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AIA Gold Medal to Carol Ross Barney, for Architecture “that betters daily life”

The American Institute of Architects has awarded its 2023 Gold Medal to Carol Ross Barney of Chicago—the first time the medal has been awarded to an individual living woman. Her firm’s work embodies the profession’s current ideals while amply meeting its age-old objectives of elegance in form and detail.

FULL STORY ON PAGE 3...



An Exclusive Interview With Carl Hansen & Søn CEO Knud Erik Hansen

Knud Erik Hansen, the CEO and president of Carl Hansen & Søn, has transformed the family business into one of the largest Danish furniture manufacturers. In an exclusive interview, *officeinsight* talked to him about his 20 years at the company, Scandinavian design philosophy, and how the brand has evolved.

FULL STORY ON PAGE 12...



Boosting Inclusion and Mentorship in the Metaverse

Erin McDannald, CEO and co-owner of Environments, explains that while traditional tools serve their purpose, metaverse and digital twin environments provide the right balance between flexible work-from-home policies and much-needed collaboration, mentorship, and resulting retention.

FULL STORY ON PAGE 17...



CITED:

“DO NOT DWELL IN THE
PAST, DO NOT DREAM
OF THE FUTURE,
CONCENTRATE THE
MIND ON THE PRESENT
MOMENT.”

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AIA Gold Medal to Carol Ross Barney for architecture “that better daily life”

by John Morris Dixon, FAIA

The American Institute of Architects firmly reinforced its commitment to diversity and environmental goals in awarding its 2023 Gold Medal to Carol Ross Barney of Chicago. Her firm’s work embodies the profession’s current ideals while amply meeting its age-old objectives of elegance in form and detail.



Carol Ross Barney on the Chicago Riverwalk. Photo ©John Boehm, courtesy of Ross Barney Architects.

A Chicago native, the Gold Medalist has been addressing design for daily life for nearly five decades in practice. She earned her Bachelor and Masters of Architecture degrees at the University of Illinois at Champaign-Urbana. After her first university graduation she worked with the U.S. Peace Corps for the Costa Rica National Park Service. Her professional experience included a stint at the venerable Chicago firm Holabird & Root, before she started her own firm in 1981.

This is the first time the AIA’s Gold Medal has been awarded to an individual living woman. In 2014 the medal was awarded posthumously to Julia Morgan, who practiced – brilliantly -- early in the previous century. In 2016 it was won by Denise Scott Brown, jointly with her husband Robert Venturi, and last year it was bestowed jointly on the partners Angela Brooks and Lawrence Scarpa.

A few of Ross Barney’s most notable design accomplishments:

Oklahoma City Federal Building, Oklahoma City, completed 2005

Many of her design commissions are for public buildings and open spaces. None is more widely known than the replacement of the Oklahoma City Federal Building after its



The Oklahoma City Federal Building is a philosophical and practical response to tragedy, making a statement on the role architecture plays in protecting and inspiring society. Courtesy of Ross Barney Architects, Photos © Steve Hall, Hedrich Blessing.

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earlier counterpart was destroyed in a horrific 1995 bombing. She was the first woman ever chosen to design such a government building. After the shock of the bombing, the federal General Services Administration and local political leaders decided it was essential to rebuild in the same downtown area to support that area's revival.

The 185,000-square-foot structure meets necessarily strict security requirements while relating sensitively to the adjacent National Memorial for the bombing victims. Unlike its multistory predecessor, it is only three stories high. It presents neither a historical "impregnable fortress" image nor the modular anonymity typical of too many current federal offices. Instead of an imposing front, the building offers a broad opening into a spacious planted entry court, which provides a peaceful view for many of the office windows surrounding it.

The Oklahoma City Federal Building is a philosophical and practical response to tragedy, making a statement on the role architecture plays in protecting and inspiring society. Courtesy of Ross Barney Architects, Photos © Steve Hall, Hedrich Blessing.

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**Chicago Riverwalk, Chicago, Illinois,
completed 2006-2016**

Ross Barney's Riverwalk along the Chicago River offers a pedestrian environment so essential to the city that seems it must always have been there. Stretching 1.25 miles along this unique urban waterway, its public space offers the accessibility of extensive ramps and the comfort of climbing or sitting on acres of elegantly sculpted steps. Its length is divided into distinct yet closely related "rooms" between the bridges that span the stream. Among its features are public entertainment programs, a veterans' memorial, a wine bar, and kayak tours of the river.

Redeveloping derelict infrastructure, the Chicago Riverwalk is a 1.25-mile-long civic space between Lake Michigan and the confluence of the Chicago River's branches. Courtesy of Ross Barney Architects, Photos © Kate Joyce Studios.

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**Swenson Civil Engineering Building,
University of Minnesota Duluth,
completed 2010**

One of many education buildings Ross Barney's firm has designed, this one expresses the distinctive role of Northern Minnesota as a source of both iron and timber. It is meant as well to demonstrate for its users the behavior of various essential materials in construction, "how they go together, how they age, how they express the forces inherent in any structure." Throughout the seasons, the building's exterior presents a dynamic demonstration of kinetic energy. On rainy days the water pours from bold scuppers into cisterns from which it is drawn for laboratory uses. Indoors, the building's exposed mechanical systems perform an educational function, while extensive glazed partitions provide a sense of community.

**McDonald's Global Flagship at Walt
Disney World Resorts, Lake Buena
Vista, Florida, completed 2020**

Designed to be the world's "first net-zero-energy quick-service restaurant" this structure incorporates



The Swenson Civil Engineering Building - University of Minnesota Duluth. Northern Minnesota, built on iron and timber, becomes the setting for a building that samples this rich diversity and makes a priority of teaching its users about materials and how they express the forces inherent in any structure. Courtesy of Ross Barney Architects, Photos © Kate Joyce Studios.

numerous effective – and visible – strategies for energy conservation. Under a roof clad with solar panels, the building responds creatively to Florida's subtropical climate. It is naturally ventilated about 65 percent of the year, with louvered windows controlled by temperature and humidity sensors that operate automatically when air-conditioning is required. A canopied outdoor dining "porch" in a louvered enclosure is similar in size

to the indoor dining room. To reduce the amount of new material required, most of its exterior wall system incorporates that of its 1998 predecessor and 2,700 square feet of core kitchen and bathroom structure was retained.

An earlier McDonald's Flagship in Chicago, completed 2018, is sheltered by a "solar pergola" extending well beyond its glazed enclosure, which supports collectors designed to fill over half of its energy needs.



The McDonald's Global Flagship at Walt Disney World Resort aims to become the first net-zero-energy quick service restaurant, incorporating visible and impactful symbols of change. Courtesy of Ross Barney Architects, Photos © Kate Joyce Studios.

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Cermak-McCormick Place transit station, Chicago, completed 2015

Serving the world's largest convention center along with a dense, diverse local population, the station responds creatively to the constraints of its necessarily narrow site. Its boldly visible linear canopy shelters the constricted platforms without obstructing them with structural supports. The shelter's combination of glass, polycarbonate, and perforated stainless steel maximize light, visibility, and views for the platforms and the station house. The station's renovation has already helped generate development worth billions of dollars in its vicinity.



The Cermak-McCormick Place station serves the country's largest convention center and a stretch of transit Line that had been without a station since 1978. As at many infill stations in the system, a narrow right-of-way created challenges for building a station to better serve this diverse and growing community. Courtesy of Ross Barney Architects, Photos © Kate Joyce Studios.

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**Railyard Park, Rogers, Arkansas, completed 2021**

Supported by a grant from the Walton Family Foundation, based in nearby Bentonville, the city of Rogers has developed a series of plazas along the railroad line running along the edge of its downtown. The park was conceived as a support for the local community rather than as a tourist attraction, with public meetings and digital surveys determining what features would best support that constituency. The variety of public spaces includes the playfully active Water Stop, which incorporates historic tanks that once supplied water to steam locomotives.



