

**Knoll Sales Grow 13.7% as Margins Increase • O'Sullivan to Dismiss 735 Workers
Sales Fall at HNI in Latest Quarter**


The Monday Morning Quarterback • April 23, 2007

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Knoll California Dealer Heads to Seattle

Western Office Interiors, largest dealer in Knoll Western Division, to expand to Seattle region

Knoll, Inc. Wednesday announced that Western Office Interiors, a "premier" Knoll dealer operating throughout Southern California, will expand its operations to the Seattle region.

Western Office Interiors, headquartered in Los Angeles, clients include Jet Propulsion Laboratory, KPMG, Toyota, UCLA, Walt Disney Company and Warner Brothers.

"We are proud that Knoll has earned a leadership position in the Seattle office furnishings market," said Rosa K. Sinnott, Divisional Vice President, Knoll Western Division, "and excited to expand our partnership with Mike Dona and his team at Western Office Interiors as we continue to create offices of enduring value that reflect the Knoll design and quality standard."

"We look forward to earning the trust of the Seattle community, both with new products and with new service initiatives," said Mr. Dona, CEO, Western Office Interiors.

Western Office Interiors initiatives include a new corporate facility designed to enhance productivity; technology upgrades; process improvement and Six Sigma training for its employees. As part of its Seattle expansion, the dealership recently appointed Lisa Arthofer, a former Knoll sales representative, to its sales team.

Knoll clients in the Seattle region include Davis Wright Tremain, Preston Gates and Callison.

Founded in 1918 and a Knoll dealer since 1990, Western Office Interiors is the largest Knoll dealer in the company's Western Division.

Knoll Sales Grow 13.7% as Margins Increase

Sales, Operating Profit, Net Income, EPS and Backlog all grow by double digits

Knoll, Inc. Thursday reported results for the first quarter ended March 31, 2007. Net sales were \$247.9 million for the quarter, an increase of 13.7% from first quarter 2006. Operating income was \$30.8 million, or 12.4% of net sales, an increase of 40.6% from the first quarter 2006, net income was \$14.8 million, an increase of 45.1% over the first quarter 2006, and earnings per share was \$0.30 compared to \$0.20 adjusted earnings per share in the prior year.

"Knoll is firing on all cylinders," said Andrew Cogan, Chief Executive Officer. "Thanks to the breadth and diversity of our growth initiatives, for the third year in a row we are growing our sales faster than the industry. And, importantly in 2007, investments in our operations are resulting in significant improvements in both our gross and industry leading operating margins."

"We are encouraged by the ongoing activity in the business and look forward to an exciting NeoCon trade show in June, as we continue to make investments in strengthening and expanding our product portfolio. I want to congratulate and thank our associates and dealers for their strong performance and continued commitment to our success."

Net sales for the quarter were \$247.9 million, an increase of \$29.8 million, or 13.7%, over the first quarter of 2006, with all of their product categories continuing to experience double digit growth.

Backlog of unfilled orders at March 31, 2007 was \$193.5 million, an increase of \$19.4 million, or 11.1% compared to unfilled orders at March 31, 2006.

Gross profit for the first quarter of 2007 was \$84.5 million, an increase of \$14.7 million or 21.1%, over the same period in 2006. Gross margin increased to 34.1% from 32.0% in the same quarter of 2006 and sequentially increased from 32.6% in the fourth quarter of 2006. The increase from the first quarter of 2006 largely resulted from improved price realization, increased volume allowing for better absorption of fixed costs and lower material costs as a result of their global sourcing initiatives. These positive measures were partially offset by inflationary pressures on their material and labor costs.

Operating expenses for the quarter were \$53.7 million, or 21.7% of sales, compared to \$47.8 million, or 21.9% of sales, for the first quarter of 2006. The increase in operating expense dollars during the first quarter of 2007 was due to investments in growth initiatives and higher variable sales and incentive compensation as a result of increased sales levels and higher operating profits. In addition, first quarter 2006 operating expenses included \$392 thousand of secondary offering costs.

Our operating income increased to 12.4% of sales from 10.0% of sales in the same period in the prior year.

Interest expense increased \$1.2 million due to increased average debt for the quarter coupled with higher average interest rates. Other income (expense) decreased approximately \$600 thousand due to losses from foreign currency translation.

The effective tax rate was 38.0% for the quarter, as compared to 39.1% for the same period last year. The decrease in the effective tax rate is

O'Sullivan to Dismiss 735 Workers, Close Plant

The move followed months of efforts by O'Sullivan to restructure its debt and maintain its business

Score another one for cheap imports. Two years after filing for bankruptcy protection, O'Sullivan Industries said last Monday that it is closing its Lamar, MO plant, firing 735 workers and leaving a 1 million square foot plant empty. The move followed months of efforts by O'Sullivan to restructure its debt and maintain its business through the refinancing of its senior loans or the sale of the company.

The announcement last Monday that the maker of ready-to-assemble furniture would shut down sometime between July and October ended months of financial uncertainty for the Lamar's biggest employer.

In March O'Sullivan reduced all employees' pay by 6.6 percent and said it was suspending matching contributions to savings and profit-sharing plans to help its cash flow.

Founded in the St. Louis area in 1954, O'Sullivan moved to Lamar in 1965.

Corporate headquarters were moved to Atlanta after Robert S. Parker was appointed president and chief executive officer in 2004. Parker had previously served as CEO of Atlanta-based Newell Rubbermaid's Sharpie/Calphalon Group.

O'Sullivan emerged from Chapter 11 bankruptcy protection in April 2006 and later closed its smaller plant in Virginia while appointing a new CEO, Rick Waters. But financial problems continued.

According to the Associated Press, Sauder Woodworking Co., of Archibald, Ohio, will purchase some of O'Sullivan's assets, including intellectual patents, licenses and brands, in a deal that was reached

24 BY 7**A heads up on what's happening****Some winners, some less so**

Earnings season for the office furniture industry is just about over, and clearly there are some winners and some that are clearly not winning. The first quarter of the year, which for some manufacturers includes December sales, is always tricky.

When viewed through the lens of the MMQB Index, 2007 isn't shaping up to be very good. As of Friday the Index was down 0.17% since the beginning of the year. Not bad, but contrast that with the Dow Jones industrial average which surged to another record high and close to the 13,000 mark Friday. As for the other so-called major averages, the S&P 500 hit a six-and-a-half year high, gaining 2.2% this week and rising 0.9% to 1484.35 on Friday. In fact all of the major averages rallied sharply amid stronger-than-expected corporate earnings and benign inflation data. But not the office furniture industry.

Investors were in a funk after HNI posted lower sales from those a year ago. Even worse, profits were down 27.7%. "Our office furniture business did not perform as anticipated as soft orders in the supplies driven channel resulted in lower overall sales growth and profitability," said HNI chief Stan Askren.

It is helpful to keep in mind that Askren is referring to the "supplies driven channel" not the contract channel specifically. Still, when you're the largest unit volume shipper of office furniture on the planet, a slowdown in one area (like the Hearth division) is going to hurt. Adding insult to injury, the research firm of Robert W. Baird downgraded HNI's shares to "underperform" from Neutral.

Knoll, which competes solely in the contract arena, continues to take marketshare from competitors (all the usual suspects). When Knoll CEO Andrew Cogen says "Knoll is firing on all cylinders," he isn't kidding. More than a few office furniture executives have mentioned Knoll's growing sales (threat?) to me in conversations lately. Knoll has also been strengthening their dealer ranks lately outside of the East coast, which surely is helping. The company is also projecting revenues as high as \$272 million for the current quarter, which should easily push the company into the billion dollar club. Meanwhile, despite increasing raw material costs, the company managed to grow income 45.1% last quarter.

Knoll was definitely the winner last quarter.

largely due to the mix of pretax income in the countries in which we operate. Net income for the first quarter 2007 was \$14.8 million, or \$0.30 per share, as compared to \$10.2 million, or \$0.20 adjusted earnings per share, for the same quarter in 2006.

Cash generated from operations during the first quarter 2007 was \$2.0 million, compared to \$15.2 million used in operations the year before. Capital expenditures for the period totaled \$3.0 million compared to \$1.2 million for 2006. The company repurchased approximately 0.5 million shares of its stock for \$13.5 million during the first quarter of 2007 compared to 0.8 million shares for \$16.3 million during the first quarter of 2006. The company also had net borrowings during the first quarter of 2007 of \$7.0 million primarily to fund working capital compared to net borrowings of \$16.4 million during 2006. The company also paid a quarterly dividend of \$5.3 million or \$0.11 per share in the first quarter of 2007 compared to \$5.2 million or \$0.10 per share in the first quarter of 2006.

Barry L. McCabe, Chief Financial Officer said, "We are very pleased with both our gross and operating margin expansions and the strength of our balance sheet. We reduced our leverage ratio to 2.4 to 1 and have \$106 million available to us under our revolving credit facility."

The company stated that it expects second quarter 2007 revenue to be in the \$262-272 million range, an increase of 6%-10% from the second quarter of 2006. Earnings per share estimates are between \$0.35 and \$0.37.

Profits, Sales Fall at HNI in Latest Quarter

The office furniture business did not perform as anticipated

HNI Corporation Thursday announced first quarter sales of \$609.2 million, down 5.6% from \$645.6 million reported in the same quarter

The Monday Morning Quarterback

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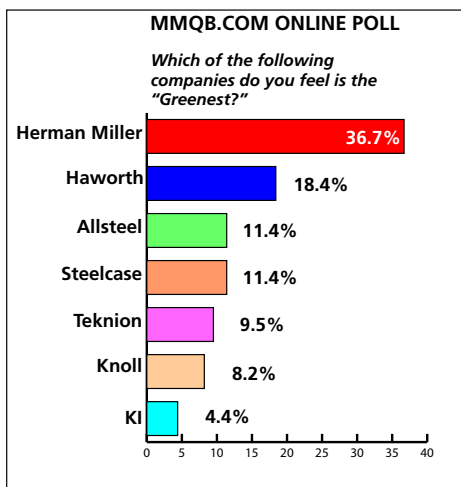
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last year. Income from continuing operations was \$20.7 million for the quarter ending March 31, 2007, down 27.7% from income of \$28.6 million reported in the quarter a year ago. Net income per diluted share from continuing operations for the quarter was \$0.43, down 21.8% from \$0.55 reported in the same quarter last year.

"Overall, combined results were in line with our first quarter expectations. Operating cash flow was strong. Our hearth segment experi-

enced the impact of the declining housing market as expected while actions taken to right size the cost structure contributed to higher than anticipated profitability. Our office furniture business did not perform as anticipated as soft orders in the supplies driven channel resulted in lower overall sales growth and profitability," said Stan Askren, HNI Corporation Chairman, President and Chief Executive Officer.

While consolidated net sales for the first quarter decreased 5.6 percent to \$609.2 million, acquisitions contributed \$15.5 million or 2.4 percentage points of sales.

Gross margins were 1.6 percentage points lower than prior year primarily due to decreased volume. Price increases implemented late in the prior year more than offset the moderate increase in material costs experienced during the quarter.

Total selling and administrative expenses decreased due to lower volume, cost containment initiatives, and lower restructuring costs.

