

The Business of Furniture | November 16, 2016

BOF

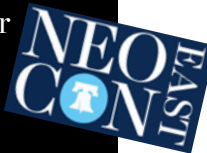


**NeoCon East:
Did it Suffer from
Post-Prez Hangover?**

FEATURES

14 **UPFRONT: NeoCon East: Did it Suffer from Post-Prez Hangover?**

It was an important year for NeoCon East as the show, which moved to Philadelphia from Baltimore last year, tried to get its footing in a new location. Whether NeoCon East was a success this year depended on who you asked.



48 **Mükava Created to Make Your Tab Fab**

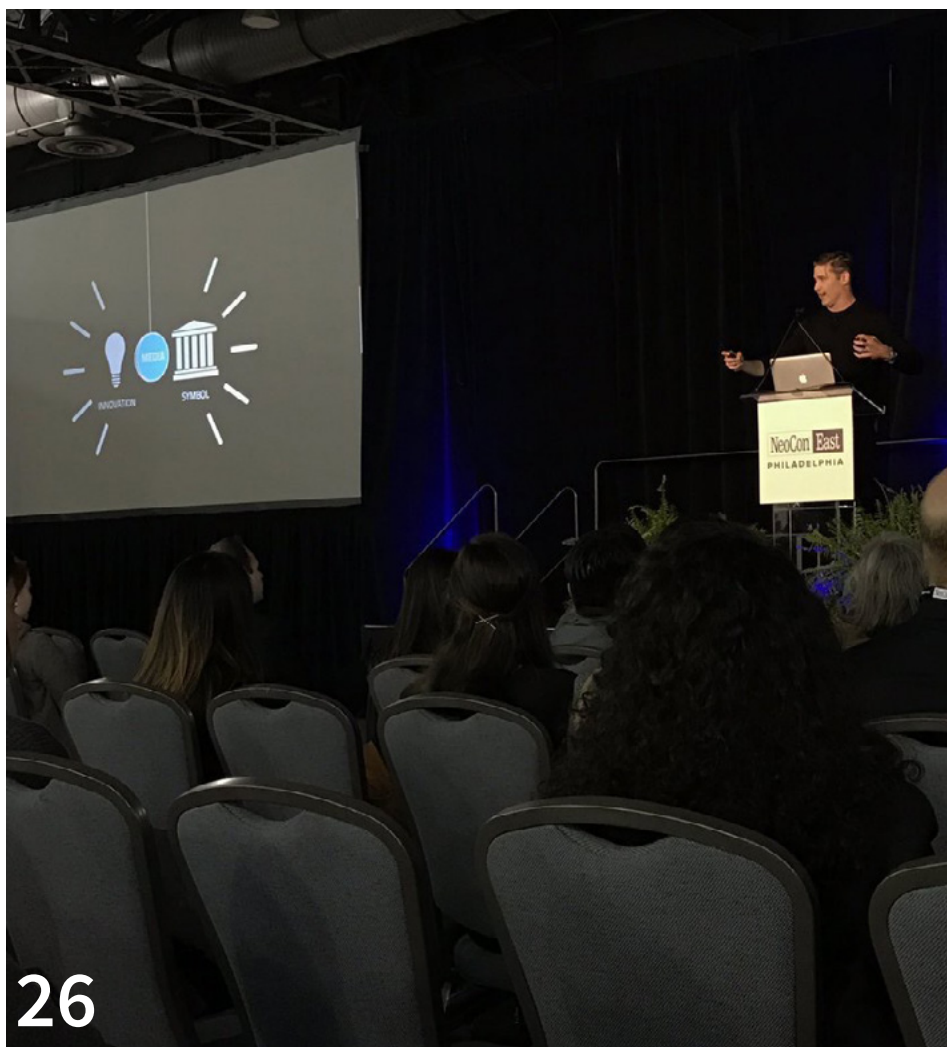
The brand and its products started out in the U.S. market, but are beginning to be distributed in Europe and Asia.

< Mükava, a new company and new line of ergonomic products.

52 **Not Everyone's Old: Millennial Starts Rep Group in Kentucky**

The aging of the office furniture industry has a lot of executives wringing their hands about what they can do about bringing younger generations — and a different and new way of thinking — into the fold.





26



52



39

Contents Copyright ©2016 Bellow Press Inc.

DEPARTMENTS

HUTCH

Industry Funnies 11

UPFRONT

The Top News 14

THE STREAM

Curation of the news stream... 16

TOP INDUSTRY NEWS

NeoCon East: Did it Suffer from Post-Prez Hangover? 18

NeoCon East Keynotes Deliver Dose of Design 26

DIRTT Posts Record Third Quarter Revenues..... 29

FINANCIAL

Industry Shares/Graphs 32

CAREER COLUMN

Stephen Says 34

GUEST COLUMNS

CoLaboration - Al Everett..... 36

CALENDAR & MORE

Industry Moments 38

Places..... 39

Snapshot 40

Upcoming Industry Events..... 44

FEATURES

Mükava Created to Make Your Tab Fab 48

Not Everyone's Old: Millennial Starts Rep Group in Kentucky . 52

AWARDS

Latest winners..... 56

FIRST LOOKS

New products from ErgoCentric, Trendway, Kimball, & Pallas 58

INDUSTRY PULSE

Industry Pulse 64

Industry Classifieds 70

Industry Careers 74



The Business of Furniture



Editor-in-Chief, Bellow Press Rob Kirkbride

Vice President, Sales & Marketing, Publisher, Bellow Press Melissa Skolnick

Vice President, Content Production, Bellow Press Todd Hardy

Workplace Guru, BoF Stephen Viscusi

Guest Columnist, Industry Business, BoF Mike Dunlap

Guest Columnist, BoF Jeremy Erard

Guest Columnist, BoF Al Everett

Contributing Writers, BoF:

Amanda Schneider, Emily Clingman, Bruce Buursma, John Q. Horn, Jeremy Myerson,

Stef Schwalb, Gary James, Scott Lesizza, Bryce Stuckenschneider

Illustrator, BoF Jamie Cosley

Copy Editor, BoF Linda Odette

Publishing Headquarters

23403 E Mission Ave, Suite 107
Liberty Lake, Washington 99019
877-BELLOW9 (877-235-5699)

Email: info@bellow.press

Include us on your PR distribution list.