Railyard Park in Rogers, Arkansas, was conceived as a support for the local community. Public meetings and digital surveys helped the design team define the park's desired outcomes and objectives through the words of the community. The Water Stop in Railyard Park pays homage to the history of its site as a location for steam locomotives to refill. Courtesy of Ross Barney Architects. Photos © Kate Joyce Studios

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Jewish Reconstructivist Synagogue, Evanston, Illinois, completed 2009

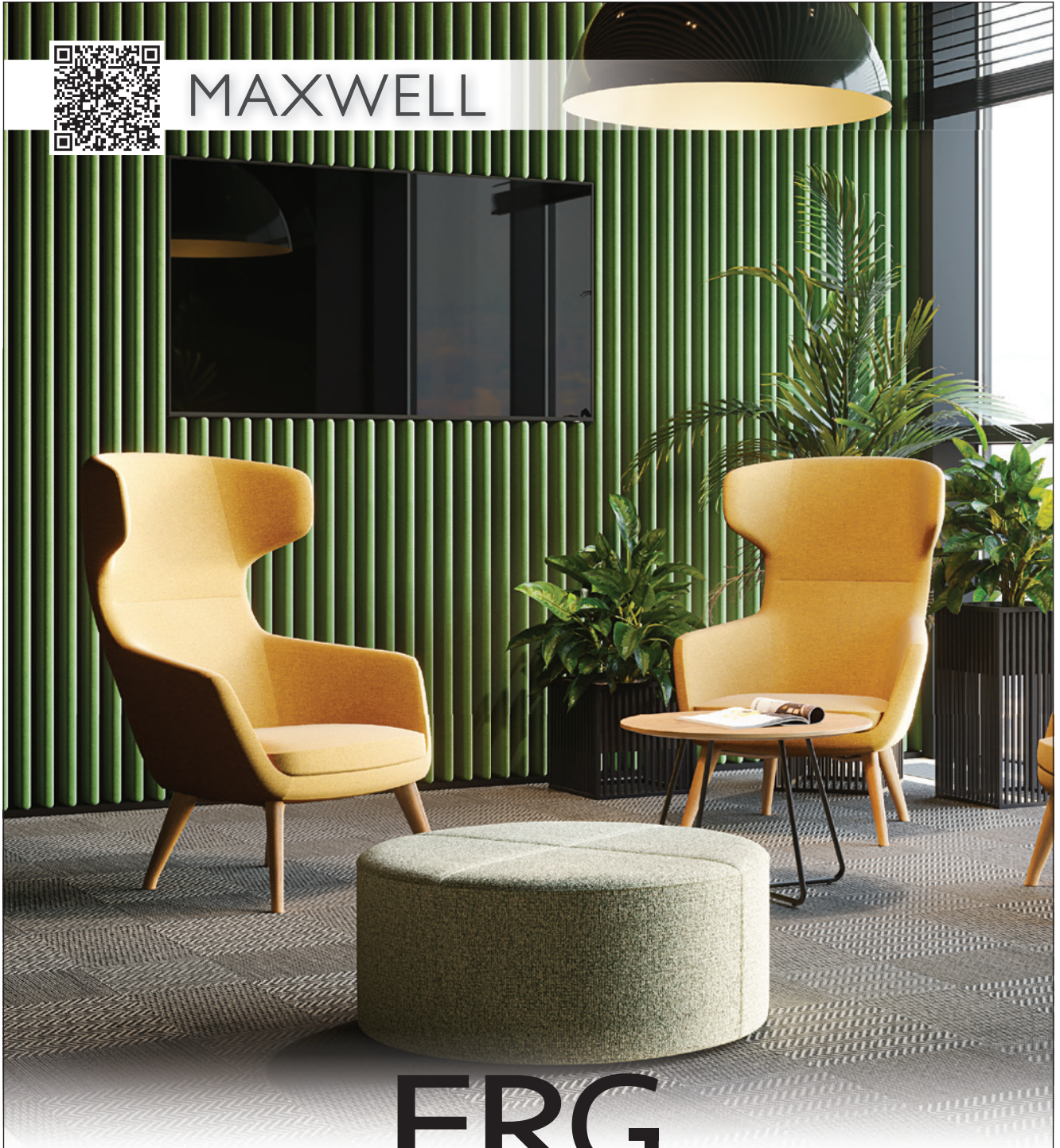
The world's first LEED Platinum house of worship is said to "balance an ambitious program, sustainable rigor, and a small site, while maintaining a modest budget." Exterior wood cladding is recycled from demolished barns, and a tall ceremonial entrance door reuses the hardwood of trees removed from the site during construction.

Offices, classrooms, and adaptable spaces occupy the building's lower level, with the sanctuary -- accessed by a visually prominent processional stair -- located at tree-canopy level. Demolition spoils from an existing building here were repurposed in the perimeter walls that define the site. ■

Jewish Reconstructivist Synagogue, Evanston, Illinois. The world's first LEED Platinum house of worship incorporates recycled materials in the building and spoils from on-site demolition in property walls. Courtesy of Ross Barney Architects.



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An Exclusive Interview With Carl Hansen & Søn CEO Knud Erik Hansen

by officeinsight Staff

Knud Erik Hansen, the CEO and president of Carl Hansen & Søn, has spent his life living all over the world, from Denmark where he was born and grew up, to stints in Asia and Europe. As grandson of the founder of Carl Hansen, he took over the business and has since made it into one of the largest Danish furniture manufacturers, bringing design classics to homes in Nagasaki and New York. Over the course of two decades, he has generated annual revenues which are now approaching over \$145 million. In this exclusive interview, *officeinsight* speaks to him about his 20 years at the company, and how the brand has evolved.



Knud Erik Hansen, CEO and third-generation owner of Carl Hansen & Søn.
Photos courtesy of Carl Hansen & Søn.

You spent a large part of your career in the shipping industry, was it always your plan to join the family business?

My father, who ran Carl Hansen when I was a child, unfortunately, died at a very young age. My mother took over the business, and my brother, since he was the eldest, was in some way earmarked to run it. He didn't want to expand and he didn't want to invest in it. Growing up with him, I understood that we were quite different in our thinking and doing, so I thought that I would probably never be able to work with him. I went into something completely different and joined the East Asiatic company—which at the time was the largest shipping company in Scandinavia, and started in South Africa in 1973, left for Singapore in 1977, and then Hong Kong in 1981. I traveled a lot in China as well. After that I moved back to Europe and lived in Hamburg. My mother had died in the meantime, and my brother wanted to retire, so I bought him out. At the time, it was a very small company with a very old factory in the center of Copenhagen, and about only 30 employees.

I asked my wife, who is a medical doctor, what she thought. Should we return to Hong Kong which we loved, or would she prefer to stay in Denmark? She didn't object to me taking over the family business and said that if anything went wrong, we could always live off her salary, something that was very nice of her to say. After making a business plan, I borrowed an awful lot of money and built a new factory outside Copenhagen, and I started a whole new business exporting. Today there are more than 500 people employed and we have a factory that is about 700,000 square feet.



Three generations of the Hansen family. Knud Erik Hansen (left), took over the business in 2002, expanding the company to 550 employees in Denmark and beyond.

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Carl Hansen espouses a Scandinavian philosophy that marries classic good design with craftsmanship, and making products that are within reach.

When I started, everybody shook their heads and thought I was crazy because I was not from the furniture business and wanted to make furniture in Denmark, which is a very expensive place to work. I didn't listen to them, but if you want to produce Denmark you must have the highest possible quality, right? We have products that not only look fantastic, but they are also of the highest quality that last for generations and never go out of fashion. The Wishbone chair, for example, is now 73 years old, but very contemporary in feeling.



Carl Hansen & Søn makes use of all wood during production. Small pieces are turned into accessories like bowls and cutting boards.



An installation showcasing pieces from the brand's iconic chairs.



A vignette with signature Carl Hansen & Søn pieces.

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Our company is 115 years old now, and when my grandfather saw what Hans Wegner had made in the 1940s, he called it garden furniture. It was too avant garde for him, whereas my parents loved what Wegner was doing and believed it was the future and the way forward.

Did you ever meet Hans Wegner when you were growing up?

Oh, yes. Many times, mainly in my childhood. When my mother was running the business, they became very good friends, and he came to see us quite frequently. When I was growing up, Wegner was quiet and a little introverted, but he became a completely different person when he would come to our factory where he did his prototypes, because he loved to work together with the carpenters. I never remembered what he was talking about because I was usually either just laying somewhere on some cardboard boxes or playing in the factory. I enjoyed seeing them working together. One of his passions was to build kites, and he came to our summer house and he always had his hands filled with kites. He would tie them to our jetty, fly them in the air, and sit in a chair for hours watching them. He would explain to us what was going on, and how he had built the kites. That was enough for him and it was very peaceful.

Aside from the estates of iconic Danish designers, which contemporary designers do you work with?

