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EVERYTHING IS
ACCOMPLISHED."
—LAO TZU

02.18.19

GIVING VOICE TO THOSE WHO CREATE WORKPLACE DESIGN & FURNISHINGS

2019 Stockholm Furniture Fair

The Stockholm Furniture and Light Fair is part of a 200-event Stockholm Design Week fest where visitors can immerse themselves in Scandinavian design of the highest quality. While the show is doable in one day, the sheer quality of so many of the displays and presentations stop visitors in their tracks and makes progress around the show much slower and more rewarding than is true for most exhibitions. Officeinsight contributor John Sacks reviews the show, trends present, and companies and products.

FULL STORY ON PAGE 3...



Davis Celebrates 75 Years

Three quarters of a century is an extraordinary achievement for any company to reach. This year, the contract furnishings manufacturer Davis celebrates its 75th anniversary. 2019 commemorates 75 years of one family owning and operating a business that began as a war-era reupholstery company and has grown through phenomenal success in contract furnishings. We spoke with the Davis family to peer back in time, to see how this company came to be a leading contract furnishings maker.

FULL STORY ON PAGE 16...



Concurrents – Environmental Psychology: Tummy Bacteria and Office Design

Not many years ago, discussing the bacteria in users' guts and office design together would have seemed absurd. As scientists research the ways that gut bacteria affect how people think and behave, a gut bacteria/design conversation now seems more inevitable than laughable. Researching how the bacteria in people's guts are influencing their lives can inform designers about the way they might be able to help support wellbeing in the workplace.

FULL STORY ON PAGE 25...



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2019 Stockholm Furniture Fair

by John Sacks

The scene was set when, on the final approach to Stockholm, the Captain announced that the city was ‘enjoying’ heavy snow and a temperature of minus 15 degrees C. Can the fair organisers be persuaded to move future events to balmy June? Probably not. But of course, everything works perfectly despite the weather, and interiors everywhere are beautifully warm.

Stockholm is a fiercely proud and uncompromising place with little in the way of pandering to international tastes. Luckily, the city is easy to navigate with excellent public transport systems – aside from some dubious taxi companies – the people are charming and friendly, and the food is heart-warming and delicious.

The Show

It's a sad fact but the word ‘design’ has become one of the most overworked in the English language – as much in the area of commercial interiors as anywhere. Manufacturers of the most poorly conceived products make outrageous claims of design quality, cliché-ing the word to the detriment of the outstanding.

The Stockholm Furniture and Light Fair is part of a 200-event Stockholm Design Week fest where visitors can immerse themselves in Scandinavian design of the highest quality. There is probably nowhere else in the world

better entitled to host such an event, as evidenced by the way, particularly in recent years, manufacturers around the world, led by the architects, have adopted with varied levels of success their design styles and culture.

Unlike some exhibitions of its type, this show should be “do-able” in a day. It is compact, with only three halls and about 300 exhibitors. However, the sheer quality of so many of the displays and presentations stop visitors in their tracks and makes progress around the show much slower and more rewarding than is true for most exhibitions.

Billed as a furniture and light fair, the exhibits represent many product categories from furniture, furnishings, lighting and accessories for all types of homes, offices, contract and outdoor areas. Strictly speaking, only 55 companies claimed to show office furniture, but nowadays, the blurring of the lines between furniture for the office and the home mean that many more companies’ products than in the past now have commercial relevance.

Some of the most interesting furniture was from surprising areas. Fuhr Home products were designed in Denmark but produced in India. Softrend were from Estonia and showed some beautiful modern upholstery. Other companies, such as Gazzda were from Bosnia, and others came from Lithuania, Latvia and Croatia displaying some fine craftsmanship and beautiful and innovative styling.

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Trends

Nowadays, many of the larger European industry groups – such as Kinnarps, EFG, Flokk, Martela and Isku – are Nordic-based, and their product portfolios are increasingly influenced by an outward, international view. This can lead to blandness, trying to please everyone, rather than promoting their home design cultures which once set them apart from other corporate multinationals. This show demonstrated that the smaller, design-led companies, presenting uncompromisingly Nordic designs that you either love or hate – mostly love – were boldly seizing the initiative from the larger groups

with their watered-down aesthetics. Some of the majors hardly showed any products at all on their large, extremely expensive stands, as if trying to hide their heritage.

This is not a show you visit to learn about trends in either working practices or product technology, mechanical or electronic. There were sit-stand tables, hubs, booths and enclosures, but they were not the focus of the show. The emphasis was on employing traditional craftsmanship and using beautiful materials to create modern working environments. It's as if the mechanics of the way people work in offices are decided elsewhere,

and the role of the makers who show here is to show that new ideas can be realised while embracing attributes such as aesthetics, environmental issues, craftsmanship and the tactile nature of products.

As one would expect, there was a very strong emphasis on natural materials with wood and wool featuring heavily. Although veneers were seen, solid oak, walnut and birch were widely used. Artificial finishes such as lino, laminates and treated MDF were also on display. Colours coordinated earthy shades of greys, browns and greens.

THE COMPANIES AND THEIR PRODUCTS

Artek, a member of the Vitruvian group of companies, showed another approach to space division.

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Designers Borselius & Bernstrand worked with Bla Station from Åhus in Sweden to launch their stylish and practical looking new Bob seating and meeting system.



Joj.Jot's award-winning 3 seater sofa, Brick, was designed by KiBiSi. The company was one of eight from Lithuania – the common factor being high quality of design and execution.



The massive Polish group, Nowy Styl, found space on their stand for their most recent acquisition, Kusch & Co from Hallenberg in Germany.

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Grid System, headquartered in Lynge, Denmark, were one of several companies picking up on the fashionable trend of open shelving and storage systems. Grid is injection moulded from nylon and fibreglass and in black or white, uses 40cm cube building blocks to create anything from a simple table, through retail displays to room size structures, linking buildings' interiors to the furnishings.



Another open shelving system was shown by Gazzda from Sarajevo, Bosnia. Muse, described as a room divider, designed by Salih Teskeredžić, was beautifully made from solid oak.



Expormin from Valencia had even brought one of their upholsterers to demonstrate their skills.

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Design company Storangen, headquartered in Nacka, Sweden, presented a wide range of slatted back chairs – their theme.



Poiat from Finland used individually spring-loaded turned solid oak rods to create a range of beautiful open storage units – Bastone, including this one.



Slatted products were seen everywhere from chair backs to space dividers and creating storage units with a light appearance. Swedish company Ogeborg used a simple solid stained oak screen to good effect.

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Brunner showed the new Halm range designed by Jehs + Laub.



Whilst acoustics were not the main theme of the show, there were some varied examples of different approaches to that issue. The Swedish companies included GöteSSons with their relaxing enclosures – The Hut Lounge – and Zilenzio's fabric wrapped storage units.

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Swedese from Vaggeryd in Sweden, founded in 1945 had worked with Khodi Feuiz to create a new a stylish range of seating – Amstelle.



