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Stefanie Schwalb: **Why BDNY Matters More Than Ever to the Contract Market**



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The Business of Furniture
Saturday, November 15, 2025

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The Business of Furniture

**MID
POINT**



Workplaces

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BoF Workplaces 

At **Bellow Press** we deliver a platform to reach facility managers, specifiers, interior designers, reps and dealers who seek insightful, strategic coverage of the contract furnishings industry as a front-and-center concern. We cover the industry from a strategic point of view, concentrating on quality analysis and independently written articles, helping you understand the business better.

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Upfront



Humanscale and Kvadrat Really Partner to Bring Textile Waste Innovation to the Office

Humanscale continues their ongoing partnership with Danish textile manufacturer Kvadrat, to bring Kvadrat Really - a revolutionary line of circular tabletops and other premium-quality engineered materials made from textile waste - to the US market for the first time.

The Kvadrat Really Textile Tabletop™ is composed of 70% discarded textiles and 30% waste binder, sourced from fashion and textile industries, laundries, and Kvadrat's own offcuts. Through an entirely mechanical process powered by renewable energy, Kvadrat Really transforms textile waste into durable, high-performance tabletops that are scratch-resistant, heat-tolerant, and fully recyclable. The result is a tabletop that reduces carbon emissions by 30% compared to other tabletops and substantially cuts textile landfill waste, while delivering a long-lasting, premium aesthetic that meets the high standards of both brands. Notably, in 2024 alone, Kvadrat Really converted 550 tonnes of textile waste into new tabletops, equivalent to transforming 70 shirts or 30 pairs of jeans into each 80x160 cm surface.

This partnership underscores Humanscale's commitment to creating a regenerative future through design. As a recognized industry leader in

sustainable manufacturing, Humanscale is dedicated to developing products that not only minimize environmental harm, but actively contribute to planetary health. Central to this mission is a focus on healthy materials and radical transparency: every material is evaluated down to 100 ppm to eliminate chemicals of concern, with ingredient disclosures published through third-party verified Declare labels and Health Product Declarations. By aligning with Kvadrat Really, and its dedication to UN Global Goal #17: Partnerships for the Goals, Humanscale reinforces its mission to go beyond neutrality, delivering solutions that are net positive for both people and the planet, while setting a new bar for honesty and accountability in material innovation.

“Partnering with Kvadrat Really allows us to bring truly circular innovation to one of our most widely used product categories,” says Jane Abernethy, Chief Sustainability Officer of Humanscale. “By integrating recycled textiles into our desks, we’re reducing waste at scale while offering clients a surface that’s as durable as it is sustainable.”

The Kvadrat Really Textile Tabletop™ is available with Humanscale’s, eFloat Go 2.0, and eFloat Next ranges, with additional launches planned for Float Gather, Float Mini, Float Micro, and eFloat Quattro. The tabletops will be available in Cotton White with impact-resistant ABS edges, offering a timeless finish suited for modern workspaces.

With textile production projected to reach 145 million tons by 2030, the collaboration represents a timely and critical solution. Humanscale is proud to give such an incredibly innovative product the platform to reach a wider audience through the US distribution. **BoF**



Rising™ Monitor Arms: Where Comfort and Design Align

Creating a workspace that performs as beautifully as it looks.

Today's employees expect ergonomic comfort and effortless adjustability. Designers and specifiers, on the other hand, need products that align with their aesthetic vision and brand standards. The Rising™ Monitor Arm Series from Fellowes delivers both—proving that form and function can rise together.

Built for People—Designed for Design Pros

Rising empowers every workspace with comfort, flexibility, and control. Whether supporting one screen or six, flat or curved, this series adapts seamlessly to individual workstyles and collaborative environments.



PRODUCT SPOTLIGHT



- **Endless configurations** to fit any workstation layout, including quads and sixes!
- **Supports larger, heavier, and curved monitors** with ease
- **Crossbar extension provides a single, stable mounting point** for alignment of dual monitors
- **Cast aluminum construction** ensures durability and longevity
- **Level 2 sustainability certification and BIFMA compliance**
- **Lifetime warranty and service programs** that back every detail
- **Easy to select and specify** on multiple design platforms including CET

Smart for Setup, Seamless for Use

Rising was designed to make installation and daily use effortless. Facility managers and IT pros will appreciate:

- **SnapKinect™**, an intuitive three-step connection system—no specialized tools required
- **RotationStop™** intuitively limits swing points to protect equipment and users without taking arm apart
- **Finger-touch adjustability**, allowing users to move between sitting, standing, sharing, or focusing with ease
- **Rising Top Mount** simplifies installation from above the desk





The result is a user experience that encourages healthier postures and happier employees—without adding complexity or downtime.

Aesthetic Control Without Compromise

Beyond performance, Rising™ gives designers the power to create a cohesive, elevated workspace.

- Available in **nine finishes**, from Standard to Premium and In-Trend options
- Coordinates beautifully with **Kuva™ Storage & Planters** and **Glimor™ Table Lamps** with a unified color palette
- **RisingID Custom Color & Logo program** allows complete brand customization

With Rising™, comfort isn't an afterthought—it's part of the design. It's the solution that satisfies both sides of the workspace equation: what employees *want* and what businesses *need*. **BoF**

Don't Wear THIS to Your Job Interview



You can send your workplace questions to Stephen at:
AskStephen@bellowpress.com

Questions selected to be answered, will appear in this column. Please use the Subject: Ask Stephen for all emails. Stephen Viscusi is a bestselling author, television personality, and CEO of The Viscusi Group, global executive recruiters located in New York. Follow Stephen on Twitter [@stephenviscusi](https://twitter.com/stephenviscusi), Like [Stephen on Facebook](#), and follow him on [LinkedIn](#).

Dear Stephen,

I'm a sales representative for a furniture company. I like my job, but I get calls from recruiters like you (and sometimes from companies directly) about other opportunities and if the brand interests me, I always feel like I should interview.

Mostly, they are lateral moves but with better brands, however lately I've even gotten a chance to interview for one or two leadership opportunities. I'm in my mid-30s, I call on architects and designers. I like to think I dress hip but I consider myself an old soul. I wear sports jackets way more often than my colleagues. I also have some tattoos but nothing too visible.

I'm trying to get a handle on how to dress for an interview these days. I've noticed when I've interviewed with luxury Italian brands, most of the gentlemen wear ties and the women are very well-dressed as well. Yet, when I interview with companies like MillerKnoll or Steelcase, it seems no one even owns a tie. The common thread is everyone dresses nicely, and no one is too big on brands showing. But I'm always conflicted and I never feel like I'm dressed right.



Since I'm in my thirties but tend to think a little old school, I still believe when dressing for an interview, I need to get more dressed up than my everyday business attire. But it seems there's a downside to that - a recruiter shared with me that the company interviewing me recently thought I looked "too corporate." What's the protocol on how to dress for an interview today? Either on Teams or in person? What's your advice?

*Signed,
Fashion Dilemma*

Dear FD,

The most important thing to remember when dressing for an interview is to do your homework on how the people in the role you're interviewing for dress on a day-to-day basis. Here's how I tell people to do it: go on LinkedIn, find some people in that exact role you're interviewing for and find the manager that you would be reporting to. Doing this you can get a sense of who they are and what that person 'looks like.' Don't judge by their profile picture (which generally



always looks the same and by that I mean “professional”), first connect with them and then scroll through their thread. Usually you will see photos of them at trade shows, sales meetings, presentations, events -- that is how you can get an idea of how they dress at that company. Also, if you look on their Instagram or Facebook, you may also get a sample of how they dress for work. Check X too, all it takes is a little bit of internet sleuthing.

Alternatively, in some cases, if you’re dealing with an HR person first (or a recruiter) you can just ask them directly, “How should I dress?” Keep in mind, whether the interview is in person or on Teams, you should look the same. No matter how you dress in terms of clothing, here are some additional tips on how to accessorize:

Men and women should both avoid excessive jewelry. It is distracting, especially rings. Even if you’re on a Teams call it can be noisy if

you’re tapping against the desk, for instance, with your jewelry and you might not notice it as it is a habit.

Meanwhile, if you’re interviewing in person, the most common feedback I get from clients style-wise has to do with footwear. For men, in particular, wear socks – the bare ankle, loafer look is not as charming as you think it is – I once had someone pull an offer on someone who didn’t wear socks to an interview. I get a lot of negative feedback, also, when candidates wear shoes that are too casual. Sketchers do not belong at a job interview! That one is not up for debate.

Tattoos are a non-issue for almost everyone, as are piercings. That being said, gratuitous face piercings are maybe not the right idea (unless you’re interviewing at Trader Joes). Also, too much cologne or perfume can be a turn-off. The people interviewing you need to be able to breathe in order to ask questions!

Which reminds me, check your breath. Hygiene is important, always. When you get to an interview, go straight to the restroom. Why? Because step one when you walk in the building needs to be to look in the mirror! If you're all sweaty from getting there, wipe your face. How's your hair looking? Did you have cilantro or kale at lunch? You know – the basics. Same thing before you go online for a Teams interview. Look in the mirror, don't rely on the camera because then it's too late. Meanwhile, when you are in the restroom before your interview, go ahead and use it, so you're not fidgeting during the conversation. It may seem obvious, but you have no idea how often people forget the very very basics when it comes to interviewing.

One other thing – while you're in the restroom, turn your phone off, get your last texts out before the interview, this way you won't be tempted to look at it even while you're in the waiting room. You'll be busy locking in.

Since there is no set dress code anymore, getting dressed for an interview is now more of a challenge

than you would expect. There are so many types and versions of “professional dress” in today's workplace, getting dressed for an interview now requires research into the culture of the company you're interviewing with. Really, it could be just as simple as asking the HR person or the recruiter. Everyone gets it because every company has a different vibe, not to mention it shows respect and also that you're serious about wanting the job. I always say traditional fashion rules exist for a reason, so air on the side of tradition because everyone can appreciate a classic dresser.

One last tip – if the interviewer tells you it's casual Friday and they're dressing down, that doesn't apply to you. You don't work there, yet. It's still an interview for you!

*Signed,
Stephen*

*Stephen Viscusi is the founder of www.viscusigroup.com, an executive search firm that specializes in the interior furnishings industry. Hires made through The Viscusi Group are guaranteed a one-year free replacement. Please share your story or comment on this article and send your workplace questions to stephen@viscusigroup.com. Or give us a call at (212) 979-5700 ext. 101.
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HON Reimagines Chicago Presence with New Fulton Market Space at 320 North Sangamon

The HON Company announced it will launch a new 12,000+ square-foot showroom in the city's vibrant Fulton Market district at Tishman Speyer's 320 North Sangamon. The move to Fulton Market represents a significant strategic investment and a reintroduction of the HON brand to Chicago's dynamic architecture and design communities. The new location will serve as a vital destination to work with customers, partner with dealers, and inspire designers with the full range of the brand's capabilities and award-winning design solutions.

➡ “Creating and bringing to market this new space is a pivotal moment for HON and a declaration of our commitment to the future of work, learning, and the entire Chicago design community,” said Jason Hagedorn, President – HNI Workplace Furnishings. “We feel energized by the fresh direction of the space and look forward to reintroducing HON as part of Fulton Market Design Days.”

The new space will be ready by June 2026, in conjunction with Fulton Market Design Days.

Completed in 2021, 320 North Sangamon is Chicago's new

workplace destination designed with everything forward-looking companies need to innovate and engage. Developed by Tishman Speyer and Chicago-based Mark Goodman & Associates and designed by Chicago-based architecture firm Solomon Cordwell Buenz, the 13-story, 270,000-square-foot tower features efficient, largely column-free floorplates and 13-foot ceiling heights. The building has achieved LEED Gold and FitWel certifications, and its Dedicated Outdoor Air System is Chicago's first and only office building ventilation and circulation system that is 100 percent water-based. **BoF**



Landscape Forms Announces Marjorie K. Simmons as Chairman of the Board

Marjorie K. Simmons has been appointed Chairman of the Board effective November 1, after serving as CEO & President for over 6 years. She succeeds Brian Walker, former CEO of Herman Miller, who will assist with the transition and return to the Board of Directors as the Chair of the Nomination & Governance Committee as well as the Compensation and Benefits Committee.



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➡ During Simmons' tenure as CEO, the company nearly doubled its annual revenue, which included the acquisition of Loll Designs in 2020 and Summit Furniture in 2023, creating significant opportunities for its team members and suppliers. Simmons was also the catalyst for the company's new 300,000 sf manufacturing expansion on its main campus which is scheduled to open in 2027.