For the past decade, we've worked with EOOS, the very talented Austrian-based design firm. We're collaborating on an outdoor furniture collection now. One of the things we try to do is to make sure that all of the pieces from different

designers should all work together. They should all match in some way. Some other designers we've collaborated with are Thomas Bo Kastholm, Brad Ascalon, and we did an outdoor collection with Bodil Kjær, who just turned 90 last year!

Have you been working with emerging designers?

Rikke Frost, is one example, who I think has a great future. She won a design competition on Danish national television where she designed a bentwood sofa. It is beautiful and we have since put it into production, along with some other pieces.

What's the relation between contract and residential?

I would say it's about fifty-fifty. There's so much cross-over now. If you build a hotel today, for example, it's often branded as a home away from home, so it makes sense to have residential designs crossing over into commercial. And when you use high-quality and beautiful furniture in a luxurious hotel interior, it elevates the guest experience.



A view of the company's factory in Gelsted, Denmark.



Furniture made of oiled teak and oak, materials often used by Hans J. Wegner in the 1950s and 1960s.

people

Our business in the US is growing very fast, and I like that Americans are finally starting to think about the environment, when for so many decades there's been this throwaway syndrome in the States.

You also have a new company called Studio CHS that offers bespoke services aimed at the hospitality and contract market. How did that collaboration come about?

It's a very interesting story. I have two boys who are adopted from Vietnam, and one of them is a production engineer. As part of his schooling, he went to work at a furniture company in Vietnam that was owned by a Dane. About six months later, my wife and

I decided to go and visit him, and to cut a long story short, we talked to the owner who was looking to retire, and so we purchased the company. I've lived for more than 20 years in Asia, and love it there. Having a meaningful business in Asia is fantastic, and allows us to make different kinds of furniture, such as furniture for the outdoors and especially for the hospitality and contract business.

How are you expanding the business?

During COVID, we did a lot of business online. We won't be showing at the Stockholm Furniture Fair next month, but we will have an event at our Stockholm showroom where we'll launch some new outdoor products.

We will be doing the same in Milan. In fact, we just signed a contract for a new showroom that will be in the center of the city, near San Babila. We'll be showing new pieces by Ole Wanscher and Rikke Frost.

We've been working very closely with a few carpet factories such as Kasthall and Linie Design, where we carry some exclusivity or carry some of their line items. In terms of accessories, we also manufacture smaller accessories like plates or trays which are made from wood offcuts from our production. We also burn the shavings and wood waste to heat the factory and about 450 houses surrounding the factory. Sustainability is an important principle for our company. ■



Carl Hansen & Søn has recreated chairs originally designed by Vilhelm Lauritzen for Copenhagen's Radiohuset, a heritage building.



English furniture from the 1700s served as inspiration for the Rungstedlund series, designed by Ole Wanscher.



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CONDUIT TABLES



Integrating the metaverse into a company's infrastructure allows remote workers to maintain the material and interpersonal sense of an office.

Boosting Inclusion and Mentorship in the Metaverse

by Erin McDannald

For the past few years, “The Great Resignation” has caused ripples throughout the business world, and with millions of people switching jobs, the need for collaboration and mentorship has never been more crucial. With the rise of remote work, companies lost an average of ten percent of revenue during the pandemic when their teamwork and collaborative encounters halted.

In 2023 the hiring tsunami isn't slowing down. As of November 2022, job postings on Indeed were up 49 percent compared to pre-pandemic levels. With more hiring in the future, employers must devise a solution to new employees' collaboration and mentorship challenges. The metaverse may be one answer.

Setting Up New Hires for Success

As new hires start their roles in 2023, many teams won't be in the office five days a week. With hybrid work here for the long haul, now is the time for businesses to invest in tools that make it easier for employees to on-board and collaborate from anywhere. While traditional video conferencing and chat tools served their purpose, metaverse and digital twin environments will be versatile solutions for companies seeking a balance between flexible work-from-home policies and much-needed collaboration, mentorship, and resulting retention.

Integrating the metaverse into a company's infrastructure allows remote workers to maintain the material and interpersonal sense of an office. On



Erin McDannald, CEO and co-owner of Lighting Environments and its sister company, Environments. Images courtesy of Environments

research

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a digital layer, new hires of all needs and work styles can interact with the workplace, regardless of location. This flexible approach makes for a better learning environment and boosts business as well. Estimates forecast a return on metaverse integration investment in less than one year.

The metaverse is being increasingly adopted in the workplace and will continue to evolve over the next few years. Beyond internal benefits, metaverse environments create new and powerful “real estate” and reach for companies looking to build the fullest experience of their brand. This physical/digital connection allows employees to see what is happening in their offices and communicate with those in person or from home. The metaverse offers incredible potential to quite literally go above and beyond the capabilities of physical spaces.

With so many ways to design, curate, update, and innovate, the metaverse is a great way to leave lasting impressions and boost new

hires’ experience from the onboarding process into the future of their careers.

Accessibility and Inclusion

When appropriately implemented, the metaverse has the potential to address accessibility and inclusion challenges traditional physical offices face. Employees with physical disabilities that may have a challenging time in the office will find a more welcoming and adaptive environment in the metaverse. For example, if someone is deaf, they can use metaverse closed captioning while interacting with their coworkers “face-to-face.”

Remote work eliminates employers’ limitations for hiring employees based on location, and the metaverse takes it to the next level by letting such remote employees keep in touch with the physical and social elements of an office and brand. As more companies hire from different regions of the world, the metaverse offers the option for teams to still communicate and collaborate despite language and

geographical barriers in the physical world. Companies that weave the metaverse into their hybrid structure can hire the best candidates regardless of their location or culture with the peace of mind that they can fully integrate them into the organization.

Creating an Office Community

Metaverse offices have brought back “water cooler” talk and other serendipitous moments that can’t happen over traditional video or chat-only platforms. Employees in the metaverse also have the opportunity to interact with employees who are present in the physical workplace. Technology like smart mirrors, which display a user’s metaverse avatar on a screen as if it were a mirror, allows employees in the office to interact with a remote employee’s avatar as if they were meeting in person. Statuses above employees’ heads and on office doors also indicate whether someone is ready to communicate, streamlining the collaboration process.



The metaverse allows employees to collaborate despite physical disabilities, language or geographical barriers.

research

Integrating the metaverse into the now-hybrid workplace brings joy to a team as colleagues experience genuine interactions with one another regardless of physical locations or varied work styles. As companies evaluate their physical real estate footprint, it is essential for business leaders to look beyond just the physical space. The solution for greater return on collaboration and mentorship isn't a whole week in the office but a work week spent in well-connected areas. ■

Erin McDannald is the CEO and co-owner of Lighting Environments and its sister company, Environments. A pioneer for IoT (Internet of Things) integration and building and workplace management, McDannald is leading today's workforce through powerful digital transformation with the Elevated Environments™ app.

Environments elevates physical spaces to allow for cutting-edge interaction and collaboration within the digital twin, metaverse, and beyond.



Metaverse offices have brought back serendipitous moments that can't happen over traditional video or chat-only platforms.



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RESEARCH-DESIGN CONNECTION

Virtual Impressions, Real Impressions

by Sally Augustin, Ph.D.

Research by Fauville and colleagues in the virtual world is likely relevant in real life also. The investigators evaluated “the impact of three nonverbal cues displayed through video conference screenshots (i.e., gaze direction, distance between the face and the camera, camera angle) on impression formation. . . . Findings showed significant effects of gaze and camera angle on impression formation, with



gaze [at the] camera positively associated with likeability, social presence and interpersonal attraction, and with high camera angles increased interpersonal attraction and decreased threat perceptions compared to low angles. . . . faces closer to the camera and maintaining direct gaze were rated as more socially present and threatening than the other three conditions. . . . High-camera angle refers to a shot where the camera is placed higher than the subject and thus looks down on them. Low-camera angle refers to a shot where the camera is positioned lower than the subject and thus looks up on the subject.”

Geraldine Fauville, Anna Queiroz, Mufan Luo, Jeffrey Hancock, and Jeremy Bailenson. 2022. “Impression Formation From Video Conference Screenshots: The Role of Gaze, Camera Distance, and Angle.” *Technology, Mind, and Behavior*, vol. 3, no. 1, DOI: 10.1037/tmb0000055

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

SUDOKU

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

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PRODUCT INTROS

>Artaic's newest tile mosaic design, Everest, is part of the brand's Naturally Refined collection.