The Czech Republic were represented by SilentLab and their MicroOfficeCubiq



Another company from Finland, Vivero, had worked with designers Ari Kinerva to create the Kaara lecture room unit.

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And Lovi of Finland showed an acoustic tree – complete with acoustic birds.



Examples of environmental awareness included FurhrHome, a Danish design firm with family-connected production in India such as this table made from driftwood.

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Four Design, now under the ownership of the British Group, OceeDesign, showed FourLikes.



The impressive Estonian company, Softrend displayed their August Workbay from designer Pent Talvet.

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Simon Pengelly had designed Theo for Chorus Furniture with freestanding dividers.



Zilio A & C from Udine had worked with Note Design Studio to create their Arkad seating system. Rather more stylish than comfortable.



Another British entry was Tom Dixon who showed their Fat Chair.

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There were a few whacky displays including Seletti from Italy and the Dutch company, Fatboy with their summer outdoor creation.

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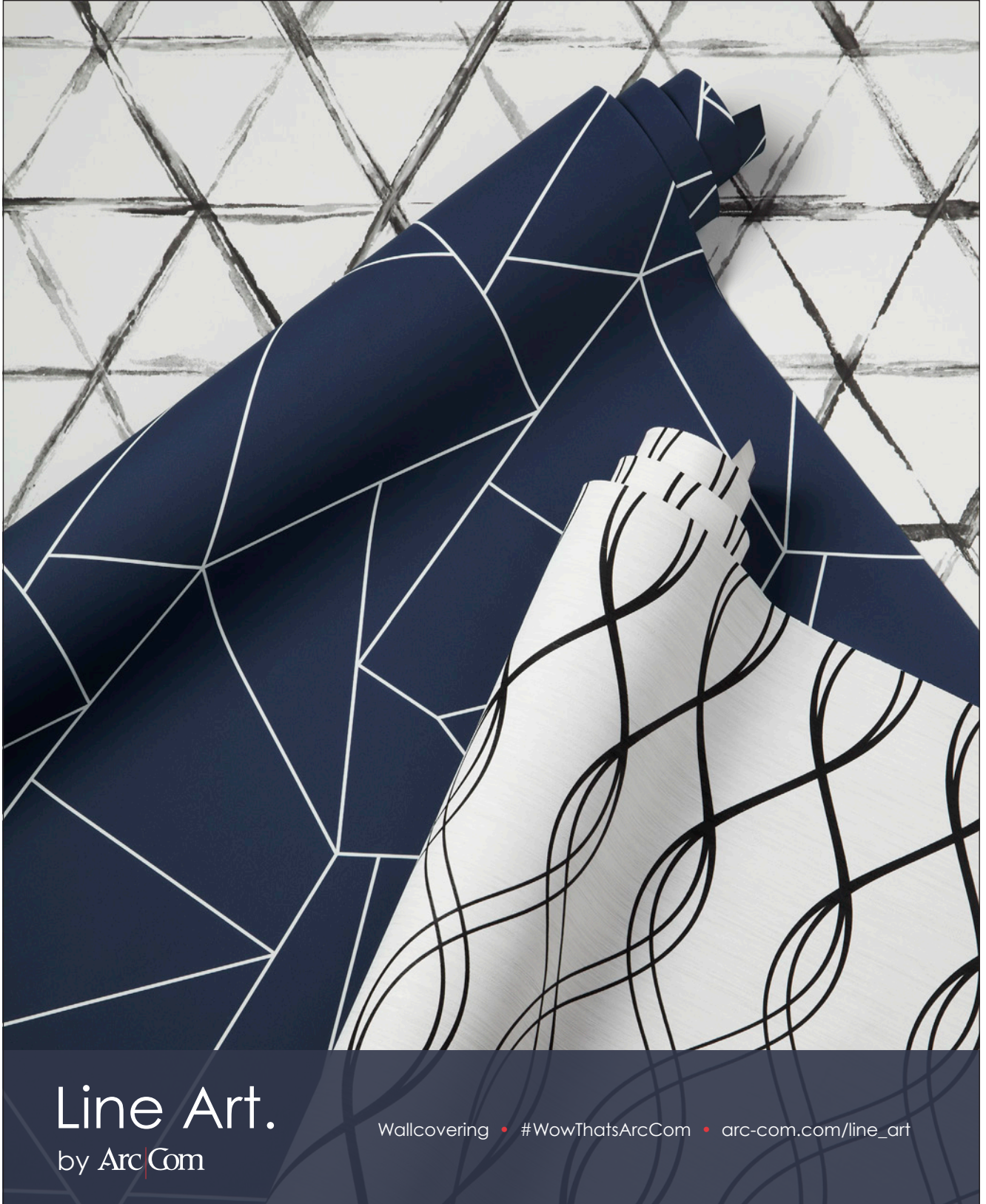


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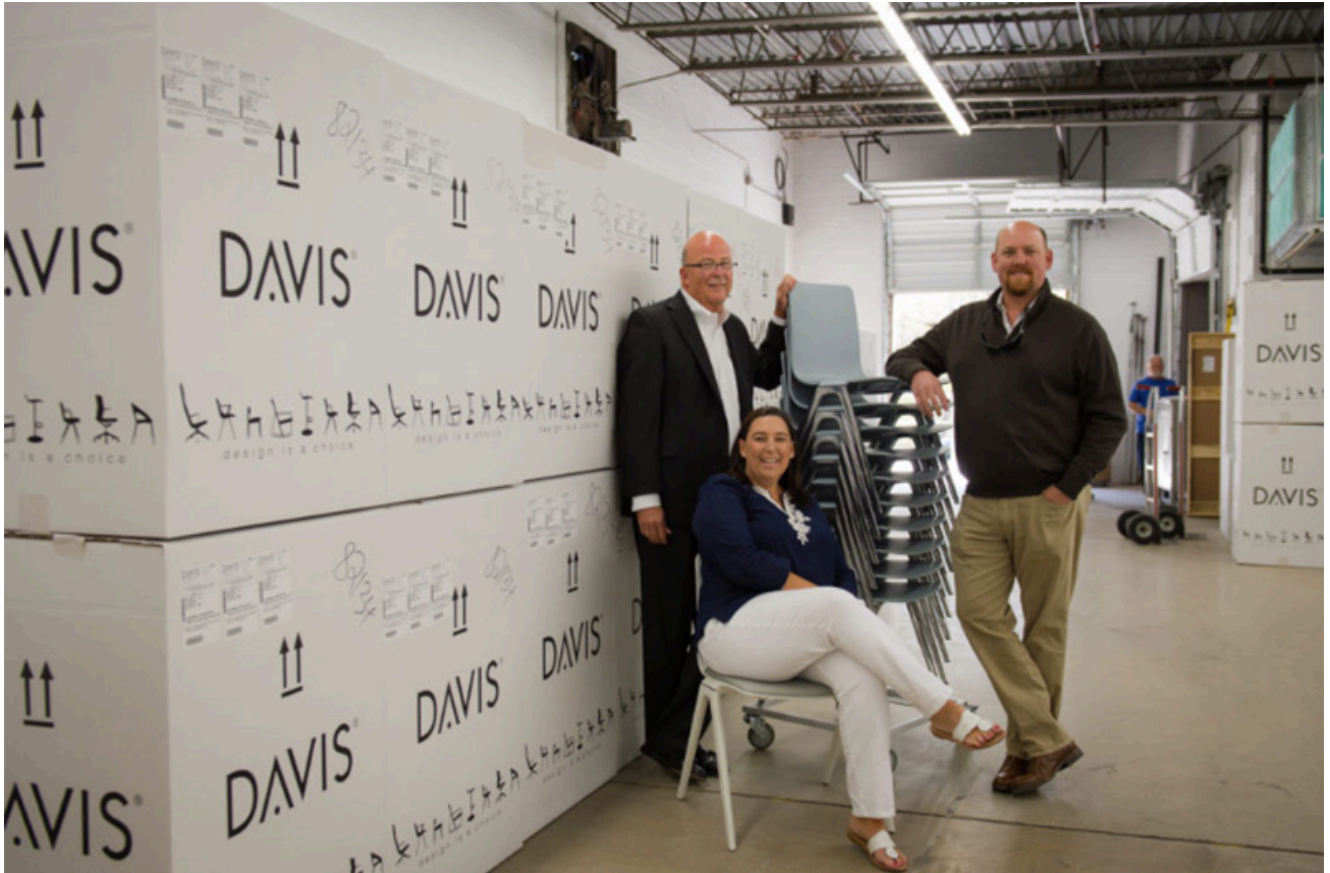
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Danny Davis and his two children, Ashley Davis Williams and Brian Davis, 2018