Brian Walker comments, "Our new Chair of the Board, Marjorie Simmons, is an excellent choice. She brings proven leadership experience in sophisticated, growing organizations, along with an understanding and appreciation for the history, unique culture and capabilities of Landscape Forms. I look forward to working alongside her during the transition and with the entire Board of Directors and Executive Leadership Team as we continue to expand and grow Landscape Forms."

Simmons will be Landscape Forms' fourth Chairman since being established in 1969, continuing a company tradition of excellence in governance and leadership which began with its founder, the late John Chipman, Sr. **BoF**

2026 Commercial + Hospitality Trends: An Interior Design Forecast by Momentum

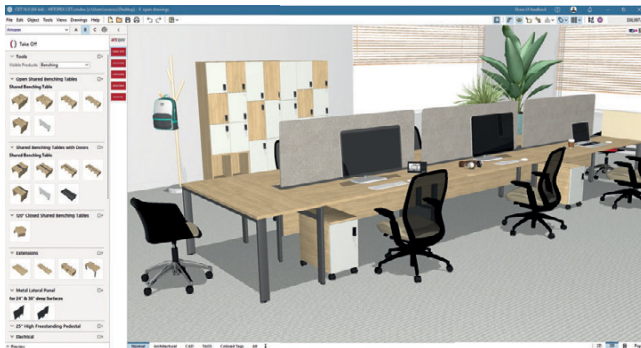
The shift is clear: wellness is in, hustle culture is out. With rising anxiety—more than 60% of Americans say they feel stressed about current events and finances—spaces are being reimagined to nurture well-being over busyness.

➡ Commercial and hospitality design is responding to the growing need for stress alleviation by



integrating calming tones, tactile materials and even a sense of play and joy into spaces. The emphasis on comfort and relaxation has inspired commercial spaces to continue adopting a residential design approach, prioritizing mood-driven aesthetics and personalization. Recent hotel openings are rejecting the beige color washing formula and embracing a “more-is-more” design scheme that celebrates sensory richness. Biophilic design, immersive third spaces, and cheerful florals are making appearances throughout hospitality and commercial spaces. Gone are the days when individualism and hustle were the keys to success. Now, designers want individuals to collaborate, find joy and/or calm if needed, and approach the world with a sense of whimsy and appreciation. Furthermore, as sustainability continues to be a focus, we are seeing designs that embrace nature’s aesthetics and health now more than ever.

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Woods and Natural Materials

Materials and textiles derived from nature allow spaces to broadly build upon biophilic design movements that have defined design over the past few years. Warm woods, earth-colored tones, and natural fibers are trending, signaling that sustainable design and eco-consciousness are here to stay.



Momentum's Muratto line is exemplary of the earthy tones that the design world seems to favor. The smooth and neutral elegance of the collection's organic blocks brings natural occurring colors to the forefront with a selection of rich browns, greys, and blues to choose from. The Muratto collection also introduced 100% natural preserved moss accents as a new take on texture and terrain within interiors. The greenery and freshness of these moss accents point to the continued rise of nature-driven design in interiors.

The Clean Vinyl wallcovering collection, with the Empress Filigree and Hutton prints as prime examples, comes in blue hues reminiscent of the ocean, as well as browns and greys that replicate lush green forests and various flora. The use of warm woods, cork, and natural fibers underscores the hospitality industry's growing commitment to sustainability and eco-conscious luxury. These tones are also a nod to the renewed appreciation for the Arts and Crafts movement, where inviting maximalism meets craftsmanship.

Momentum's Circon collection further channels the power of nature through sustainably sourced wallcoverings that echo the soft, elegant

neutrals found in the natural world. The Tanglewood pattern captures the richness of deep, woody browns, while Samba introduces calming, sandy whites that bring a sense of ease to interiors.

Eco-Wellness and Spaces that Heal

Apart from the use of natural and natural inspired materials, the need to incorporate nature's color and design cadence is dominating the design world. However, Momentum's Renaturation collection, made in collaboration with 13x9, goes beyond the scope of traditional biophilia. The Fractal Bark wallcovering found in the collection takes a scientifically backed approach to Nature-inspired, biophilic design. The collection leverages the power of natural fractal-based patterns and the restorative benefits they bring into interior spaces. With research proving that simply viewing these fractal designs can ease mental

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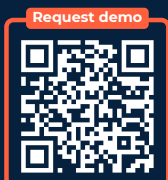
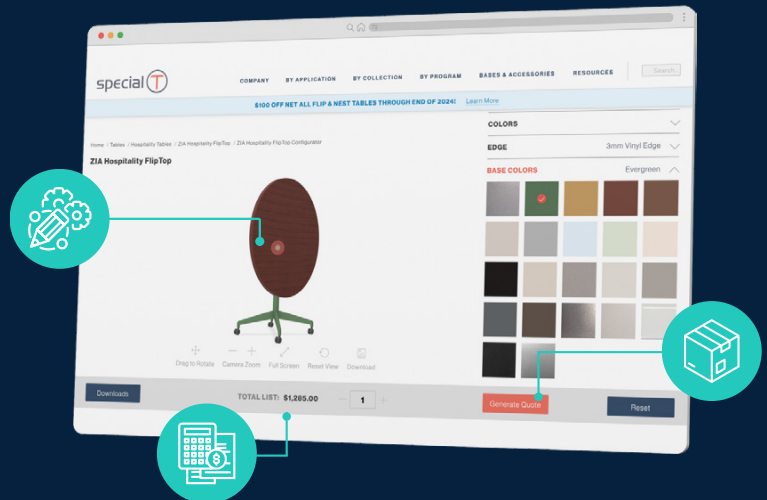
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fatigue and reduce physiological stress by up to 60%, this revolutionary step in biophilic design significantly advances the power that fractal/nature-driven design can have in the interior design industry. Creating spaces that help consumers regulate their nervous system and subsequently improve their health is in line with the industry's mission to create hospitality design that promotes holistic wellness, and healing.

Playful Immersive Design

Playful and experimental colors and design blended with grown-up sophistication will gain significant traction in 2026. By incorporating kinetic and tactile elements, interiors will encourage interaction and exploration, evoking an elevated, adult sense of fun. This reflects a broader shift toward interiors that are less serious, designed instead to delight, surprise, and spark joy, much like the retro design



period of the late 20th century. We see influences of “more-is-more” ideology in the recent buzzy opening of Faena New York, a much awaited extension of the Faena brand that’s revered for its vibrance and bold patterns. The luxuriously loud and bold designs in Faraway Hotels’ upcoming expansions in Sag Harbour and Jackson Hole exemplify the use of world building to characterize the properties to fit the charm and personality of each location.

Momentum’s Digital Art Gallery provides designers with a wealth of playful, colorful and customizable design options, such as Epic Haute Dogs and Isla Botanica, to truly amplify and transform spaces.

Momentum's Idyllwild in Wonderland-themed booth (Booth #719) at Boutique Design New York (BDNY) experiments with spirited, vivacious design. The goal was to turn the booth into an experience, aligning itself with the concept of the third space — environments meant to be enjoyed beyond home, work, or school. Amid discussions about the decline of “third spaces”, there has been renewed effort in creating commercial spaces that people can truly savor. Playful wallcoverings, like those featured in the BDNY booth, invite interaction, encouraging people to pause, explore, and linger.

A Callback to Florals

Chintz, an Indian-inspired pattern introduced to Europe's elite in the 17th century, and broader examples of floral decor are poised for a comeback. Floral wallcoverings and designs that support maximalist layering are on the rise. Flowers and leafy patterns that foil the



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contemporary sensibilities of the 21st century can be seen in Momentum's Idyllwild collection. Named after a mountain village near San Diego that's known for their superblooms, the Idyllwild pattern incorporates the rich patterns of flowers, leaves, thorns and its dramatic colorways that will reintroduce chintz-inspired patterns into commercial interiors. **BoF**



9to5 Seating Announces On-Demand Design Services for Koble, the Modular Lounge Built for Work

9to5 Seating introduces streamlined design services for Koble, the modular lounge collection engineered for real-world work. In partnership with the Flokk Design Application team, this program offers quick-turn planning and specification support, helping dealers and A&D transition from concept to order efficiently and confidently.

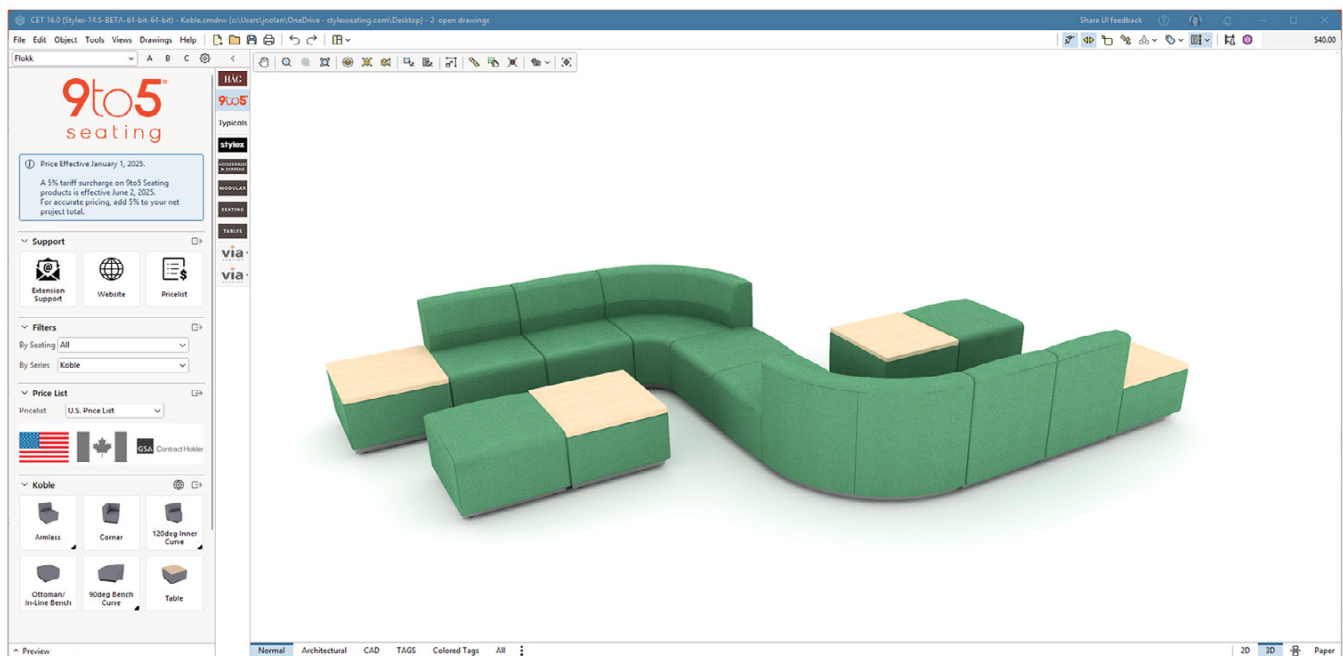
➡ The design services offer practical, ready-to-spec deliverables tailored to each project, such as layout options and block plans, 2D/3D typicals, annotated specifications and finish suggestions, coordinated Bills of Materials, and CAD/Revit assistance to streamline documentation. By pairing expert application guidance with Koble's modular breadth, teams can quickly arrive at efficient, buildable solutions.

“Design teams are asking for lounge that supports short-stay tasking—and a faster way to bring it into a plan,” said Mark, VP of Marketing & Product Development at 9to5 Seating. “Koble keeps everyone at true

table height (18 inches), adds built-in lumbar and power at the seat. Our on-demand design services connect dealers and A&D with application experts so specifying Koble is simpler, faster and more predictable.”

Koble at a Glance — Features that Support Real Work

- 18” seat height for true table-height posture across the line
- Built-in lumbar support for upright, engaged sits
- Seat-level power options (USB A+C, USB+AC/110V, or AC/110V)
- Easy clean-out plinth (shadow) base for fast maintenance
- Compact footprint to maximize seating in tight floorplates
- Breadth of collection: straight units, corners and curved elements (90° and 120°)
- Matching tables coordinated to Koble geometry and finishes



Design Services — How to Engage

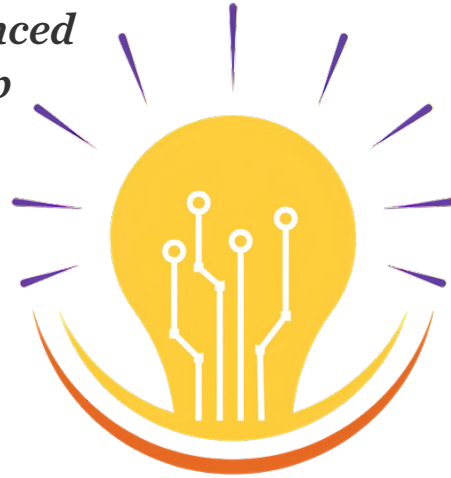
Upload project basics (plan files, goals, timeline) to the Design Request Form at 9to5seating.com/koble-request or email designkoble@9to5seating.com.