Inspired by an abstract view of figuratively hand-drawn rolling mountainscapes, Everest brings a feel of the outdoors in with a sense of texture. A soft ombre color design was created using watercolor techniques to evoke a calm and serene nature. The design comes in two colorways, Goldenrod, using 3/8" Natural Stone, and Ice, using 1/2" Vitreous Glass, but can be fully customized to use any color story or stone. The new design is available as part of the Custom On Demand program which offers concept to completion in 4-8 weeks. [Read More](#)

>Carnegie Fabrics launched Outdoor Biobased Xorel®, the world's first and only plant-based, commercial-grade outdoor performance textile. This collection rises above unsubstantiated greenwashing claims as the

only indoor/outdoor textile to achieve Cradle to Cradle Gold and Living Product Challenge certifications. Outdoor Biobased Xorel is breathable, non-absorbent, fast-drying, and weather-proof. Due to the yarn's inherent properties, it is the most durable and easily maintained textile on the market. With no added finishes, coatings, or chemistry required to perform, it is inherently wear- and stain-resistant, colorfast, and antibacterial. It can be wiped, hosed, scrubbed, and aggressively cleaned with bleach without degrading in quality. While textiles can

be labeled as "bio-based" for containing just 25% of non-fossil-fuel derived material, Outdoor Biobased Xorel yarn contains 85% biobased PE content. Sourced from rapidly-renewable sugarcane, Biobased Xorel yarn has a significantly lower environmental footprint than any fossil fuel-derived product. For each ton of sugarcane used to produce Biobased Xorel, 2.5 tons of carbon is captured and sequestered, making it a carbon-positive product. Previewed at NeoCon 2022, Outdoor Biobased Xorel was a Best of NeoCon Sustainability and Silver Award winner as

well as an Honoree in the Interior Design HiP Awards and Winner in the 2022 Architectural Record Products of the Year. The collection's patterns include:

-*Zion*, inspired by the sedimentary rocks found in Zion National Park, suitable for applications such as upholstery, upholstery walls, and panels.

-*Acadia*, inspired by the textures and landscapes in Acadia National Park, for applications such as upholstery, upholstery walls, and panels.

-*Denali*, evoking the mountain peaks of Denali Mountain, for upholstery, upholstery walls, and panels.

-*Nest*, created using crochet techniques that blur the line between craft and commercial functionality, suitable for outdoor drapery, vertical partitions, privacy screens, and space dividers.

-*Cover*, with no topical finishes and extremely low levels of VOC, for outdoor drapery, vertical partitions, privacy screens, and space dividers.

[Read More](#)



Carnegie Fabrics: Outdoor Biobased Xorel®

>JSI unveiled Poet, a new lounge and table collection by Qdesign.

Poet takes cues from the residential category, embracing modern trends of relaxed comfort and natural styling with lasting design details. It offers two distinct design styles: *Poet Peb* takes on a rounded, more organic nature while *Poet Cube* presents a more rectilinear, tailored shape. Complement either cushion style with the dowel wood foot or architectural metal foot, and pair with modular or freestanding



Artaic: Everest in Goldenrod (left and right) made from Natural Stone tiles; and Ice (middle) made from Vitreous Glass tiles

officeneWSwire



JSI: Poet

tables for added functionality. Privacy units offer opportunities for independent solitude. [Read More](#)

>Tarkett launched the Connectivity collection with designer Jhane Barnes, continuing a decades-long partnership. It features three designs—*Celestial*, *Celtic Knots* and *PM Square*—all ideal for education environments, including K–12 and higher education settings. “It’s always exciting working with Jhane because of her unexpected approach to design,” said Omoleye Simmons, vice president of design, commercial, Tarkett North America. “Her work on the Connectivity collection resulted in fresh, stimulating designs that are perfect for learning spaces, as well as any other environment where spurring creativity or sparking inspiration may be desired.” Barnes—whose early fashion designs attracted customers like John Lennon, Paul Simon, Elton John and

more—uses mathematics and signature textile techniques to create innovative designs. Some of her other collaborations with Tarkett include classics Longitude, Haphazard II and Aftermath

II, as well as the more recent Corollary, Spin-Off, Soundblock and Blockade. *Celestial*, available in Powerbond® and three modular sizes, combines different types of mathematical

sequencing and visual elements to create an unexpected yet harmonious design. Barnes took a geometric approach to Celtic Knots, which was inspired by the ancient Celtic symbol representing unity and growth—a fitting theme for education environments. In her design, Barnes used only straight lines and right triangles to create interlocking knots and a delicate woven pattern. Like *Celestial*, Celtic Knots is available in Powerbond and three modular sizes. Both Powerbond designs are offered with Powerbond RS, the world’s first CERTIFIED asthma & allergy friendly® soft surface floorcovering. *Celestial* and Celtic Knots, each available in 12 coordinating colors, pair well with PM Square LVT, the third design in the Connectivity collection, which will be available later in Q1. PM Square was created using Latin squares, the mathematical constructs famously used in Sudoku puzzles. [Read More](#)



Tarkett: Connectivity collection by Jhane Barnes

NOTEWORTHY

>Alana Konefal advanced to Associate Principal at Svigals + Partners. A skilled architect with an expertise in uniting people of diverse backgrounds in large-scale projects, Konefal leads design teams and consultants on complex projects in education, science/technology, workplace, and healthcare. Noted for her strengths managing day-to-day operations

and focusing on client missions and goals, she currently heads the revitalization of the Elm City Bioscience Center from an underutilized office building into one of New Haven's most vital biotech hubs. In 2020, she oversaw the completion of extensive renovations at Central Connecticut State University's Barnard Hall and the regional expansion of Biohaven Pharmaceuticals in Yardley, PA. She has led design teams from programming through construction administration for major projects, including the Sandy Hook School in Newtown, CT. along with Goodwin University Elementary School and the University's Early Childhood Magnet School, both in East Hartford, CT. "Alana is a highly talented, technically savvy architect with a holistic, organized approach to complex project's goals and challenges," said Jay Brotman, managing partner. "She has a facility for collaboration and the ability to focus on details that strengthen professional and community relationships, ensuring each project's successful outcome." [Read More](#)



Alana Konefal

>Jessica Lawton was promoted to Vice President of Operations at Unika Vaev.

In this role, she will oversee all operations, distribution, and service-related activities for the company. Lawton has been with Unika Vaev for over 21 years, serving in a wide range of roles and working her way up through the ranks. During her time with the company, she has demonstrated a strong commitment to excellence and a dedication to driving operational efficiency. "Jessica has been an invaluable member of the Unika Vaev team for over two decades," said C. Wick Wolfe, President and COO. "Her deep knowledge of our operations and her ability to consistently deliver results make her the perfect choice for this role. We are confident that she will continue to make significant contributions to the success of our company." [Read More](#)



Jessica Lawton

>Lynne Orlowski was promoted to Director, Interior Architecture & Design in Ware Malcomb's Phoenix office. Orlowski has more than 10 years of in-depth design industry experience, including leadership of the

Phoenix Interior Architecture & Design Studio. She has successfully managed a wide variety of interior project types including office, healthcare, and industrial. She joined Ware Malcomb as a Designer in 2015 and moved into Project Manager and Studio Manager roles before being promoted to Director. "Lynne's keen eye, attention to detail and commitment to the team make her a valuable leader," said Douglas Gullo, Regional Director, Ware Malcomb. "Her dedication and design excellence have not only impressed clients, brokers and team members in the region but helped her secure multiple design awards. She exemplifies the Ware Malcomb culture with a collaborative spirit and energetic approach, and we are pleased to promote her to Director." [Read More](#)



Lynne Orlowski

>Lyz Ward was promoted to Studio Manager, Branding in Ware Malcomb's NYC office. The firm's in-house Branding Studio provides meaningful signage and graphic solutions that connect people to places and build brand identity. Providing expertise

in environmental branding strategy, graphic design and visual communication, the team creates engaging environments for a broad spectrum of industries in both corporate and commercial real estate. Ward joined Ware Malcomb in 2019 as a Senior Project Designer with more than 20 years of environmental graphic design experience. She leads the strategic design solutions and management of key Ware Malcomb projects and accounts for clients in various industries including real estate, telecommunications, financial, entertainment, among others. "Lyz has emerged as a go-to for new project pursuits and Northeast region oversight for our Branding services," said Bill Sotomayor, Principal, Interior Architecture & Design for Ware Malcomb. "She has earned the respect of clients and the Branding Studio with her experience, mentoring skills and calm, thoughtful demeanor. We look forward to her continued leadership and growth in the role of Studio Manager." [Read More](#)



Lyz Ward

>Via Seating expanded its sales and marketing teams with the appointment of Ashley Blevins as Vice President of Sales and promotion of Allison Kausar to Vice President of Marketing.

