Luxo’s L-1, which heralded the modern era in lighting, turns 80
8 UPFRONT: BIFMA Aftershock Speaker Lineup Best in Years
The office furniture industry was gathering for BIFMA’s Leadership Conference, dubbed The 360°, just as President Donald Trump was beginning his first week in office.

14 Economist: Globalism Making Way For Nationalism
The peak of globalization, she believes, happened in 2001 when Europe adopted a single currency. It has been on the decline since then.

30 Trade Wars: How Sanctions Might Hurt Office Furniture
Trump has complained that China has prospered over the last few decades by focusing its economy on low-cost manufacturing for foreign markets at the expense of the American worker.

< Trade Wars pg 30
The Business of Furniture

Editor-in-Chief, Bellow Press Rob Kirkbride
Vice President, Sales & Marketing, Publisher, Bellow Press Melissa Skolnick
Vice President, Content Production, Bellow Press Todd Hardy
Workplace Guru, BoF Stephen Viscusi
Guest Columnist, Industry Business, BoF Mike Dunlap
Guest Columnist, BoF Jeremy Erard
Guest Columnist, BoF Al Everett
Contributing Writers, BoF:
Amanda Schneider, Emily Clingman, Bruce Buursma, John Q. Horn, Jeremy Myerson, Stef Schwalb, Gary James, Scott Lesizza, Bryce Stuckenschneider
Illustrator, BoF Jamie Cosley
Copy Editor, BoF Linda Odette

Business of Furniture and Workplaces magazine are the go-to sources for keeping you informed about everything that is happening in the industry. From trends that affect your bottom line, to new products that will help your customers work better, to stories that will help you run a better, more informed company.

Include us on your PR distribution list.
Send To: news@bellow.press
Please include high resolution photos along with your release; at least 300 dpi.
https://bellow.press/SubmitNews

Publishing Headquarters
23403 E Mission Ave, Suite 107
Liberty Lake, Washington 99019
877-BELLOW9 (877-235-5699)
Email: info@bellow.press

BOF Workplaces

The Hutch

TAXIQUIS REDONICUS!

GUYS, I FOUND SOMEONE TO DO OUR TAXES. WE DON'T NEED A MAGIC SPELL.....

SHOULD I RETURN THIS EYE OF NEWT?
ASSOCIATIONS / GREEN

U.S. Green Building Council Releases Annual Top 10 States for LEED Green Building

The top 10 States for LEED, an annual ranking of states that made significant strides in sustainable building design, construction and transformation over the past year have been announced by USGBC.

This year’s list has the highest average (2.55 square feet) per capita of LEED-certified space among the top 10 states since 2010. Four of the nine states included in the 2015 list increased the square feet of space they certified per resident in 2016 (Massachusetts, Colorado, California and Virginia). The full ranking is as follows:

2016 Top 10 States for LEED

<table>
<thead>
<tr>
<th>Rank</th>
<th>State</th>
<th>Certified Gross Square Footage (GSF)</th>
<th>Per-capita Certified GSF</th>
<th>Total No. Projects</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>MA*</td>
<td>24,398,765</td>
<td>3.73</td>
<td>136</td>
</tr>
<tr>
<td>2</td>
<td>CO*</td>
<td>15,921,457</td>
<td>3.37</td>
<td>92</td>
</tr>
<tr>
<td>3</td>
<td>IL*</td>
<td>36,188,485</td>
<td>2.82</td>
<td>151</td>
</tr>
<tr>
<td>4</td>
<td>NY</td>
<td>48,405,204</td>
<td>2.5</td>
<td>211</td>
</tr>
<tr>
<td>5</td>
<td>CA*</td>
<td>88,891,641</td>
<td>2.39</td>
<td>632</td>
</tr>
<tr>
<td>6</td>
<td>NV*</td>
<td>6,397,602</td>
<td>2.37</td>
<td>22</td>
</tr>
<tr>
<td>7</td>
<td>MD*</td>
<td>13,426,623</td>
<td>2.33</td>
<td>104</td>
</tr>
<tr>
<td>8</td>
<td>VA*</td>
<td>18,444,309</td>
<td>2.31</td>
<td>155</td>
</tr>
<tr>
<td>9</td>
<td>WA*</td>
<td>15,103,478</td>
<td>2.25</td>
<td>105</td>
</tr>
<tr>
<td>10</td>
<td>TX*</td>
<td>41,942,393</td>
<td>1.67</td>
<td>211</td>
</tr>
<tr>
<td></td>
<td>DC</td>
<td>17,476,447</td>
<td>2.94</td>
<td>120</td>
</tr>
</tbody>
</table>