Availability & Resources

Design services are available now. For Koble product details, CAD/Revit resources and image gallery, visit: 9to5seating.com/Koble BoF

The Collaborative Network Launches the Marketing Leadership Collaborative to Drive Innovation in Contract Interiors Marketing

The Collaborative Network has announced the launch of the Marketing Leadership Collaborative, a new group designed exclusively for marketing leaders, managers, and executives across the commercial interiors industry.



➔ This professional community provides a space for marketing professionals to share ideas, gain insights, and learn from peers navigating the same challenges shaping today's rapidly changing marketing landscape.

collaborative
— **network** —

As marketers face shrinking budgets, evolving AI tools, and shorter attention spans, the need for collaboration and shared learning has never been greater. The Marketing Leadership Collaborative was created to bring together the industry's brightest marketing minds, from thought leaders to emerging managers, to discuss what's working, what's not, and how to build stronger brands that resonate with dealers, designers, reps, and end clients alike.

"Marketers today are expected to perform at a higher level than ever before," said Erin Torres, Partner at The Collaborative Network and facilitator of the new group.

"They're juggling data, design, content, and technology all while trying to strengthen their brand's voice in an increasingly noisy world. This community gives us a place to connect, learn, and be honest about what actually works and what doesn't."

The Marketing Leadership Collaborative meets bi-monthly as a strategic community offering:

- Expert-led discussions on marketing innovation and industry trends
- Guest speakers and thought leadership sessions from leading voices in design, sales, and branding
- Collaborative problem-solving and accountability coaching
- A private communication hub for ongoing connection, resource sharing, and support

Marketers will gain actionable insights, group collaboration, and high-value strategies tailored to the realities of contract interiors marketing making this community a vital resource for those shaping the future of the industry.

Founded by industry veterans Michelle Warren, Sid Meadows, Julie Dillon, and Erin Torres, The Collaborative Network exists to help small and mid-sized businesses in the contract interiors industry thrive through education, strategic leadership, and connection.

For more information contact: erin@thecollaborative.network or sid@thecollaborative.network BoF

Wolf-Gordon Introduces Cardoon, A Striking New Addition to their Curated Collection

Showstopping wallcovering design Cardoon is a 21st-century super-graphic interpretation of a 19th-century artichoke blossom pattern.

➡ It can be digitally printed on any of our wallcovering, wall protection, upholstery, and acoustical substrates. The “Prismatic” colorway is a striking centerpiece for upbeat interiors that offers a bright, color gradient across an expanse of wall, while “Sky”, “Ivory”, and “Cloud”, with their solid backgrounds, allow the focus to be



on the florals. Digitally printed Cardoon can be customized to fit the dimensions and color schemes of any interior.

The Curated Collection allows interior design specifiers to incorporate distinctive imagery from a select group of artists, with the added flexibility of various modification options including size, scale, coloring, and even printing substrate. Curated Collection digital wallcoverings become feature walls in interiors, rendering projects unique and site specific—whether behind a headboard or reception desk, in a customer waiting area, restaurant, or an office space. Working closely with WG Customs Lab, designers can choose from a variety of substrates, including embossed vinyl and PVC-free textured wallcoverings, Mylar® finishes, felt and textile materials, acrylic panels, window films, as well as Wolf-Gordon's RAMPART® wall protection for high impact areas. **BoF**

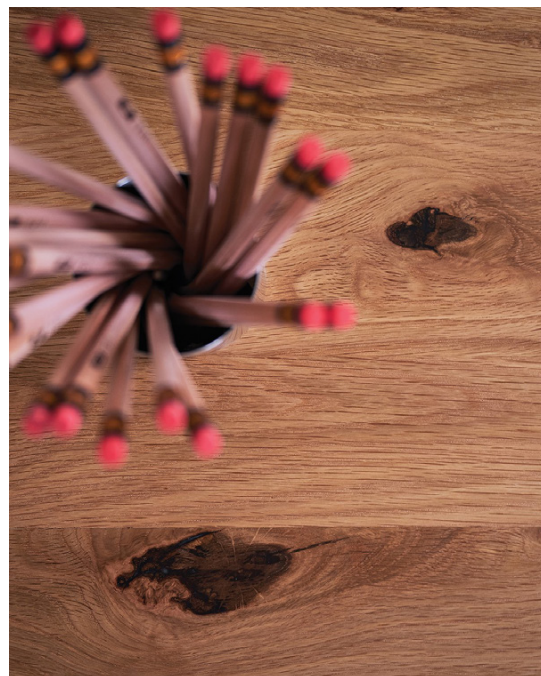


JSI Introduces Draft — A Family Designed for Makers, Doers, and Thinkers

Draft is a thoughtfully crafted collection that celebrates creativity, collaboration, and the freedom to make.

➡ Designed for the way people work today—fluidly, socially, and on their own terms. Draft combines honest materials, intelligent engineering, and effortless style to create spaces where ideas take shape.

More than a single table, Draft is a collection built around purpose and



possibility. With multiple size options, integrated power, and mobility features, Draft supports a wide range of environments, from design studios and creative hubs to learning labs and education zones that thrive on flexibility and engagement.

At the heart of Draft are its layered material combinations—bringing together varied heights, surfaces, and finishes to promote both collaboration and focus, with accessible storage on select models. Whether used for group brainstorming, active learning, or solo ideation, these surfaces create dynamic, human-centered spaces where creativity feels natural.

“Draft embodies JSI’s maker spirit,” said Ashley Sendelweck, Vice President of Marketing + Design for JSI. “It’s about designing tools that not only support the work but inspire it; spaces that encourage collaboration, focus, and the joy of building something meaningful together.”

Born from JSI’s customs program, Draft continues the brand’s legacy of craftsmanship rooted in Indiana’s woodworking heritage. Each piece is built with precision, using sustainable materials and durable finishes to withstand the pace of modern work while maintaining its timeless, tactile appeal.



The collection introduces new-to-JSI materials like solid wood plank tops, butcher block surfaces, and Forbo linoleum—offering expressive options that bring texture, tone, and richness into each space. Designers can also explore a refreshed metal base palette with a wider range of color finishes.

Draft invites people to work, learn, and create with intention; to sketch, to plan, to experiment, and to love what they do. **BoF**

Hendrick Frames a New Arrival and New Ways of Working for Atlanta Client

A reimagined entry vestibule and a spectrum of supported work postures turn an outdated space into a richly choreographed experience.

➡ Hendrick unveils a targeted office renovation for a long-time corporate client, that pairs a striking new entry vestibule with an ecosystem of settings that accommodates today's fluid workday from presentation and collaboration to social connection, heads-down focus, and wellness. The result is a compact but expressive environment that performs like a much larger floorplate.



“Designing for posture is designing for choice,” said Chris Heard, Principal at Hendrick. “We created a sequence of spaces that invites users to sit, stand, perch, lounge, and step outdoors—each posture supported by power, lighting, and media so teams can move seamlessly throughout the day.”

The project's most visible architectural intervention is a new entry vestibule featuring a branded art moment: an origami-inspired

interpretation of the client's logo that nods to nature and the environment. This sculptural gesture anchors arrival, clarifies wayfinding, and establishes a material language of clarity and durability carried through the interiors. The vestibule's integrated digital touchpoints and branded graphics—



developed with the client's internal communications team—create a layered welcome that feels both editorial and personal.

The new space offers employees and visitors workstyle options. Flexible meeting zones shift from auditorium-style presentations to workshop tables to collaborative entertainment with minimal reset time. Integrated AV and power make each configuration equally viable. Softer seating clusters and counter-height perches support informal one-on-ones, quick standups, or solo focus—all micro-moments that keep work moving between scheduled meetings. A technology-ready rooftop terrace extends the posture palette to the open air, enabling everything from quiet heads-down work to small-group sessions under the sky.

The two-story “SO Cool” micro-market and an adjacent wellness/fitness center are tied together by a new, modernized staircase, encouraging healthy transitions and casual collisions throughout the day. The previously ornate, art-nouveau stairs were re-engineered as a sleek, durable vertical connector linking three levels and directly connecting to the fitness suite.

Environmental graphics and digital media operate on two registers: literal expressions (select logos, key messages) and subtle cues such as room names drawn from native tree species, reinforcing the client's environmental consciousness without overpowering the architecture.

Efficient mechanical and lighting strategies and durable, long-life materials support performance over time, demonstrating a pragmatic sustainability stance aligned with the project's focused scope.

“From the first step into the vestibule to the last conversation on the terrace, the project choreographs posture, light, and brand into a cohesive narrative,” Heard added. “It’s a compact canvas that proves small interventions can deliver large experiential returns.” **BoF**

J+J Flooring Expands Its Design Portfolio with Debut of Infusion Rigid Core LVT Collection

J+J Flooring has significantly expanded its product offering with the launch of the Infusion collection, its first full collection of rigid core LVT. The manufacturer's growth in the category is expansive, with two patterns in nine colorways each.

➔ “This is a big launch for J+J Flooring,” explained Laura Holzer, Design Director, Commercial Division. “The performance and design introduce a great option for volume projects where price sensitivities exist, making it ideal for multifamily living units, guestrooms, and senior/independent living spaces.”



The two patterns in the collection, Blend and Stir, offer two distinct options. Just as fine wines and spirits are enhanced through the aging interaction of wood and environment, so is the inspiration of the Infusion collection. Blend features a rich, robust, textured pattern that emulates seasoned oak, amber, and walnut, while Stir's refined, modern design inspiration pulls from maple and birch.

Both patterns are offered in 7" x 48" planks and nine colorways, intentionally designed to coordinate across the J+J Flooring platform: carpet tile, broadloom, LVT, and Kinetex textile composite flooring.

Performance and quality are not sacrificed with this price-sensitive offering. PureGrain High-Definition digital printing increases the dots per inch which creates market leading color clarity, while the Evertuff Clearcoat Technology® provides ultimate protection against everyday scuffs and scratches. This finish also reduces glare, making it ideal for specific commercial environments, including senior living spaces. The One2Click® locking system creates superior joint strength.

Like all J+J Flooring products, the Infusion collection is domestically produced. **BoF**

Keiji Takeuchi's 'Walking Sticks & Canes' Exhibition Arrives in NYC

MillerKnoll's Reimagined Flagship and New Gallery Space Become a Global Stage for Design Dialogue

➔ Walking Sticks & Canes, the design exhibition curated by internationally acclaimed designer Keiji Takeuchi, makes its New York City debut at MillerKnoll's newly re-envisioned flagship at 251 Park Avenue South following the exhibition's premiere at Triennale Milano.



As the former home to George Nelson's studio, 251 Park Avenue South embodies a legacy of design leadership, making it the ideal setting for MillerKnoll New York. With the addition of a dedicated gallery for MillerKnoll's recently launched exhibition program, the space

underscores the company's commitment to using design as a catalyst for human connection.

"Our role is to open doors to design experiences that aren't always accessible," said Kelsey Keith, Creative Director at MillerKnoll.

"Bringing Walking Sticks & Canes to New York connects people to these designers' work and draws a line from very big questions to detailed, tactile answers. We're also rethinking our showrooms as spaces where design becomes a living, evolving practice—something to experience."

The exhibition brings together 19 designers from around the world, including Cecilie Manz and Jasper Morrison, who have collaborated with MillerKnoll brands Muuto and Maharam. Convened by Takeuchi—a collaborator with Geiger and NaughtOne—the group reinterprets the walking stick not as a tool but as a gesture of movement and connection.

Walking Sticks & Canes is a poetic exploration of movement and emotional connection, underscored by a series of photographs from Albert Lee that invite viewers to slow down and notice how design lives with us and within us across cultures and time.

"It is not possible to go back in time to the very first walking stick. Over time, the cane has been used as both accessory and necessity, with limitless potential for exploration. In this exhibition, 19 designers I admire have brought their unique versions of this universal yet understated object. They help us broaden our general awareness of this essential and expressive tool, and my hope is that visitors leave with a new perspective that stays with them long after they walk out the door," said Keiji Takeuchi.