Blevins comes to Via Seating as a proven, successful sales leader from her prior employer, Ghent, where she held the Director of Sales role and drove significant growth year over year. She brings a wealth of experience in marketing and sales focused primarily on dealer and customer relations. "Her customer-centric approach and solution-based mindset are values that we cherish here at Via," said Nora Fenlon, CCO.



Via Seating VP Sales Ashley Blevins

Kausar, formerly Director of Marketing, is now Vice President of Marketing. Kausar focuses on elevating Via Seating's brand position in the market and attracting key constituents to bring the Via Story to a new audience. This new audience represents a pivotal demographic for Via that drives large projects through the design and dealer communities. "The opportunity to promote from within is always something we look for here at Via," said Fenlon.

"This promotion is long overdue and well deserved. We look forward to both Allison's and Ashley's partnership leading our Sales & Marketing teams as we move into 2023 and beyond." [Read More](#)



Via Seating VP Marketing Allison Kausar

>The ASID Student Portfolio Competition is open for entries through Feb. 15.

Recognizing outstanding achievement in student design, the competition awards the designers of tomorrow with resources to launch and advance their future careers. The 2023 competition is open to undergraduate and graduate level students in the United States and Canada and is sponsored by Benjamin Moore. To enter the competition, students should present a range of projects and concepts from their design portfolio, showcasing a breadth

of abilities and highlighting personal design philosophies and innovations. Entries are judged by representatives from top design firms around the United States, with judges considering concept, content, context, and execution in the top portfolios. Competition finalists and winners will receive complimentary admission to ASID's SCALE Student Summit at GATHER 2023, the National Conference by ASID in Los Angeles Aug. 13-15. Winners will each receive a \$6,000 scholarship, presented by Benjamin Moore. [Read More](#)

>HNI Corp. ranked No. 6 on Newsweek's 2023 list of America's Most Responsible Companies.

The annual recognition, acknowledging the top 500 most responsible companies in the United States across 14 industries, is presented by Newsweek and Statista Inc., the world-leading statistics portal and industry ranking provider. America's Most Responsible Companies were selected based on publicly available key performance indicators derived from social responsibility reports, sustainability reports, as well as an independent survey.

The results are focused on company performance across environmental sustainability, social responsibility, and corporate governance while the independent survey asked U.S. citizens about their perception of company activities related to corporate social responsibility. "HNI is honored to be named among the top ten most responsible companies in America," said Jeff Lorenger, HNI Chairman, President, and CEO. "Every day our members build upon our culture of being a great place to work and a responsible corporate citizen. Important components in our daily efforts include a commitment to reducing our environmental impact, making a positive social impact, and practicing good corporate governance." [Read More](#)

>KI announced its inaugural classroom furniture giveaway for K-12 teachers.

Three winners will each be awarded \$40,000-worth of KI furniture of their choosing to receive the classroom makeover of their dreams. "We understand teachers know their space and their students better than anyone," said Bryan Ballegeer, vice president of education markets at KI. "We hope this giveaway celebrates educators for their invaluable work in our communities and gives them an opportunity to create learning spaces that are tailored to exactly what they need."

Teachers are eligible to enter if they are employed full-time or part-time at an educational institution in the United

ASID STUDENT
PORTFOLIO
COMPETITION



KI Classroom Planner Contest

States; teach any grade from pre-K through 12; and are 21 years of age or older. Entrants will use KI's free Classroom Planner tool to design a custom learning space. Submissions will include a rendering of the space generated by Classroom Planner as well as a written explanation of what objectives the design achieves, how the design reflects the educator's teaching philosophy and culture, and how it meets students' learning and developmental needs. The deadline to submit a completed design is Jan. 27. In addition to the three winners, six runners-up will receive their choice of ten Imaginasiu Blips, lightweight yet durable floor cushions from KI's upcoming furniture collection for young learners, or twenty Ruckus Whiteboards. [Read More](#)

>Landscape Forms announced a lighting agency partnership with Alaska Architectural Lighting, located in Anchorage. Alaska Architectural Lighting is a well-known and established agency in the state and has fostered close relationships with architects and engineers in its 25 years. "Our

staff works closely with local architectural and engineering firms through the specification process," said Principal John Sitton, who is co-owner of the agency with Joe Dugan. "Our deep understanding of lighting performance and technology is one of the reasons we've become the go-to resource for local engineers. We're the leader in lighting controls throughout Alaska because we are the ones who understand it." Sitton cites Landscape Forms unique position in the lighting industry as one of the compelling reasons for the partnership. "There aren't many manufacturers that design their products from the ground up. Landscape Forms gives us fresh, unique products to offer the Alaska market. Its designs are original. Architects and engineers look to us for ideas and suggestions, so Landscape Forms will now be on the forefront of specification in Alaska."

"Alaska Architectural is the perfect partner for Landscape Forms," said Tim Bray, Landscape Forms West Coast Lighting Sales Representative. "They have a long history of representing quality specifica-

tion brands, and they understand the true value in our design, culture, and craft."

[Read More](#)

>Scandinavian Spaces announced new local sales representation in Ohio, Indiana, and Kentucky:

-The Davis Group will cover the territory of Ohio. [Read More](#)

-The Murray Group will cover the territory of Indiana and Kentucky. [Read More](#)

>Tarkett announced a new distribution partnership with Midwest Floor Coverings, Inc., representing the company's commercial resilient product portfolio in the Colorado, Idaho, Montana, Utah, and Wyoming markets. Based in Salt Lake City, Utah, Midwest Floor Coverings has served customers in the flooring business since 1938. Today, celebrating 85 years in business, the company

has over 160 employees and 300,000sf of office and warehouse space in four branch locations. It will inventory Tarkett's commercial resilient products, including products from the company's renowned Johnsonite brand, and will serve customers in all key segments, including education, workplace, healthcare, and senior living. "We are excited to bring Midwest Floor Coverings into our robust distributor network and expand our footprint in these markets," said Rusty Joyce, president, commercial business, Tarkett North America. "Midwest Floor Coverings' rich history of providing quality products and outstanding customer service is a natural fit with the experience we want to provide to all Tarkett customers." [Read More](#)



Scandinavian Spaces: The Davis Group to Cover the Territory of Ohio



THE
MURRAY
GROUP

Scandinavian Spaces: The Murray Group to Cover the Territory of Indiana & Kentucky

>Teknion expanded its Festival of Trees holiday event to Dallas for the first annual Dallas Festival of Trees.

Fourteen of some of Dallas' most talented designers gathered in a competition to transform the Dallas Teknion showroom into a festive forest of trees. Teknion donated all fourteen trees in conjunction with the Women's Auxiliary to Children's Medical Center Deck the Halls program. "The Dallas team has been inspired by the success of the Festival of Trees in cities like New York City and Philadelphia," said Ben Gaar, Regional Vice President, South Central Region at Teknion. "We are so

happy to bring this incredible Teknion event to Dallas and spread holiday cheer throughout our community."

Participants included teams from Gensler, Corgan, HKS, Interior Architects, SmithGroup, Entos, Boka Powell, GFF, OTJ, HOK, CallisonRTKL, Perkins&Will, Interprise, and Workplace Solutions. Each team received a \$100 budget and the theme "holiday movies" to adorn a tree however they saw fit. After hours of designing, planning, and sourcing material, the results were crowned. This friendly competition named Perkins&Will the Best in Show. SmithGroup

swept Miss Congeniality, and Entos brought home the Best Theme Representation tree.

[Read More](#)

RE-SITED

>Katie Clark joined KI as Higher Education Market Manager.

Based in Philadelphia, Clark has more than a decade of experience working directly with college students. Before joining KI, she spent eight years at Swarthmore College as assistant dean of integrated learning and leadership and founding director of the Center for Innovation and Leadership. She received her master's degree in higher education administration from the University of Pennsylvania and her bachelor's degree from Smith College. She has additional certifications in social innovation design and design thinking from the University of Pennsylvania and Stanford University, respectively. "We're excited to welcome Katie as the newest member of our growing team," said Bryan Ballegeer, vice president of education markets at KI. "Katie brings a wealth of knowledge and experience to her role which will be integral to expand-

ing our work with colleges and universities nationwide."