Davis Celebrates 75 Years

by Mallory Jindra

Three quarters of a century is an extraordinary achievement for any company to reach. It is a milestone that requires continuity in outstanding leadership, astute market analysis and knowledge of customer needs, an ability to adjust to those changing needs, and of course, a small bit of good fortune.

This year, the contract furnishings manufacturer Davis celebrates its 75th anniversary. 2019 commemorates 75 years of one family owning and operating a business that began as a war-era reupholstery company and has grown through phenomenal success in contract furnishings.

We spoke with the Davis family to

peer back in time, to see how this company came to be a leading contract furnishings maker.

During World War II in 1944, it was that astute market analysis and understanding of customer needs that first moved **John T. Davis, Sr.** to start his own company in High Point, North Carolina.

“During the war, Americans were not buying new furniture,” says **Danny Davis**, President of Davis. “My grandfather, John T. Davis, Sr. was an upholstery supervisor at one of the companies in High Point, and he decided to start his own company that would focus on repair and upholstery work on existing furniture.”



Davis Family, 1947

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John T. Davis, Sr. formed Davis Upholstery Co., along with the help of his wife, Hattie Lee Davis, and his oldest daughter, Dorothy Haines. After serving in the Coast Guard in the South Pacific during World War II, his son, **John T. Davis Jr.**, was discharged on Christmas Eve 1945 and joined the family business soon after. In 1947, Davis operations expanded to include manufacturing of chairs and occasional tables.

"In 1961, the company introduced its first contract seating program, employing around 30 people at the time," notes a Davis company timeline document. "In 1964, John T. Davis, Jr. assumed the role of President from his father and renamed the company Davis Furniture Industries. The company celebrated its 25th anniversary in 1969 – the same year it released its first casegoods collection.

The 1970s were defined by Davis' shift toward the office/executive market, and the company's progression to the third generation.

"My father, John T. Davis, Jr., took the company in a new direction, transitioning out of residential and toward the contract market," says Mr. Davis. "At that time, colleges and other institutional facilities were really expanding, and we were expanding with it."

Davis' company timeline notes that during his time as President and CEO, John Davis, Jr. oversaw 15 plant expansions and grew the company from a single line of chairs to a full line of contract seating, lounge furniture, desks, and conference tables.


When Danny Davis joined his father and his older brother, **Randy Davis**, who lead marketing and sales, in the family business in 1976, he brought with him his passion for product design. Danny had earned an industrial engineering degree through a furniture manufacturing program at NC State, and he was interested in finding contemporary, high design products.



A vintage photo of Davis Upholstery Co.


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Furniture Reupholstering



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A 1950 Davis Upholstery Co. ad

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Vintage Davis office interiors



New Davis trucks in 1990

"The goal was clean, contemporary designs which would combine quality and function."

Danny and his team began building close relationships across the Atlantic with European designers who were developing interesting, innovative products. They also began working alongside these new designers, "helping to engineer and manufacture original designs."

In the late 1980s, Davis began securing licensing agreements with companies in Germany, South Korea, Japan, Australia and Italy, manufacturing those companies' products in North America.

"When I became more involved in leading the business, my main

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focus was to find someone to handle the sales and marketing side,” says Danny. “Once that was in place, that really let me do what I enjoy most, which is product design.”

The company continued to hit new milestones.

In 1983, it opened its first showroom at the Merchandise Mart in Chicago, and in 1992 opened a showroom in NYC in the New York Design Center. In 1996, John Davis, Jr. retired and his son, Danny Davis, took over as President. At the time of its 50th anniversary, the company employed 160 employees and around 100 sales representatives. Davis started its Davis Guaranteed Freight program in 1999 and in 2018 introduced a Quick Ship program that currently offers Quick Ship models from five popular product lines.

In 2001, Danny’s daughter, **Ashley Davis Williams**, joined the company,



Studying furniture models

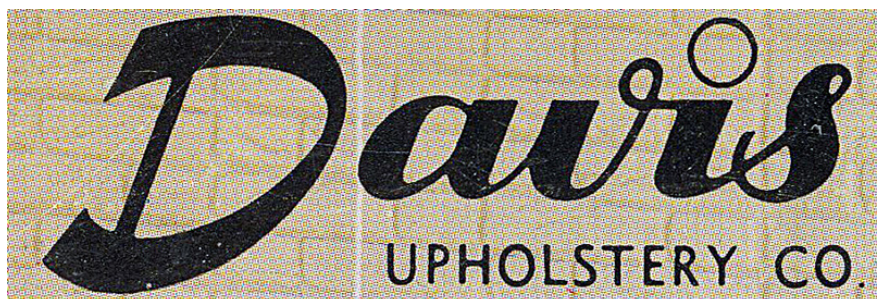
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Danny Davis and Burkhard Vogtherr, circa 1980



DAVIS FURNITURE INDUSTRIES, INC.
HIGH POINT, NORTH CAROLINA 27261



Davis logos throughout the years

officially moving the family business into the fourth generation. Her brother, **Brian Davis**, joined the biz two years later. Ashley currently serves as director of customer relations, and Brian is a product development engineer. Ashley and Brian grew up playing and running around Davis headquarters, then beginning to work there as they grew older – between the two of them, they’ve done everything from painting chain link fences, tearing roofs off of buildings, working in most of the plants, and managing facility expansion, to learning the nuances of customer service, marketing and sales.