The annualized effective tax rate for first quarter 2007 decreased to 35.5 percent compared to 36.5 percent in first quarter 2006 due to additional benefits from the U.S. manufacturing deduction and the reinstatement of the research

tax credit partially offset by higher state taxes.

Net income per share was favorably impacted \$0.03 per share as a result of the Corporation's share repurchase program. Cash flow from operations for the first three months increased to \$40.8 million compared to \$8.7 million last year. The increase was primarily due to timing of trade receivables collections. Capital expenditures were \$13.3 million in 2007 compared to \$14.2 million in 2006.

The corporation repurchased 285,645 shares of its common stock at a cost of approximately \$13.1 million, or \$45.93 per share, during the first quarter of 2007, compared to \$16.6 million in the same period last year. Approximately \$126.7 million remains under the current repurchase authorization.

During the quarter the company made the decision to sell a small, non-core component of the office furniture segment know as Smart-space (formerly Holga).

First quarter net sales for the office furniture segment increased \$10.2 million to \$497.9 million as \$14.7 million of incremental sales from acquisitions offset lower sales from the supplies driven channel.

Operating profit for the quarter decreased \$1.6

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million primarily as a result of lower volume. Acquisitions negatively impacted profitability as anticipated. Operating profit was positively impacted by \$1.9 million lower restructuring related costs compared to first quarter 2006.

First quarter net sales for the hearth products segment decreased \$46.6 million reflecting declining housing and market conditions. Acquisitions completed during 2006 contributed approximately \$0.8 million.

Operating profit for the quarter decreased \$4.0 million due to lower volume offset partially by cost reduction initiatives implemented during the fourth quarter 2006, and a smaller mix of lower margin remodel/retrofit business.

"The office furniture industry has moderated. In particular, we've experienced softness in the supplies driven channel. We do not anticipate these trends to improve during 2007. In addition to our focus on accelerating growth, we are actively identifying structural and operating cost reductions in response to these market conditions," said Askren.

"Market conditions for the hearth business continue to be impacted by housing market conditions. Sales and profitability will continue to be challenged through 2007. The hearth group has done an effective job to drive share gains and right size the cost structure to drive solid long-term profitability," said Askren.

COMPONENTS

Leggett & Platt Reports Higher Quarterly Earnings on Slight Decline in Revenues

Revenue declined 2 percent to \$1.29 billion, down from \$1.32 billion in the year-earlier period, and below analysts' estimates of \$1.34 billion

Industry component supplier Leggett & Platt reported earnings of \$.41 per diluted share for the first quarter, including a \$.07 benefit from discontinued prime foam operations (both gain on sale and operating results). Per share earnings in the first quarter of 2006 were \$.33, and included \$.04 of restructuring-related expenses, and \$.03 of income from discontinued prime foam operations.

Quarterly sales of \$1.29 billion (from continuing operations) were 2.2% lower than in the first quarter 2006. Same location sales decreased 3.7%, but were partially offset by a 1.5% increase in revenue due to acquisitions (net of dispositions).

David S. Haffner, President and CEO said, "First quarter sales and earnings were in line with the guidance we shared in January. Volume was weak in most of the U.S. home-related, aluminum and retail markets that we serve. However, we saw strength in certain international markets, in machinery, and in a portion of our commercial vehicle products. We continue to benefit from the restructuring we completed last summer, and are attaining the expected operational progress despite market weakness.

"In line with our previously stated intent, we are beginning to make modifications to our business portfolio. We sold one business unit that contributed about 4% of our annual sales, and we added two new acquisitions to the portfolio. There will likely be similar moves in the future. Our recently appointed business development executives are getting their footing, and we are beginning to see the influence of their study and recommendations.

"We continue to have a strong balance sheet, and plenty of cash to fund the growth we contemplate. During 2007, we expect to generate about \$700 million of cash, largely from operations, but supplemented with proceeds of the Prime Foam sale and continued gradual increase of net debt to targeted levels. We expect to spend a bit over \$200 million of that cash on dividends and maintenance capital. The remainder is available for investment in organic growth and acquisitions. Unused cash flow, if any, will likely be spent on stock repurchases."

During the quarter the company completed two acquisitions that should add about \$80 million to annual sales. The first, in the Specialized Products segment, is a designer and assembler of docking stations that secure computing and electronic equipment inside of vehicles; this acquisition broadens the company's suite of products for commercial vehicle interiors. The second, a move downstream in the Industrial Materials segment, manufactures coated wire products, including racks for dishwashers, and presents Leggett with significant cross-segment selling opportunities and expanded technologies.

The company divested its Prime Foam operations, which primarily produce commodity foam used for cushioning by upholstered furniture and bedding manufacturers. (Leggett is retaining its foam operations that manufacture carpet underlay.) This sale marks the largest divestiture in Leggett's history, generating a pre-tax gain of \$24 million. The absence of prime foam sales should impact Leggett's operating earnings by approximately \$.04 per share for the remainder of 2007 (a bit more than \$.01 per share for each of the next three quarters). The

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net impact of the divestiture (i.e. gain on sale less foregone operating results) on 2007 earnings is an increase of about \$.02 per share. For the full years 2005 and 2006, the Prime Foam operations contributed, respectively, \$143 and \$192 million of revenue and \$.03 and \$.07 of per share earnings.

In 2006, Leggett purchased 6.2 million shares of its stock at an average cost of about \$24 per share; shares outstanding declined by 4.6 million, or 2.5%, to 178.0 million shares at year end 2006. During the first quarter the company purchased an additional 1.7 million shares, and issued 1.1 million shares through benefit plans; as a result, shares outstanding declined to 177.4 million.

Full year 2006 revenues, excluding discontinued operations, were \$5.31 billion. Full year 2007 sales, excluding discontinued operations, are anticipated to be approximately \$5.4 billion, an increase of 2%. Acquisitions completed to-date should add about 2% to annual sales; same location sales are expected to be essentially flat.

Full year 2007 earnings are anticipated to be \$1.60-\$1.80 per share. The \$.05 decrease versus January guidance (of \$1.65-\$1.85) reflects increased steel costs and expectations that market softness may persist for longer than previously believed. The sale of Prime Foam has little net effect on guidance since the gain on sale is essentially offset by the absence of this business' previously anticipated operating results. For reference, full year 2006 earnings were \$1.61 per share, and included \$.05 of net non-recurring income, \$.07 of income from discontinued Prime Foam operations, and \$1.49 from continuing operations. Full year 2007 per share earnings also include \$.07 of income from discontinued operations, an anticipated \$.05 of non-recurring income (likely in the second quarter), and \$1.48-\$1.68 from continuing operations.

For the second quarter, Leggett anticipates sales of \$1.35-1.40 billion, an increase of about 1% versus 2Q 2006 (excluding discontinued operations). Quarterly earnings are anticipated to be \$.42-\$.47 per share, and include an estimated \$.05 per share for non-recurring benefits.

Sales from Residential Furnishings (from continuing operations) decreased \$9 million, or 1%; acquisitions (net of restructuring and divestitures) added \$21 million to sales, but were more than offset by a 5% decline in same location sales. EBIT (earnings before interest and income taxes) from continuing operations increased \$11 million. The increase reflects re-

structuring-related cost improvements, absence of last year's restructuring costs, and earnings from acquired companies; these were partially offset by the impact of reduced organic sales.

Commercial Fixturing & Components sales decreased \$16 million, or 6%. There have been no acquisitions within the last 12 months. EBIT decreased \$1 million, as benefits from restructuring and absence of last year's restructuring costs were more than offset by the impact of reduced sales.

Aluminum Products also declined \$16 million, or 11%, in part due to movement of a customer's barbecue grill manufacturing to overseas locations, end-market softness, and a work stoppage that impacted one of the company's customers. There have been no acquisitions within the last 12 months. EBIT decreased \$8 million due to reduced sales and operating inefficiency at some facilities.

Industrial Materials sales decreased \$14 million, or 7%. Same location sales declined 5%; divestitures removed \$4 million of sales.

Specialized Products total sales increased \$15 million, or 8%, almost entirely due to same location sales growth.

DEALERS

Memphis Knoll Dealer Sold

Genesis Development buys Office Evolutions

The **Memphis Business Journal** reported Tuesday that Commercial development consulting company Genesis Development LLC acquired office furniture dealer Office Evolutions.

Terms of the transaction were not disclosed. Both companies are based in Memphis, Tenn.

Founded in 1996 by owner Wade Max, Office Evolutions is the sole Knoll dealer in Memphis.

The company is also an Office Furniture USA dealer.

"Office Evolutions is a company with a rich history," said George Roberson, Genesis Development partner, in a statement. "It has quality product lines and a reputation for excellence in customer service."

Wade Max, founder of Office Evolutions, said that the purchase would bring a "fresh enthusiasm" to Office Evolutions' design and sales professionals and broaden the company's customer base. Max and partner Randy Cole will remain with the company.

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Product Briefs

Humanscale recently introduced the Switch Mouse, a new mousing solution that brings ergonomics to computer users.



This peripheral device designed by the Humanscale Design Studio teams two new innovations—a patented V-shaped base and a scrolling navigation dish—with incomparable adjustability to provide ultimate ergonomic comfort and safety for any computer user.



The tilted angle of the Switch Mouse, created by the V-shaped bottom of the device, accommodates a natural forearm position to reduce stress on the wrist. The Switch Mouse supports the arm at a 45 degree angle while an integrated palm support supports the entire hand. This natural, neutral position, the company says, helps prevent injury, including carpal tunnel syndrome, by eliminating contact between the wrist and work surface, encouraging use of the arm muscles, and allowing the delicate hand and wrist muscles to relax. A removable stabilizer helps to keep the Switch Mouse tilted in the optimal ergonomic position.

Another of the Switch Mouse's patented design innovations is the scrolling dish. This circular five-button dish provides navigation using much smaller increments of finger movement than traditional scrolling wheels, which put stress on finger muscles and wrist tendons, causing inflammation and fatigue. As an added benefit, the dish allows for horizontal scrolling.

For a customized mousing solution, Switch Mouse features four additional buttons which may be optionally programmed for user-specified functions—two conventionally positioned buttons on top of the mouse, and one button on each side of the mouse. All buttons are designed for comfortable, low-stress clicking. Unique among ergonomic mouse designs, the Switch Mouse's symmetric shape equally accommodates right- or left-handed use of the device. By simply repositioning the stabilizer, the mouse may be reconfigured to accommodate a left-handed user.

Additionally, the Switch Mouse offers Humanscale's patented size adjustability feature, which enables users of virtually any hand size to mouse in complete ergonomic comfort. With this feature, users may adjust the integrated palm support closer to or further away from the buttons and scrolling dish for a true custom fit.

The Humanscale Design Studio, led by Design Director Manuel Saez, is an award-winning team of more than a dozen designers from around the globe. In addition to developing new ergonomic and safe workplace solutions for Humanscale, the Design Studio offers its expertise to outside clients seeking high-performance ergonomic design services.