[Read More](#)

>Richard French joined Mannington Commercial as its new president.

He replaces Tom Pendley, who was promoted to Chief Operating Officer of Mannington Commercial's parent company, Mannington Mills, last month. A veteran of the floor covering industry his entire career, French was most recently the senior vice president and chief commercial officer at Bentley Mills. Before joining Bentley Mills, he spent more than 20 years at Interface serving in a variety of leadership roles before becoming the company's vice president of sales for the Americas. He began his career at Milliken. "Richard will be a tremendous asset to our Commercial business team," said Pendley. "He is a proven leader with deep experience and knowledge of the floor covering industry and the various commercial market segments we serve. Richard's enthusiasm and character are an excellent fit for the Mannington organization, and we look forward to a successful future under his leadership."

[Read More](#)



Teknion: Dallas Festival of Trees



Katie Clark



Ricard French

>Kevin McVey joined Chilewich as Chief Financial Officer and Chief Operating Officer. He succeeds departing CFO Bob Bruno and inaugurates the position of COO for Chilewich, reporting to CEO John McPhee. In the hybrid role of CFO-COO, he will lead financial activities across the enterprise and be accountable for operating model advancements to accelerate company performance. Most recently, McVey served as Senior Vice President of Finance, Americas, and Group Brands at MillerKnoll. He and his teams supported the Americas Contract team, Group Brands businesses, and the Global operations team following Herman Miller's 2021 acquisition of Knoll. He previously spent more than ten years with Herman Miller in executive positions of increasing responsibility for the company's Geiger business as well as specialty businesses. His career also includes senior roles at HBF. "I've known Kevin professionally for more than twenty years, and he is uniquely well-prepared to excel as both CFO and COO of Chilewich," said McPhee. "Kevin's broad



Kevin McVey

and deep expertise in the business of design will not only advance our financial and operational performance but also enable us to create an even better experience for all of the customers we serve globally, from consumers and wholesale partners to architects, designers, and hospitality professionals." [Read More](#)

>Elma Milanovic joined FitzGerald as a Managing Associate, working alongside interior design director Kristen Larkin to lead the firm's workplace practice.

With twenty years of experience in workplace, mixed-use residential, and senior living design, Milanovic has a strong focus on building repositioning, workplace design, and project team management. She is an IIDA Professional, NCIDQ-certified Interior Designer with a portfolio including workplaces and headquarters for national corporations such as Wells Fargo, Zebra Technologies, and ISACA; studio spaces for top design and engineering firms; Rookery Building tenant suites; and facilities for USO Great Lakes and Jewish Child & Family Services. "As



Elma Milanovic

workplaces evolve, it is more important than ever to offer clients visionary design and valuable service," said Larkin. "Elma adds a great deal of depth to our workplace design expertise, and her approach to leading teams through the process of interior architecture and design will elevate the work we do to the benefit of our clients and staff." [Read More](#)

>Lisa Schroeder joined new commercial furniture brand Plural Studios as Partner and Vice President of Sales.

A results-driven sales leader with more than 35 years of experience in providing solutions for healthy spaces in both administrative and healthcare environments, Schroeder was employed by Kimball International from 2019-2022. She was hired by the company to develop and lead the national sales strategy for Kimball Health and most recently served as Kimball International's Vice-President Strategy and Development. From 1998 until 2019, she had a successful tenure with Herman Miller, starting as an Account Manager and then a Global Accounts Manager before being promoted to National Accounts Manager for Herman Miller Healthcare from 2009-2011. In 2011, she was named Director Herman Miller Healthcare and served in that position until joining Kimball in 2019. In her new role, she will create and direct Plural's national sales strategy, build and manage its sales team, and collaborate

on future product and business initiatives. [Read More](#)



Lisa Schroeder

>Tegin Roche Woods joined contract furniture dealership Henricksen as Vice President of Marketing and Communications.

A Chicago native, Woods' professional experience includes Vice President, Senior Marketing Manager for First Midwest Bank; Vice President, Head of Marketing and Communications for FPL Global; and Marketing Manager, Financial Services for The Smart Cube. She received her BA and MBA from Marquette University in Milwaukee, WI. In her new role, she will lead Henricksen's Proposals, Marketing, and Communications teams by serving as the strategic brand visionary and leading the development of robust marketing strategies and content that will fuel Henricksen's growth and provide a competitive advantage in the marketplace. She will be a strategic asset on the leadership team, as Henricksen expands its client base and geographic reach. In 2022, as Henricksen celebrated 60 years in business, it expanded to 12 locations with recent

acquisitions in Tennessee, Pennsylvania, and Washington, DC. [Read More](#)



Tegin Roche Woods

ENVIRONMENT

>Kimball International's corporate headquarters in Jasper, IN, earned WELL Certified™ Platinum through the International WELL Building Institute. Earlier in 2022, the

company was also one of the first furniture manufacturers to have multiple corporate showrooms obtain the WELL Health-Safety Rating. "We are incredibly proud to achieve WELL Certified Platinum for our corporate headquarters," said Jessica Gubbins, Senior Director of Brand Marketing, Kimball International. "With one of our guiding principles being 'Our People are Our Company' it is incredibly important to us to have an environment that puts the health and safety of our people first, and also gives us the opportunity to share the benefits of being WELL Certified with our guests." [Read More](#)



Kimball International headquarters WELL Certified™ Platinum

officeneWSwire



IIDA Global Excellence Awards Corporate Space Large Winner – Boston Consulting Group, Toronto, by HOK

PROJECTS

>IIDA announced the winners of the 2022 IIDA Global Excellence Awards across 15 categories. "It is a pleasure to highlight an impressive array of projects from around the world," said IIDA Executive Vice President and CEO Cheryl S. Durst. "The winners in each category exemplify the future thinking approach our industry is embracing and depict the level of thoughtfulness and design distinction firms continue to mold into

their work." Winning projects will be honored at a special celebration on Jan. 21 at The Secret Gallery in Paris, alongside the 2022 Best of Asia Pacific Design Awards winners. The Best of Competition winners for both competitions will be revealed during the celebration. [Read More](#)



Landscape Forms: Lighting Road Show



EVENTS

>The 2023 Interior Design Show taking place this week, Jan. 19-22 at the Metro Toronto Convention Centre, added new features and expanded its lineup of keynote speakers. IDS23 official Presenting Sponsor Miele will represent this year's show theme through an interactive 'Sustainability Alley'. The presentation will demonstrate

Miele's dedication to expanding environmental and climate protection through all areas of its business. Event sponsor Caesarstone will debut the launch of its multi-material surfaces portfolio in an installation entitled JUXTAPOSED, designed by Brian Brown Studio. IDS23 also added to its speaker lineup, including a new panel discussion, "The Future of Toronto: The Next 5 Years" plus keynote conversa-

tions with Claire Weisz, Todd Bracher, Bonnie Hvillum, and Ian Rolston taking place on the show's trade days. The show will also introduce another stage with additional programming presented by GRAY Magazine in collaboration with the Association of Registered Interior Designers of Ontario and Interior Designers of Canada. [Read More](#)

>Landscape Forms announced Part III of its 2022-2023 Lighting Road Show.

Met with an overwhelmingly positive response from attendees throughout the Midwest and East Coast, the company decided to extend the Lighting Road Show into the first half of 2023. Recently, the company's lighting division has overseen the release of several innovative and aesthetically compelling lighting solutions like those from the Typology Collection created with Designworks, a BMW Group company, Profile created with award-winning lighting designer Linnaea Tillett, and SHUFFLE created with global leader in innova-

Interior Design Show
Jan 19-22
2023
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tive lighting and smart city technology Schröder. These recent lighting solutions join a selection of Landscape Forms' other most popular lighting products to make for a diverse showcase of the different roles and forms outdoor lighting systems can take on. The company's varied lighting catalogue is showcased in a custom-configured Sprinter van for quick and convenient mobile demonstration. Part III of the Lighting Road Show begins with stops in Florida, followed by Alabama, Louisiana, Texas, Oklahoma, Kansas, Tennessee, Missouri, Colorado, Utah, Arizona, California, Oregon, Washington, western Canada, and more destinations to be announced soon. [Read More](#)

>Solomon Coyle's Winter Session of Project Management Training is scheduled to begin Feb. 8 and 9, with classes for Haworth, MillerKnoll, Steelcase, and Non-Aligned Dealers. The program simultaneously addresses dealer goals for margin protection, customer satisfaction and retention. It provides the necessary foundation project management teams need by teaching the fundamentals of analyzing, planning, and managing the client, the contract, and the project. [Read More](#)

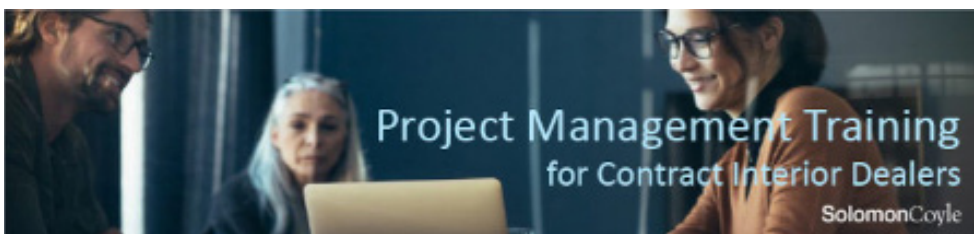
Winter Stations



>Winter Stations, back again for its 9th year, revealed the five winning designs plus three student designs to be showcased this year.