*included in 2015 Top 10 States for LEED list

**Washington, D.C., is not ranked because it is a federal district, not a state.

Topping the list is Massachusetts, which moved from third to first place, with a total of 136 LEED-certified projects representing 3.73 square feet of certified space per resident.

The next nine states are (2) Colorado; (3) Illinois; (4) New York; (5) California; (6) Nevada; (7) Maryland; (8) Virginia; (9) Washington and (10) Texas.

“LEED guides our buildings, cities, communities and neighborhoods to become more resource- and energy-efficient, healthier for occupants and more competitive in the marketplace,” says Mahesh Ramanujan, president and CEO of USGBC. “The green building movement continues to evolve with advancements in technology, benchmarking and transparency, and the states on this list are leading the way toward a more sustainable future.”

Now in its seventh year, the ranking assesses the total square feet of LEED-certified space per resident based on U.S. Census data and includes commercial and institutional green building
projects certified during 2016.

Illinois and Colorado are the only two states to have made the list every year since 2010, and New York has returned to the rankings after a one-year hiatus.

A continued presence on the list from Maryland and Virginia has reaffirmed the mid-Atlantic region, which includes Washington, D.C., as the center of green building. While Washington, D.C., is not included in the list of top states, due to its status as a federal territory, it is notable for its 29.04 square feet of LEED space per resident, more than any individual state.

Notable projects certified in 2016’s Top 10 States for LEED include:

- LEED Silver: Massachusetts - Boston Convention and Exhibition Center, the location of Greenbuild 2017; Texas - Baylor Medical Waxahachie.
- LEED Platinum: Illinois - Chiaravalle Montessori School, North Wing; California - Anaheim Regional Transportation Intermodal Center; Maryland - Parks and People at Auchentoroly Terrace.
- Collectively, 1,819 commercial and institutional projects achieved LEED certification in the 10 states within the Top 10 LEED list in 2016, representing 309.12 million gross square feet of real estate. Across the U.S., 3,366 projects were LEED-certified in 2016, representing 470.39 million square feet.
The LEED green building certification system is the foremost program for the design, construction, maintenance and operations of green buildings. More than 59,000 commercial, neighborhood and residential projects are LEED-certified, comprising more than six billion square feet of construction space in all 50 states in the U.S. and in more than 164 countries and territories globally.

Green construction is a large economic driver. According to USGBC’s 2015 Green Building Economic Impact Study, it will account for more than 3.3 million U.S. jobs — more than one-third of the entire U.S. construction sector — and generate $190.3 billion in labor earnings by 2018. The industry’s direct contribution to U.S. gross domestic product (GDP) is expected to reach $303.5 billion from 2015–2018.

**Manufacturers**

**Teknion Wins a Pair of 2017 Green Good Design Awards**

Two of Teknion Corporation’s products — the Zones furniture collection and Focus demountable wall system — have been recognized with 2017 Green Good Design Awards.

The awards are presented by The European Centre for Architecture Art Design and Urban Studies and The Chicago Athenaeum: Museum of Architecture and Design. Green Good Design identifies and emphasizes the world’s most important examples of sustainable design, and develops a public awareness program about which global companies are leaders in world ecological and sustainable design.

