

THE DOWNLOAD

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calendar BIFMA EVENTS

The Business and Institutional Furniture Manufacturers Association (BIFMA) International had scheduled the following list of meetings and events as of press time. Additional events will be posted to the BIFMA website on the Internet at www.bifma.org.

January 9 & 10, 2007
Sustainability Assessment Standard Stakeholders Meeting
Holiday Inn Select
3063 Lake Eastbrook Blvd SE
Grand Rapids, MI 49512
(616) 285-7600

January 16, 2007
Statistical Information Committee Meeting, 11 am to 4 pm
BIFMA Conference Room
2680 Horizon Dr. SE, Suite A-1
Grand Rapids, MI

February 8 & 9, 2007
BIFMA Conference
Omni La Mansion del Rio
112 College Street
San Antonio, TX 78205
Registration is available online

April 24, 2007
Flammability Subcommittee Meeting - Held in conjunction with the April 25 AHFA Furniture Flammability Workshop, both at the Sheraton Four Seasons Hotel, Greensboro, NC

June 13, 2007,
BIFMA International's Annual Meeting during NeoCon
Merchandise Mart
Sauganash Ballroom
Chicago, IL

Annual BIFMA Conference Up Around The Bend

On February 8 and 9, 2007, the BIFMA Conference in San Antonio, Texas is shaping up to be a content-filled, networking-rich affair. This two-day event will focus on the key issues and developments affecting the office furniture industry. This year's gathering will help participants:

- Explore the future of architecture and design
- Get an insider's perspective on the challenges and opportunities of globalization
- Examine product design from a whole-business perspective
- Learn about the increasing role of corporate real estate executives in purchasing decisions
- Gain perspective on the future of the dealer

In addition, there will be sessions on supplier diversity, sustainability assessment tools, and

the BIFMA Furniture Emissions Standard. This conference is expected to sell out so register today.

FEATURED SPEAKERS:

John Hoke, Vice President of Global Footwear Design of Nike, Inc. is responsible for communicating Nike's innovation-driven, design-focused culture of creativity.

Lynn Chipperfield, Senior Vice-President and Chief Administrative Officer of Furniture Brands International, will talk about globalization challenges and opportunities – both as a company and as an industry.

Ed Friedrichs, former President and CEO of Gensler Architecture Design and Planning Worldwide, will speak on Defining Markets, Customers and Message.

Humorist and prolific author Dave Barry will provide an evening of respite from the serious issues of the day as Thursday evening's dinner speaker. For 25 years, he was a syndicated columnist whose work appeared in more than 500 newspapers and, in 1988, he won the Pulitzer Prize for Commentary. Conference participants will be able to kick back and enjoy a relaxing, entertaining evening of... whatever's on Dave's mind at the moment!

Sponsorship opportunities are still available. Register online at:

<http://www.grandconnection.com/bifma2007>



Dave Barry



Thanks to BIFMA Conference Sponsors

Sponsorship of various activities at the annual BIFMA Conference gathering possible. This year, BIFMA would like to thank those companies supporting the San Antonio, Texas conference!

Wednesday, February 7, 2007:

- Welcome Gifts: Group Dekko
- Welcome Reception: Merchandise Mart

Thursday, February 8, 2007:

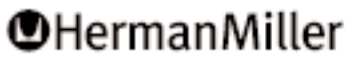
- Thursday Break: Light Corporation
- Breakout Session on "The Future of the Dealer": Knape & Vogt
- Networking Reception: Byrne Electrical Specialists

Friday, February 9, 2007:

- Ed Friedrichs Presentation: Johns Manville
- John Hoke of Nike Presentation: Herman Miller, Inc.

Saturday, February 11, 2006:

- Golf Tournament Prizes: LINAK U.S. INC.



2005



2006

IntersectWest '07 Program

courtesy Hank de Cillia, CIMA

Hank de Cillia, Contract Interiors Marketing Association (CIMA) Executive Director, in partnership with ASID Education Director Jen Wilcox, Metropolis magazine Editor in Chief Susan Szenasy and Georgia Everse, Principal of Genesis (the event design and development consultant), announced its Conference Program for the IntersectWest™ '07 Exposition, to be held at the Mandalay Bay Convention Center in Las Vegas, NV from 28 February through 2 March, 2007.

According to de Cillia, "Early on, we decided our conference should establish and advocate for '21st Century Design' principles, with a strong sustainability sub-theme throughout the entire program. We also wanted to celebrate the best in product and interior design for contract environments. I believe the IntersectWest '07 Conference Program has met those goals."