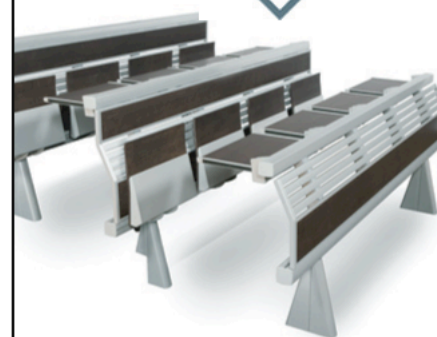
The **Ahrend 250** chair is intended for a target group specifically looking for a product that sets the trend in terms of its professional appearance, the use of high-quality materials and contemporary design. This design, by Frans de la Haye, builds on the successful Ahrend 240 'Centennial' which he designed to mark the occasion of Ahrend's one-hundredth anniversary in 1996.

A unique feature of the Ahrend 250 is the chair's backrest. This is made of a translucent membrane, in a misty, semi-transparent white, whose form adapts to the user's body, distributing pressure uniformly to ensure optimum comfort.

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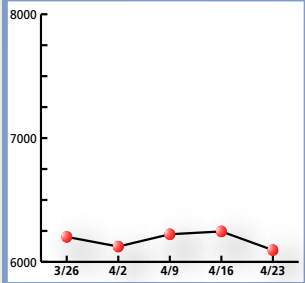


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MMQB Contract Furniture Index



MMQB INDEX FOR THE WEEK:

Close	Previous	Change
6095.52	6246.05	-150.53

52 week high	52 week low
6723.82	4813.63

YTD Gain or Loss: -0.30%

For the week the Dow added 2.8%, the S&P 500 was up 2.1%, while the Nasdaq climbed 1.4%. The MMQB Index however was down 2.5%.

New 52-week highs were achieved during the week by Flexsteel, Interface, Knoll, Steelcase, and United Stationers. There were no new 52-week lows.

COMPANY	SYM	CLOSE	CHANGE	52/W LOW	52/W HIGH	P/E	MKT CAP
Buhrmann NV	BUH	13.12	-.71	12.45	20.03	na	na
Chromcraft	CRC	8.99	-.12	7.80	13.62	na	55.44m
CompX Int'l Inc.	CIX	19.20	+2.73	14.13	20.70	25.13	293.11m
Design Within Reach	DWRI	5.94	+.14	4.45	6.90	na	85.65m
Flexsteel	FLXS	14.87	-.47	11.55	15.94	18.75	97.64m
Herman Miller	MLHR	35.88	+.52	25.77	40.79	19.27	2.28b
HNI	HNI	42.79	-4.03	38.34	55.00	17.47	2.05b
INSCAPE	INQ.TO	C4.48	+.04	C2.00	4.85	na	C43.6m
Interface	IFSIA	17.45	+.15	9.89	17.73	97.49	1.07b
Kewaunee	KEQU	10.69	-.06	7.38	11.90	34.71	26.64m
Kimball Int'l	KBALB	19.35	-.17	14.11	25.95	26.29	750.43m
Knoll Inc.	KNL	24.00	+.67	16.78	24.80	20.98	1.19b
Leggett & Platt	LEG	23.50	+.42	21.93	27.04	14.62	4.17b
Mity Enterprises	MITY	19.50	+.46	16.75	19.93	14.69	64.95m
Office Depot	ODP	26.17	+.97	32.23	46.52	20.16	10.0b
OfficeMax	OMX	53.24	-.33	32.29	55.40	44.74	3.99b
Staples	SPLS	26.37	-.28	21.08	28.00	20.04	18.91b
Steelcase	SCS	19.64	-.34	13.22	20.72	27.51	2.89b
Teknion Corp.	TKN.TO	C3.35	-.39	C2.95	C5.10	na	C81.0m
20-20 Technologies	TWT.TO	C6.45	-.05	C4.66	C7.75	18.42	C121.4m
United Stationers	USTR	62.67	+.82	44.56	62.91	14.87	1.86b
Virco	VIR	6.69	-.19	4.36	9.60	12.08	96.20m



U.S Office Furniture Production Est.

SOURCE: BIFMA

Year	Volume	% change
2006	\$10.8 billion	+7.9%
2007e	\$11.6 billion	+7.3%
2008e	\$12.4 billion	+7.1%

e=estimate Revised 2/20/2007

U.S Office Furniture Consumption Est.

SOURCE: BIFMA

Year	Volume	% change
2006	\$12.8 billion	+7.9%
2007e	\$13.8 billion	+7.3%
2008e	\$14.9 billion	+8.4%

e=estimate Revised 2/20/2007

Latest U.S Office Furniture Data

SOURCE: BIFMA

Month	Shipments	Orders
Sept 06	\$950 million	\$1 billion
Oct 06	\$900 million	\$950 million
Dec 06	\$1.01 billion	\$875 million

Revised February 2007

Value of U.S. Office Furniture Market (Millions of U.S. Dollars) SOURCE: BIFMA

Year	Production	%Change	Imports	Exports	Consumption	%Change
2006	\$10,820	7.4%	\$2,531	\$492	\$12,859	7.9%
2005	\$10,070	12.7%	\$2,280	\$438	\$11,912	12.3%
2004	\$8,935	5.1%	\$2,022	\$347	\$10,610	5.4%
2003	\$8,505	-4.3%	\$1,870	\$307	\$10,068	-2.5%
2002	\$8,890	-19%	\$1,777	\$338	\$10,328	-16.4%
2001	\$10,975	-14.4%	\$1,806	\$430	\$12,351	-17.0%
2000	\$13,285	8.5%	\$2,094	\$496	\$14,883	9.5%
1999	\$12,240	-0.9%	\$1,772	\$430	\$13,591	1.2%
1998	\$12,350	7.8%	\$1,532	\$454	\$13,428	9.6%

Revised 2/14/2007

Annual Shipments by Product Category SOURCE: BIFMA

Year	Seating	Desks	Storage	Files	Tables	Systems	Other
2005	26.3%	11.1%	7.6%	14.6%	7.5%	28.8%	4.2%
2004	26.5%	11.0%	7.9%	14.1%	7.2%	29.4%	3.9%
2003	26.6%	11.0%	8.0%	13.5%	6.8%	30.5%	3.5%
2002	25.7%	11.9%	6.3%	14.3%	6.8%	30.9%	4.1%
2001	25.2%	11.5%	6.0%	12.6%	7.1%	33.7%	3.9%
2000	24.9%	11.9%	4.9%	12.4%	6.4%	36.6%	3.0%
1999	25.3%	11.5%	4.4%	12.9%	6.9%	36.0%	2.9%
1998	24.6%	12.4%	4.3%	12.8%	6.3%	35.9%	3.7%



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EVENTS

NEW YORK / MAY 8-10, 2007
 LIGHTFAIR INTERNATIONAL 2007
 at the Jacob K. Javits Convention
 Center
 www.lightfair.com

LAS VEGAS / MAY 10-12, 2007
 Hospitality Design 2007 Expo and
 Conference, Sands Convention
 Center
 www.hdexpo.com

CHICAGO / June 11-13, 2007
 NeoCon World's Trade Fair at The
 Merchandise Mart
 www.merchandisemart.com

**LOS ANGELES / August 22-23,
 2007**
 NeoCon Xpress at the Los Angeles
 Convention Center
 www.merchandisemart.com

**TORONTO / September 27-28,
 2007**
 IIDEX/NeoCon Canada at the
 Direct Energy Centre, Exhibition
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**BALTIMORE / October 17-18,
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 NeoConEast, Baltimore Con-
 vention Center
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BRIEFING

**Mart and Partner Acquire
 Design Vancouver**

Merchandise Mart Properties, Inc. (MMPI) and Magnum Productions Inc. last Monday announced the acquisition of the consumer-focused Design Vancouver (dv-Interior Design & Urban Living Expo). With the acquisition, Jason Heard, show founder and president, will join the Merchandise Mart Properties' management team in Canada and will continue to run the event.

"We are proud to add Design Vancouver to our portfolio of great shows and events that are leading the way in design, creativity and innovation in the residential and built environments," said Steven Levy, senior vice president, MMPI. "Design Vancouver is a highly respected and distinct show that is unmatched in its ability to reach consumers looking for great design trends, style and functionality for their homes."

"Joining the MMPI family of successful events is the perfect next-step in realizing the vision and potential of Design Vancouver," said Jason Heard, founder and president. "The West Coast is an important and growing market and this acquisition by MMPI will ensure a strong future for this upscale West Coast design show. We look forward to building a national tie with the IDS in Toronto, and continuing to develop and enhance design experiences across Canada for consumers as well as the design trade and retail buyers."

"By merging Design Vancouver into our MMPI family, we will not only strengthen our Western reach and presence, but gain valuable insights and experiences that can be integrated into our other hugely popular shows throughout Canada, British Columbia and the Northwest U.S.," said Mark Stephenson, Vice President, Western Region, MMPI Canada.

Terms of the private transaction were not released. This purchase is expected to close in the second quarter of 2007 and is subject to customary closing conditions.

Magnum Productions Inc., located in Vancouver, British Columbia is a

Seen:



TOP: Karen Ami of the Chicago Mosaic School, Chicago Mayor Richard M. Daley, and Svend Hovmand of Coverings at Coverings 2007. BOTTOM: Luciano Galassini of Confindustria Ceramica, Richard Meier, Foreman Rogers of TVS Architects, and Chris Abbate of Novita Communications following Richard Meier's speech at Coverings 2007.

The crowds were out. The lights were up. The cameras were on. The Mayor was there—and he was even shopping the show floor. Clearly, when it comes to Coverings, Chicago is "my kind of town." In its return to the Windy City after an absence of 15 years, Coverings, the premier international trade fair and expo for tile and stone, has paved the way to a winning season in 2007. This year's show is the largest on record, with exhibition space packed full and overall attendance at show opening up by 21% from 2006. The architecture and design community, a key target audience for the 2007 show, is up by 89% at press time. Retailers are up by 28% over last year.

Chicago Mayor Richard M. Daley opened the show with a flourish. Clearly riding the high of Chicago's just-announced winning bid to be U.S. host candidate for the 2016 Olympics, and citing the city's dedication to its leading role as a convention capital, the Mayor noted the importance of Coverings, the largest tile and stone industry event in the U.S., to Chicago: 33,000 visitors and exhibitors, 100 countries represented, and an economic impact estimated at \$46 million.

special events production company focusing on consumer events and private functions. Magnum directors have more than 40 years in the development of special events and event management from markets across Canada. Design Vancouver is an annual interior design show directed towards upscale purchasing consumers and design professionals from the West Coast.

Jim Littich Joins Maxon Furniture Inc. as Vice President of Operations

Maxon Furniture Inc. last Monday named Jim Littich as Vice President of Operations, effective immediately. Jim will lead the development and implementation of manufacturing, sourcing, supply chain, distribution and product engineering strategies. Reporting directly to Maxon Furniture President Jean Reynolds, Jim is accountable for the execution of the Maxon brand promise of superior quality, reliable delivery and outstanding customer value. His office will be located at the Maxon manufacturing plant in Salisbury, NC.