Launched by RAW Design, Ferris + Associates and Curio in 2015, this competition aims at capturing the imagination of designers, artists, and architects to create bold designs that spark conversations. For this year, it will once again transform the lifeguard stations at Toronto's Woodbine beach. In addition, two winning stations, Conrad and (the)HOME, will anchor a satellite exhibit sponsored by Brixen Developments in Mississauga as Winter Stations expands its footprint westward. (Conrad was designed in honor of a raccoon that died on the corner of Yonge and Church in the summer of 2015 and inspired compassion and warmth in the hearts of people across the GTA.) The 2023 winning installations are slated to launch Family Day weekend and will be on display until the end of March with plans

to move the exhibit in the spring to Sir Casmir Gzowski Park in Etobicoke's Sunnyside neighborhood sponsored by Mirabella Condominiums. The theme for this year's competition is Radiance, and designers were asked to celebrate their growth, inner strength, and freedom in defining and showing what Radiance means to them. See the officenewswire post for more details on the winning stations. [Read More](#)



Solomon Coyle PM Training

business

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BUSINESS AFFAIRS

>MillerKnoll, Inc. on Dec. 21 released its FY23 second-quarter results (dollars in millions except EPS):

3 Mos. Ended	12.3.22	11.27.21	%Ch.
Net Sales	\$1,066.9	\$1,026.3	4.0%
Gross Mar.	\$367.6	\$353.0	4.1%
Gross Mar.%	34.5%	34.4%	1.8%
Oper. Exp.	\$328.9	\$346.8	-5.2%
Adj. Op. Exp.	\$303.9	\$294.4	3.2%
Oper. Earn.	\$38.7	\$6.2	524.2%
Net Earnings	\$16.0	-\$1.7	-
EPS (dil.)	\$0.21	-\$0.02	-
Adj. EPS	\$0.46	\$0.54	-14.8%
Orders	\$1,013.4	\$1,157.9	-12.5%
Backlog	\$815.4	\$967.3	-15.7%

6 Mos. Ended	12.3.22	11.27.21	%Ch.
Net Sales	\$2,145.7	\$1,816.0	18.2%
Gross Mar.	\$739.7	\$630.7	17.3%
Gross Mar.%	34.5%	34.7%	1.3%
Oper. Exp.	\$650.2	\$677.1	-4.0%
Adj. Op. Exp.	\$613.6	\$529.6	15.9%
Oper. Earn.	\$89.5	-\$46.4	-
Net Earnings	\$41.8	-\$63.1	-
EPS (dil.)	\$0.55	-\$0.94	-
Adj. EPS	\$0.90	\$0.98	-8.2%
Orders	\$2,026.5	\$2,074.4	-2.3%

Highlights:

-Sales growth of 4% over the prior year, up 8% organically

-Year-over-year operating margin expansion in the Americas Contract and International Contract & Specialty segments

-Continued progress with the integration of Knoll: \$101 million of run-rate cost synergies captured to date; Increased targeted run-rate cost synergies from \$120 million to \$140 million within three years of the Knoll acquisition

This earnings release was in the form of a quarterly letter to shareholders jointly signed by MillerKnoll President and CEO **Andi Owen** and CFO **Jeff Stutz**. (Posted on officenewswire [here](#).)

At the end of the quarter, the company's liquidity position reflected cash on hand and availability on its revolving credit facility totaling \$428.4 million.

Results by Operating Segment (dollars in millions):

3 Mos. Ended	12.3.22	11.27.21	%Ch.
Americas Contract			
Net Sales	\$529.7	\$499.3	6.1%
Oper. Earn.	\$25.3	-\$10.9	-
Adj.Op.Earn.	\$42.8	\$12.5	242.4%
International Contract & Specialty			
Net Sales	\$264.9	\$247.0	7.2%
Oper. Earn.	\$28.3	\$14.8	91.2%
Adj.Op.Earn.	\$32.0	\$25.4	26.0%
Global Retail			
Net Sales	\$272.3	\$280.0	-2.8%
Oper. Earn.	\$2.0	\$34.4	-94.2%
Adj.Op.Earn.	\$3.8	\$36.9	-89.7%

Industry Stock Prices

	1.13.23	12.30.22	9.30.22	7.1.22	4.1.22	12.31.21	%frYrHi	%fr50-DayMA
MillerKnoll	22.7	21.0	15.6	26.4	34.4	38.9	-45.5%	7.8%
HNI	30.7	28.4	26.5	34.6	37.0	42.1	-31.1%	6.6%
Inscape	0.1	0.0	0.2	0.8	0.8	1.0	-95.5%	33.7%
Interface	11.0	9.9	9.0	12.7	13.9	16.0	-26.7%	4.8%
Kimball	7.3	6.5	6.3	7.8	8.5	10.2	-31.7%	4.9%
Leggett	35.4	32.2	33.2	35.2	35.5	41.2	-15.7%	3.9%
Mohawk	118.7	102.2	91.2	129.0	124.2	182.2	-30.0%	16.7%
Steelcase	7.7	7.1	6.5	10.7	11.8	11.7	-40.3%	2.4%
Virco	4.8	4.5	4.3	3.9	2.9	3.0	-3.4%	12.5%
SUM	238.3	211.9	192.8	260.9	269.1	346.2		
DJIndust	34,303	33,147	29,590	31,097	34,818	36,338	-4.3%	2.4%
DJIndust	23,724	21,053	28,645	26,820	26,600	25,929	-19.8%	5.7%

business

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6 Mos. Ended	12.3.22	11.27.21	%Ch.
Americas Contract			
Net Sales	\$1,067.1	\$880.6	21.2%
Oper. Earn.	\$45.7	-\$21.5	-
Adj.Op.Earn.	\$69.3	\$24.8	179.4%
International Contract & Specialty			
Net Sales	\$537.4	\$414.1	29.8%
Oper. Earn.	\$56.2	\$21.4	162.6%
Adj.Op.Earn.	\$62.4	\$42.9	45.5%
Global Retail			
Net Sales	\$541.2	\$521.3	3.8%
Oper. Earn.	\$19.8	\$60.8	-677.4%
Adj.Op.Earn.	\$23.6	\$66.4	-64.5%

(The Americas Contract segment includes the operations associated with the design, manufacture, and sale of furniture products directly or indirectly through an independent dealership network for office, healthcare, and educational environments throughout North and South America. The International Contract and Specialty segment includes the operations associated with the design, manufacture, and sale of furniture products, indirectly or directly through an independent dealership network in Europe, the Middle East, Africa, and Asia-Pacific as well as the global operations of the Specialty brands, which include Holly Hunt, Spinneybeck, Maharam, Edelman, and Knoll Textiles. The Global Retail segment includes global operations associated with the sale of modern design furnishings and accessories to third party retailers, as well as direct to consumer sales through eCommerce, direct-mail catalogs, and physical retail stores.)

Outlook

Net sales in the third quarter of fiscal year 2023 are expected to range between \$980 million to \$1,020 million. The mid-point of this range implies a revenue decrease of 2.9% compared to the same quarter last fiscal year on a reported basis and a decrease of 0.7% on an organic basis. This guidance takes into consideration the relative seasonal slowdown normally experienced from the second to the third quarter. Adjusted earnings per share are anticipated to be between \$0.40 to \$0.46 for the quarter.