The overall program will feature three keynote presentations and sixteen conference sessions in two tracks. Keynote presentations will take place every morning of the three day event and each will be complimentary to all IntersectWest '07 registered attendees. The keynote presentation area will be located in the center of the exposition space in the convention center and the keynotes will take place from 9 to 10AM each day, just before the exhibits open. The keynote presentations are confirmed as follows:

- Wednesday, 28 February - Internationally renowned designer and sustainable environment advocate William Mc Donough FAIA, author of "Cradle to Cradle: Remaking the Way We Make Things", will deliver the challenging opening keynote.
- Thursday, 1 March - Journalist, network TV correspondent, radio host and reporter John Hockenberry, author of "Moving Violations: Warzones, Wheelchairs and Declarations of Independence", will open the second day with his provocative presentation.
- Friday, 2 March - Innovation consultant Janine Benyus and author of "Biomimicry: Innovation Inspired by Nature" will provide the wrap-up keynote presentation.

The conference sessions will also take place in spaces located on the event floor and will be offered on a paid basis to attendees, who may purchase individual sessions, day passes or full three day program passes. Sessions will be offered on Wednesday and Thursday at 10:30AM, 1:30PM and 3:30PM, as well as Friday at 10:30AM and 1:30PM. Exact session times will be published on the event website (www.intersectwest.com) and in the Official Show Directory to be published by Interior Design magazine at the event. Based on tentative speaker commitments, the sixteen conference sessions are as follows:

- "The Sustainable Workplace" Volker Hartkopf, Director, Center for Building Performance and Diagnostics, Carnegie Mellon University (Pittsburgh, PA).

- "Furnishing the Wireless Workplace" Eric Chan, President, Ecco Design (New York, NY), James Ludwig, Design Director, Steelcase (Grand Rapids, MI) and Nila Leiserowitz, Associate and Co-Chair, Work Practice, Gensler (San Francisco, CA)
- "HOK Toronto: A Sustainable Workplace Case Study" Joseph Pettipas, Principal, HOK (Toronto, Canada).
- "Healing Environments: Design for the Body, Mind and Spirit" Barbara J. Huelet, Author and Healthcare Interior Designer (Alexandria, VA).
- "The Pebble Project: Evidence-Based Healthcare Design" Rosalyn Cama, Cama Incorporated (New Haven, CT) and Debra Levin, Executive Director, The Center for Health Design (Concord, CA)
- "De-Mystifying Furniture Emissions in the Workplace" Sponsored by the Business & Institutional Furniture Manufacturers Association (BIFMA) Speaker: Randy Carter, Chair – BIFMA Furniture Emissions Subcommittee and Steelcase Engineering Manager (Grand Rapids, MI)
- "Deconstructing LEED-CI" Linda Sorrento, U.S. Green Building Council and Penny Bonda, FASID, Eco Editor, Interior Design Magazine (Washington, D.C.)
- "Learning in the 21st Century: Impact on Facilities and Furnishings" Bob Luchetti, Principal, Robert Luchetti Associates (Cambridge, MA)
- "The Green Campus: Evergreen College" Anne Schopf, Design Principal – Mahlum Architects (Seattle, WA)
- "Doing Business in China for Manufacturers and Distributors" Evan Harter, Chairman – Asia Group Sourcing LLC (Kalamazoo, MI)
- "Green Design: Putting Knowledge Into Practice" Penny Bonda FASID, Eco Editor, Interior Design Magazine (Washington, D.C.) and Kirsten Childs, Principal, Kirsten Childs Associates (New York, NY)
- "Doing Business in China for A&D Firms" Laurie Chambers, Principal, Ronette King & Bob Wheatley, Associates, Gensler (San Francisco, CA)
- "ASID Research: The Impact of Lighting and Daylighting on Built Environments" Steve Orfield, Principal, Orfield Labs (Minneapolis, MN) and Jay Brand, Ergonomist, Haworth (Holland, MI).
- "Environmental Psychology and Its Implications for the Workplace" Dr. David Kopec, Professor, New School of Architecture and Design (San Diego, CA).
- "Complex Choices: The Many Shades of Green" Mark LaCroix, V.P. Global Sustainability, Interface Fabric (Grand Rapids, MI) and Chair, BIFMA Sustainability Subcommittee.
- "Color Trends 2007" Leatrice Eiseman, Executive Director, Eiseman Center for Color/Information Transfer (Bainbridge Island, WA).

For more information about IntersectWest '07, please visit the event website at <http://www.intersectwest.com>.