Littich

Jim joins Maxon Furniture from The HON Company, a sister operating company of HNI Corporation. During his seven years with The HON Company, Jim served in various executive capacities, most recently as the Vice President of Manufacturing – Metal Casegoods and Systems. Jim also held executive positions in the laminate and wood casegoods divisions while at The HON Company.

"Jim brings a wealth of industrial management expertise to Maxon," said Jean Reynolds. "His experience and understanding of our core manufacturing processes is a valuable addition to our executive management team, and we look forward to the impact of his leadership across the company."

Allsteel's Online Knowledge Center Shares Workplace Trends, Research and Best Practices

Allsteel Inc. says it is committed to creating and building workplace solutions that provide answers to real-world issues. One way that Allsteel and its product development teams stay ahead of the curve is through "substantial investment in research and development," the company said.

"Workplace trends are central to the development of solutions that our customers need now and in the future. Our research generates insights that feed directly into new products, services and information that can be used to enhance the workplace," explained Kelly Sterk, Allsteel Workplace Research Manager.

Allsteel's R&D teams share many of their findings directly with customers, architects and designers, facility managers and others through the firm's online Knowledge Center, which contains white papers, workplace trends, project profiles and more.

Allsteel continues to add to the online library with its latest white paper titled "Managing Multiple Generations in the Workplace."

"Managing Multiple Generations in the Workplace" is a detailed report which takes an in-depth look at the dynamics of multiple generations working side-by-side in today's office settings.

"There can be up to four generations working together, and each has its own assumptions, expectations and needs," Sterk added. "This poses a challenge for facility managers, architects and interior designers alike to create workplaces that make all workers feel valued and rewarded and encourage them to reach their highest levels of performance. Our latest white paper outlines workforce trends and potential implications for organizations."

Allsteel's Knowledge Center also contains information on sustainability, ergonomics, case studies, project profiles.

To access "Managing Multiple Generations in the Workplace," visit www.allsteeloffice.com.

Seen:



Photo courtesy of The Merchandise Mart Design Center

Ribbon Cutting signaling at the preview party for **Dream Rooms** at Chicago's Merchandise Mart. "Dream Rooms is an opportunity to show homeowners the wide array of luxury home resources that are available in the showrooms of The Merchandise Mart Design Center but can't be found at retail destinations," said Jeanne Fisher, managing director of marketing, Design Center division, Merchandise Mart Properties Inc. (MMPI).

Seen:



KI hosted more than 100 customers at its day long healthcare expo in Birmingham, Ala., last week featuring its full line of healthcare furniture. The event included a "Talk of the Town" party with food, drinks and entertainment.

Throughout the afternoon, guests enjoyed a gallery open house and a KI healthcare furniture exhibit featuring its new LaResta® day bed and award-winning Soltice® collection. KI representatives were on hand for one-on-one customer meetings and product demonstrations.

"KI takes a personal approach to each of its customers and really proves its expertise in healthcare markets through events like this one," said Design Innovation's Principal Interior Designer Sue Matthews, who attended the event. "To be able to see the furniture up close and discuss my personal needs with company representatives is priceless."

KI representatives Milton Bresler and Ben Chappell organized the event and spoke with customers regarding the latest trends in healthcare environments, including the strong focus on putting patients and their families first.

"KI's Soltice and LaResta furniture are a part of an evolution that reinforces our commitment to the healthcare market," said Debbie Breunig, vice president of healthcare, KI. "This event was a great opportunity for KI to exhibit its healthcare furniture and for KI executives to meet with customers in Birmingham's blossoming design community."

Designtex Selects Infor to Better Manage Strategy

Business software vendor Infor last week announced that Designtex, a subsidiary of Steelcase Inc., has chosen Infor Performance Management (PM) Business Process Applications (BPAs) to facilitate strategic planning and link the company's worldwide financial systems for performance management.

"We evaluated several vendors with planning and budgeting capabilities, but only Infor PM had the intuitive strategy management functionality built-in," said George Whalen, CFO at Designtex. "With Infor, we are able to develop a strategy and support it with key initiatives and tactics by improving collaboration and dialog within the company."

"Designtex's requirement of having key data centrally available in order to link strategies to operational activities is the reason many companies turn to Infor PM," said Christina McKeon, director of product marketing, Performance Management, Infor. "Infor PM makes information visible and accessible by integrating financial processes with strategic planning to enable better decision-making."

Ashley Capital Closes on Purchase of Steelcase Campus

Steelcase Inc. has closed on the sale of the majority of its headquarters campus to Ashley Capital, an industrial development firm.

Ashley Capital acquired more than 4 million square feet of mostly industrial manufacturing space in about 20 buildings, and plans to launch a massive redevelopment project at the property. The campus is between 36th St. SE and 44th St. SE in Grand Rapids, west of the Gerald R. Ford International Airport.

The campus includes individual four plants of more than 600,000 square feet, as well as a handful of smaller facilities.

Duwane Suwyn of Grubb & Ellis|Paramount Commerce represented Steelcase, while Dave Konyndyk of Grubb & Ellis|Paramount Commerce represented Ashley Capital.

Ashley Capital, which specializes in the redevelopment of large manufacturing facilities, said it envisions a mixed-use urban renewal project at the property, consisting of residential, retail, office and industrial components. The firm will demolish obsolete buildings on the campus, and has begun discussions with several major tenants in need of industrial and office space in excess of 200,000 square feet. It will reportedly invest more than \$50 million in the redevelopment.

Steelcase began marketing about 206 acres of its campus in 2005, and signed a letter of intent with Ashley Capital last year. Steelcase will retain its 370,000-square-foot global headquarters building and its University Learning Center. The firm decided the sell the campus following a modernization of its manufacturing system which created more than 4 million square feet of vacant space.

Boston Office Market to Break Sales Record

Boston's office market is on pace to break last year's sales record of \$6.3 billion, says Jones Lang LaSalle. The brokerage's Q1 2007 report finds that \$5.6 billion worth of Boston office sales took place in Q1. Jones Lang LaSalle said that investors are being attracted by the market's strong fundamentals, which include a dwindling supply and rents as high as \$70/sf, a rate not seen since before the dot-com crash a few years ago.

Construction Activity Increasing in 2007

Commercial real estate construction activity was subdued during Q1 2007, according to just-released data from Reis Inc., but for the full year, more projects will be completed than last year. Reis is predicting that more than 97,500 apartment units will be delivered this year, up from 86,000 last year, while the office sector will see the addition of more than 70 million sf, up from 44.4 million sf in 2006. The retail sector will see 39 million sf completed, up from

Seen:



Global's annual Spring Fling event in March attracted over 400 architects, designers, and dealers. This year, GLOBAL rolled out the NYC launch of its healthcare line, GLOBALcare with the added introduction of the Sonoma Personal Room Furniture collection. It was the highlight of a total product renovation to the entire showroom.

Tom Reidy, A&D Relations for GLOBAL in NYC commented, "we're thrilled to have the design community on board and the Spring Fling has grown into a terrific party that allows us to thank those firms for their support."

Winner:



A Venetian glass mosaic mural decorating the arched surfaces of the dome in the Basilica of the National Shrine of the Immaculate Conception in Washington, DC (above), netted the \$10,000 Grand Prize in this year's Spectrum Awards for Rugo Stone, LLC, of Lorton, VA, the project contractor. The judges' Grand Prize choice for the Prism Award for exceptional use of stone was The Getty Villa museum in Malibu and its tile contractor Carnevale & Lohr, Inc., who incorporated an astounding array of stone materials—concrete, travertine, porphyry stone, black and white marble—into the architecture, interiors and landscaping with magnificent results.

All told, \$37,000 in prize money was presented to 11 winners as the Spectrum and Prism Awards signaled the official start of Coverings 2007, the tile and stone industry's trade exposition and conference. Dean Marsico and Derek Stearns, hosts of TV's "Rock Solid" on the DIY Network and stone masons by profession, emceed the proceedings at McCormick Place Convention Center.

Winning the Award of Merit in Commercial was Tsoi/Kobus & Associates, a Cambridge architectural firm, for its expressive work with a variety of stone at the Fletcher Allen Health Care facility on the campus of the University of Vermont, College of Medicine in Burlington.

27.7 million sf last year. Much of the activity is being spurred by healthy property fundamentals.

Los Angeles Office Market Heating Up

The battle between supply and demand has turned up the heat on an already hot Los Angeles office investment market. Los Angeles has plenty of investors, but it's lacking in construction, developable land and property offerings. So far this year, properties are trading hands for an average of \$337/sf, significantly higher than last year's total of \$277/sf. Los Angeles' lack of office supply is not expected to improve anytime soon. Only 1.6 million sf of office space is under construction in the region, according to a report by Grubb & Ellis.

Niels Diffrient to Speak at Design Forum

Legendary designer Niels Diffrient will join **New York Times** art critic Michael Kimmelman for "Art Meets Design and Other Conundrums: Niels Diffrient and Michael Kimmelman in Conversation." The Bard Graduate Center forum and reception is organized in association with the American-Scandinavian Foundation, and will take place on May 3, 2007, at the Scandinavia House located at 58 Park Avenue in New York City from 6:30 to 8:30 p.m. Tickets for the general public are \$20; \$15 for seniors and students.

A lively discussion is anticipated as Diffrient and Kimmelman weigh in on practical function versus visual aesthetics in the area of industrial design. Diffrient, renowned for his user-centric focus, argues that the physical, psychological and social needs of end-users are too often overlooked when it comes to the development, marketing and exhibition of design in museums and galleries. The pair will discuss the challenges faced by today's designers and critics, and also touch on Diffrient's continuing experiments aimed at successfully integrating ergonomics, engineering and aesthetics.

Diffrient will also be distinguished with an honorary Doctor of Fine Arts degree at the College for Creative Studies in Detroit, MI. The presentation will be a part of the college's 2007 commencement ceremony on May 10, 2007, at the Detroit Opera House. In a letter to Diffrient, College for Creative Studies President Richard L. Rogers wrote that the honor was extended "in recognition of (Diffrient's) extraordinary accomplishments as an industrial designer." He added, "We would take great pride and pleasure in honoring one whose career is so inspiring to our students."

Mart to Expand on GREENlife During NeoCon

NeoCon officials said Thursday that the 39th annual NeoCon World's Trade Fair will embrace energy, sustainable building technology and environmentalism in the contract furnishings industry with newly expanded and enhanced Greenlife components of the show, running from June 11-13, 2007 at Chicago's Merchandise Mart.

Featuring products, presentations, resources, networking events and educational programs focusing on sustainable environments, Greenlife will showcase the best and brightest in green design.

ODDS & ENDS

JOINED: Linko Sobczak joins **Workspace Marketing Group** in Dallas. She will focus on A/D, contract Dealer account development, and WMG Dallas show room activity.

JOINED: Michele Dremmer, LEED AP, and **Bruce Klein**, AIA, CSI, have joined Thompson, Ventulett, Stainback & Associates (TVS) as Associate Principals in the TVS Chicago office. The pair will provide leadership for the firm's architecture and interior design practices as they contribute to the continued growth of the firm in the Midwest market. Michele Dremmer comes to TVS with more than 20 years of experience creating innovative environments includ-

Winner:



Ahrend 800 Wins the International 'red dot: Best of the Best' Design Award

The Royal Ahrend office furnishing company is to be awarded one of the most highly coveted international prizes for product design: the 'red dot best of the best' for the outstanding design of its new Ahrend 800 desk and table system designed by Wijtse Rodenburg. The Design Zentrum Nordrhein Westfalen bestows this award for superior design quality as part of its annual 'red dot design award' competition.