“Coming into the family business always meant a lot to me,” says Brian. “We were raised here, by our family and through everyone working here.”

The loyalty and pride oft found in family businesses extends well beyond the Davis family, to include many of its now 258 employees – people who have built their careers and supported their families through their work at Davis. Employee Debbie Duncan first

started working at Davis when she was 17, and has worked in most of the plants, building, sanding, and inspecting furnishings, through her 25 years at the company. After stepping away for a few years to raise her children, she was welcomed back to the com-

pany when she was ready to jump back into her career.

“Danny was constantly coming through the plants, saying hello and taking the time to talk to everyone. Davis is such a great company to work for, and it means a lot to all of us.”



Danny Davis, Jehs+Laub design team, and Rob Easton, VP of Design at Davis



Davis designers in the Chicago showroom



A Davis trip to Europe: Rob Easton - VP of Design and Development at Davis; Jeffrey Rosner - VP of Sales and Marketing at Davis; Stephanie Stack - One Source - Sales Rep Chicago; Rebecca Lacey - Contract Connections - Sales Rep Southern California; Heidi Azar - Duet Designs - Sales Rep Philadelphia area; Miriam Campbell - JMC Associates - Sales Rep, Austin TX area; Danny Davis - President/Owner of Davis Furniture; Gary Canning - NJM - Sales Rep, NYC area

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Danny Davis with his granddaughter, Emma Davis, at a Davis Christmas Party

FAMILY TRADITIONS AT DAVIS

Across 75 fruitful years, a few company traditions are bound to form.

Among many yearly events, the Davis Christmas Lunch is a classic southern BBQ fried chicken feast served by the Davis family to all of its employees and their families. The day includes a delicious home-cooked meal made using custom cookers made by John Davis, Jr. himself, Christmas pony rides, and a visit from Santa. The first Christmas party was held in 1978, and it's a tradition Davis employees now look forward to each year.

Each July, employees look forward to a famed "Watermelon

Day", where Davis brings truckloads of watermelons and cantaloupes to give to all of their employees.

"Our grandfather would drive through the backroads on his way around town, and would stop at fruit stands to pick up fruit for people working at the plant," says Ashley. "That was the beginning of our Watermelon Day tradition that has been going on for around 30 years. It's a day full of good fun and good food."

Davis also hosts a United Way Day, serving a hot dog lunch during which all employees make their pledges to the local United Way organization. Small gestures that signify goodwill and thoughtful care.



John T. Davis, Jr. made his own cookers to create a BBQ feast for employees at his Davis Christmas party.



Watermelon Day in 2015



Four generations of the Brown family at the Davis Christmas party: Farlow, Sam, Craig and Luke Brown.



Ashley and Brian Davis (2nd row) take a horse-drawn carriage ride at the Davis Christmas Party

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While much of its history has included a broad expansion of product categories, Davis has spent its most recent years working tirelessly to identify what types of products its customers need and want most. Under Danny's direction, Davis has achieved massive growth while maintaining its focus on design – always design. Danny works closely with **Rob Easton**, VP of Design at Davis, to continue developing high quality, cutting edge products with designers it has known for years as well as new, young design talent.

"We have a lot of designers that we've developed relationships with over the years that are tremendous people," reflects Danny. "All of our staff, everyone who works here, are tremendous people."

Davis is a company poised for a bright future. We can't wait to see what they have in store for NeoCon this year. Most of all, we're excited to congratu-

late the Davis family in celebrating the company it built, its rich heritage, and all it means to its employees, its customers and the industry. ■



Danny Davis with his grandson, Davis Williams, at a Davis Christmas party.



Danny Davis and co. serve a BBQ feast at the annual Davis Christmas Party in 2014.



Davis Christmas Party - 2014

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Danza Collection

A NeoCon 2018 Introduction

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ENVIRONMENTAL PSYCHOLOGY

Tummy Bacteria and Office Design

by Sally Augustin, Ph.D.

Not many years ago, discussing the bacteria in users' guts and office design together would have seemed absurd. As scientists research the ways that gut bacteria affect how people think and behave, a gut bacteria/design conversation now seems more inevitable than laughable.

Weir writes about how the bacteria in people's guts are influencing their lives – and her comments don't relate to indigestion or heartburn.

As she reports: "In the past several years, researchers have compiled convincing evidence that suggests the gut and its resident microorganisms influence mental health and cognition...Researchers have described an important 'second brain' in the gut, a complex network of neurons and neurotransmitters known as the enteric nervous system." Researchers have found, for example, "that compared with controls, the participants [in one study] who took the probiotic had lower levels of cortisol and self-reported anxiety during a stress test...In addition, they reported less daily stress and showed subtle but statistically significant improvements in visuospatial

[related to seeing spatial relationships among physical objects] memory."

For workplace designers, achieving their design objectives, it seems, may depend at least in part on the right chemical stew being present in users' guts. Designers currently develop shared eating spaces in many offices, with the goal of spurring employee exchanges that boost bonds with coworkers or reducing the amount of time spent out of the building seeking lunch, for example. Making sure that these communal dining areas are present in workplaces, whenever possible, and that the "right" sorts of foods are available in these eating zones – and Weir's article indicates that a high-fiber, low-sugar mostly plant-based menu may be desirable – may ultimately be a worthy goal for designers committed to supporting user efforts to work to their full potential.

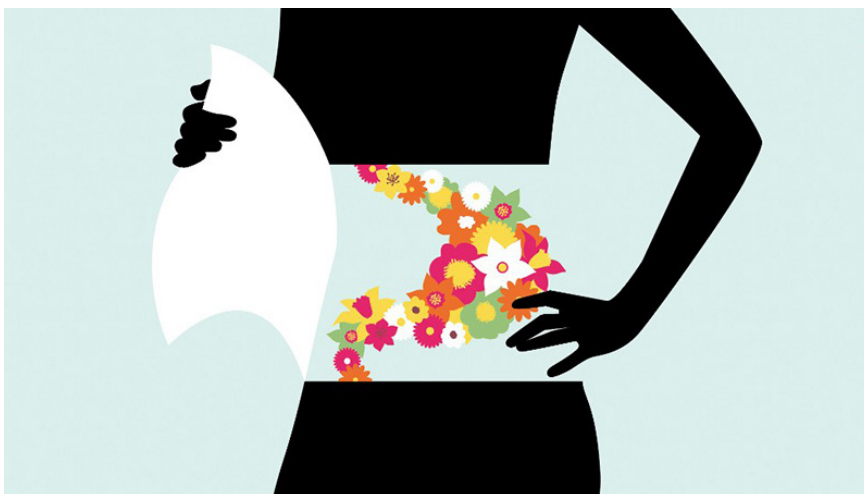
The right gut environment may be able to encourage the generally positive sorts of moods that research has linked to the enhanced problem solving, creative thinking and positive interactions with others, for instance, that are the objectives of many a work-

place design project.