Earlier this week, Takeuchi visited the MillerKnoll New York flagship for a panel discussion with Amy Auscherman, Director of Archives and Brand Heritage, and Marco Sammiceli, Director of the Design Museum at Triennale Milano, on how design moves us physically, emotionally, and culturally. Through these conversations and

exhibitions such as Walking Sticks & Canes, MillerKnoll uses its spaces as a platform that supports wider culture by empowering design.

Walking Sticks & Canes will be on view for a limited time at MillerKnoll, 251 Park Avenue South, 9th Floor—the final opportunity to experience the exhibition in the U.S. before it continues its global journey. Open to the public, starting Monday, November 17, visitors can explore Keiji Takeuchi's work and discover how design inspires movement, healing, and self-expression. **BoF**

KI Announces 12 Finalists in Fourth Annual K-12 Classroom Furniture Giveaway

Public voting now open—help bring teachers' and students' dream classrooms to life.

➔ KI has named the 12 finalists in its fourth annual K-12 classroom furniture giveaway, and public voting is officially open. Four educators will receive \$50,000 in KI furniture to transform their classrooms into dynamic learning environments that support student engagement, inclusivity, adaptability, and sensory well-being—and the public can help choose the winners.



Through November 16, anyone can visit ki.com/giveaway to watch short videos from each finalist and vote for their favorite classroom or teacher. Each vote contributes to bringing these innovative classroom designs to life, creating spaces where students feel encouraged, inspired, and ready to thrive.

“We were truly inspired by the thoughtfulness and quality of this year’s entries,” said Bryan Ballegeer, KI’s vice president of education markets.

“Teachers deeply understand what their students need to succeed, and we are proud to help bring those visions to life by creating classrooms that inspire learning and support both students and educators.”

The program was created to help educators address challenges such as student disengagement, outdated learning environments, and teacher burnout. By providing them with the power to redesign their classrooms, they can help cultivate creativity, collaboration, and meaningful learning experiences for every student.

From September 29 through October 17, more than 550 K-12 teachers submitted digital layouts of their dream classrooms using KI’s Classroom Planner Tool. Eligible spaces ranged from traditional classrooms to activity-based learning spaces, esports labs, libraries, and the like. KI’s education team selected semi-finalists, and a panel of architecture and design professionals narrowed the field to 12 finalists.

Finalists are organized into four categories: eastern region, central region, western region, and libraries. Each finalist’s floorplans, 3D renderings, and a short video explaining their design, teaching approach, and student needs are featured on KI’s website.

Eastern Region:

- Brandon Caraway’s social emotional learning classroom at Fort King Middle School in Ocala, Florida.
- Kimberly Harrison’s career technical education classroom at Acceleration West High School in Orlando, Florida.
- Khadijah Mosely’s STEM classroom at Hornets Nest Elementary School in Charlotte, North Carolina.

Central Region:

- Andy Goveia’s middle school social sciences classroom at Thomas Metcalf Laboratory School in Normal, Illinois.
- Katie Ferbet’s career technical education classroom at Oak Grove High School in Oak Grove, Missouri.

- Autumn Parrish's English language arts classroom at Gautier Middle School in Gautier, Mississippi.

Western Region:

- Angelyn Obray's special education classroom at Northridge High School in Layton, Utah.
- Regina Kruglyak's STEM classroom at Latitude 37.8 High School in Oakland, California.
- Amber O'Donnell's math intervention classroom at Ann Richards School for Young Women Leaders in Austin, Texas.

Libraries:

- Amber Daniel's library media center at Summerfield Crossings Elementary School in Riverview, Florida.
- Erica Wheeler's library media center at North Andrew Elementary School in Rosendale, Missouri.
- Lisa Floyd's library media center at Twin Rivers High School in Broseley, Missouri.

Public voting is now open at ki.com/giveaway through November 16. Winners will be announced on November 19. **BoF**

Modernist Landscape Hotel Piaule Introduces DWR Partnership

A Collaboration that Explores the Relationship Between Design, Craft and Nature

➡ Piaule and DWR have announced a new experience, a partnership rooted in the brands' connection to architecture, nature and craft, and a belief that purposeful design can elevate everyday life.



Piaule and DWR are unveiling a series of spaces throughout the property: The Oak House, a three-bedroom bookable residence on its own private 20-acre parcel; reimagined cabin suites; and a fresh perspective on the boutique hotel's memorable Main House. Nolan McHugh and Trevor Briggs, the creatives behind Piaule, collaborated with DWR to curate the refreshed spaces which will feature a selection of luxurious design icons, new classics and Piaule original furnishings.

"We've always been drawn to DWR's mission and the heritage behind its storied brands," says Nolan McHugh, co-founder of Piaule.

"The concept of creating products and spaces that are meticulously crafted, beautiful, made to last and stand the test of time, is also at the core of Piaule's intention."

Guided by the modernist principle of truth



to materials, DWR's unparalleled range of original and exclusive designs from around the world will adorn the property, from makers and brands including DWR Studio, Herman Miller, Fritz Hansen, Louis Poulsen, Vaarnii, Carl Hansen, Risom, Cassina and Muuto, to name a few.

"Piaule's vision for modern design and its transformative impact is truly inspiring," says Debbie Propst, President of Global Retail at MillerKnoll. "DWR has long championed education and inspiration, and this partnership with Piaule beautifully reflects those values. The hotel's new spaces invite guests to stay with our pieces and engage with the DWR lifestyle on an immersive, deeper level."

Each piece is selected according to its unique ability to be effective in its purpose. Glass to diffuse light; polished stainless steel for shimmering, hard-





wearing fixtures; cashmere for warmth; wool for soft, durable floor coverings; leather for supple upholstery; and solid hardwood for strong, long-lasting furniture. The result is serene interior and outdoor spaces where everything has a place.

With mature forest serving as the backdrop for the many pieces of wood furniture, it encourages contemplation of the preciousness of each item. In the context of their source material, the pieces take on a deeper beauty.

“In recent years, DWR’s assortment has grown dramatically, encompassing a broader range of modern aesthetics and diversified categories,” adds Propst. “With one of the most comprehensive offerings of contract-grade furniture in the industry, we were uniquely positioned to support Piaule’s vision. We’re excited to bring that same level of partnership and creative support to other brands looking to create meaningful, thoughtfully designed spaces that reflect their unique identity.”



The Oak House, a Piaule & DWR Collaboration

Set apart on a private 20-acre parcel uphill from the Main House and cabins, the Oak House is nestled into a mature forest overlooking the Catskill Mountains. This new bookable Piaule home—furnished and outfitted in partnership with DWR—features three bedrooms (one king, two queen), two bathrooms, and a layout that invites groups to experience the sacredness of the Hudson Valley together.

The Oak House offers an effortless connection between indoors and out; every room has a door to the outside, enabling access to the spacious patio areas and enabling guests to see, feel, hear and smell the landscape the entire time they are at the house, from any room. From willow branches swaying in the wind to a sun-filtered canopy of oak leaves, a deer munching on dinner or a fox cutting through the meadow, each room features a different view and allows for a different experience of the remarkable landscape.

“As with the hotel, our intention is to give guests an opportunity to form a relationship with nature, and so we aim to connect the architectural/

design experience to the landscape,” says McHugh. “For us, that means stripping away unnecessary flourishes and letting nature be the focus, opening up and modifying apertures to frame views and using a palette of all natural materials that reflect the house’s surroundings.”

The furniture selections are in Piaule’s characteristically restrained palette, creating a serene and calm interior that allows the landscape to shine. Vaarnii lighting, made from delicate, translucent strips of pine wood, lends the house a warm glow. The selected furniture pieces—predominantly in oak—create a sensuous atmosphere that complements the views of the forest and mountains outside.

Visitors who book the Oak House will be able to unwind on the deck’s outdoor furniture from Vaarnii, spin vinyl on a Wrensilva record console, enjoy Tiami mattresses outfitted with organic cotton Piaule linens, and recline on seating by Herman Miller and Fritz Hansen while the fire crackles in the wood-burning fireplace. Guests will also have the ability to book exclusive in-home experiences such as yoga on the deck, a private dinner prepared in the home’s open kitchen, spa treatments or a private floral workshop complete with a Fritz Hansen Ikebana vase to take home when they leave, filled with souvenirs—and memories—from the landscape.



Double Cabins, a Piaule & DWR Collaboration

Bringing the same modernist approach to the hotel's signature Double Cabins, Trevor Briggs, co-founder of Piaule, says, "Taking inspiration from our surroundings, there is an entire palette of natural and long-lasting materials that ensure a luxurious experience for guests but does not distract from the landscape outside."

With two bedrooms and two ensuite bathrooms joined by a living room, the Double Cabins are ideal for groups of up to four people. The interiors of the cabins instantly make guests feel at ease; the furnishings are present only to enhance, not distract.

Main House:

The hotel's iconic Main House has been updated with sofas from John Pawson's Drift Collection for Herman Miller, which are expertly crafted from solid white oak and feature rich leather upholstery, along with Oak Tabouret Stools from Cassina, designed by Charlotte Perriand and originally inspired by the three-legged milking stools used by shepherds in the Alps.

"We have always admired the restraint and refinement of John Pawson's work and it is one of our biggest design inspirations, so using his pieces in the space was a no-brainer — especially because they are made in solid white oak, the primary wood we use in our designs, and the hotel itself is nestled into a mature oak forest," says McHugh. "When we are so closely linked to both the source material and the finished product, a deeper gratitude for those earthly gifts arises. We have used antique milking stools throughout the hotel since opening, so introducing Perriand's Tabouret stools alongside them also emphasizes that relationship between reference and result."

Again, the selection of the pieces throughout the property takes cues from the building's surroundings, the white oak forest. The context lends the pieces a greater importance: the source of their beauty and strength is just outside. **BoF**



Why BDNY Matters More Than Ever to the Contract Market

AS HOSPITALITY TRENDS RIPPLE OUTWARD, DESIGNERS ACROSS OFFICES, MULTIFAMILY, AND MIXED-USE ENVIRONMENTS ARE EMBRACING A SOFTER, MORE EXPERIENCE-DRIVEN AESTHETIC.

by Stefanie Schwalb

By the time doors opened at the Javits Center on November 9, it was clear that Boutique Design New York (BDNY) was no longer just a hospitality show. Instead, it's become a barometer for how experience-driven design is shaping every corner of the built environment inside and out. With more than 700 exhibitors filling the aisles and a surge of contract-adjacent brands (including more than 100 first-timers), this year's show underscored the growing influence of hospitality on workplace, multifamily, and commercial environments with immersive installations, expanded pavilions, and a conference lineup packed with nearly 40 CEU sessions, signaling a continued evolution of materials, technologies, and spatial concepts.

It's All About Exteriors

This year's edition didn't just present new products, it also reflected a market adjusting itself around comfort, narrative, flexibility, and human experience. Many of the designers, manufacturers, and specifiers on the show floor echoed that sentiment, noting how the boundaries between

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sectors continue to dissolve and how hospitality-level aesthetics are increasingly expected across commercial environments. A prime example? The outdoor furniture space. Business of Furniture resident columnist Stephen Viscusi notes as much. “I think I saw more outdoor furniture companies than ever before, followed by tile and stone,” he says. “The highlight of the show was seeing the Tuuci umbrella booth. It’s the boutique hit of the show with the most outstanding design of any products this year. Each of their umbrellas knows how to gild the lily, and they now have cabanas that are the height of luxury.”

We caught up with the company’s Chief Marketing Officer Mausi McDaniel who talked about the company’s current marketing efforts. “One of our themes this year is creating a story through product that focuses a lot on brand expression, whether that’s your personal brand or the hospitality experience that someone is having,” she explains, “so you can see some things go a little bit more whimsical, some more sophisticated, it just depends on what kind of experience people are looking



Tuuci - Lindsay Kissel



to have. Overall we've heard from people that they really want to live their best lives outdoors. We want our products to be a part of that, not just exist within the spaces."

Some product examples from Senior Vice President Management & Design Lindsay Kissel, ranged from the new Canyon Crue Collection, a customizable fresh take on a director's chair offered in dining, counter, and bar height, to the Bolero Parasol in Ombré Blossom, featuring a round shape and whimsical feel (blossoms optional). "We have 336 hand-tufted blossoms on there—varying in size—and on the inside, we have these beautiful, scalloped detailing," Kissel says. "This creates an interesting interior experience too; it's strong on top of being beautiful with 16 ribs up there. This one we are offering in 9 and 12 feet. There may be a smaller one at some point or a bigger one." Both were Best of BDNY 2025 product winners, by the way.