“Advancing sustainability has long been fundamental to our culture and everything we do,” says Scott Deugo, Teknion’s chief sales and sustainability officer. “We have the privilege of working with some of the most innovative companies in the world. Their vision for the future of work combined with our capabilities and knowledge of sustainable practices drive us to make things that set a precedent for a better way forward. We thank the Green Good Design Awards sponsors for recognizing our progress.”

Zones is a comprehensive series of furniture that transforms the office, challenging convention and changing the way people experience work. Designed by PearsonLloyd in conjunction with Teknion, the collection is comprised of seating, tables, screens, easels and semi-private enclosures which can be used as intimate collaborative settings or a place of retreat for privacy. In addition to furniture settings, Zones encompasses lighting and accessories. It garnered multiple awards, including Best of Competition, during its NeoCon debut in June of 2016.

The Focus demountable wall system seamlessly integrates a variety of glass and solid fascias to create an array of productive modern workspaces. Focus offers a tailored approach to specific
environments with its acoustic and visual continuity, and matching wall and door pairings. Frame and trim components are light in proportion though seamless in line and corner connections, providing a minimal architectural presence. Focus delivers a high level of acoustic performance with a clean, European aesthetic and a broad range of finish options.

ASSOCIATIONS

ASID Foundation to Award 2017 Transform Grants

The ASID Foundation is accepting proposals for its sixth annual Transform Grants through March 15.

The grants support applied research in interior design and human behavior. In 2017, the foundation will award up to $100,000 to evidence-based research projects addressing interior design or policy solutions that use space to enhance one or more elements of well-being. The ASID Foundation considers well-being to be physical, social (mental/emotional), financial, and related to career and community.

The need to strive toward everyday wellness in the built environment and to foster well-being through spaces has become a mainstream goal, but research suggests access to well-being is not easily available to those working on or below the poverty line. Those families and individuals who may be most in need of healthy residences, schools, workplaces and municipal buildings, may be the least likely to have access to them.

The Transform Grants include two types of research studies:

• Grant A Seed/start-up funds: Up to $30,000 to support the exploration or pilot phase of broader research initiatives. Must be completed in nine months or less.
• Grant B Research project: Up to $70,000 to investigate how design can transform lives. Must be completed in 18 months or less.

“The importance of using the power of design to support vulnerable groups in need of physical, mental and social well-being has never been more important,” says ASID Foundation Chair Patrick J. Schmidt. “Design interventions can improve the quality of life for populations in need and provide everyday health, safety and wellness to them.”

Judges will evaluate submissions and chose the top five studies for each grant type. The ASID Foundation’s Board of Trustees will make the final funding decisions. The evaluation criteria is based on the significance of the study, the innovativeness of research questions, the feasibility of budget and timeline, the strength and breadth of the target audience reach and the overall quality of the submission.


DEALERS

Möbel360, Independently Owned Herman Miller Dealer, Opens in Montreal, Quebec

Herman Miller has announced the opening of independently owned Möbel360, a certified Herman Miller dealer in the Canadian province of Quebec. Jacques Gravel, Jean-Philippe Dufour and Renaud Perron are joint owners of the new dealership. The three partners’ collective experi-
ence in logistics and project management, installation, and brand identity will provide customers the insight and skills needed to create a workplace that supports their business priorities, no matter the size or complexity.

“Quebec is very important to Herman Miller,” says Paulo Carmini, President of Herman Miller Canada. “Together, we’re creating a complete offering of knowledgeable, experienced resources and compelling product and service solutions for the Quebec market.”

As with all certified Herman Miller dealers, Möbel360’s customer support process follows every project from start to finish to obtain perfectly integrated results and controlled levels of quality at every point in the process. The full-service dealership offers solutions for design, conceptualization, delivery, storage, installation and repair. Möbel360 also offers customers access to product solutions from all Herman Miller subsidiaries, including Geiger, Nemschoff and Maharam, as well as other brand partners such as Magis, Mattiazzi, and naughtone.