Monitoring the research on the psychological implications of various diets published in reputable sources adds to designers' workload, just as keeping informed about technology that should influence space design/use does. The potential payoffs, however, of being able to share information with clients about food options that optimize workplace performance seem worth that effort.

Kirsten Weir. 2018. "The Future of Psychobiotics." *Monitor on Psychology*, vol. 49, no. 11, pp. 42-48.

Sally Augustin, PhD, is the editor of *Research Design Connections* (www.researchdesignconnections.com). *Research Design Connections* reports on research conducted by social and physical scientists that designers can apply in practice. Insights derived from recent studies are integrated with classic, still relevant findings in concise, powerful articles. Topics covered range from the cognitive, emotional, and physiological implications of sensory and other physical experiences to the alignment of culture, personality, and design, among others. Information, in everyday language, is shared in a monthly subscription newsletter, an archive of thousands of published articles, and a free daily blog. 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.



r-d connection

RESEARCH-DESIGN CONNECTION

Place and Time

by Sally Augustin, Ph.D.

Dawson and Sleek review some of the recent research on how quickly time seems to pass in various sorts of places. As they report, "Compared with participants who completed less awe-inspiring activities, participants in the awe conditions [such as watching awe-inspiring videos...[of] waterfalls] reported feeling time passing more slowly. Additional findings... suggest that awe caused people to feel more 'in the moment' and led



them to see time as more abundant. Nature itself may slow our sense of time...In experiments that included both virtual and actual environments, participants experienced walking through either natural surroundings such as a forest trail or bustling urban locations such as New York City...the participants in the nature condition reported feeling a slower passage of time compared with those in the urban setting. And when the researchers actually took participants for walks in either natural or urban settings, those in the nature condition reported longer objective and subjective perceptions of elapsed time."

Research has also shown that people can be awed by a variety of different sorts of things, from videos of waterfalls to remarkable workmanship, such as the floors in the Alhambra in Granada, and the same experience can make us feel awed on multiple occasions. ■

Joe Dawson and Scott Sleek. 2018. "The Fluidity of Time: Scientists Uncover How Emotions Alter Time Perception." *Observer*, vol. 31, no. 5, pp. 24-27.

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

SUDOKU

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PRODUCT INTROS

>Arper's focus at this year's edition of Stockholm Furniture Fair was on office furniture designs and how they play part in changing today's contemporary workplace. Alongside some of the company's iconic products, the new products showcased were the work of design duo Lievore Altherr: the *Paravan* modular partition system, the *Cila Go* multifunctional chair, and the elegant stackable chair *Stacy*. The previously launched *Kiik* and *Pix Cubo* by Japanese designer Ichiro Iwasaki were also on display. The booth design was brought by Barcelona-based Studio MAIO and styled by Italian interior designer Favaloro. A minimal curved wall acted as a theatrical backdrop to bring the focal point to the foreground displays. The deconstructed layout of the booth reinforced the products' ability to organize and set boundaries in a compact space, which reflects many of today's work environments and beyond. [Read More](#)



Arper at Stockholm Furniture Fair



Magis at Stockholm Furniture Fair

>Humanscale introduced Fourtis, a versatile and sustainably-crafted performance textile created in collaboration with award-winning textile designer Elizabeth Whelan. Inspired by the Latin word fortis, meaning strong, this fabric offers both durability and flexibility thanks to a weave offering four-way stretch. This inventive construction allows Fourtis to closely conform to Humanscale's ergonomic seat cushions so end-users can feel fully supported as they move in their chair. Sustainably manufactured to create a net positive impact, Fourtis is compliant with the International Living Future

Institute's Living Product Challenge. It also maintains industry-leading standards for performance without the use of a stain resistant finish, a prevalent practice in the furnishing industry that puts users into direct contact with toxic chemicals. For an overall healthier and more sustainable chair, Fourtis can be applied to Humanscale's *Smart Ocean* task chair, a certified Living Product. [Read More](#)

>Magis collaborated with Stockholm-based Note Design Studio for its presentation at the 2019 Stockholm Furniture Fair. This presentation took inspiration from the works of Andrea Palladio, the

influential Italian architect particularly active in the Venice region where Magis is now based. The designers worked with archetype forms Palladio would have used, like the pillars seen throughout the stand, in a playful way, creating balance and space within a space. On display, a selection of its newest and most popular products included the *Sequoia* stool by Torbjørn Anderssen & Espen Voll, *Brut* sofa by Konstantin Grcic and *Piña* outdoor seating by Jaime Hayón. Magis also created a special presentation and its latest design: *Vitrail*, a collection of mirrors by Inga Sempé, inspired by stained glass, color and geometry.



Humanscale: Fourtis by Elizabeth Whelan

Vitrail is launching now in the U.S., where Herman Miller is the exclusive distributor of Magis products. The partnership between Magis and Note Design Studio will continue at Salone del Mobile in April; this Salone sequel follows last year's partnership where Magis won the Salone del Mobile.Milano Award for installations. [Read More](#)

>Mohawk Group introduced the Dexterity collection. The 24x24 carpet tile pairs the company's EnviroStrand PET fiber with its EcoFlex Matrix backing for reliable performance and ease of maintenance. It is offered in two patterns with a rich, neutral palette. [Read More](#)

>Offecct launched the Young sofa and easy chair, its first collaboration with UK industrial designer Michael Young. Designed for public areas, hospitality, offices, and urban residential applications where space is limited, every angle and element in this sofa and easy chair has been carefully thought out. Quilted textile covers the soft seating, which rests on a delicately shaped wooden frame. "Swedes have a good sense of style and I wanted to do something that was somewhat Swedish and simple," said Michael Young. "Upholstery is one of the most difficult things to do because it's so uncontrollable, as opposed to product

design which is just as much hard work but you know the exact outcome. So I'm very happy that Offecct is realizing my take on a casual couch and easy chair, and about our collaboration in general which has given me new insights about upholstery." [Read More](#)

>Pallas Textiles introduced the Limn Collection. It draws its name from its meaning, which is rooted in art history; "Limn" is to depict in painting or suffuse in color and light. Much like its eponym suggests, the collection celebrates the craft behind the handmade and captures the brightness of painted color through subtle shade transitions and a selection of vibrant, sophisticated hues. It includes four patterns for cubicle and drapery applications and two upholstery patterns: *-Camaieu* evokes a painting technique that focuses on the gradation of tints and offers a geometric aesthetic for a fresh change of pace.

-Impasto, named after an art form that uses a thick application of paint that makes no attempt to look smooth, is a subtle stripe with a dimen-

sional appearance

-Mezzo's leaf shapes were carved into stamps and then applied to fabric with indigo ink, making it the boldest and most delineated pattern of the collection.

-Tint pays homage to watercolor paintings that appear luminous. Its natural linen look and reversible color balance make it especially suitable for healing environments.

-Alea is inspired by the art of frottage, which obtains random, or aleatory, textural effects by rubbing pastels or charcoal over a dimensional surface. Alea's texture is rendered by this technique to mimic Donegal tweed.

