

The Business of Furniture | May 9, 2018

BOF



Scrappy and Dealer-Centric, AIS Finds the Right Formula in Leominster

BoF The Business of Furniture

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10 | Knoll Leaving the Mart After Upcoming NeoCon, Heading to Chicago's Hot Fulton Market Neighborhood

The decision is causing shockwaves in the industry as the Mart moves to fill the space that made up five percent of the building's entire contract inventory.



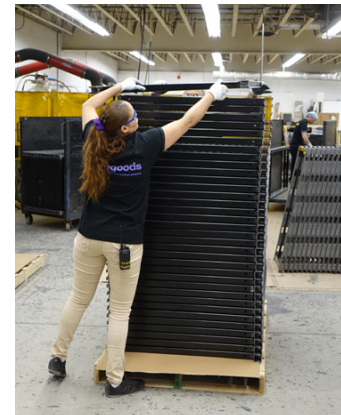
14 | Stelter Lands at Yulio

Despite the odds, Stelter keeps surfacing in the industry he loves, often pushing it forward and changing the way it thinks about itself — about what's possible in the office furniture industry.



18 | Dynamic Themes Emerging from the 2018 Hospitality Design Exposition & Conference

An overwhelming feeling of reminiscence toward classic design and elegance could be seen throughout the show.

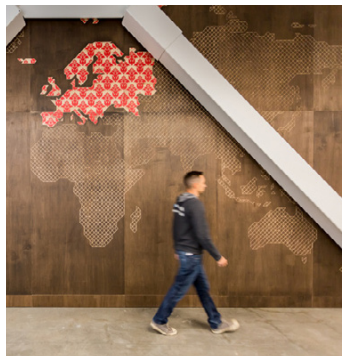


42 | Scrappy and Dealer-Centric, AIS Finds the Right Formula in Leominster

AIS always has been known as a little scrappy company that has grown consistently because it remembers to service its dealers first.



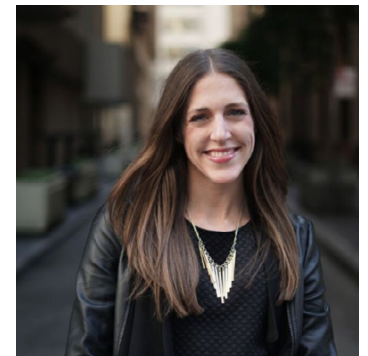
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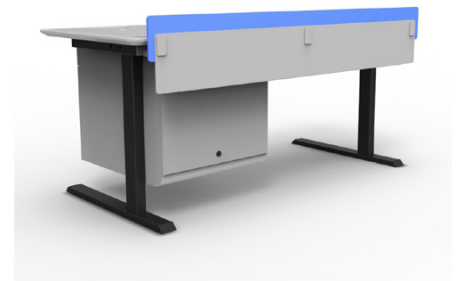
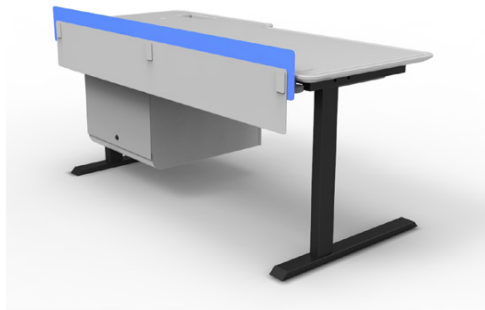
Egan Introduces Custom Built Height-Adjustable Table

➔ The Teaching Media Work Station is a perfect example of how Egan is dedicated to work hand in hand with you to make your designs come to life.

Through the Egan Custom Response program, the Teaching Media Work Station was inspired by the GlassWrite

PowerPlane height-adjustable table. A higher education institution came to Egan with a spec that leverages the height-adjustable technology of the Glasswrite PowerPlane Table, but required more storage and increased functionality for its lecture halls. With Egan designers, the teaching media work station was created to include the following enhancements:

- An Etex surface with a custom color pen tray notched into the perimeter of the table
- A 10-unit media rack to for teaching aids that is accessible, yet securely disguised in a lockable storage unit attached to the work station
- A back-painted glass modesty panel, pull-out keyboard tray and cable management.



WALL PARTITIONS

Kirei Introduces EchoScreen Rolling Track

➔ Kirei USA, a provider of acoustic solution materials, has launched an innovative wall partition spatial problem-solver — EchoScreen Rolling Track.



A modular solution for visual and acoustic space division, EchoScreen panels may be hung from the ceiling or mounted to nearly any wall surface. The panels, placed individually or in groups, segment space and help reduce sonic and visual overstimulation, creating healthier and more productive work spaces.

EchoScreen's Rolling Track hardware came out last month. It allows for panels to run on a moveable track and can be installed in continuous runs or side-by-side for bypass or overlapping screen panels.

Beyond the standard designs, EchoScreen panels can be custom printed and cut in a variety of

20 neutral and vibrant colors. Panels measure 94 inches tall by 46 inches wide and are made from a combination of recycled PET and aluminum by Woven Image, the maker of EchoPanel products distributed exclusively in North America by Kirei. Components can be reused or recycled at the end of life.

DESKS

Poppin Introduces Translucent Privacy Panel

➡ While it is important to feel at home in your workplace, possessions like bags and shoes under your desk can often take a toll on the professionalism of your space. From the receptionist's desk that greets visitors as they enter the office, to the desk of the executive who has no spare time for organizing, it's important to keep unsightly clutter out of view.

The Translucent Privacy Panel from Poppin provides visual privacy below the desk, optimizing the brand's benching systems to free-stand in an open office environment. Designed to softly diffuse light and sight, they're compatible with both Poppin's Series A and Loft Desks.



SEATING

ercol Introduces VON



➡ VON by Hlynur V. Atlason is ercol's first collection designed with public spaces in mind. Ercol commissioned Atlason to use Lucian Ercolani's classic 427 chair from 1956 and reimagine the design in a collection that reflects the versatility of modern life. VON establishes a fluidity between home, workspace and hospitality settings with pieces that can be used alone or together to create numerous compositions.

VON is ercol's first modular collection combines Atlason's design expertise and research-intensive practice with the simple hardwood frames and high-quality craftsmanship the British heritage brand is known for. The result is a versatile collection of Windsor pieces that can be arranged in endless ways for the home or public spaces.