Located at 6666, Saint-Urbain Street in Mile-Ex, Möbel360 is the sole Herman Miller dealer for the greater Quebec market. Customer service is available seven days a week, in both French and English. A new 3,500-square-foot showroom, opening in early March, was designed by the Herman Miller Brand Design team to feature a range of products in a variety of settings from private offices to open landscapes.

**MANUFACTURER**

**Wilkhahn Joins GSA as a Select Partner**

Wilkhahn, a German office manufacturer, has been accepted as a member of the U.S. General Services Administration (GSA). As a member of the GSA, Wilkhahn qualifies as a select partner for federal purchasing programs.

Upon acceptance to the GSA, specific Wilkhahn products have been incorporated into the GSA-approved portfolio. Products include, but are not limited to, some of the company’s latest introductions: the Timetable conference table range, and IN and ON office chairs.

GSA supplies federal purchasers with cost-effective, high-quality products and services from commercial vendors and offers an array of workspace services. The application process takes about a year, as it involves an examination of each company to determine if the partnership is appropriate.

Wilkhahn has been developing its U.S. presence since it launched in 2008 and has seen much more recent growth. In 2016, Wilkhahn began manufacturing in the U.S. for the first time. Its Timetable is produced in Rochester, New York.
MANUFACTURERS

National Office Furniture Launches SpecStudio Online Visualization Tool

SpecStudio is the latest offering by National Office Furniture, a unit of Kimball International, Inc. Loaded with all of National’s seating solutions, SpecStudio enables website visitors to experiment with the different options and fabrics available on each model, all from a smart phone, tablet or computer. Users can easily browse and change seating options or materials on demand. The upholstery keyword search feature quickly locates the desired fabric and applies it to the chair, providing a quality rendering. Pricing calculates in real time, eliminating the guesswork of the list price, and creating confidence in purchasing decisions. SpecStudio also allows users to save or share designs with others and make communication seamless.

To experience SpecStudio for yourself, visit www.nationalofficefurniture.com/specstudio.

ASSOCIATIONS

CIDA Award for Excellence Winners Announced

The Council for Interior Design Accreditation (CIDA) has announced the winners of the 2016 Award for Excellence. This award recognizes and celebrates outstanding practices that advance the cause of excellence in interior design education.

The first-place winner is Carl Matthews, professor and interior design department head in the Fay Jones School of Architecture + Design at the University of Arkansas. Matthews’ entry, “Revitalization of Culturally Significant White Building to House Victims of Human Trafficking in Phnom Pehn,” demonstrated the breadth of impact the profession can have on some of the world’s largest problems.

“The CIDA Board congratulates Professor Matthews for integrating complex social issues and cultural considerations with a historically significant site in need of revitalization,” says Dr. Lisa K. Waxman, board chair. “The power of interior design to positively advance human well-being and create significant social and cultural value emerged from this excellent student-learning experience. We have every reason to believe that these perspectives and learning are core to the profession’s future.” Matthews received a $5,000 award.

Two entries were recognized with $2,000 merit awards. Stephanie McGoldrick, assistant professor in the School of Design at Mount Ida College, and Moira Gannon Denson, assistant professor in interior design at Marymount University, received a merit award for their joint entry, “Universal Design-athons at Marymount University and Mount Ida College.”

Emily McLaughlin, program director in the interior design technology program at Indiana University-Purdue University Indianapolis, also received a merit award for her entry, “Designing and Constructing with Earthbags in Swaziland.”

Deborah Schneiderman, professor in the interior design department at Pratt Institute, received an honorable mention for her submission, “Disaster Relief into Interior Design Pedagogy.” Jung-hwa Suh, assistant professor in the Environmental + Interior Design Program at Chaminade University of Honolulu, also received an honorable mention for her submission, “Learning on the Go: Using Mobile Tools in Design Education.”

Winning entries can be viewed at http://accredit-id.org/awards/cida-award-for-excellence/.
CAREERS

Boss Design USA New Starter Announcements

Katy Baroni has joined Boss Design’s North American manufacturing division as vice president of sales for the western U.S. division.

