

INDUSTRY BRIEFING

EVENTS

NeoCon

June 12 - 14, 2017

North America's most important design exposition and conference for commercial interiors.

www.neocon.com

National Ergonomics Conference & ErgoExpo

August 22 - 25, 2017

Since 1994, the National Ergonomics Conference & ErgoExpo has been the best place to learn how to build an ergonomics program or maximize an existing program — on any budget, for any industry.

www.ergoexpo.com

China International Furniture Fair - Shanghai

September 11 - 14, 2017

China's largest furniture fair shifts back to Shanghai for the 40th edition.

www.ciff-sh.com

NeoCon East

November 15 - 16, 2017

The premier design expo and conference for commercial interiors on the East Coast.

www.neoconeast.com

IIDEX Canada

November 29 - 30, 2017

IIDEXCanada is Canada's National Design + Architecture Exposition & Conference. The annual show focuses on all areas of design including workplace, healthcare, hospitality, retail, residential, education, architecture, landscape architecture, lighting and sustainability, wellness and accessibility.

www.iidexcanada.com

BRIEFING

E&I expands into the k-12 marketplace

E&I Cooperative Services is excited to announce its expanded focus on the K-12 sector, a move that will complement E&I's deep relationships within higher education and strengthen its position as the premier member-owned cooperative serving the education marketplace.

E&I has grown significantly over the last decade, and now boasts more than 4,100 members institutions and over \$2.65 billion in member purchases. In the K-12 arena alone, the Cooperative has averaged an annual membership growth of almost 25%, making it E&I's fastest growing market segment.

"With this initiative, we are focused on new business development, driving contract adoption and utilization among new and existing K-12 members, and working to increase membership in the K-12 space," said Tom Fitzgerald, CEO, E&I Cooperative Services. "We're also looking forward to increased collaboration with our business partners who serve the K-12 audience."

To sustain this growth, E&I has created a dedicated field team to support and advance its footprint in the K-12 marketplace. This team is led by Sue Peters, Director, K-12 Market Development, and includes two field-based Market Development Executives, Nate Termaat and LJ Sylvester. The team will include two Inside Member Representatives who will focus on engaging/supporting small/mid-sized K-12 institutions.

Be You at AIS - NeoCon 2017

AIS invites you to join us at NeoCon 2017 as we showcase our many solutions designed to meet the diverse needs of workers today. Our Calibrate Series takes laminate casegoods, conferencing and storage across the floorplate in meaningful ways. And our Ω highly configurable seating lines make it easy to design the exact chair you want to support your unique needs. Plus, our always-evolving systems and benching products are sure to inspire your next project!

Join us for our annual AIS showroom party on Monday, June 12th from 4pm - 7pm, in showroom 1086.

There's so much to see at AIS and we look forward to hosting you! #BeYouatAIS.

New izzy+ ABCO Reps in Key Markets

izzy+ is excited to announce that select reps are expanding their portfolio to include the ABCO product lines in key markets. As part of izzy+, the ABCO brand includes industry-leading solutions like Smart tables, New Medley tables and Keel workstations often found in education and corporate customer spaces. izzy+ and our reps provide a broad offering from izzy+, Fixtures, Harter and ABCO brands.

In addition to our current roster of full brand representatives, we are pleased to share that the following rep groups have added ABCO to their izzy+ product offer. This move works to expand izzy+'s potential reach in key markets and applications.

Alabama, Mississippi and Louisiana Levenson, Inc. will be representing ABCO in Alabama, Mississippi and Louisiana. Judd Levenson is the principal of Levenson, Inc. where he and his team have over 30 years of expe-