MillerKnoll's complete 2Q23 earnings release, including all tables, and a replay of its Dec. 21 Q&A conference call webcast may be accessed in the Investors section of the company's website: www.millerknoll.com/investor-relations

>Steelcase Inc. on Dec. 19 announced its FY23 third-quarter results (dollars in millions except EPS):

3 Mos. Ended	11.25.22	11.26.21	%Ch.
Revenue	\$826.9	\$738.2	12.0%
Gross Profit	\$237.8	\$203.6	16.8%
Oper. Exp.	\$208.1	\$187.7	10.9%
Oper. Inc.	\$20.5	\$15.9	28.9%
Net Inc.	\$11.4	\$9.6	18.8%
EPS (dil.)	\$0.10	\$0.08	25.0%

9 Mos. Ended	11.25.22	11.26.21	%Ch.
Revenue	\$2,430.9	\$2,019.6	20.4%
Gross Profit	\$680.2	\$565.1	20.4%
Oper. Exp.	\$630.4	\$547.1	15.2%
Oper. Inc.	\$36.8	\$18.0	104.4%
Net Inc.	\$19.6	\$6.2	216.1%
EPS (dil.)	\$0.17	\$0.05	240.0%

Highlights:

-Revenue and earnings growth driven by strong beginning backlog and year-over-year pricing benefits

-Gross margin improved 120 basis points compared to prior year driven by a 280 basis point improvement in the Americas

-Actions to reduce cost structure expected to produce approximately \$30 million of annualized savings

-Fourth quarter outlook projects earnings growth compared to prior year driven by pricing benefits and includes savings from recent actions

Business Segment Results (dollars in millions):

3 Mos. Ended	11.25.22	11.26.21	%Ch.
Revenue			
Americas	\$594.7	\$500.3	18.9%
EMEA	\$157.7	\$168.2	-6.2%
Other	\$74.5	\$69.7	6.9%
Operating income/loss			
Americas	\$21.2	\$11.1	91.0%
EMEA	\$4.2	\$8.3	-49.4%
Other	-\$0.3	\$2.0	-
Revenue mix			
Americas	71.9%	67.8%	
EMEA	19.1%	22.8%	
Other	9.0%	9.4%	

9 Mos. Ended	11.25.22	11.26.21	%Ch.
Revenue			
Americas	\$1,767.1	\$1,399.9	26.2%
EMEA	\$451.9	\$430.7	4.9%
Other	\$211.9	\$189.0	12.1%
Operating income/loss			
Americas	\$63.5	\$40.8	55.6%
EMEA	-\$1.3	\$1.0	-
Other	-\$4.5	-\$7.5	-
Revenue mix			
Americas	72.7%	69.3%	
EMEA	18.6%	21.3%	
Other	8.7%	9.4%	

(The Americas segment serves customers in the U.S., Canada, the Caribbean Islands, and Latin America with a comprehensive portfolio of furniture and architectural products marketed to corporate, government, healthcare, education, and retail customers through the Steelcase, Coalesse, AMQ, Smith System, Orangebox, Viccarbe, and Halcon brands. The EMEA

segment serves customers in Europe, the Middle East, and Africa primarily under the Steelcase, Coalesse, Orangebox, and Viccarbe brands, with a comprehensive portfolio of furniture and architectural products. The Other category includes Asia Pacific and Designtex.)

The Board of Directors declared a quarterly cash dividend of \$0.10 per share, to be paid on or before Jan. 13 to shareholders of record as of Jan. 3.

Outlook

At the end of the third quarter, the company's backlog of customer orders was approximately \$854 million, which was 3% higher than the prior year. Consistent with recent quarters, the backlog includes a higher than historical percentage of orders scheduled to ship beyond the end of the next quarter. Orders through the first three weeks of the fourth quarter declined approximately 6% compared to the prior year. As a result, the company expects fourth quarter fiscal 2023 revenue to be in the range of \$740 to \$765 million. The company reported revenue of \$753.1 million in the fourth quarter of fiscal 2022. The projected revenue range is approximately flat, including on an organic basis, compared to the fourth quarter of fiscal 2022.

The company expects to report earnings per share of between \$0.05 to \$0.09 for the fourth quarter of fiscal 2023 and adjusted earnings per share of between \$0.11 to \$0.15. The estimates include:

- gross margin of approximately 29%, with projected pricing benefits, net of inflation, of approximately \$65 million as compared to the prior year,
- projected operating expenses of between \$195 to \$200 million, which includes \$6.5 million of amortization of purchased intangible assets and \$10 million of expected gains from the sale of fixed assets,
- estimated restructuring charges of approximately \$3 million,
- projected interest expense, investment income and other income, net, of approximately \$5 million and
- a projected effective tax rate of 28%.

A replay of Steelcase's Dec. 20 conference call webcast, including presentation slides, as well as the complete text of the company's 3Q23 earnings release, including all tables, may be accessed at <http://ir.steelcase.com>.

>The Solomon Coyle YE2022 Operational and Financial Benchmarking survey period is now open through Monday, Apr. 17. The survey includes the participation of **Allsteel, Haworth, MillerKnoll, Kimball International, Steelcase,** and **Teknion, LLC** aligned dealers. "This year we expect to see a general rise in revenue due to price inflation, higher bookings performance, and the beginning of a reduction in backlogs," said **Paul Holland**, Managing Principal at Solomon Coyle. "This likely rise in revenue should provide dealers with invaluable insights into changes in core expense, productivity, and profitability which will prepare dealers for a successful 2023 and inform decisions about 2024."

"There has been an extraordinary amount of change in the distribution channel these past couple of years," added **John Joseph**, head of business analytics. "Benchmarking helps leaders compress the time it takes to optimize their businesses for the new realities we are facing."

Dealers who complete the survey will have access to the full report, to be published in May. [Read More](#)



business

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TECHNOLOGY

>**Watson announced the launch of its CET Extension.** With this launch, users can specify Watson products for space planning, design and build configurations for different spaces, export a bill of materials, and produce quotes for customers all on one easy-to-use platform. Watson's CET extension includes the company's entire product catalog of over 14,000 SKUs. This enables users to build and experiment with many configurations, which streamlines the design and selling process. Items are categorized by both product collection and category to make it intuitive for designers to specify products that cover a diverse range of needs and applications. Users can easily incorporate Watson into their projects by dragging CET files representing different components from the catalog directly into the CET workspace to specify and build configurations and visualize projects.

"By utilizing the CET extension platform, we are better supporting the needs of dealer designers and the A&D community," **Rachel Whitaker**, Design Manager at Watson said. "We work in a complex and visually driven market where decisions are made quickly. Increased visibility to our products will be key to continued growth in current and future markets."

Watson's CET Extension can be installed via the **Configura Marketplace** and requires an active CET Commercial Interiors license. [Read More](#)

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Transwall Office Systems is looking to find the right partners to bring its architectural wall systems to established buyer networks and new marketing territories. We need partners to support the growing demand in geographies that we do not currently serve. Candidates are expected to provide an established network of Architects, Designers, General Contractors, and end users.

Transwall is a trusted supplier of demountable wall systems that offers over 60 years of reliable service and attractive, mid-market priced products.

With a history of business on the East Coast, Transwall has successfully served an established base of blue-chip clients across the U.S. and has expanded rapidly over the past 4 years.

Joining Transwall will provide consistent revenue stream for both independent sales representatives and exclusive dealer partnerships. Positions report into Transwall executive management. Only organizations capable of fast market access should inquire. The sky is the limit for this growing opportunity!

Transwall offers:

DOMESTIC MANUFACTURING

Located in West Chester Pennsylvania, 85,000 sq. ft. facility. State of the art powder coat paint line with custom colors available. Transwall has a staff of experienced project managers and customer service support personnel, CADD designers, engineers, and estimators. Our marketing department provides your team with materials and samples.

We provide specification and drawing support, on-site project management, engineered to order products and reliable installers. Transwall provides direct delivery with minimal shipments to the site. All glass is locally sourced. Field measurements and punch list items are completed by our dedicated project management teams or partnered installation teams. All products are manufactured and sourced in the United States.

EXCLUSIVE TERRITORIES

We are currently looking for representatives in the Southeast with a focus in Atlanta and Miami, as well as Chicago, Houston, San Francisco and Los Angeles. We will entertain other geographies on a case-by-case basis.

CORE VALUES

- > We never walk away from a problem.
- > We complete the project the right way the first time.
- > We employ a highly motivated group of employees.
- > We treat employees with respect & dignity.

Your team is welcome to visit Transwall Headquarters!

Applications via [Careers – Start a Great New Career at Transwall](#)