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Another outdoor brand making its mark with a prime spot on the floor and an impressive product range was Danao. They were “the underestimated designs of the outdoor furniture space,” Viscusi says, and “a must-see that belongs in every hotel and cruise line.” We caught up briefly with Vice President & Chief Information Officer Keshava Malik, who was relishing the corner placement of his booth. “The show has been fabulous for us, very busy. All of the right people that we wanted to meet, we’re getting the chance to see them,” he said. “They’re able to see all our new products, so it’s been a very good response. It makes me very thankful to curate this kind of space.” Among the new releases were the Lungomare Collection. “We took a traditional style and gave a modern flair to it.” Designed by DANA O Studio, it features a sleek aluminum frame and a subtle, inviting curve in the backrest and is paired with plush cushions for exceptional comfort.

As traffic picked up across the show floor, that crossover became even clearer. Conversations with designers, product developers, and brand leaders repeatedly returned to the same point: Clients across sectors, from workplace



Keshava Malik with Suzanne Tron and Stephen Viscusi



to mixed-use and multifamily, are asking for the same things hospitality has been perfecting for years. Elevated comfort. Stronger material narratives. Flexible environments that blur work, socializing, and relaxation. In fact, that's something Haworth is leading the way on. "When the Chief Executive Officer of Haworth Lifestyle, Dario Rinero, acquired Janus et Cie, it was one of the smartest purchases in the industry. Their booth was packed, and I think they're one of the largest domestic outdoor furniture companies in the United States. A smart addition to the Haworth portfolio, for sure," Viscusi says. "Just as smart is Haworth bringing on Bill Ward of Restoration Hardware. I know he'll do for Janus et Cie what he's done for RH; he was part of Gary Friedman's inner circle."



As the new Chief Executive Officer of Janus et Cie, Ward was delighted to be at the show with a number of new products. "It's a great way to lay up the opening of our new season," he says. "It's a great show and it's interesting to see how the outdoor sector has grown and the array of competition that's out there." This led to discussion on the contract market, with so many companies developing spaces outside to enhance the visitor and worker experience. "We have a lot of crossover and collaboration between our contract and hospitality teams," he continues. "One of the unique identifiers for Janus is that we have this multi-sector approach." And with its customer-centric focus, the Janus team is

committed to serving up a frictionless, delightful, and joyful experience for consumers. “If you don’t serve the customer, someone else will, right? I tell my team we sell happiness; it’s at the core of anything really,” he adds. “In the design business you are trying to connect with an emotion.” In fact, at Janus, it’s all about creating an environment where people can shed whatever’s dragging them down that day and provide them with a space where they can be their best. One product at BDNY that definitely fit the bill was Janus’ new Sun Lounger. “Feedback from our clients has been really positive.” Also on hand was Plume, a recent collection by designer Patrick Norguet and the stylish, portable Moonflower alabaster lights. Come January, anticipate even more excitement from the brand with the introduction of a big round of launches. “In 2026 we have at least a dozen full collections coming, 15 line extensions, and some new categories,” Ward reveals. “We’re approaching 50 years in the business, and people keep coming back for a reason.”



It’s All About Immersive Experiences

From the four immersive Designed Spaces to the expanded Dine & Design Pavilion, the show also leaned heavily into multisensory exploration and branded storytelling. It’s an approach with growing relevance for contract furniture makers navigating clients who now prioritize ambiance, wellness, and user engagement just as heavily as durability or cost. In fact, using storytelling as a commercial blueprint, the Designed Spaces featured four conceptual environments created by leading firms that functioned as living case studies in sensory storytelling. They included: “The



Alchemist” by Aria Group, a reflective, mixed-metal bar concept exploring transformation and perception, illustrating how front-of-house dining spaces can create emotional impact through material play; “Châlet Après” by Mazzarini & Co in partnership with Apartments by Marriott Bonvoy and BHDM Design, an upscale reimagining of the alpine retreat, packed with texture-focused detailing that speaks directly to hospitality-adjacent multifamily amenities; “The Splash Pad” by DREAM Hotels × Nivek Remas, a kinetic, poolside-inspired lounge, offering cues for how social spaces in workplace and student housing can adopt hospitality’s energy-forward approach; and “Midnight Garden” by DesignAgency, a meditative dreamscape that demonstrates how lighting, shadow, and motion can differentiate brand environments without relying on heavy architectural intervention.



I mention this element of the show this year based on my first-hand experience with the one of the sessions. I moderated the talk about “Midnight Garden,” which proved insightful on a number of levels, particularly the importance of making a space inviting and inspiring from multiple viewpoints by providing those who visited a range of experiences to embrace throughout the day. For contract furniture makers, these spaces illustrated how hospitality’s immersive, experiential approach is shaping expectations for lobbies, lounges, and mixed-use social zones as well as workplace gathering spaces.



Some major themes apparent on both the show floor and the conference included the ongoing push toward wellness and human-centered



design including noise management, sensory modulation, and biophilic elements; the rise of “quiet luxury” in commercial settings with the use of softer materials like plush upholstery, rounded forms, and warm neutrals; material transparency through recycled content, repairable components, and energy-efficient manufacturing practices that advance sustainability and circularity efforts while simultaneously delivering long-term durability; and of course, the ever-growing curiosity around how best to implement AI when developing concept and design, operations, personalization, and more. While AI has not yet disrupted the furniture design and manufacturing sector significantly, most of us are still wondering how it might shape the next generation and contract environments overall. In addition, flexibility remains non-negotiable post-pandemic, and we’re not just talking about how it relates to a return to the office. The demand for product development focused on modular seating, reconfigurable tables, mobile partitions, and adaptive lighting remain high on everyone’s wish list to address hybrid work models, multi-use spaces, and even amenity programming.

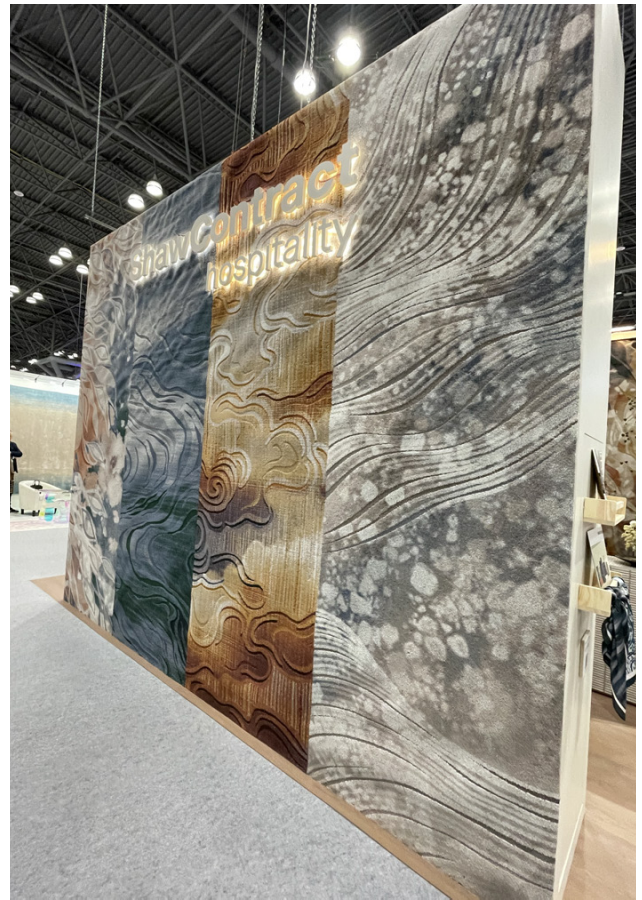
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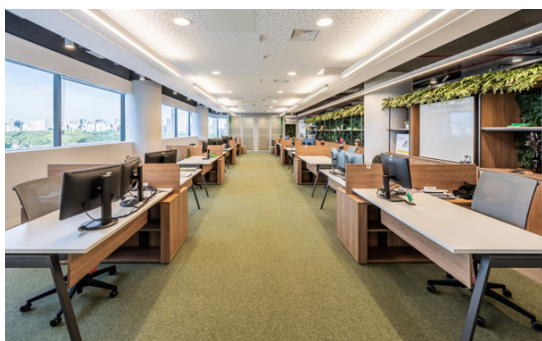
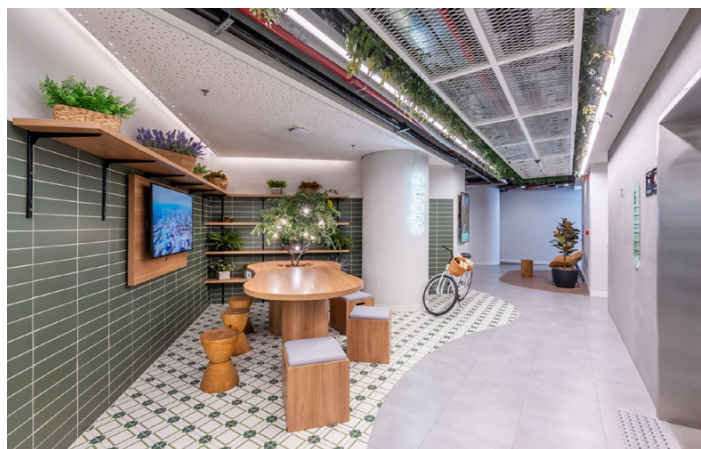
We'd be remiss not to mention the importance of authenticity in brand storytelling too, and a visit to Samuelson Furniture really brought that home for us. Fourth-generation, family-owned Samuelson, which celebrated its 90th anniversary this year, marked the occasion with curated booths (hospitality and senior living) that took visitors on a tour through nine decades of the company's innovation and most recent product launch. The museum-style setup showcased the company's evolution in a memorable way with original chair concepts, patented technological enhancement development, and current launches of the Muriel Reclining Chair and the premiere of the Happy Chair, a new wall-hugger recliner developed to help seniors get in and out of the chair with ease. "This [presentation] is like love letter to us. We pulled out pieces that are archival, and some of these items that you're seeing are 50 or 60 plus years old," says Samuelson President Michael Chalfin. "It speaks to a heritage and different items we created and brought to market over the last 90 years. We have French traditional represented, Art Nouveau, arts and crafts, and modern." One of the things that makes the company so unique, he adds, is that they are manufacturers as opposed to many competitors who are buyers and sellers. "So I think this particular setup has really drawn a lot of people," he adds. "I see people gravitating towards the furniture and saying, 'Is this a new model?' And I tell them actually it's not. We can make it for you, of course. I think people aren't used to seeing us present this way.



Most people are used to seeing us with a heavy case presentation.” Along with a different presentation, the museum feel definitely piqued visitors’ curiosity. “We have podiums and write ups that are telling our story as it’s woven through the booth, which I think is really the self-selling moment. People are coming in and they’re able to get the vibe of what we’re all about and what we brought to the table through self-exploration. We’ve had a great reception to the whole thing.”

For contract furniture professionals, BDNY 2025 offered more than hospitality inspiration, it provided a preview of the broader market’s trajectory. Experience is no longer an add-on; it is becoming the baseline expectation across every sector. As hospitality brands push deeper into sensory storytelling, wellness, and material nuance, their influence continues to ripple into commercial interiors, workplace strategy, multifamily amenities, and even residential product development. BDNY’s 2025 edition made one thing unmistakably clear to us: The future of contract design is increasingly shaped by hospitality thinking, and the brands that embrace this convergence are positioning themselves ahead of the next wave of client demand. **BoF**





Photography: Mauricio Moreno



Stone Offices – Sao Paulo

The new workspace was designed to offer the company's employees and partners a relaxed, stimulating environment, with a strong brand essence reflected throughout. The architectural proposal, along with Stone's branding team, was to themed the floors and spaces, establishing references to the main points of sale where the company's products are used, offering office users an immersion into the world of customers. This way, not limited to shopping malls, markets, or physical stores, the sales spaces of small urban agents operating individually on the beach, in parks, and at street markets were also included. The building in question, with its lack of right angles, favored a path-like layout, where delimited circulation paths lead through often scenic spaces designed to enchant and promote encounters. Stone is a Brazilian fintech with an ecosystem of integrated solutions for small and medium-sized entrepreneurs, offering payment, banking, and software products and technologies to empower businesses.

READ MORE ON
OFFICE SNAPSHOTS

FIRM: Its Informov
CLIENT: Stone
SIZE: 75,347 sqft
LOCATION: Sao Paulo, Brazil
INDUSTRY: Technology





PRODUCTS

Three H Introduces Harris: A Refined Locker System that Grounds to the Modern Workday

HARRIS HELPS TURN ROUTINE INTERACTIONS INTO GROUNDING RITUALS
THAT CONTRIBUTE TO A SENSE OF BELONGING.