Baroni brings her knowledge and expertise from more than 22 years in the contract furniture industry. During her time in dealer sales and management, she was responsible for high-profile accounts such as Uber, Twitter and Yelp. As an early distributor for Bene and Framery, Baroni focused much of her attention on bringing European products to the U.S. market.

With a passion for European design, Baroni is enthusiastic at the opportunity to expand the U.S. sales and distribution for Boss. As vice president of sales, her main responsibility will be managing and growing the Boss Design brand throughout the western division, including the states of Colorado, New Mexico, Arizona, California, Oregon, Washington, Hawaii, Idaho, Montana, Wyoming, Utah, Nevada and Alaska.

Joshua Michelman has joined the Boss Design team as vice president of sales for the East Coast. Michelman comes with more than 14 years of experience in the interiors sector. Having worked across a number of different specialities, including flooring, furniture and architectural glass, he has been very involved with the design community.

Most recently, Michelman worked for Clarus Glassboard, pioneering this new industry category. Clarus is an architectural glass company in the U.S. that has gone from zero to $50 million in the last six years. Michelman took on the largest revenue territory for Clarus, and his efforts grew company sales by 77 percent his first year and 48 percent his second year. He will be opening up the American division of Boss Design with Jeff Thompson.

Michelman holds degrees in literature with a minor in political science from Rampo College and a master’s in business strategy from Pace University.

CAREERS

E&I Cooperative Services Names Keith Fowlkes as VP, Technology Category

Keith Fowlkes is the new technology vice president for E&I Cooperative Services.

He will serve as an entrepreneurial leader in the development and continued operation of the cooperative’s technology contracts. His responsibilities will include identifying and developing new contract business opportunities.

Fowlkes has been in higher education for nearly 25 years, serving in administrative, academic and consultant roles. He is chief information officer at Centre College in Danville, Kentucky, where he worked on the strategic development and management of information technology for the college. He is a frequent writer and speaker on strategic planning, information policy and emerging technologies, and is a contributing writer for InformationWeek Education and the ACUTA Journal. Fowlkes also is the co-founder of The Higher Education Systems & Services Consortium (HESS), which is a member-owned consortium focused on lowering cost and fostering collaboration between colleges, universities and technology ERP companies.
Fowlkes earned his bachelor’s in business from the University of Tennessee and his master’s in information management and master’s in business administration with honors from Webster University of St. Louis, Missouri.

**CAREERS**

**Kristin Perkins Joins Allermuir**

Kristin Perkins has joined The Senator Group as a territory manager for the Allermuir brand. She’ll help continue the company’s growth throughout the Boston area. Perkins began her career as an interior designer with a passion for furniture and textiles, which slowly guided her toward the A&D sales side of the business.

**CAREERS**

**Jeanette Zapanta Joins Senator**

Jeanette Zapanta has joined The Senator Group as a territory manager in New York City representing the Allermuir brand. Zapanta is well versed within the industry with combined prior experiences of 14 years from Natuzzi Italia and Herman Miller. She’s held several positions with both brands as showroom manager, A&D sales and account development manager.

**CAREERS**

**Emily Weber Joins Allermuir**

Emily Weber has joined Allermuir as a territory manager in Chicago, Illinois. She began her career as a project manager for four years at The Atlantic Group in New York City. She later spent 11 years with Knoll Textiles as a sales representative.

**CAREERS**

**Benchmark Design Group Announces the Appointment of VP National Sales, Contract / Hospitality**

Benchmark Design Group has appointed Sandy Sanguily as its vice president of national sales for contract and hospitality.

“I am proud and humbled by the fact that Benchmark has grown strong enough to attract and excite one of the best and most respected contract furniture veterans in this country,” says Mark Carroll, owner of Benchmark Design Group.

Sanguily comes to Benchmark with more than 30 years of success in the contract and hospitality business. He spent 10 years with Kimball Office Group and most recently he has been serving as president of his own company in Houston, Texas.

“Everything I have done leading up to this point in my career has prepared me to take this position,” Sanguily says.