-Etch mirrors the elaborate textural details of the intricate intaglio technique of traditional etching. [Read More](#)

>Scandinavian Spaces shared some of the products showcased by its partner brands during the Stockholm Furniture Fair. These included the *Alto* easy chair/sofa by Mattias Stenberg for Materia; *Today* daybed by Mia Cullin for Materia; *ARC* sound absorber by Stone Design for Blå Station; and *Bob Home*



Offecct: Young sofa and easy chair by Michael Young



Mohawk Group: Dexterity



Pallas Textiles Limn Collection. Top (L-R): Camaieu, Impasto. Middle: Mezzo, Tint. Bottom: Alea, Etch.



Scandinavian Spaces. Alto by Mattias Stenberg for Materia

modular sofa by Thomas Bernstrand and Stefan Borselius for Blå Station. Alto (pictured) comes as an easy chair, two seater, three seater or corner sofa. The undulating shape of its cushions, and the fact that the shape is visible from the inside and outside, further enhance the identity of this piece and shows off its beauty

from all angles. An additional option is a pocket sewn into either end piece to hold magazines or menus. [Read More](#)

>Seville Classics introduced the AIRLIFT® Tempered Glass Electric Standing Desk. Recognized as a CES 2019 Innovation Awards Honoree, the desk was de-



Seville Classics. AIRLIFT® Tempered Glass Electric Standing Desk

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Tarkett Woven Fringe. Velvet Fringe (L) and Velvet Line (R)

signed with a sleek aesthetic to match any office or home workspace. It is available in a variety of color options and features two USB ports to charge devices as well as a seamless drawer for storage needs. Dual-electric motors lift the desk from 29 inches to 47 inches with a simple touch of the AIRLIFT® controller. [Read More](#)

>Tarkett's Woven Fringe Collection, winner of a Best of NeoCon Gold Award last June, has officially launched.

The broadloom carpet and rug collection is the result of a happy accident. When the team set out to create a refined matte, flatweave surface, they were challenged to eliminate uneven color streaks, and looked for ways to diffuse or mask this undesired visual. During early production trials, they were pushing the loom wire mechanism to its limits, and caused the wire repositioning to misfire. Though the result was unintended, its visual stopped them in their tracks. The misfiring wires created a line of long, uncut face fiber—or fringe—across the

weft. This effect mirrored the fringe selvedge edge that a velvet weaving loom produces on every carpet it weaves. After multiple trials, the team discovered a way to safely recreate the fringe effect in a consistent manner—paving the way for *Velvet Fringe* broadloom. Complementary pattern *Velvet Line* is a more streamlined, coordinating version to complete the series. Made with solution-dyed yarn to conserve water, the collection is well suited for workplace and hospitality environments. [Read More](#)

>Vestre presented a new design collaboration with the Swedish design studio Front during Stockholm Design Week. With a vision to create a timeless, long lasting series of outdoor furniture for urban and close-to-nature environments, Folk was created – a wide-ranging and flexible series of outdoor furniture consisting of park benches in various designs, litter bins and bicycle parking racks. The new series is produced in Swedish pine and aluminum. The pine is treated with linseed oil, growing more silver



Vestre. Folk outdoor furniture collection by Front

grey and beautiful over time. The light, sculptural design of the bench is characterized by a central arch in aluminum, on which the wooden seat rests, and by the soft forms of the curved arch and rounded wooden seat. The series is designed for all kinds of weather, which, among other elements, is reflected in the split seat through which rainwater can run off. The aluminium used in Folk is produced with 100% renewable energy from the Nordic energy company Vattenfall. [Read More](#)

NOTEWORTHY

>Humanscale is celebrating the 20th anniversary of its iconic Freedom chair by Niels Diffrient. The Freedom chair revolutionized the seating industry as the first ever self-adjusting chair, revered for its elegant simplicity, functionality, and timeless design. To mark the occasion, Humanscale launched a year-long initiative that will include various events and activations around the world. Introduced

in 1999, the Freedom was the first chair to remove the traditional manual knobs and levers and replace them with the sitter's body weight and the laws of physics. This resulting self-adjusting mechanism allows users to move freely from posture to posture without thinking about it. Shortly after its launch, the Freedom was praised by the New York Times for 'setting the gold standard' in seating. Today sales total over two million pieces. Freedom has also won 10 international awards



Humanscale. Niels Diffrient and Freedom Headrest

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Milliken & Company Specialty Interiors partnering with The Gifted Company

and been featured in close to 50 TV shows and films. The chair is set to begin an official world tour throughout 2019, making monthly appearances in cities and important events around the globe, including Milan (Salone del Mobile), London (Clerkenwell Design Week), New York (ICFF), Chicago (NeoCon), and more. [Read More](#)

>Milliken & Company's Specialty Interiors business is partnering with The Gifted Company to help train and employ those experiencing homelessness. The Gifted Company is a North Carolina-based subsidiary of a non-profit organization dedicated to training and employing individuals experiencing homelessness and poverty to work in the textile industry in commercial sewing roles. Based in the historical heart of America's textile industry, this organization works to break the cycle of poverty, homelessness, and hopelessness by working directly with local homeless populations to provide much-needed training, interviewing, and business skills. Their efforts

allow trainees to transition back into the work world, to support themselves long-term and to regain confidence. Through the relationship, Milliken Specialty Interiors will donate fabric remnants and overstock items to The Gifted Company for use in their products. From these remnants, The Gifted Company's workers sew and produce apparel, accessories, home décor items and other goods, which are sold on the organization's website. Proceeds from the sale of these items are used to pay the salaries of workers and to support additional training initiatives, bringing new trainees into the system. [Read More](#)

>Swedish Wood, for the Stockholm Furniture & Light Fair, chose to expand its design collaborations with established designers as well as students. Designer Lisa Hilland launched her new design range *Mylhta*, which includes several pieces of furniture in pine. She has employed techniques such as Shou Sugi Ban and scorched pine, and has also designed tables and chairs with a

veneered pattern in pine that shows off the grain of the wood in an innovative way. Students in the design program at Carl Malmsten Furniture Studies, part of Linköping University, presented the exhibition 'The Pine Manifesto' in conjunction with Swedish Wood and Blå Station. They showcased an array of furniture and accessories made from pine, all looking unusually different. "We want to show people what an innovative material pine is, and satisfy the curiosity that we're noticing among designers and interior architects," said Björn Nord of Swedish Wood. "There's a huge appetite for more knowledge about the material. We're also interested in seeing how creatives with different experience can design exclusive pine furniture with a whole new look. With the contacts and information we have available, we're able to provide both advice and inspiration." [Read More](#)