First previewed at NeoCon 2025, where it was recognized with a Silver Best of NeoCon award, Harris is now available to order.

PRODUCTS



PRODUCTS



As workplaces shift toward more agile, shared environments, Harris brings clarity and composure to transitional areas. Developed by Lee Fletcher (right), VP of Product Design at Three H, together with the Three H Product Development Team, Harris meets the evolving demands of the modern office with quiet confidence. It welcomes you in the morning, offers a place to pause between meetings, and provides a grounded spot to return to at the end of the day. These rituals deserve more than a generic solution they deserve thoughtful design.



Harris introduces a new visual standard with crisp lines, balanced proportions, and a shared datum that creates architectural cohesion across any configuration. Whether freestanding or wall-mounted, the system scales with ease, supporting everything from single-use storage to full space-defining installations.



Its hybrid-ready utility includes flexible locking options, integrated open shelves, coat storage, and seating extensions making it equally suited to long-term users and drop-in guests. With a broad finish palette and composed presence, Harris belongs not just in back-of-house settings, but confidently in lobbies, lounges, and collaborative zones.

Elevated bases improve access and functionality to lighten the composition with open bases or ground them on closed bases. Open modules provide visibility and convenience, and precise door and lock alignment ensures a clean, consistent aesthetic.

This is storage designed to support people, not just with function, but with intention. Harris helps turn routine interactions into grounding rituals that contribute to a sense of belonging.

Named after a township in Northern Ontario, Harris reflects the values that shape Three H: grounded, thoughtful, and human. It's a reminder that where we come from shapes how we design with care, with clarity, and always with people in mind. **BoF**





PRODUCTS

Sabin, Quietly Shaping the Future of Acoustic Lighting, Introduces New Products

THE COMPANY'S NEWEST PRODUCT FAMILY, LINEAR, GIVES DESIGNERS A MODULAR SYSTEM TO CREATE HOLISTIC ACOUSTIC LIGHTING SOLUTIONS.

Amid an industry driven by mass assembly and adhesives, Sabin has been quietly redefining acoustic lighting one stitch at a time.

Founded in 2021, the Chicago-based manufacturer has defined itself through a signature sewn construction, a rare, hands-on process in modern manufacturing that embodies a meticulous, human-first approach to craft and performance.

PRODUCTS



PRODUCTS



That devotion to craft is evident in the company's new LINEAR series, a modular acoustic lighting system designed to shape both the visual and auditory character of a space. The system debuts with two distinct profiles:

- **STANDARD**, a classic, thin baffle available in 9 mm, 27 mm, and 60 mm profiles. The 9 mm option can be specified with either small-radius (straight) or large-radius (rounded) corners.
- **STADIA**, featuring bullnosed diffuse lens and endcaps, offered in 27 mm and 60 mm profiles.

Engineered for versatility, LINEAR empowers designers to shape light, sound, and form to suit any environment:

- Baffles may be specified unlit or with integrated light engines in the 60 mm profiles.
- Eighteen modular connectors enable countless configurations with 60mm profiles.
- Continuous runs stretch up to 164 feet, with drop lengths reaching 47 inches.
- Mounting options include direct-to-grid or strut, aircraft cable, or fabric straps.
- Optional integrations, such as Wi-Fi, motion sensors, and speakers, extend performance beyond illumination and acoustics.

PRODUCTS



“We built LINEAR to serve as a true toolkit for designers,” said Wes Cox, Sabin co-founder. “It’s intentionally open-ended, like a LEGO set. Every component can be customized—from the color of the PET felt and power cord to the suspension and light source.”

Emerging during a shift toward sensory-driven environments, Sabin reimaged acoustic lighting from the ground up, uniting two disciplines once treated separately into a single, seamless solution. The company’s fixtures deliver exceptional sound absorption and light diffusion, achieving GREENGUARD Gold certification thanks to the use of post-consumer recycled SCS™ and OEKO-TEX® certified PET felt. By reducing the use of adhesives in favor of a sewn construction, the company crafts products that are not only durable and tactile but also more inherently sustainable and repairable. **BoF**

PRODUCTS





HBF & Juniper Presented the Co/Create Lounge Experience and Won Five Awards at BDNY 2025

THROUGHOUT THE CO/CREATE LOUNGE, ATTENDEES FOUND TOUCHPOINTS DESIGNED FOR CONNECTION AND DISCOVERY.

photos by Matthew Gordon



Building on their successful partnership, HBF | HBF Textiles and Juniper debuted Co/Create, an experiential lounge at BDNY 2025. The immersive installation celebrated the shared principles of American manufacturing, refined craftsmanship, and the art of hospitality—inviting attendees to discover how thoughtful collaboration can transform everyday encounters into unforgettable experiences.

In addition to the showstopping exhibition, the brands collectively won five BDNY Product Design awards. HBF Textiles' Layered collection was the winner in the Fabric category and HBF's debut collection, Rhine, was a finalist in the Furniture category. Juniper took home wins in the Lighting category for the Multiverse® System, the Art & Accessories category for their Ground Control collection, and also won a Best in Show award.

“Co/Create was about more than shared space—it was about shared values,” says Casey Baxter, Vice President and General Manager for HBF + HBF Textiles. “HBF and Juniper both believe in the strength of domestic excellence, in the power of touch and material, and in creating environments that are welcoming. This collaboration was a living expression of those ideals.”

Shant Madjarian, Owner and Founder of Juniper, echoes this sentiment: “As Juniper made its BDNY debut, we were so proud to present a vision of American-made design that felt both elevated and human. Our collaboration with HBF united two brands committed to craftsmanship, innovation, and shaping how hospitality spaces inspire connection.”

At the heart of the lounge, HBF’s Firma table, featuring Juniper’s lighting and technology, invited BDNY guests to relax, plug in, and recharge—physically, digitally, and emotionally. This year’s BDNY marked several notable product debuts within the Co/Create lounge:

HBF: The Rhine Collection by Ken Reinard is defined by its organic round forms, revolutionary horizontal expression, and unmatched reconfigurability. Meticulously crafted by hand, Rhine transforms public spaces with boundless spatial freedom or creates intimate conversation zones. Featuring Petite Club Chairs in static, swivel, and mobile options alongside integrated companion tables (enabled with Juniper’s new Ground Control power access solution in brass, satin nickel, and black oxide finishes), this modular collection creates inviting compositions that exude warmth and refinement.

HBF Textiles: Upholstering HBF’s furniture pieces are textiles from Feel + Form, the newest HBF Textiles collection, which transforms spaces into emotionally immersive environments through its interplay of tactility, light, and dimension. Complementing this debut is Layered, the first-ever textile collection by Mark Grattan, which embodies Grattan’s distinctive aesthetic and daring sensibility across three expressive patterns.

Juniper: Ground Control—a precision-engineered power access solution



designed and crafted in the company's Connecticut-based facility—is an elevated approach to in-wall and plug-in power access designed for hospitality and commercial environments and exemplifying beauty, performance, and modularity. Also featured is Juniper's Multiverse® system, boasting performance wrapped in visual magic. Designed and engineered for minimal impact, easy installation, and radical lighting control, Multiverse® combines aspects of track lighting, low-voltage power distribution, and refined architectural trim detail into one unique, ground-breaking display.

Designed by New York-based designer and architect Rodolfo Agrella from RADS, Co/Create was envisioned as both a destination and a dialogue—a co-branded space that presents product as experience. “Co/Create presented a current story about how design can bring people together, recharge their spirits, and remind them of the beauty in collaboration.”

Throughout the Co/Create lounge, attendees found touchpoints designed for connection and discovery. Whether experiencing the radiance of Juniper's lighting and technology systems, the comfort of HBF's new modular seating, or the texture of HBF Textiles' latest collections, the space embodied the 'New Americana'—a celebration of local production, premium finishes, and the enduring art of making. **BoF**





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CAREERS

BR Design Associates Announces Key Leadership Promotions and New Hire

➡ BR Design Associates, a New York City-based architecture, interior design, and planning firm widely recognized for transforming commercial spaces, celebrates the promotion of two senior leaders and the addition of a new Director of Design. Now in its 40th year, these leadership updates reinforce the firm's commitment to cultivating talent, fostering collaboration, and delivering innovative, client-focused design excellence.

Promotions:

Lauren Wilson — Director of Operations

Promoted from Design Director, Lauren now oversees firm-wide operations, guiding the seamless integration of design and execution of high-profile commercial projects. She continues to champion design quality across the firm's portfolio and plays a key role in mentoring staff and developing design systems. Her approach blends aesthetics with performance, ensuring that client spaces meet branding goals, lease strategies, and evolving workforce needs. Lauren's recent work includes Publicis, Ocean West Capital, DCAS, and Marx Realty.



Silvana Ramirez — Director of Production, Architect

Silvana advances from Senior Project Architect to Director of Production, where she leads the technical delivery of projects with precision and constructability. Silvana partners closely with design leads to ensure every detail aligns with the project's intent, schedule, and budget. Her efficient coordination and drafting skills have been instrumental in large-scale commercial interiors for clients including Verizon, Harbor, and Pfizer.



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New Hire:

Raul Garcia-Moncada, IIDA, NCIDQ, LEED AP, WELL AP — Director of Design

Raul joins BR Design Associates as Director of Design, bringing a research-driven, narrative-based approach that emphasizes conceptual storytelling, collective ownership, and clarity of purpose. With 20 years of experience spanning diverse project types and scales, he brings a design-agnostic mindset—one that embraces flexibility and problem-solving across disciplines—while fostering an environment where bold ideas and wild speculation are encouraged and technology is embraced as a design tool rather than feared.



“Celebrating 40 years in business is an opportunity to reflect on our legacy and look ahead to the future,” said Michael Rait, Founder and President of BR Design Associates. “Promoting Lauren and Silvana, and welcoming Raul, reflects our commitment to investing in our people and ensuring that BR Design continues to deliver thoughtful, functional, and beautiful interiors for our clients.”

These appointments come at a time of growth for BR Design Associates, as the firm expands its reach and explores new technologies to advance design excellence. The firm is currently developing its AI Design Initiative, aimed at optimizing workflows and enhancing creative exploration through tools such as scenario testing and realistic renderings.

SCHOLARSHIP

IIDA NY Presents Fifth Annual Hazel Siegel Scholarship

➔ The International Interior Design Association’s New York Chapter (IIDA NY) proudly announces its fifth annual Hazel Siegel Student Scholarship. The scholarship celebrates the contributions of Hazel Siegel, a renowned textile designer and devoted chapter member whose leadership and accomplishments spanned more than four decades.

Following Hazel Siegel’s passing in 2020, IIDA NY launched an initiative to celebrate her enduring contributions to the design industry. Over her 40-year career, Siegel held numerous leadership roles and received multiple honors. She served as Creative Director at KnollTextiles and founded Textus, a modern design-focused textiles company, which was later acquired by Momentum Group, and also taught textiles at the Pratt Institute for more than 10 years.

“This scholarship celebrates Hazel’s remarkable legacy and her commitment to nurturing talent in the design community,” said Lauren Titsworth, Co-Chair of the IIDA NY Hazel Siegel Scholarship Committee. “We’re excited to see how it will inspire the next generation of designers, giving them access to experiences that expand their knowledge, strengthen their portfolios, and connect them with industry leaders,” added Michelle Schutt, Co-Chair of the IIDA NY Hazel Siegel Scholarship Committee.

This year's scholarship is generously sponsored by Momentum Textiles, continuing the legacy of their esteemed colleague and collaborator, Hazel Siegel. Three grand prize winners will enjoy an all-expenses-paid, three-day trip to IIDA's SHIFT Conference in Dallas, TX. The conference offers students, educators, and design professionals a multi-day experience focused on professional growth and industry insights. Attendees can participate in firm and project tours, portfolio reviews, mock interviews with practicing professionals, an industry expo, continuing education sessions, and a wide range of networking opportunities. In addition, winners will receive a one-year student membership to IIDA NY.

The scholarship is open to currently enrolled New York State Undergraduate + Graduate Interior Design students in good academic standing. Applicants must be available to participate in the SHIFT Conference from February 11-13, 2026. Applications are due by Friday, December 5th, 2025, at 11:59 pm. For more information and to submit your student application, or to sponsor a student and honor Hazel Siegel, visit <https://www.iidany.org/hazel-siegel-scholarship>

EXPANSION

ISG Opens Durham Office to Strengthen Presence and Drive Growth Across the Triangle

➔ ISG is expanding its North Carolina footprint with the launch of a new office in Durham. This strategic expansion strengthens ISG's ability to serve clients, positively impact communities, and accelerate growth throughout the Triangle region.