The annual 'red dot' awards are granted by an expert jury under the auspices of the renowned Design Zentrum in Essen, Germany. The jury evaluated a total of 2,548 entries from 43 countries. The Ahrend 800 desk and table system won the 'best of the best' award in the 'Product Design' category. The awards will be presented during a gala night on 25 June 2007 in the internationally famed Aalto opera building in Essen, Germany. All winning designs will then be exhibited in the Red Dot Design Museum in Essen which houses the largest permanent exhibition of modern design in the world.

Launching:

Dani brings High-End Italian Leather to U.S., Tannery-Direct

Arzignano, Italy-based Dani Leather S.p.A, a high-end, Italian leather tannery, said last week it will now offer its premium products directly to the North American A&D community and furniture manufacturers.



A long-time supplier to fashion brands such as Prada, Ferragamo and Gucci, Dani has significant experience supplying European furniture manufacturers as well. Brands such as DeSede, Rolf Benz, Walter Knoll, Poltrona Frau and Cassina, among many others, rely on Dani to support their needs for top-quality leathers.

Dani's decades-long experience in the contract arena has resulted in products that are not only beautiful and tactile, but that also meet the highest technical standards. Premium Select European raw materials are the basis for a product line that has been designed especially for Contract, Hospitality and Upper End Residential furnishings, addressing durability, flammability, usage and other important standards.

Eight product lines representing over 200 colors are in stock at the Dani USA distribution center in northern New Jersey, and available for shipping within 24 hours.

Dani USA's complete offering will be on view at NeoCon 2007.

ing educational spaces, cultural arts centers, municipal buildings and office spaces. Bruce Klein joins TVS with more than 25 years experience in Architecture and Commercial Interiors. His broad range of experience extends from build-to-suit corporate headquarters facilities to the design and development of mixed-use retail/residential developments, municipal facilities and specialized education and training centers. His focus is to deliver successful design solutions that evolve from the client's program requirements and strategic project objectives.

APPOINTED: Kevin Jordan as the new Director of Sales for **Safco**.



Jordan

"Jordan's industry and sales background brings a well-rounded, fresh approach to Safco's current initiatives. He offers experience leading national sales teams to high levels of performance and capturing impressive market shares, including the capture of many long-standing competitor accounts," said the company.

ADDITION: Jason Woods to the position of Operations / Finance Controller for **Brayton**. Woods comes to Brayton from the Steelcase Global Audit Services Department. Prior to joining Steelcase, Jason was employed in public accounting for nearly 3 years with Deloitte & Touche and Plant & Moran. Prior to gaining his public accounting experience, Woods was employed by Herman Miller for nearly 7 years.

CONSOLIDATION: Infinite Furniture Solutions ("IFS") announced the consolidation of the customer service and order entry departments for all the IFS brands into one new group now known as Dealer Support Services. In the past, separate customer service and order entry teams were utilized for each of the brands. "As we look toward the future, we can see that our dealers will benefit from having customer service and order entry available to them as one consolidated team, no matter which brand they are purchasing," said Rick Creel, president of IFS. "From that idea, the IFS Dealer Support

Services Team was born." In addition, IFS added **Leigh Stitham** as the new Director of Dealer Support Services. Leigh comes to IFS with more than 15 years of experience in customer service for several large companies. She began her career as a customer service representative and over the years, has worked her way up through the ranks of managing customer service groups of more than 1000 representatives.

MEETING: Rye, NY-based dealer **Waldner's Business Environments** has pioneered an "Environmental Educational Roundtable Series" for Architects and Designers specifically, as well as, for End-Users. "Lunch and Learns" are being hosted for the A&D community at local organizations within Fairfield, Westchester and New Haven County. And Roundtable Discussions for End-Users are being hosted by local Corporations who are on the GREEN path. Every six to eight weeks, Waldner's voluntarily facilitates a "Lunch & Learn" for Architects and Designers at either a local Hospital, University and/or other environmentally-friendly venues. Since launching their series of educational events in March, Waldner's has attracted over 40 attendees to each event. Waldner's is committed to becoming the "go-to" resource for sustainable design resources and healthy workplace information.

LAUNCHING: Søren Holm Incorporated has introduced SMÜRXX - a engineered and flexible modular table base system. Available features will include finishes, heights, spreads, modesty panels, wire management and adjustable height, flip top and folding capabilities. SMÜRXX, launching in Summer 2007, will be manufactured in North America, available flat-packed and quick shipped.

SHOWCASING: J. Ennis Fabrics Ltd. announced that they will be showcasing the "Performance Plus Eco-Friendly Collection" at HD Expo 2007. The collection was co-designed with Victor Innovatex and will feature ten patterns including a mix of Eco Intelligent(R) Polyester and recycled fabrics. The HD Expo will be held at the Sands Convention Center in Las Vegas, Nevada from May 10th-12th.

Milestone:



Nightingale's Flagship Chair, the CXO, hits Quarter Million (250,000) Units Sold Milestone

Nightingale announced last week that their flagship chair, the CXO, reached an impressive sales milestone of 250,000 units sold since 2004. The CXO chair was launched at Neocon 2004 to great fanfare and promise. Since its launch, the CXO has garnered several design awards and impressed both the dealer and design communities with its intuitive controls, modern design and ultimate sitting comfort.

"The CXO was a major R&D investment with Nightingale. With total tooling and design costs exceeding \$7 million dollars and 3.5 years of continuous and focused research and development, the CXO chair was Nightingale's largest product launch since 1963. We believed that the CXO would cater to a high performance ergonomic market that craved unparalleled sitting comfort. Since the first CXO chair was sold and delivered, the CXO has continued to be the seating standard of choice with several Fortune 500 companies, government agencies, and even the home office client. The chair has dynamically changed our 255,000 sq. ft. manufacturing facility to be an example of Lean Manufacturing, allowed Nightingale to hire many new experienced people, expand our distribution base, and most importantly has given our R&D team the confidence to introduce a minimum of 2 ground breaking chairs a year including this years upcoming GXO side chair" states Ed Breen, Vice-President. "Our top line sales growth since 2004 has improved over 163%."

Raised:

Humanscale Faces in the Wild Nets \$26K for Wildlife

Humanscale's annual "Faces in the Wild" art auction brought in approximately \$13,000 in bids—an amount matched by Humanscale for a total of \$26,000—to benefit wildlife protection organizations. The April 12 reception and auction took place in Humanscale's London showroom, and featured a rich jungle theme complete with lush foliage and live performers in elaborate wildlife costumes.

World Wildlife Fund and the John Aspinall Foundation are the selected beneficiaries of the seventh annual Faces in the Wild event. WWF, the world's largest privately financed conservation organization, leads international efforts to protect endangered species and their habitats. Humanscale Founder and CEO Bob King has served on WWF's National Council since 1999. The United Kingdom-based John Aspinall Foundation supports Howletts and Port Lympne Wild Animal Parks to save rare and endangered animals by relocating them to protected areas in the wild. Each organization will receive \$13,000 as a result of the Faces in the Wild auction and Humanscale's matching donation.

Artists and designers worldwide donated a total of 35 pieces of art to the event, depicting non-domesticated animals in a variety of mediums, including sculpture, photography, collage, fine jewelry and watercolor.



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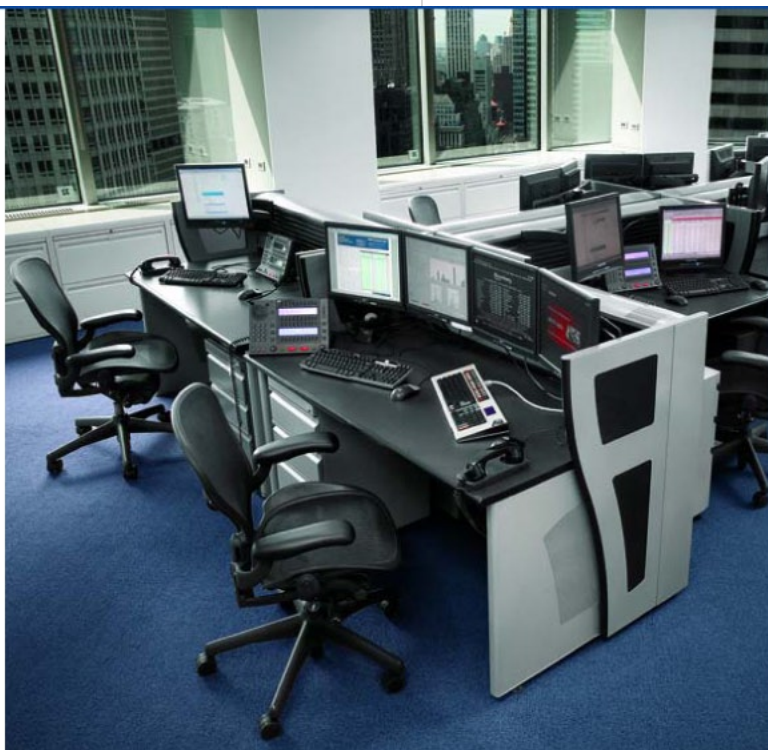
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DEALER RECRUITING MANAGER

Work for one of the fastest-growing companies in the industry!

Join one of the fastest growing companies in the contract furniture industry. Because of this expansion, we are looking for an experienced industry professional that can identify and recruit successful dealers across the United States for the Office Furniture USA Program.

The candidate we are looking for will have the following qualifications:

- 5-7 years experience in sales and/or identifying and recruiting dealers in the contract furnishings industry.
- Management or ownership position within a contract furnishings dealership.
- Ability to manage nationwide travel on a consistent basis
- History of successful quota attainment
- B/S, B/A preferred
- Strong skills with Microsoft Office, including: Excel, PowerPoint and Outlook.

Please send your resume and compensation requirements to:

employment@chordus.net

JANUS et Cie SEEKING DYNAMIC SALES SPECIALISTS

Join the leader in the outdoor furniture industry.

JANUS et Cie, a reputable, design-focused leader in the furniture industry is currently seeking Sales Specialists (outside road reps) in Philadelphia, New York City, Long Island, Denver, Orlando, St. Louis, San Francisco focusing on various sectors (i.e. residential, hospitality, corporate and site).

Email your resume and cover letter to Marlo Smith, VP of Human Resources at marlo@janusetcie.com or fax to 562-262-2844.

SENIOR INTERIOR DESIGNER

Excellent Opportunity Awaits you in Sunny South Florida!

Premier Knoll dealer is looking for a Senior Designer to join our team in Fort Lauderdale. Our new team member must be self-motivated, detail oriented, highly organized and excited to work in a fast-paced team environment.