Swedish Wood. Furniture designed by Lisa Hilland. Photo credit Helena Kaasik



ENVIRONMENT

>The Center for Active Design reported a sharp uptick in the application of the Fitwel Certification System, with an 80% increase in projects achieving certification between 2017 and 2018. Last week CfAD recognized 17 industry leaders - exceptional real estate, design, and consulting companies - for their achievements in leading the industry towards building health. Fitwel Certification System by the numbers: 650+ registered projects, impacting 570,000+ people, with 180+ projects certified or pending certification, 1,600+ global users and 1,000+ Fitwel Ambassadors, spanning 35+ countries. 42% of certified projects received a 1 Star Rating, which requires a minimum score of 90 out of 144 points; 33% received a 2 Star Rating and 11% a 3 Star Rating. "We see Fitwel's rapid adoption as a response to the growing demand for healthy buildings and places, spanning from individuals, and employers, to institutional investors in real estate," said Joanna Frank, president &



CEO at CfAD. "We are committed to supporting industry-wide adoption—from existing buildings to new construction; from commercial and residential properties to affordable housing. We are proud of our partnership with Fannie Mae's Healthy Housing RewardsTM, which provides affordable housing developers a financial incentive to prioritize health by applying Fitwel." [Read More](#)

>Save A Sample!, in celebration of its 20th year, is launching Save A Sample! for Art, helping design firms donate unneeded materials to artisan programs 365 days a year. "We've always dreamed of saving great samples all year long," said Save A Sample! founder Suzanne Swift. "2019 is the year we make it happen. Save A Sample! for Art partners with top design firms throughout the country to help local artisans achieve their dreams to support themselves through their art." "Art materials are a large expense," said Ethan Osman, Lead Site Coordinator from StudiosWorks in Louisville, KY.

"Having non traditional materials opens artists up to new ideas and ways of working. Save A Sample! supports StudioWorks mission to "empower, educate and employ people of all abilities."

It's easy to participate. Design firms request a pre-paid mailing label, fill a box with great materials, and are matched with a local artisans program in their area. "Save A Sample makes it easy to avoid filling up our landfills and instead re-purposes materials to giving them a new life," said Helle Hodjat, Resource Director/Designer at Gensler. Artisans use the samples to create unique artwork. Save A Sample! For Art will launch in May 2019. [Read More](#)



business

BUSINESS AFFAIRS

>HNI Corp's Board of Directors declared a quarterly dividend of 29.5 cents per share on its common stock. The dividend will be payable on Mar. 4 to shareholders of record at the close of business on Feb. 25. <http://investors.hnicorp.com/>

>HNI Corp's Board of Directors also approved additional expenditures of up to \$200 million to repurchase the corporation's outstanding shares of common stock from time to time under its share repurchase program. As of Feb. 13, HNI had \$38 million remaining authorization under the program, bringing the total authorization to \$238 million following approval of the increase. The program does not have an expiration date and does not obligate the corporation to purchase any shares. The authorization may be terminated, increased or decreased by the Board at any time. <http://investors.hnicorp.com/Docs>

>HNI Corp. plans to release its fourth quarter and year-end fiscal 2018 results on Monday, Feb. 25 after market close and host its quarterly conference call for investors on Tuesday, Feb. 26, 11:00 a.m. Eastern Time (10:00 a.m. Central, 8:00 a.m. Pacific). To participate in the call, please dial 1-877-512-9166 (Toll-free); Conference ID 2763239. A live webcast of the call will be available on HNI's website under Investors – News Releases and Events. A replay of the webcast will be made available at the website address above and a replay of the call will be available from Tuesday, Feb. 26, 3:00 p.m. Central Time through Tuesday, Mar. 5, 10:59 p.m. Central Time. To access a replay

of the call, please dial 1-855-859-2056 or 1-404-537-3406; Conference ID 2763239. <http://investors.hnicorp.com/>

>Interface, Inc. intends to release its fourth quarter and fiscal year 2018 results this Tuesday, Feb. 19 after the close of the market and host a conference call the next day, Wednesday, Feb. 20, 9:00 a.m. Eastern Time. <https://investors.interface.com>

>Knoll, Inc. posted its First Quarter 2019 Investor Presentation. It will be used in connection with meetings by Chairman and CEO **Andrew B. Cogan** and Senior Vice President and CFO **Charles W. Rayfield** with certain stockholders and investors during the quarter. <https://knoll.gcs-web.com/webcasts-presentations>

>USG Corp. on Feb. 14 reported its 2018 fourth-quarter and full-year results (dollars in millions except EPS):

3 Mos. Ended	12.31.18	12.31.17	%Ch.
Net Sales	\$819	\$831	-1.4%
Gross Profit	\$131	\$167	-21.6%
SG&A	\$94	\$84	11.9%
Op. Profit	\$37	\$83	-55.4%
Net Income	\$42	-\$69	-
EPS (dil.)	\$0.30	-\$0.49	-

12 Mos. Ended	12.31.18	12.31.17	%Ch.
Net Sales	\$3,336	\$3,204	4.1%
Gross Profit	\$606	\$656	-7.6%
SG&A	\$379	\$303	25.1%
Op. Profit	\$227	\$353	-35.7%
Net Income	\$196	\$88	122.7%
EPS (dil.)	\$1.38	\$0.60	130.0%

Industry Stock Prices

	2.15.19	12.28.18	9.28.18	6.29.18	3.29.18	12.29.17	%frYrHi	%fr50-DayMA
HMiller	36.9	29.9	38.4	33.9	32.0	40.1	-9.3%	10.0%
HNI	41.0	35.2	44.2	37.2	36.1	38.6	-9.8%	6.1%
Inscape	1.3	1.4	1.6	1.8	2.2	3.1	-57.0%	-5.3%
Interface	17.5	14.2	23.4	23.0	25.2	25.2	-33.2%	10.4%
Kimball	15.9	14.2	16.8	16.2	17.0	18.7	-12.4%	7.8%
Knoll	21.4	16.4	23.5	20.8	20.2	23.0	-12.1%	11.0%
Leggett	45.0	35.8	43.8	44.6	44.4	47.7	-5.3%	12.2%
Mohawk	139.2	117.2	175.4	214.3	232.2	275.9	-45.1%	9.3%
Steelcase	17.5	14.7	18.5	13.5	13.6	15.2	-9.8%	6.7%
USG	43.2	42.7	43.3	43.1	40.4	38.6	-0.7%	0.2%
Virco	4.3	4.1	4.9	4.4	4.1	5.1	-19.4%	2.6%
SUM	383.1	325.9	433.6	452.8	467.3	531.0		
DJIndust	25,883	23,062	26,458	24,271	24,103	24,719	-4.0%	5.7%

Adjusted operating profit for the quarter was \$55 million, down \$45 million, or 45% from 4Q17. Adjusted net income was \$37 million, down \$40 million, or 52%, and adjusted diluted EPS was \$0.26 down \$0.27, or 51%.

For the full year, adjusted operating profit was \$309 million, down \$103 million, or 25% from 2017. Adjusted net income was \$218 million, down \$46 million, or 17%, and adjusted diluted EPS of \$1.51 down \$0.29, or 16%. For comparative purposes, on an adjusted basis, USG recorded net income of \$264 million, or diluted earnings per share of \$1.80, for the full year of 2017.