As a multi-disciplinary firm with over 600 professionals and hundreds of successful projects statewide, ISG brings capacity, expertise, and local understanding to Durham. The new office complements ISG's existing Raleigh, North Carolina location and supports



ongoing partnerships with clients throughout the area. Local projects include education, retail, and commercial spaces such as the Durham Academy Lower School Outdoor Play Areas, Charlotte Brody Discovery Garden at Duke University, and ALDI, as well as multifamily residential projects like 518 Morehead, 605 West, Beckon, Elliott Square, and Venable.

“We are a firm of high performers whose clients value our responsive service, creative design professionals, and technical skills,” says Lynn Bruns, ISG Chief Executive Officer, “Opening an office in Durham allows us to further enhance the experience and services we deliver to existing clients in this geography, while building capacity for new clients.”

The new office is located within the historic American Tobacco Campus, a landmark that has evolved from a century-old factory into a vibrant mixed-use development that has transformed downtown Durham into a hub for business, culture, and community. The campus brings together office spaces, residences, arts and music venues, educational institutions, and recreation, all in a live, work, and play environment that reflects the dynamic communities ISG helps design and support.

The American Tobacco Campus is more than a historic landmark; it represents the intersection of markets ISG serves. From education, sports, and recreation to food processing and industrial manufacturing, ISG’s multi-disciplinary expertise aligns with the location’s vibrant mix of uses. This location in Durham also fits ISG’s vision for establishing permanent roots in a thriving community with an energetic urban core.

“I’m excited to open ISG’s new Durham office alongside my talented colleagues, bringing elevated and inspired design solutions to the region,” shares Jesse Turner, ISG Project Executive and Durham Office Leader, “Being located within the American Tobacco Campus is an exciting opportunity, and we look forward to contributing a new layer to the rich history of these beautifully restored buildings.”

ISG’s expansion creates opportunities to tap into the region’s exceptional talent pool. The firm plans to increase internship opportunities for students from schools such as Duke University, North Carolina Agricultural and Technical State University, and NC State University. ISG is also eager to

recruit alumni and local professionals who are eager to grow within the 100% employee-owned firm.

Looking ahead, the firm aims to deepen partnerships with university programs that align with its expertise in architecture, engineering, environmental, and planning services, including NC State's Design + Build program, NC A&T's College of Engineering, and Duke University's Nicholas School of the Environment. These collaborations position ISG to create pathways for the next generation of industry leaders.

With team members from recently acquired LIFT and JDAVIS joining forces at the new location, ISG anticipates tripling the size of its Durham office within the next two years.

NEW VENTURES

Stacy Elliston Founds HIVE Collaborative, A New Philanthropic Full-Scale Design & Project Management Firm

The hospitality design veteran's new venture redefines the traditional design service model through values-based collaboration & strategy.

➡ Celebrated Dallas-based designer Stacy Elliston proudly debuts HIVE Collaborative, a modern full-service design and project management studio built on the power of enduring partnership and philanthropy. Offering end-to-end design services, operational strategy, team organization, and brand and ownership representation, the firm's a la carte model bridges key gaps in standard



design practice. In leading project management and strategy with creative prowess, HIVE Collaborative delivers holistic results and meaningful growth for its partners.

Elliston draws from decades of experience spanning gaming, hospitality, and residential sectors to launch a firm expertly positioned to meet the contemporary needs of today's design-driven brands. Through its boutique structure, HIVE Collaborative offers hands-on attention with scalable support, allowing clients to focus on the bigger picture while the HIVE team expertly manages details from creative direction to resourcing and execution.

Rooted in its namesake philosophy, collaboration drives the studio's tailored practice model. Elliston's collective of strategic creatives and project managers integrates seamlessly with project teams of any scale to champion client goals from concept to completion. Since its quiet launch, HIVE Collaborative has already supported franchising efforts on behalf of renowned celebrity chefs, helped transform a former office building into one-hundred-eighty luxury condo residences overlooking a premier golf course, conceptualized a Caribbean resort for an esteemed entertainment brand, and, most recently, led a 218-room hotel conversion, owning design, budgeting, and specification of guest rooms and public spaces.

Extending its ethos beyond business, the studio pledges to donate twice annually to causes jointly chosen by the team and its clients, reflecting Elliston's belief that authentic, enduring partnerships are rooted in shared purpose. Beneficiaries of HIVE Collaborative's philanthropic model include nature and animal organizations such as Hives for Heroes, Texas Bee Works, Elephant Havens, BARC, INC., Berner-Garde Foundation, and In-Sync Exotics.

As a four-time business founder and industry veteran, Elliston seeks to reshape conventions of firm culture with a mission that ensures thoughtful alignment for brands while fostering a sustainable, supportive environment for her team. Prioritizing collaboration with like-minded organizations that align with the firm's values and strengths, HIVE Collaborative's model supports balance, creativity and long-term growth in a competitive industry often challenged by burnout.

LAUNCHING

Tarkett Enhances Service with New Customer Portal App and Expedited Ready-to-Ship Program

➔ Global flooring manufacturer Tarkett is making it easier for customers to manage their orders anytime and anywhere with a new app. Designed for commercial flooring customers, Tarkett's Customer Portal app streamlines workflows by providing real-time information—including order information, inventory, and account details—at customers' fingertips on any mobile device.



Key features of the mobile app include:

Check Inventory Availability — Instantly check stock levels, browse Tarkett's full product list, easily submit sample orders and place purchase orders (available only for dealers). This saves time by providing real-time availability without needing to contact a Tarkett representative.

Order History — View and track all past and current orders, check order details and statuses, download order documents and manage pool truck weight requirements—giving customers greater control over their orders.

Clearance Products — Browse discounted and soon-to-expire items, allowing customers to take advantage of cost-effective flooring solutions.

Reports & Payments — Download open order reports and seamlessly link to Tarkett's payment portal for streamlined financial management, reducing administrative tasks.

Expedited Offerings — Get fast access to products available in Tarkett's Ready-to-Ship, QuickShip and Priority programs for quick turnaround times, ensuring customers can meet project deadlines efficiently.

Recently reintroduced, the Ready-to-Ship program includes a broad variety of resilient flooring categories to meet the needs of every customer and

segment, including: Johnsonite wall base and rubber tile, LVT, homogeneous and heterogeneous sheet, VCT, and linoleum. Top-selling colors and patterns within each product category are guaranteed to ship to local distribution partners within a week.

“We understand the role that timing plays in every project,” said Rusty Joyce, commercial president for Tarkett North America. “The new Customer Portal app and reintroduced Ready-to-Ship program demonstrate our commitment to delivering the products our customers trust with the white glove service they deserve. We guarantee our most popular resilient flooring, wall base and accessories will be in stock and ready to ship within a week, and we’re thrilled to provide all the information our customers need within a convenient mobile app, available to them 24/7 from wherever they happen to be working.”

The Customer Portal app is free in the Apple and Google Play app stores. For more information and to download the app, visit commercial.tarkett.com/services/customer-portal.

PROJECTS

World’s Tallest Student Residences Tower Over Manhattan, As BDB Transforms Financial District Hotel

➡ Continuing an unbroken track record of major speed-to-market successes, construction leader and expert in adaptive reuse BDB Construction Enterprise has announced its transformation of a high-rise hotel into new student residences in New York’s Financial District.

The tower at 99 Washington Street — formerly a 492-key hotel recognized as the Holiday Inn flag’s tallest worldwide — has opened its first phase, now housing students and interns from nearby universities. The highly innovative, 650-bed dormitory complex is cited by CTBUH as a record-setting structure: At 50 stories and



485 feet tall, it is the tallest student accommodation in the world.

Led by Tallal Bhutta, founder and CEO of BDB Construction, the targeted reconstruction and conversion of the 142,000-square-foot property for owner-developer FOUND Study brings new finishes, cabinetry and fixtures to all its rooms and common areas. A reimagining of shared spaces and amenities to better serve a student resident population, currently underway, will be complete later in 2025, with FOUND Study FiDi offering occupants a communal kitchen and dining areas, laundry rooms, lounges, shared study zones, and a fitness center.

“Our approach to repositioning projects of this kind moves them as quickly as possible to occupancy, allowing the owners to reach their revenue phase early,” says BDB’s Bhutta, who holds advanced degrees in construction management and structural and civil engineering. “Converting the hotel tower at 99 Washington Street into student residences is being completed in two discrete phases, so they achieved occupancy for about half of the 650 planned beds before this fall semester started.”

Bhutta notes that the remaining transformation includes a creative conversion of an adjacent chapel building as shared amenity space, set to open in 2026.

“We accomplish this kind of speed to market by being involved in the earliest planning phases and contributing to decision-making, so that all stakeholders and trades are aligned on goals, process, and schedule,” adds Bhutta.

A National Campaign for Student Housing

As students nationwide are challenged to find affordable, convenient high-quality residential offerings in major cities, BDB Construction Enterprise is at



work nationally readying new and renovated offerings to supplement existing dormitories, says Bhutta.

While working on 99 Washington Street, BDB Construction Enterprise has also completed a major renovation of a 75-student apartment building in Berkeley, California, representing a national expansion and the company's first West Coast project. The new FOUND Study Downtown Berkeley, which includes private and shared suites with in-home appliances and en suite bathrooms, was completed in just six weeks, says Bhutta.

Other projects underway include a dormitory-style redevelopment of University Centre in Newark, New Jersey. BDB Construction has also recently completed major conversion projects in Midtown Manhattan and in Providence, Rhode Island.

NEW COLLECTION

Móz Designs Introduces Layers of Nature: A Graphix Collection Inspired by Earth's Rhythms

Six new patterns explore the layered stories of sky, sea, mountains, and land.

➔ Móz Designs has unveiled Layers of Nature, a new Graphix Collection that translates the timeless impressions of the natural world into rich, dimensional surfaces for the built environment. Drawing inspiration from the layered beauty of earth, sea, and sky, all six patterns tell their own story, together forming a multidimensional design language that infuses interiors with depth, serenity, and movement. Layers of Nature also pushes the capabilities of metal like never before, offering architects and designers an innovative, versatile medium for creating spaces that inspire.

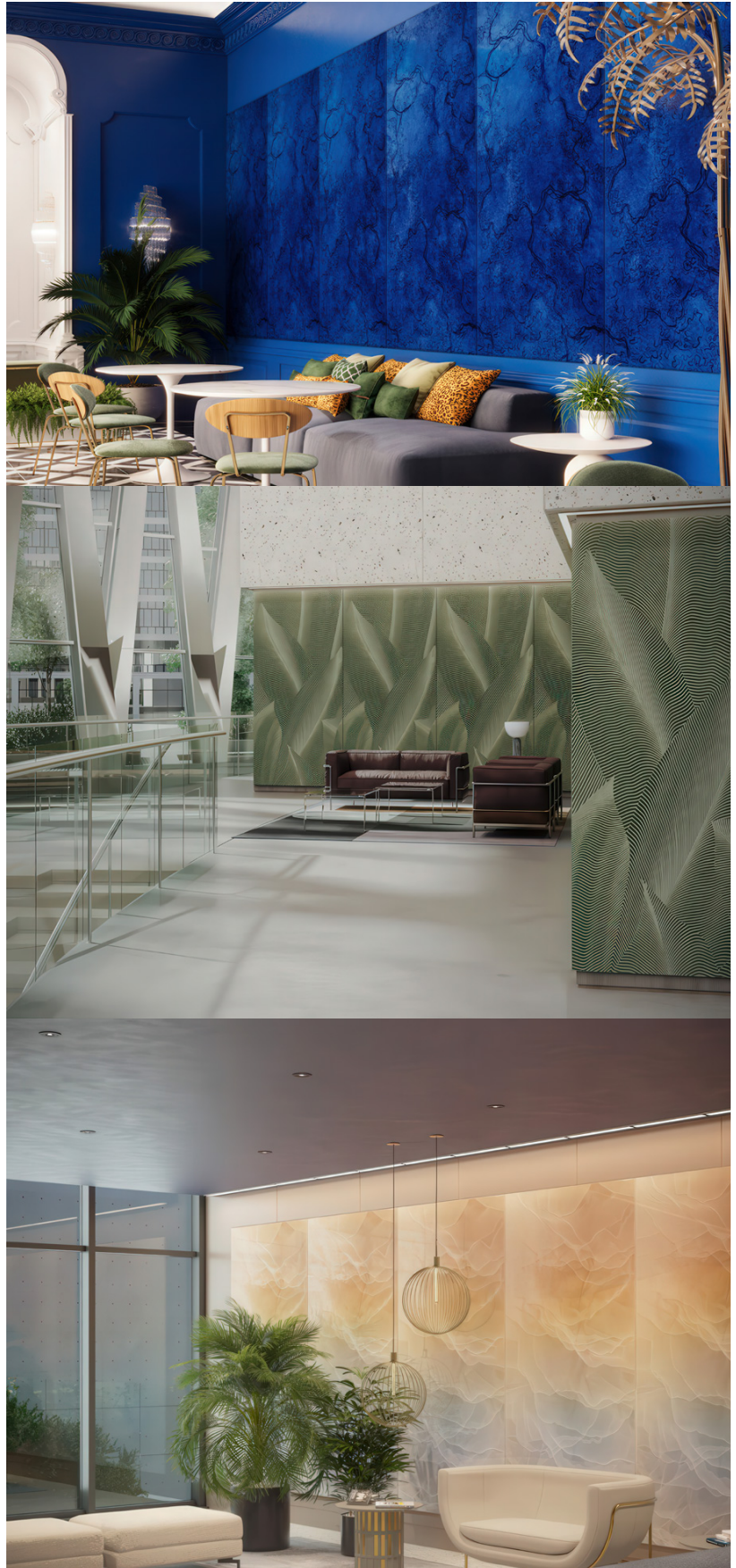
“With Layers of Nature, we wanted to create more than a pattern collection—we wanted to capture the living impressions of the outdoors and reimagine them in a way that designers can bring into built spaces,” says Dzoanna Pavulina, Designer at Móz Designs.