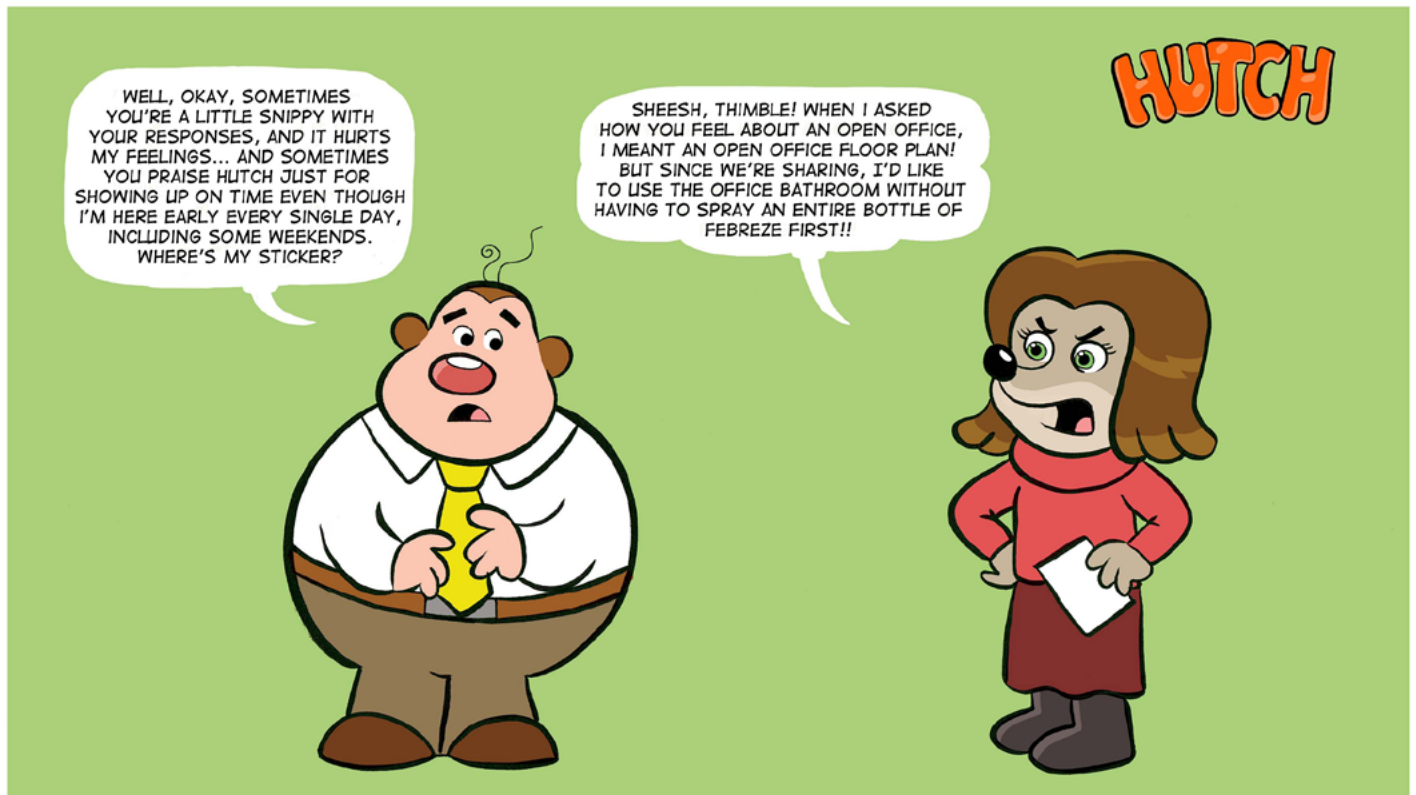
Send To: news@bellow.press

Please include high resolution photos along with your release; at least 300 dpi.

https://bellow.press/SubmitNews

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

ROB KIRKBRIDE, EDITOR-IN-CHIEF





Nightingale Awards

OM Truly.

Gold Award in Seating: Conference: Truly., OM

Contract magazine and *Healthcare Design* magazine, in partnership with the Center for Health Design, announced the winners of this year's Nightingale Awards Monday at the Healthcare Design Expo & Conference at the George R. Brown Convention Center in Houston. Named after Florence Nightingale, the awards recognize an outstanding product's contribution to the healing environment, as well as additional functionality, durability, and quality. **BoF**

AWARDS



EDSpaces Innovation Awards

KI

Ruckus

KI's Ruckus, a simple and innovative collection that impacts how students and teachers learn, was named *Best in Competition* at the 2016 EDSpaces Innovation Awards.

The collection, which is described as increasing "interaction, engagement, movement and scalability while augmenting the learning experience," also was recognized as the seating category winner. It will be introduced in February 2017.

The annual competition is sponsored by IIDA and EDmarket. A panel of judges at the EDSpaces Conference and Expo determined the winner. The award recognizes excellence in product design for learning.

"Design is key to elevating educational products and improving the quality of learning spaces for students everywhere," says Cheryl S. Durst, IIDA executive vice president and CEO. **BoF**