacy Dover, Nancy Fire, Veronika Miller. Bottom - Julia Noran, Christine Philip, Jana Platina Phipps

>Global design and BIM software developer Vectorworks, Inc. will hold its 2018 Vectorworks Design Summit to Nov. 4-6 in Phoenix, AZ. Open to design professionals, educators, and students in the architecture, landscape, and entertainment industries, it will take place at the Sheraton Grand at Wild Horse Pass. “The architecture and landscape in Arizona are very different from the city backdrops we have had in the last three years, and I think our customers will enjoy getting away from the hustle and bustle of their daily lives to enjoy this scenic desert location,” said Nicole



NeoCon 50 Marquee Presentations - Art Gensler, Cindy Allen, Nick Thompson, Carol Ross Barney

Davison, vice president of sales at Vectorworks, who is originally from Tucson. “The weather in November will be beautiful and allow us to network outside and enjoy the

mountains, sun and native Arizona landscape.” The call for speakers and trainers for the event is open through Feb. 21. Businesses can promote their products and services

by becoming an exhibitor/sponsor at the Summit. There is no fee to exhibit in the Expo Hall. [Read More](#)

business

BUSINESS AFFAIRS

>Haworth, Inc. on Feb. 14 reported 2017 global sales of USD \$2.04 billion, a 5.3% increase from 2016 and fueled by growth in every region of the world. "Haworth is celebrating another year of good financial results in 2017 and we are very proud of our strong growth," said **Franco Bianchi**, Haworth President & CEO. "Our results demonstrate how well our strategy is working. The commercial interiors, lifestyle designs and performance technology businesses continue to evolve as the world of work and our customer needs change."

In 2018, Haworth is also celebrating a significant milestone: their 70th year of business. The company was founded in 1948 by G.W. Haworth in his Holland, MI, garage and has expanded to become a global leader providing interior furniture solutions for offices, home and travel. "Our success is a direct result of our employee's contributions and the network of our dealers and vendors," continued Bianchi. "We thank our clients for our success. Because of the larger Haworth family of brands and designs, we are very optimistic about the next 70 years." To mark this anniversary, Haworth has awarded a special bonus to all employees of the Haworth brand. This is in addition to annual merit and earned incentives.

In 2017, Haworth unveiled new products and refreshed spaces around the world. At **NeoCon**, this included launching over 20 new, award-winning products, as well as **Haworth Collection** partnerships with **Pablo Designs** and **GAN** rugs. During 2017,

two Haworth chairs received the **Red Dot** distinction for high quality design: **Fern** and **Harbor Work Lounge**.

Haworth continued a partnership with **Patricia Urquiola** and the team at **Studio Urquiola** for showroom design. In the Chicago NeoCon showroom, the space showed how optimizing organizational culture through effective space design engages employees, increases performance, and drives innovation. The showroom displayed Haworth's organic workspace approach by integrating brands to meet space needs for clients with **Cappellini**, **Cassina**, **Poltrona Frau**, and **JANUS et Cie** features. The Chicago **Haworth Health Environments** showroom demonstrated a holistic and human-centered design approach to foster well-being.

In London and Zurich, the company also opened showrooms showcasing a Haworth and Cappellini experience. Globally, San Francisco (U.S.), Washington DC (U.S.), Chennai (India), Delhi (India), Hyderabad (India) and Chengdu (China) opened and refreshed Haworth showroom spaces.

In 2017, Haworth was awarded **WELL Certification – Pilot Program** for its Los Angeles showroom by the **International WELL Building Institute™** (IWBI™). This prestigious distinction is the premier building standard to focus on enhancing people's health and wellness through the built environment. The Los Angeles showroom joins Haworth's Shanghai showroom, the first commercial interior in Asia to receive such certification. www.haworth.com

Industry Stock Prices

	2.16.18	12.29.17	9.29.17	6.30.17	3.31.17	12.30.16	%frYrHi	%fr50-DayMA
HMiller	37.3	40.1	35.9	30.4	31.6	34.2	-11.0%	-5.5%
HNI	39.4	38.6	41.5	39.9	46.1	55.9	-18.5%	2.5%
Inscape	3.1	3.1	3.6	3.7	4.3	5.0	-38.0%	-2.2%
Interface	23.7	25.2	21.9	19.7	19.1	18.6	-9.7%	-4.4%
Kimball	16.7	18.7	19.8	16.7	16.5	17.6	-20.3%	-8.2%
Knoll	22.2	23.0	20.0	20.1	23.8	27.9	-9.4%	-1.9%
Leggett	45.1	47.7	47.7	52.5	50.3	48.9	-18.1%	-3.8%
Mohawk	249.8	275.9	247.5	241.7	229.5	199.7	-12.9%	-7.8%
Steelcase	14.3	15.2	15.4	14.0	16.8	17.9	-21.5%	-5.4%
USG	34.3	38.6	32.7	29.0	31.8	28.9	-16.8%	-8.5%
Virco	4.2	5.1	5.5	5.4	4.0	4.3	-30.6%	-9.2%
SUM	489.8	531.0	491.4	472.9	473.6	458.8		
DJIndust	25,219	24,719	22,405	21,350	20,663	19,763	-5.3%	-0.9%

technology

>HNI Corp.'s Board of Directors declared a quarterly dividend of 28.5 cents per share on its common stock. The dividend will be payable on Mar. 5 to shareholders of record at the close of business on Feb. 26. <http://investors.hnicorp.com>

>Interface, Inc. plans to release its fourth quarter and fiscal year 2017 results this Wednesday, Feb. 21, after the close of the market with a conference call the next day, Thursday, Feb. 22, 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, webcast at <http://interfaceglobal.com/Investor-Relations>.