The new collection demonstrates how metal can transcend its functional role to become a dynamic design medium—capturing depth, texture, and the rhythms of the natural world. The collection showcases Móz's comprehensive fabrication capabilities, ranging from custom artwork to tailored applications,

offering architects and designers endless opportunities to create distinctive brand experiences and transform spaces with surfaces that move, breathe, and reflect the layered beauty of nature. With expanded digital capabilities, Móz now invites designers to submit their own artwork, enabling a more personalized and collaborative design process that turns creative vision into metal form.

Móz's new Graphix patterns showcase innovative metal solutions, which combine the luminosity of signature Móz grains with digital imagery to create a striking product. Standard sheet sizes are available in 4' x 8' and 4' x 10' on 0.040" - 0.250" solid core aluminum, with options in Perforated, Laser Cut, Engraved, and Corrugated aluminum to support a variety of design applications.

Available by the sheet or as ready-to-install product solutions, the collection can be specified for columns, dividers, walls, ceilings, and exterior applications, making it a versatile choice for commercial and hospitality environments.



CHICAGO

NeoCon 2026

June 7-10, 2026



NeoCon has served as the world's leading platform and most important event of the year for the commercial design industry since 1969. A launch pad for innovation—NeoCon offers ideas

and introductions that shape the built environment today and into the future.

In today's rapidly changing world, there is certainly much to discuss, evaluate, and learn. NeoCon offers a compelling series of highly topical and inspirational programs led by global thought-leaders from diverse backgrounds, offering world-class expertise and insight into today's most relevant topics.

NeoCon serves as the hub for the commercial design community, uniting its designers, architects, end-users, manufacturers, dealers, service providers, associations,

educators, students and media each year in June. The NeoCon community remains connected year-round online and onsite at THE MART. **New NeoCon Preview Day: Sunday, June 7th, from 12-4 PM.**

With nearly 1 million square feet of exhibition space, NeoCon features game-changing products and services from more than 400 leading companies and emerging players as well as industry partners — providing unparalleled access to the latest and most innovative solutions in commercial design.

neocon.com

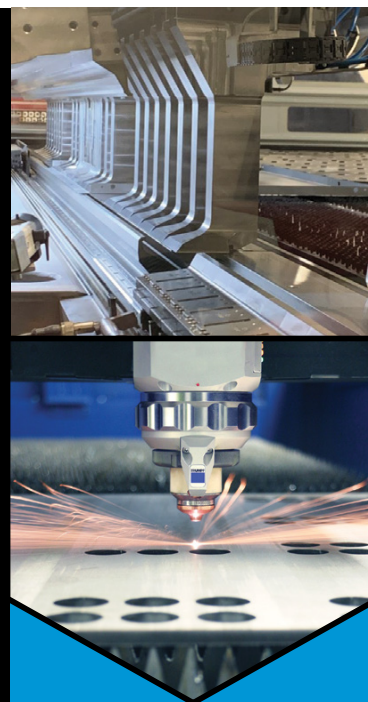
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EVENTS

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DESIGN MIAMI 2025

Make. Believe. The 20th anniversary of Design Miami is a momentous occasion: a chance to reflect on our heritage, and even more importantly, where we are going. In its two decades, the fair has become an essential platform for celebrating the design avant-garde across the ages. Unrivaled in its convening power, it exerts a gravitational effect on the whole field. Our theme—Make. Believe. is intended to capture that achievement.

designmiami.com/fair/miami-2025

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NEOCON 2026 & FULTON MARKET DESIGN DAYS

Each June, over 40,000 people from across the global design community gather in Chicago to celebrate the latest in design and architecture, sharing product news and participating in a variety of events across the Windy City. The Fulton Market District will welcome top design professionals and enthusiasts to enjoy product launches, exhibits and events at the Fulton Market Design Days. NeoCon Preview Day: Sunday, June 7th, from 12-4 PM.

neocon.com

fultonmarketdesigndays.com

June 7 - 10, 2026

Chicago, Illinois
THE MART



BoF
INDUSTRY
MARKETPLACE & CLASSIFIEDS

The Global Marketplace for Furniture
Talent, Goods and Services

HELP US CHANGE THE SIT/ STAND STORY



DESIGN BRAND PARTNERS **WORKSPACE**

DBP Workspace is actively looking for Independent Sales Rep Groups to cover the following territories:

Northeast (NYC, Upstate NY, NJ, PA, DE), Mid Atlantic (MD, DC, VA), Southeast (NC, SC, TN, GA, AL, FL), Midwest (KS, MO, IA, NE, MN, ND, SD), Central (IL, WI), Central South (Northern TX, OK, AR, MS), Rockies (CO, UT, WY), Southwest (AZ, NM, NV), Pacific Northwest (WA, OR, ID, MT, AK), West (CA), and Pacific (HI).

Height-adjustable bases are everywhere—but ours aren't just another base. At DBP Workspace, we've designed a line of bases that break the mold: ultra-fast and quiet operation, a streamlined assembly experience, and a warranty that backs up our commitment to long-term quality.

We're searching for dynamic, driven rep groups eager to help their dealers stand out with distinctive products, aggressive pricing, quick-ship options, and dependable support.

If you're ready to bring something different to the table (and desk), we'd love to hear from you.

Contact us at: hello@dbpworkspace.com

Learn more at: www.dbpworkspace.com

SENIOR ACCOUNTANT: AVANTO

Join Avanto – A Leader in the Furniture Industry!

Avanto is an innovative and forward-thinking company transforming the furniture industry through technology and a people-centric approach. We stand out for our cutting-edge solutions, exceptional service, and strong commitment to excellence, integrity, and innovation.

At Avanto, we foster an environment where employees can thrive both personally and professionally, promoting collaboration, continuous learning, and a results-driven culture. Our mission is to make a positive impact on the industry by driving change and continuous improvement.

Role Summary:

The Senior Accountant is responsible for managing key components of the financial reporting process on behalf of client accounts, ensuring the timely and accurate preparation of financial statements in accordance with US GAAP. This role acts as a strategic partner to client operations, project management, and finance teams supporting accurate reporting, applying industry best practices, and enabling informed decision-making for the clients served.

Key Responsibilities:

Financial Reporting & Compliance

- Prepare monthly, quarterly, and annual

financial statements in compliance with US GAAP.

- Ensure proper revenue recognition and cost alignment using the matching principle, especially for project-based and milestone-driven orders.
- Maintain and reconcile general ledger accounts and perform month-end close activities.
- Support internal and external audits by preparing documentation and responding to inquiries.

Work-in-Progress (WIP) & Project Accounting

- Maintain accurate WIP schedules for open orders, tracking order status, deposits, costs, and revenue recognition timing.
- Analyze and reconcile WIP to ensure proper cost capitalization and timely project

closeouts.

- Collaborate with project managers to align actual project progress with financial reporting.

Budgeting & Variance Analysis

- Assist with budget preparation and financial forecasting.
- Conduct variance analysis between actual results and budgets/forecasts.
- Identify and explain key financial trends, anomalies, or risks.

Process Improvement & Internal Controls

- Identify opportunities for automation and improved processes in financial reporting and order tracking.
- Implement and monitor internal controls to safeguard company assets and ensure accurate financial data.

Regional Sales Manager in Miami Beach

➡ *The Viscusi Group is recruiting for a Regional Sales manager in the Miami market. The territory covers the southeast Florida market for a manufacturer that makes contract, ancillary and healthcare furniture, distributed and sold exclusively through dealers.*



The candidate we are seeking will already be in a leadership position and have direct reports and will also have existing relationships with the contract dealers in the Florida market. Great culture and great design with a great existing team. Confidential position with an NDA for interested candidates. You will speak directly with Stephen Viscusi who is representing the client company.

➡ **E-mail your resume or general information to Stephen@viscusigroup.com or call 212-979-5700 extension 101. All inquiries are strictly confidential.**

- Document and maintain accounting policies and procedures, with a focus on project-based operations.

Qualifications:

- Bachelor's degree in Accounting or Finance.
- 4-7 years of progressive accounting experience, with at least 2 years in the furniture industry or project-based environments.
- Strong understanding of matching principles and WIP accounting.
- Proficiency in accounting software (e.g., QuickBooks Online, NetSuite, Sage) and Excel (pivot tables, lookups).
- Familiarity with project management tools or ERP systems used in the furniture industry (e.g., e-manage|ONE, TeamDesign) is a plus.
- Furniture industry experience is required.

[Apply Here.](#)

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At **Bellow Press** we deliver a platform to reach facility managers, specifiers, interior designers, reps and dealers who seek insightful, strategic coverage of the contract furnishings industry as a front-and-center concern. We cover the industry from a strategic point of view, concentrating on quality analysis and independently written articles, helping you understand the business better.

Our competitive edge lies within its highly targeted and fully paid subscriber base - you're investing to reach an extremely qualified audience. It's more affordable on a per-page basis than broad interior design based monthly publications, and it's more affordable on a CPM basis than in-market publications. Better yet, none of your media buy is wasted: we pinpoint the industry professionals who are specifically focused on contract furnishings.

- Target the audience you want
- Increase brand awareness
- Put your brand next to great content
- Shorten the link between discovery and purchase

  [Download 2026 Media Kit](#)

ACCOUNT EXECUTIVE (ETHOSOURCE)



Position Summary:

We have an outstanding opportunity for motivated sales professionals to embark on a career path that has tremendous growth with earning potential well into the six-figure range. All Ethosource Account Executives are provided with cutting edge technology and expert in-house support. Salesforce CRM is utilized to further support and enhance sales efforts. No industry experience necessary. We will train the right individual!

Key Responsibilities:

- Identify and pursue new business opportunities to increase market penetration.
- Manage sales opportunities generated through company marketing initiatives.
- Utilize Salesforce CRM to organize, track, and enhance sales activities.
- Prepare and deliver strong sales presentations to prospective clients.
- Build and maintain relationships through networking and prospecting.
- Provide exceptional customer service and follow-up throughout the sales process.

Qualifications:

- Ability to meet and exceed sales goals.
- Strong presentation, networking, prospecting, and customer service skills.
- Excellent computer skills, including proficiency with Microsoft products.
- Familiarity with design or industry-specific software a plus.
- Superior written and oral communication skills; Ability to work independently and as part of a team.

Benefits:

- 401(k) with company match (eligible first of the month following hire)
- Health, dental, and vision insurance (eligible first of the month following hire)
- Company-paid life, short-term, and long-

term disability insurance

- Generous PTO after 90 days of service
- Paid company holidays

Application Instructions:

Please include salary history and requirements with your resume.

Contact: Veronica Millard at
hr@ethosource.com

We're on the lookout for dynamic independent rep groups.

Partner with Fluidconcepts to
Inspire Workspaces Across these
Regions:

**North Texas | Oklahoma | Arkansas
Missouri | Iowa | Nebraska | Kansas
Minnesota | Wisconsin**

If you're experienced in building relationships with designers and dealers and have a passion for innovative furniture, we'd love to hear from you. Email us at sales@fluidgroup.com

fluidconcepts