Skill Set Required:

- Proficiency in AutoCAD/CAP
- 3-5 years experience in Dealership environment
- Proficient in the development and presentation of furniture space plan, fabric/finish palette, specifications and installation drawings
- Ability to perform field measurements, programming, specifications and product research.
- Superior communication skills, ability to present concepts/projects to both internal and external clients in polished, professional manner

Please respond via e-mail to:

sperdomo@workscapes.com

BUSINESS DEVELOPER / SALES REP OPPORTUNITY

Join the premier Herman Miller Dealer in the Bay Area!

Key Deliverables:

Demonstrate initiative by prospecting and closing sales leads within variety of commercial markets.

Consistently exceed customer expectations by adding real value at each phase of the sale, by being accountable to customers, and by making and keeping commitments.

Provide a consultative approach to selling by working to understand the customer's critical business needs and by delivering appropriate solutions with a sense of purpose and urgency.

Ideal Profile:

Personality: Self motivated, resourceful, quick study, relationship driven, multi-tasker, strong work ethic, high energy, positive, assertive, detail oriented, strategic, team player, persistent, resilient.

Knowledge: Prospecting, probing, influencing, closing. Comfortable with technology, at ease with C-level executives, consultative selling, creating and delivering presentations, familiar with contracts and proposals. Knowledge of contract furniture industry and related products, applications, and design concepts preferred.

Motivations: Long term career, growth, recognition, money, affiliation, achievement, freedom, security. Send us your resume: jobs@pivotinteriors.com

Fax: 408.433.0152 EOE

INTERIOR DESIGNER OPPORTUNITY

Join the Premier Herman Miller Dealer in the Bay Area

Pivot Interiors is the largest Herman Miller dealership in California. As a privately held company with over 33 years of experience and three offices, Pivot brings substantial skill and resources to our Fortune 500 clients and local small businesses.

Key Deliverables:

- Accuracy
- Produce timely and accurate specifications/drawings
- Productivity
- Produce an increasing quantity/quality of work.
- Creativity
- Consult with clients to provide work flow solutions

Ideal Skill Sets:

- High attention to detail
- Ability to manage projects
- Excellent communication skills
- Comfortable with technology
- Great team player
- Self-directed, high level of initiative
- Ability to prioritize

Requirements:

- Bachelors degree or equivalent combination of education and experience.
- 10-20% local travel
- Outstanding organizational skills
- All experience levels

Rewards:

- Exciting performance bonus plan
 - Comprehensive retirement/health benefits
 - Innovative, exciting office environment
 - Low turnover
 - Open book management
 - High ethical standards
 - Compensation - \$21 - \$38/hour
- Send us your resume via email, fax or mail: jobs@pivotinteriors.com

INDEPENDENT TEXTILE SALES REPS WANTED

Add a great tannery direct leather line to your textile package.

Dani Leather USA, Inc. needs motivated independent textile reps calling on the A&D community and looking for a solid addition to an existing package. We are the North American distribution arm of Dani Leather SpA, in NE Italy. Dani is one of the largest mid-high end tanneries in the world. New A&D sample package ready to go now. High commissions paid and we ship most orders from our extensive US inventory within 24 hours. Showing at NeoCon 2007, booth 7-8049.

Openings available in the following area's; AZ, GA, IL/WI, FL, No. CA, KS/MO, NC/SC, MI/OH.

Please contact us at:

jkoenigerjr@danileatherusa.com

INDEPENDENT REP - TN & KY

WIELAND - Healthcare Sales

WIELAND is looking for a sales professional to represent our healthcare seating products in the Tennessee and Kentucky market. Our company is a leading provider of lounge and patient room seating products to healthcare facilities across the country. Our continued growth in the healthcare market provides a tremendous opportunity for the right individual or rep organization.

This position will be responsible for developing all segments of our healthcare marketing including end users, dealers and A&D. A successful sales background in healthcare or experience working in the healthcare environment is preferred.

To be considered for this position, please send a cover letter and resume or summary of your firm including the product lines you represent to:

mtaritas@wielandhealthcare.com

Website: www.wielandhealthcare.com

SALES MANAGER OPPORTUNITY

Work in beautiful San Francisco!

Pivot Interiors is the largest Herman Miller furniture dealership in California. As a privately held company with 33+ years of experience and three offices, Pivot brings substantial skill and resources to our Fortune 500 clients and local small businesses.

Key Deliverables:

- Leadership
- Inspiration - Clearly displays passion for sales/client satisfaction
- Trust - I do what I say
- Accountability - Responsible for my choices
- Client Advocate - Believes every customer deserves an extraordinary experience every time!
- Vision - Continues to define and execute innovative, clear, concise sales priorities

• Increase Sales - Promotes the Pivot brand by networking in San Francisco

Ideal Skill Sets:

- Training, mentoring, motivating and developing sales personnel
- Developing/maintaining relationships with clients and A & D community
- Monitoring/analyzing sales forecasting, performance goals, department expenditures

Requirements:

- 10 years related industry experience: 5 years leading teams of 10+ people
 - Bachelors Degree
 - Outstanding organizational skills
- Send us your resume: jobs@pivotinteriors.com
Fax: 408.433-0152 EOE

**BERMUDA STEELCASE DEALER
SEEKING - LEAD INSTALLER***Great Opportunity*

Well established dealership in Bermuda over 30 years seeks experienced Team Leader/Lead Installer.

RESPONSIBILITIES

- Leads and directs on-site installations and goods delivery.
- Provides high quality service to clients
- Installs, upgrades and reconfigures various furniture systems including flooring and walls.

QUALIFICATIONS

Candidates should have 2-5 years related experience.

Excellent Communication and problem solving skills.

Send Resumes to:

tusher@afsmith.bm

Attn: Vice President-WorkSpace

A. F. SMITH the office people

PO Box HM1603

Hamilton. Bermuda HM.GX

**INTERIOR DESIGNER
OPPORTUNITY!***Work in the beautiful Bay Area!*

Pivot Interiors is the largest Herman Miller dealership in California. As a privately held company with over 33 years of experience and three offices, Pivot brings substantial skill and resources to our Fortune 500 clients and local small businesses.

Key Deliverables:

- Accuracy - Produce timely and accurate specifications/drawings
- Productivity - Produce an increasing quantity/quality of work.
- Creativity - Consult with clients to provide work flow solutions

Ideal Skill Sets:

- High attention to detail
- Ability to manage projects
- Excellent communication skills
- Comfortable with technology
- Great team player
- Self-directed, high level of initiative
- Ability to prioritize

Requirements:

- Bachelors degree or equivalent combination of education and experience.

- 10-20% local travel
- Outstanding organizational skills
- All experience levels

Rewards:

- Exciting performance bonus plan
- Comprehensive retirement/health benefits

- Innovative, exciting office environment
- Low turn over

- Open book management

- High ethical standards

- Compensation - \$21 - \$38/hour

Send us your resume via email, fax or mail: jobs@pivotinteriors.com

Fax: 408.433-0152 EOE

**BUSINESS DEVELOPMENT /
SALES REP OPPORTUNITY!***Work in the beautiful Bay Area!***Key Deliverables:**

- Demonstrate initiative by prospecting and closing sales leads within variety of commercial markets.
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- Provide a consultative approach to selling by working to understand the customer's critical business needs and by delivering appropriate solutions with a sense of purpose and urgency.

Ideal Profile:

Personality: Self motivated, resourceful, quick study, relationship driven, multi-tasker, strong work ethic, high energy, positive, assertive, detail oriented, strategic, team player, persistent, resilient.

Knowledge: Prospecting, probing, influencing, closing. Comfortable with technology, at ease with C-level executives, consultative selling, creating and delivering presentations, familiar with contracts and proposals. Knowledge of contract furniture industry and related products, applications, and design concepts preferred.

Motivations: Long term career, growth, recognition, money, affiliation, achievement, freedom, security.

Send us your resume:

pdonlon@pivotinteriors.com

Fax: 408.433.0152 EOE

**INDEPENDENT REP GROUPS
WANTED***Florida*

Segis USA is looking for experienced sales professionals who believe in service and work the design, dealer, and end user market.

Segis USA is a division of a prominent Italian manufacturer of high design contract and institutional seating, tables and accessories. We offer products of the highest quality from top designers around the world at competitive prices. Segis USA offers excellent commissions and a stocking program.

To be considered for this position, please send a cover letter and resume or summary of your firm including the product lines that you currently represent. Send information to:

slong@segis-usa.com

Stewart Long, Segis-USA, Inc.

423-317-0162

**DESIGN DIRECTOR
OPPORTUNITY!***Work in the beautiful Bay Area!*

Pivot Interiors is the largest Herman Miller furniture dealership in California. It is privately held, with over 33 years experience and three offices in the Bay Area.

Key Deliverables:

- Leadership
- Vision
- Accuracy
- Speed to Customer

Ideal Skills:

- Expertise at leveraging technology to simplify processes
- Knowledge of CAD, cost accounting
- Contract language and blue print interpretation
- Zeal for recruiting and developing
- Comfort with delivering presentations

Requirements:

- 10 years related industry experience
- 5 years leading teams of 10+ people
- Bachelors Degree
- 30% local travel
- Outstanding organizational skills

Rewards:

- Company has high ethics
- Leading a design team the RIGHT way
- Providing inspirational leadership
- \$120,000 salary plus bonus
- Comprehensive benefits
- Innovative, exciting office environment
- Low turn over
- Design team has 100+ years experience at Pivot
- Management team has 150+ years experience at Pivot
- Community service projects

Send resumes to: jobs@pivotinteriors.com

Fax: 408.433-0152

2740 Zanker Road, Suite 100

San Jose, California 95134 EOE

**FIBER CONSULTANT - NYC
INSTITUTIONAL***Contribute to \$80B+ international
conglomerate!*

Be a valued contributor to an \$80+ billion global conglomerate!

INVISTA is currently seeking an experienced candidate for the position of Fiber Consultant. This position will be based in New York City, NY.

A successful Fiber Consultant will enhance the INVISTA Commercial Marketing effort by developing and implementing a strategic business plan and working to become the sought-after resource for carpet needs within the targeted territory.

Please send resumes to:

interiorsstaffing@invista.com and specify

"FC-NYC" in the subject line.

EOE M/F/H/V

FIBER CONSULTANT - NASHVILLE*Contribute to \$80B+ international
conglomerate!*

Be a valued contributor to an \$80+ billion global conglomerate!

INVISTA is currently seeking an experienced candidate for the position of Fiber Consultant. This position will be based in Nashville, TN.

A successful Fiber Consultant will enhance the INVISTA Commercial Marketing effort by developing and implementing a strategic business plan and working to become the sought-after resource for carpet needs within the targeted territory.

Please send resumes to interiorsstaffing@invista.com and specify "FC-Nashville" in the subject line. EOE M/F/H/V

FIBER CONSULTANT - MIAMI*Contribute to an \$80B+
international conglomerate!*

Be a valued contributor to an \$80+ billion global conglomerate!

INVISTA is currently seeking an experienced candidate for the position of Fiber Consultant. This position will be based in Miami, FL.

A successful Fiber Consultant will enhance the INVISTA Commercial Marketing effort by developing and implementing a strategic business plan and working to become the sought-after resource for carpet needs within the targeted territory.

Please send resumes to interiorsstaffing@invista.com and specify "FC-Miami" in the subject line. EOE M/F/H/V

TERRITORY SALES MANAGER*Opportunity is knocking!*

ErgoGenesis is seeking professionals for the following territories.