>Kimball International, Inc.'s Board of Directors declared a quarterly dividend of seven cents (\$0.07) per share for all outstanding shares of common stock. It is payable Apr. 13 to share owners of record on Mar. 23. <https://www.kimballinternational.com/news-and-events>

>Knoll, Inc. posted its First Quarter 2018 Investor Presentation. Company President and CEO **Andrew B. Cogan** and Senior Vice President and CFO **Charles W. Rayfield** will use this presentation in meeting with certain stockholders and investors during the quarter. A copy is available at <http://phx.corporate-ir.net/phoenix.zhtml?c=66169&p=irol-presentations>.

TECHNOLOGY

>Hubbell launched PowerHUBB™, a new Power over Ethernet ("PoE") product poised to help make buildings smarter, better connected and more energy efficient. The PowerHUBB platform is a combination of software and controls, luminaires and infrastructure. It uses intelligent sensors, intuitive user interfaces and scalable PoE technology to bring it all together. It was introduced by **Hubbell Control Solutions**, with resources from **Hubbell Lighting** and **Hubbell Premise Wiring**.



Hubbell Power HUBB™

The advantage of a PoE solution is its ability to simplify lighting and control installations by reducing the time, specialized resources and materials needed when compared to traditional line voltage installations. A PoE node acts as an intelligent lighting hub by receiving power and data from the network switch. This is then passed along downstream to daisy-chained device nodes. As light fixtures and devices are connected to the network, the node will automatically discover and report those devices back to the system for easy plug-and-play functionality. According to Hubbell, one advantage of PowerHUBB compared to competitors is how the node addresses device input-output requirements, making it an ideal solution in an environment where industry standards are fluid. PowerHUBB can be scaled from basic lighting control to advanced cloud-based analytics.

"Hubbell has been manufacturing cabling infrastructure products and solutions before PoE became a networking standard in 2003," said **Mike O'Connor**, senior director of marketing for Hubbell Premise Wiring. "Combining our infrastructure expertise with Hubbell Lighting's broad luminaire and controls solutions has created a compelling single manufacturer system that enables our customers to deploy a robust, intelligent building platform that supports the Internet of Things (IoT)." [Read More](#)

>VRgineers introduced the VRHero 5K Plus virtual reality headset for engineering and design professionals. It features double Quad HD OLED displays, each with resolution and pixel density higher than the new iPhone X Super Retina display. The resulting level of image quality and realism is superior to anything seen in virtual reality to date, designed to go far beyond gaming. The crisp 5K resolution and full 24bit RGB colors, together with the unique custom-built optics and 170 degrees FOV, give the VRHero 5K Plus, according to analysts, the most true-to-life image in VR to date.



VRgineers VRHero 5K Plus

technology

True-to-life image in VR is particularly important for professional designers, engineers, medical/surgical practices, motion picture set designers, and architects. The VRHero 5K Plus allows them to see reality before it actually happens in the physical world; a virtual representation of the future product they are creating portrayed down to the smallest details with realistic design details, proportions, and lighting.

VRHero 5K Plus builds upon the **VRHero 5K** platform used by automotive designers in companies like **BMW**, **Audi**, and **Volkswagen** for design validation and evaluation, allowing them to accelerate the development of new prototypes. The support of major 3D engines like **Unity 3D** and **Unreal**, and direct software integrations with professional software tools from **Autodesk**, **ESI**, and others, makes it a true enterprise-grade VR tool ready to be deployed in any working environment. Developed and manufactured in Prague, the VRHero 5K Plus is suggested to retail for \$9,000 USD plus installation costs. [Read More](#)

SUDOKU

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

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**Market Manager - NYC**

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

Experience, Skill and Educational Requirements:

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

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

https://workforcenow.adp.com/mdf/recruitment/recruitment.html?cid=9d523e58-79c6-48bf-af75-66f20e2f2092&sid=dGVrbmlvbG%3D%3D&jobId=147950&lang=en_US&source=CC3

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

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

Qualifications:

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

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

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

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

Qualifications:

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

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

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

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**Textile Designer, Product Development - TriState Area, NY**

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

Position Requirements:

- > Committed professional with excellent communication, color, and design skills.
- > Experience with contract sources, woven textiles, upholstery, drapery, cubicle fabrics, and coated products very helpful.
- > Foundation knowledge of the contract industry
- > Excellent Pattern and Development skills.

- > Strong color sense.
- > Experience in woven textiles and fabric constructions.
- > Knowledgeable with test requirements. Flammability, Crocking, Colorfastness, and Abrasion.
- > Experience working with contract textile mills.
- > Strong organizational and analytical abilities.
- > Must have own transportation.

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