The lower operating profit in 4Q18 was attributed primarily to lower sales partially due to the comparative timing of announced wallboard price increases and associated lack of pre-buy in the quarter, higher costs across each of the company's segments, and higher planned selling and administrative expenses to support USG's Customer- First strategy.

The net loss in the fourth quarter of 2017 includes \$145 million of income tax expense resulting from the Tax Cuts and Jobs Act. On an adjusted basis, net income of \$37 million, or \$0.26 per diluted share, for the fourth quarter of 2018 decreased from \$77 million, or \$0.53 per diluted share, in the fourth quarter of 2017.

The **U.S. Wallboard & Surfaces** segment net sales for the fourth quarter of 2018 decreased \$12 million, or 2%, compared with 4Q17. The segment generated \$54 million of operating profit in the 4Q18 compared to operating profit of \$78 million in 4Q17. On an adjusted basis, operating profit of \$54 million decreased by \$24 million compared to 4Q17. Wallboard volumes decreased 8% compared to 4Q17, outpacing industry volumes by 2%. Wallboard price increased 5% from 4Q17 due primarily to January 2018 and June 2018 price increases. However, wallboard costs were \$18 million higher than the prior year quarter primarily due to higher input costs, which were partially offset by \$5 million in cost savings in the fourth quarter 2018 due to the Company's Advanced Manufacturing initiative.

The **U.S. Performance Materials** segment net sales decreased by \$1 million, or 1%, compared with 4Q17 due to lower shipments, which was partially offset with higher average realized selling prices. The segment generated \$2 million of operating loss in 4Q18 compared to operating profit of \$4 million in 4Q17. On an adjusted basis, operating loss of \$2 million declined by \$6 million compared to 4Q17 primarily due to higher input costs and SG&A investments to accelerate the future adoption of new products.

The **U.S. Ceilings** segment net sales decreased \$1 million, or 1%, compared to 4Q17. The segment generated \$12 million of operating profit in 4Q18 compared to operating profit of \$24 million in 4Q17. On an adjusted basis, operating profit of \$15 million decreased by \$9 million from 4Q17, primarily due to lower volumes and higher costs across tile and grid products, which

was partially offset by higher realized average selling prices.

USG Boral net sales decreased \$20 million, or 6%, compared to 4Q17. The decrease is primarily due to the unfavorable impact of currency translation of \$14 million and lower wallboard shipments. The segment generated \$9 million of equity income in the fourth quarter of 2018, which is a \$8 million decrease compared to 4Q17 primarily due to a reduction in sales coupled with higher input costs.

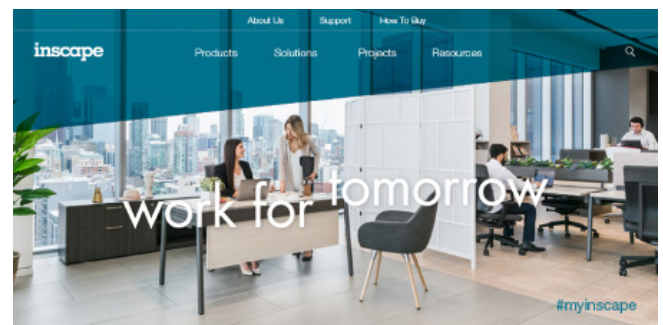
Pending Knauf and USG Merger

On June 11, 2018, **Gebr. Knauf KG** and USG announced that they had entered into a definitive merger agreement pursuant to which Knauf will acquire all the outstanding shares of USG. Under the terms of the merger agreement, USG stockholders will receive \$44 per share, which consists of \$43.50 per share in cash payable upon closing of the transaction and a \$0.50 per share conditional special dividend that was paid on Oct. 2, 2018, following stockholder approval of the transaction. The transaction is expected to close in early 2019, subject to customary closing conditions, including receipt of regulatory approvals.

The full text of USG's 4Q18 earnings release, including all tables, is available on the USG website in the Investor Relations section. <https://usg.gcs-web.com/>

TECHNOLOGY

>Inscape launched myinscape.com, the company's new website. Extensive new product photography, renderings and videos showcase its products and workspace solutions in fresh, inspiring applications for today's work styles. Inscape's "Work for tomorrow" motto about providing products that are adaptable for Day 2 is a theme that runs throughout the website, presenting a wide variety of solutions that can constantly evolve and adapt as clients' needs change over time. Updated branding, enhanced website navigation, easy access to technical specs and design files such as Revit and CET are just a few highlights. "After months of research, we created a simple to use, but powerful tool designed to make it easier for customers to visualize and utilize our vast portfolio of products" said **David Gerson**, Chief Brand Officer of Inscape. [Read More](#)



Inscape: myinscape.com

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**A&D Sales and Position - NYC Area**

Trendy, design-driven decorative architectural tile company has an immediate opening for a full-time, salary + commission A & D Sales Representative with a heavy concentration on the NYC area. Conveniently located in Montclair, NJ, within walking distance to NYC trains, this position will be expected to; identify, establish and grow new and existing A & D accounts, assist with specification of Imagine Tile products including in-stock and custom tile products, provide samples, schedule product presentations with Architects and Designers in the field,

participate in industry affiliation functions, and develop and maintain relationships with specifiers and end users.

An ideal candidate should be a self-starter who is able to multi-task, has good writing/presentation skills and is technically proficient. Industry-related sales experience is preferred. Experience with wall/floor tile or surfacing materials is also preferred but not necessary. Established contacts within the A & D community is a plus.

Handcrafted in the USA, affordable and highly specified!

Imagine Tile is not just a tile, it is a creative tool that gives designers the ability to imbue any surface with their design vision through commercially rated ceramic and porcelain tile. From unique colors and patterns, to photographic quality imagery, our products are the perfect solution for client specified design and suited for all commercial uses; corporate to hospitality, retail to healthcare, and more.

Let your imagination run tiled!

Please send resume to:
Lynda@imaginetile.com

**Creative Director - High Point, NC****GENERAL SUMMARY**

Serve as the Director for all graphic design and photography projects, in coordination with the Marketing Director. Oversee the Creative Direction for Marketing materials and photography, including creative direction for print and digital ads. Operate as an addition to the Marketing, Advertising, and Design departments helping to coordinate a cohesive creative direction.

RESPONSIBILITIES

- > Efficiently manage creative project workflow from inception through completion
- > Work with outside advertisers to coordinate and place print and digital ads
- > Oversee the project definition, management, and execution of the email marketing program
- > Design and develop sets for photography environments
- > Handle daily graphic design requirements
- > Help manage photo, video, print, and web assets

WHAT WE'RE LOOKING FOR

- > Expert in Adobe CC applications (InDesign, Illustrator, Photoshop, Acrobat, etc.), SketchUp with proficiency in OS and Windows platforms
- > Minimum 5 years of directly related work experience
- > A clear communicator and excellent listener, who can articulate design decisions and be open to critique
- > Detail-oriented with a strong initiative

We offer competitive pay and benefits in an excellent, drug-free working environment.

Davis Furniture is an EEO/AA Employer.

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