- GEORGIA - based out of Atlanta
- SOUTHWEST OHIO, EASTERN TENNESSEE & KENTUCKY - based out of Cincinnati
- VIRGINIA - based out of Richmond
- NEW YORK/NEW JERSEY - based out of New Brunswick, New Jersey

This is a great opportunity for self-motivated, disciplined individuals. Unique within our industry is the assistance of our internal Business Development group to set up appointments, so cold calling is a thing of the past. Contract furniture sales experience of at least three years is required. This is an outside sales position and will require some travel. The winning candidate will enjoy excellent income potential, attractive benefits, as well as a company vehicle or allowance and expenses.

If you are highly motivated to develop, set up marketing strategies, able to identify target markets & prospective accounts and have strong presentation skills, email your resume to employment@ergogenesis.com or fax to 936-825-3505 today.

GOVERNMENT ACCOUNT MANAGER

Government Sales Account Manager - Northwest Region

The HON Company has a job opening for a Government Account Manager - Northwest. This is a salaried exempt position reporting to the Vice President, Government Sales.

Description of Major Duties:

- Manage government sales of over \$29 million net.
- Increase government sales by working with government agencies, military bases, designer, HON dealer, and HON Territory Managers.
- Region consists of Northwest states.

Education and Experience Requirements:

- Bachelor's degree in Business, Marketing or Communications
- 3-5 years in contract office furniture sales with contacts in government markets.

Additional Experience that would be helpful:

- MBA preferred
- Demonstrated analytical and problem solving ability, team player, self starter, and proactive with high integrity.

Please Send Resume to:
bushas@honcompany.com

HERMAN MILLER, INC. - MARKET MANAGER, DC

Fabulous opportunity to join Herman Miller, Inc. as a Market Manager in Washington, DC!

Herman Miller, Inc., a leading global provider of office furniture and services that create great places to work, learn and heal is offering the opportunity to join this highly respected innovative industry leader as a Market Manager-BDM/AM in Washington, DC.

Responsibilities include developing revenue from new accounts, penetrating existing account segments, and maintaining/growing revenue from assigned existing account portfolio. Qualified candidates will possess a Bachelor's degree (marketing or business) and minimum of 5 years of successful contract furniture or capital goods selling experience. Requires advanced selling skills, organizational and problem solving skills and the ability to collaborate and negotiate. Must be a self-starter with the self-confidence and ability to represent HM in a professional manner, and able to perform all essential job functions with/without accommodation. Travel is required.

Enjoy outstanding compensation and benefit packages in an exciting environment.

Please apply online to the Market Manager-BDM/AM position (#1845) at: <http://www.hermanmiller.com/careers>. EOE

PROJECT MANAGERS WANTED

Join our Team and further your career in Greater Chicago

OEC Business Interiors, Inc. is seeking experienced Project Managers to join large account teams. Candidates should have 5 years successful contract furniture dealership project management experience, skills to coordinate projects from inception to punch list completion, experience and knowledge of floor plans a necessity. Must have strong planning, organizational, and customer relation's skills to handle multiple projects.

Knowledge of Steelcase, AutoCAD, CAP Studio a plus. Some travel is required. Medical, Dental, Life, LTD, EAP Benefits with matching 401(k) available.

Fax resume to (630) 589-5685 or EMAIL to: miehaus@oecbusinessinteriors.com

SALES MANAGER OPPORTUNITY - HERMAN MILLER DEALER

Work in beautiful San Francisco!

Pivot Interiors is the largest Herman Miller furniture dealership in California. As a privately held company with 33+ years of experience and three offices, Pivot brings substantial skill and resources to our Fortune 500 clients and local small businesses.

Key Deliverables:

- Leadership
- Inspiration
- Clearly displays passion for sales/client satisfaction
- Trust
- I do what I say
- Accountability
- Responsible for my choices
- Client Advocate
- Believes every customer deserves an extraordinary experience every time!
- Vision
- Continues to define and execute innovative, clear, concise sales priorities
- Increase Sales
- Promotes the Pivot brand by networking in San Francisco

Ideal Skill Sets:

- Training, mentoring, motivating and developing sales personnel
- Developing/maintaining relationships with clients and A & D community
- Monitoring/analyzing sales forecasting, performance goals, department expenditures

Requirements:

- 10 years related industry experience:
- 5 years leading teams of 10+ people
- Bachelors Degree
- Outstanding organizational skills

Send us your resume:
jobs@pivotinteriors.com
Fax: 408.433-0152 EOE

INTERIOR DESIGNER-RALEIGH, NORTH CAROLINA

Job Promo: Bonus Opportunities Available

Herman Miller Dealership seeks an Interior Designer to join cross-functional team. Must be proficient in AutoCAD and have minimum of two years of commercial design experience. Exciting opportunity for highly motivated, energetic individual in a fast-paced environment. Excellent benefits include major medical, dental, vision and matching 401(k) plan.

Fax resume to 919-832-7626 or email to kdavis@alfredwilliams.com

SALES ADMINISTRATORS WANTED

Join our Team and further your career in Greater Chicago

OEC Business Interiors, Inc. is seeking experienced Sales Administrators. Candidates should have contract furniture dealership experience, be customer service professionals skilled in processing/tracking orders in a fast paced environment from quote through installation with order entry software. Abilities must include strong attention to detail, organizational, planning, and customer relation's skills. Steelcase, Hedberg knowledge is a real plus. Medical, Dental, Life, LTD, EAP Benefits with matching 401(k) available.

Fax resume to (630) 589-5685 or EMAIL to: miehaus@oecbusinessinteriors.com

VICE PRESIDENT OF IMPORT SALES

Looking for a talented individual to manage our import program

Large North American manufacturer & dist of Office Furniture is looking for a talented individual to manage our import program. Must have substantial knowledge & exp working w/manufacturers located in the Far East and will possess comprehensive knowledge and exp in warehousing, operations, distribution & logistics.

Will work with our staff and with our current manufacturers located in the Far East to develop new production sources based on current & future product needs.

The appropriate candidate will be responsible for ensuring products are manufactured to req standards, will coordinate ordering, containerization & all logistics to our North American facilities. This individual will work with our sales organization in building the import program into an integral part of our overall business. Reports directly to executive management.

Excellent compensation program is comprised of substantial salary, large results-based bonus opportunity & many other benefits.

Please reply in confidence to:
greatjobs123@aol.com

TERRITORY SALES REP

Well established, New Jersey based company is seeking a highly motivated experienced sales professional for our Office Furniture Division.

Ideal candidate must have excellent communication and organizational skills. Primary responsibilities will include the development of new business and management of existing accounts in our Northern New Jersey territory. Experience in State Contract and Government Sales a plus.

We offer an excellent compensation and benefits package including salary, commissions, car allowance and comprehensive health insurance.

For consideration e-mail cover letter and resume to Kate@cbs-nj.com or fax to (609) 935-0177.

SALES - ACCOUNT EXECUTIVE

Account Executive -Office Furniture Dealership in Las Vegas

Major office furniture dealership looking for a quality Account Executive. Honesty, integrity and a strong work ethic are the most important characteristics. The territory will be Las Vegas and Southern Nevada. Knowledge of the contract furniture or office interiors industry is preferred. Organizational skills are required to manage client needs. 3 years outside sales experience required. Good working relationships are necessary to work collaboratively with dealership support team. PC and keyboarding skills are necessary as is the ability to travel to customer locations.

Please fax your resume to
559 276-8041

or e-mail kimb@cifurn.com E.O.E.

PROJECT MANAGER

Arizona is booming!

U.S. Business Interiors is the premier provider of product and service solutions for business, healthcare and educational organizations in Arizona. The individual in this position will be the primary point of contact all customer, contractor and company personnel to assure the timely and accurate completion of furniture installation and reconfiguration projects of various sizes. The individual will coordinate scheduling, establish and maintain updated timelines, maintain quality control, manage post-project completion and coordinate communication with all parties.

The individual must be able to read prints and related specifications. Demonstrated comfort level with Microsoft Office, Microsoft Project and on-line database management and research tools; Hedberg experience is desirable. Individual must have strong organizational skills with an emphasis on attention to detail.

Email resume to:
mgoodman@usbi-az.com

KEY TERRITORY OPENINGS WITH EOC!

Excellent Independent Sales Representative Opportunity

EOC, a leading manufacturer of mid-upper quality office and healthcare furniture with a guaranteed safe nationwide blanket delivery program, has openings in the following sales territories:

CA, FL, GA, MN, PA, PNW, TN & TX

Only qualified professionals with quality dealer, A&D and project sales experience need apply.

EOC's superb sales support includes in house printing, graphic and CAD support services as well as fast and custom product capabilities for today's project demands.

EOC is a solid, stable 40 yr family owned mfg. with state of the art vertically integrated casegoods, systems, tables and upholstered furniture facilities in the modern Los Angeles business park, 20 min. from LAX and the LA Harbor.

Qualified applicants can view EOC online at www.eoccorp.com or call 800-421-5927. Questions and information can be e-mailed to eoc@earthlink.net

Resumes can be faxed to 310-603-9100.

TERRITORY MANAGER - NORTHERN FLORIDA

Great opportunity in Northern Florida!

The HON Company sales team is seeking an experienced Territory Manager for Northern Florida.

Responsibilities include:

- Maintain a marketing plan for the territory to maximize HON's market share.
- Call on current and potential accounts providing needed sales and marketing information to support the sale of product.
- Train accounts on product, price and programs, and work as a business partner/consultant to increase sales volume.
- Works with dealership sales staff to participate in joint sales calls and industry trade shows when needed.
- Responsibility for providing market intelligence and timely market feedback to management on competition, competitive trends, and makes recommendations on product and program enhancements to improve HON's competitive position.

Applicants must have:

- BA or BS in Marketing, Business Administration, Communication
- A minimum of 3 - 5 years of demonstrated successful sales performance.
- A valid driving license and satisfactory driving record.

APPLY AT: www.hon.com

DIRECTOR OF DESIGN SERVICES

Join our Collaborative Team: Design Work from Home. Classroom and Conference room solutions for the world.

Programs, plans and designs training, conference and lab environments for corporate, educational, institutional and governmental facilities. Collaborates on the creation of new products and new business opportunities.

Confers with customers, independent designers, facility managers and others to program project requirements, budgets, equipment requirements, and other factors that affect planning interior environments.

Provides planning support, technical support and product knowledge to internal and external customers.

More job info at:

www.positions@smartdesks.com

Salary is commensurate with experience.

Benefits include 401K plan. Health contribution.

Position availability: On or before May 1, 2007

Email Resume to: hr@smartdesks.com

or Fax to: 877-620-7411.

COME GROW WITH US!

Palmer Hamilton is an industry leader in the manufacturing of school cafeteria table systems. Mechanical Engineer

- Read and interpret blueprint, technical drawings and computer generated reports
- Research and analyze customer design proposals, specifications, manuals, and other data to evaluate the feasibility, cost, and maintenance requirements of designs or applications
- Specify system components or direct modification of products to ensure conformance with engineering design and performance specifications
- Research, design, evaluate, install, operate, and maintain mechanical products, equipment, system and processes to meet requirements, applying knowledge of engineering principles
- Investigate equipment failures
- Assist drafter in developing the structural design of products
- Develop, coordinate and monitor all aspects of production
- Estimate costs for engineering
- Familiar with Lean Manufacturing

The qualified applicant will have training/background in AutoCAD, Solid Modeling and 2D equipment. Must be able to work well with minimum supervision, have good communication and interpersonal skills.

Palmer Hamilton offers a generous benefit package.

Palmer Hamilton

Attn: Human Resource

tlechner@PalmerHamilton.com

MID TO SENIOR LEVEL DESIGNER

Join our team of dedicated, creative, professionals while living in Phoenix Arizona, one of the top vacation destinations in the country.

Facilitec, one of Haworth's most innovative and progressive dealer of product and services currently has an opening for a Mid-Senior Level Systems Furniture Designer. This individual would be responsible for working on a growing project team that services large corporate accounts.

Responsibilities will include the ability to meet with clients, develop space plans, furniture specifications, finish selections, create quality installation drawings and participate in project meetings.

The candidate we are seeking should have a minimum of four years of experience in the contract market and be career oriented. Facilitec is an ESOP company and provides major medical, dental, and Life insurance. Qualified Candidates:

Fax resume to the attention of Alicia Hester @ 602-275-0202 or e-mail to ahester@facilitec-inc.com

602-275-0202

EMERGING ALLSTEEL DEALER HIRING IN DENVER

Fast-growing furniture dealer in downtown Denver is looking for candidates to contribute to a cutting edge culture and dynamic team!

Sales

Preferred candidates should have 1-3 years experience within the office furniture industry and strong communication, relationship building and interpersonal skills. Lucrative commission plan for positions in Business Development, Commercial Contract Sales and Public Sector Sales including GSA.

Designer

Preferred candidates should have 1-3 years experience and CADD/CAP background for this computer intensive position. Candidates will serve as communication link between customers and core dealer disciplines to ensuring accurate plans, specifications and compliance to customer deadlines and satisfaction.

Project Manager

Preferred candidates should have 1-3 years installation foreman experience and Microsoft office proficiency and excellent communication skills. Responsible for supervision of installation projects, crews and sub-contractors for quality of work, budget estimates, meeting deadlines and customer satisfaction.

Contact: Rob Hill at: rhill@spaces.biz

www.spaces.biz

PRODUCT MANAGER

Come join our "cutting edge" team of Product Managers.

Are you an experienced hard goods product manager that's flexible to change, with at least five years working in a team environment? Have you had responsibility for conception of new products, supplier and customer relations, market research, product pricing, monitoring market trends, competition and product profitability? Do you have strong leadership skills? Then we want to hear from you!

Experience in the office products or furniture industry a plus. International experience also a plus.

Safco is a leading distributor in the office products industry. As an LDI Company, we offer competitive salary, comprehensive benefits and career opportunities in a diversified organization focused on growth.

For consideration please apply at:

www.libertydiversified.com.

If you have questions, please contact Jennifer Koenig at 763, 536-6699.

DESIGN MANAGER

Ready for a big change? We want your design management skills in Russia!

Take your design and managements skills abroad!

We are an American owned contract interiors company operating in Moscow for the past 13 years as the exclusive distributor of Knoll in Russia. We are seeking a senior interiors professional to lead a team of talented young designers. The ideal candidate will function as the design face of the company and have excellent coaching and management skills.

Interested applicants should submit the below items for review to cmrjobs@yahoo.com

- Resume
- An explanation of your interest in moving to Moscow and why you are ready for an adventure.
- A list of several of your recent projects and a sample work from 1 project.

DEALER SALES MANAGER FOR SO CAL

Hard work pays off in SO CAL!

So Cal largest, well respected independent Dealer seeks qualified, experienced, aggressive, Sales Manager to oversee and add to existing outside sales force. Detail oriented, Min 5 years exp required. Computer skills to include ACT, Team Design, Microsoft Suite. Great salary, benefits, profit sharing.

Resumes:

grichardson@crestoffice.com

TEXTILE SALES - FURNITURE MANUFACTURER ACCOUNTS

Excellent opportunity to join one of the fastest growing textile companies in the industry

cfstinson, a leading supplier of Crypton®, faux leathers, seating fabrics, vinyls and panel fabrics, is seeking candidates for the position of Manufacturing Market Representative-Northeast.

This individual will be responsible for existing accounts as well as developing new business prospects within the furniture manufacturing and refurbishing customer segments.

Position requires regular travel throughout the Northeast. Individual will work from a home office; location in eastern NY state or northern NJ preferred. Experience in selling fabrics and/or other components to manufacturing accounts is also desirable.

We're looking for a sales professional with demonstrated success in exceeding sales goals and increasing market share. With over 50 years of successful experience in the textile industry, we have an established reputation for delivering innovative products and superior customer service.

Visit our website to learn more: www.cfstinson.com Position offers an attractive compensation program that rewards strong performance.

Qualified individuals should forward a resume to: jrowan@cfstinson.com

JOIN THE BEST IN SEATTLE

B&OI is growing. Grow With Us!

Looking for a great job with an established company that will be there for the long haul? Bank & Office Interiors is an award-winning Steelcase office furniture dealer and the #1 office furniture dealer in the Pacific Northwest. We've been servicing businesses throughout the state of Washington with the latest products in office furniture and workspace solutions for over 70 years.

We are continuing to experience significant growth and are adding to our team. Come grow with us!

We have the following career opportunities currently available in Seattle:

- Project Managers
- Interior Designers
- Sales Coordinators
- Foremen
- Installers

See our website for more details:

www.bankandoffice.com

Submit resume and cover letter referencing MMQB and the position you are interested in to jobs@bankandoffice.com

INDEPENDENT SALE REPS WANTED

Represent an innovative Best of NeoCon 2006 Silver Medalist

Sedia Systems provides outstanding seating solutions for Education and Training Environments. We deliver perfectly balanced educational and work environments by integrating today's demanding requirements with cutting edge, contemporary design. Our wide range of lecture hall, classroom, auditorium, task and lobby seating produce a look that differentiates and performance that is unmatched.

Sedia Systems is seeking independent representative groups in select territories throughout the United States.

If you are an exceptional sales professional, have a history of working in the College and University market and are interested in finding out more about opportunities at Sedia Systems, contact Wilson Troup at wtroup@sediastystems.com.

MID MARKET VENEER CASEGOODS

40 year old wood company in search of representation for a new contract casegoods division.

Mid market veneer casegoods manufacturer specializing in inlayed veneers and edging is seeking representation in the following territories: IL, Upstate NY, NYNY, Washington DC, VA, WV, WI, MN, AR, LA, Montreal and Ottawa.

We are looking for sales professionals who have been effective in increasing market share for their manufacturers. Strong knowledge of the Dealership and Design Community are required.

Interested parties should forward background information to: bill@ledafurniture.com Or call toll free at 1-866-939-5332 ext.46 Check us out at www.ledafurniture.com and visit us at NeoCon Booth 7-1066

WORKSTATION DIVISION MANAGER

Great opportunity in Chicago!

Office Furniture Resources, one of the largest new and preowned office furniture dealerships in the country, has an immediate opening for a Workstation Division Manager. We are looking for someone with experience in installation or project management. MUST BE KNOWLEDGEABLE IN STEELCASE, HERMAN MILLER and HAWORTH SYSTEMS FURNITURE. Main responsibility would be supervising our as-is inventories. Duties include picking orders, prepping orders, and interaction with salespeople. Pay based on experience. Job located in Chicago, some travel.

Tammy Ellison, Office Furniture Resources
8787 W Brown Deer Rd
Milwaukee, WI 53224
Phone: 414-353-9725
Email: TEllison@ofr-inc.com

PRODUCT DEVELOPMENT ENGINEER

Excellent opportunity with innovative company!

Davis Furniture Industries, a high-end office and contract furniture manufacturer, is currently seeking a Product Development Engineer with a strong background in developing contract office furniture. Engineering degree is preferred. Qualified applicant will have extensive experience with Cad Systems (Solid Works and AutoCAD), Excel and Word, model making and prototyping skills, and the proven ability to work with many different materials and processes. Strong project management, communication and organizational skills are necessary for this position.

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

Please submit your resume to Jeff Manuel, Davis Furniture Industries, Inc., PO Box 2065, High Point, NC 27261-2065. By Fax: 336-889-2056.

By E-Mail: jmanuel@davisfurniture.com.

BIDS / RFQ'S

NOTICE OF REQUEST FOR QUALIFICATIONS

Furniture, fixtures and equipment for the school construction program

NOTICE OF REQUEST FOR QUALIFICATIONS FOR FURNITURE, FIXTURES AND EQUIPMENT

The New Jersey Schools Construction Corporation (the "Corporation"), is seeking Qualified Manufacturing Firms (QMF) to manufacture furniture, fixtures and equipment for School Facilities Projects to be constructed by the Corporation. The QMFs or their subcontractors will need to deliver and install the furniture, fixtures and equipment at the School Facilities Projects.

The Request for Qualifications ("RFQ") for furniture and equipment is available starting at noon on Tuesday, April 10, 2007 on the NJSCC website at <http://www.njscc.com/ffne2007>

Completed responses must be received by 5:00 p.m. on Tuesday, April 24, 2007.

SUBMISSIONS RECEIVED AFTER THE ABOVE DATE AND TIMES WILL BE RETURNED UNOPENED.

DEALERSHIPS FOR SALE

STEELCASE DEALERSHIP FOR SALE

Profitable Steelcase dealership for sale by retiring owner

Successful Steelcase dealership located in the Midwest being sold by retiring owner. 2007 forecasted sales in excess of \$7 million with EBITA in excess of \$350,000. Experienced employees. Established major account base. Recognized by local Chamber as one of 10 Best Small Businesses in the market place. Serious inquiries call Don at 214 215-9787 for more information.

WEST COAST CONTRACT FURNISHINGS DEALERSHIP

West Coast Contract Furnishings Dealership Available for Acquisition

Owner netted \$1,150,000 in 2005 and \$1,200,000 in 2006 (total Owner Net from 2000 through 2006 exceeds \$7,200,000) and wants to partially retire but wants to stay active in the business development/marketing end of the business.

GM already in place and he wants to stay. New Owner will be a "people person" with (a) an industry background; (b) overall management skills; (c) business development interests; and (d) a strong commitment to customer service. New Owner will need \$500K down; longer term financing is available.

Call Mr. Evans at (858) 320-0474.

FURNITURE PARTS

STEEL SUPPORT ARMS/STANDARD CANTILEVERS

Cutting Production costs with laser technology.

Steel Support Arms/Standard Cantilevers. Use for the following furniture systems: Allsteel, American Seating, Cramer, Ethospace, Gunlock, Global, Harter, Haworth, HON, Knoll, Kimball, SC Avenir (Moveable Wall), Phoenix Concept, Rosemount, Shaw Walker, Steelcase 9000, Tab, Teknion, Trendway, Westinghouse, Herman Miller AO1 and AO2 and Quorum.

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