China International
Furniture Fair
(Guangzhou)

CIFF 2007 (March)

亚洲家具交易中心
Asia's Furniture Sourcing Center

19th China International Furniture Fair (Guangzhou)

**Office Furniture
2007.3.27-30**

Concurrently with:



CHINA INTERNATIONAL WOODWORKING MACHINERY
& FURNITURE RAW MATERIALS FAIR(GUANGZHOU)



interzum guangzhou



Hometextile China 2007

For Further Information, Please Contact:



China Foreign Trade Guangzhou Exhibition Corp.

Addr.: #117 Liuhua Road, Guangzhou 510014, China

Tel.: 86-20-8667-3473 / 8667-3122

Fax.: 86-20-8666-3416-01 / 8668-1629

Http://www.ciff-gz.com

Email: ciff@fairwindow.com

Chinese Export Commodities Fair Pazhou Complex

Asia's Furniture Market courtesy CIFF2007

CIFF, an Asia's leading furniture trade fair, will be staged again on March 18-21 and March 27-30 respectively at the Chinese Export Commodities Fair Pazhou Complex, Guangzhou, reinforcing its longstanding position as "Asia's Furniture Sourcing Center".

Driven by the rapid development of domestic furniture industry in China, CIFF2007 (March) continues to be splitting into two stages in terms of product groups. The 1st stage is scheduled on March 18-21, featuring home furniture, concurrently with Homedecor & Housewares China and China International Ceramics Exhibition (Guangzhou); while the 2nd stage will be held on March 27-30, showcasing office furniture in conjunction with Interzum Guangzhou and Hometextile China under one roof.

For achieving the mission of promoting furniture exports and to a higher standard, the highly anticipated event is all geared up for its most dazzling presentation, integrating industry players and more focus in this sophisticated platform, which will facilitate direct business meetings between furni-

ture manufacturers and buyers, so as to initiate prosperous opportunities for them. Over 800 high quality makers from major regions of furniture production, including Hong Kong, Taiwan, Thailand, Malaysia, Guangdong, Zhejiang, Jiangsu, Shanghai, Beijing and Shandong, are expected to expose themselves by occupying 170,000sqm areas at CIFF2007 (March).

CIFF2007 (March) will be presenting the complete spectrum of the best of made-in-China and made-for-export furniture. Here, visitors will not only have opportunity to discover delicate products and special collections, but also take advantage of the latest global trends and innovative concepts.

To assure buyers pleasant experience, a professional team would like to offer services such as organizing group visits, making travel arrangements and hotel reservations, offering advance registration, providing detailed information on parallel activities which may suit particular interests.

Come and join CIFF2007 (March), from where to meet your right partners and strengthen your achievements.

NeoCon[®] Xpress L.A. 2007 courtesy Maura Bruton, Merchandise Mart Properties

The West-coast design community will see hundreds of hot new products fresh from the NeoCon World's Trade Fair when they attend NeoCon Xpress L.A. August 22 – 23, 2007 at The Los Angeles Convention Center.

As the leader in contract industry tradeshow events, Merchandise Mart Properties, Inc. is re-branding and re-launching its regional NeoCon West show to give the West coast design community a show experience like none other.

"There's no place like L.A. when it comes to cutting-edge design," said Mark Falanga, senior vice president, Merchandise Mart Properties, Inc. "That's why we want to bring the very best, innovative, designs in the contract industry directly to Los Angeles and the vast design community of southern California."

"All of the leading manufacturers welcome the fresh approach of NeoCon Xpress L.A. as it will provide a fast and efficient way to more broadly roll-out their new products to the West Coast that were introduced shortly after NeoCon World's Trade Fair at The Merchandise Mart," said Falanga. "While many architects, designers and facility managers from the West coast attend the NeoCon World's Trade Fair – there are thousands more who wish they could see the newest products for themselves. Now they can. NeoCon Xpress L.A. will make this possible in 2007."

NeoCon Xpress L.A. is expected to attract more than 150 manu-

facturers representing a comprehensive range of products for commercial interior environments. All who exhibit at NeoCon Xpress L.A. will be required to feature new products to ensure fresh and distinct experiences for attendees. A broad array of market segments will be represented in the product offerings – Corporate, Hospitality, Healthcare, Education, Government Building Products, Technology Solutions and Eco-Friendly/Sustainable.

Many on-site amenities, educational seminars and special exhibits will fill the convenient two-day NeoCon Xpress L.A. schedule and do so in ways that respect the schedules of busy design professionals.

L.A.DesignWeek[®] will also return in August 2007, to include not only NeoCon Xpress L.A. but also additional show components such as the ASID Design Expo, and an expanded Buildings Show West.

While the details of L.A.DesignWeek and NeoCon Xpress L.A. will be released in early 2007, it is expected that the show will offer extended evening hours and be complemented by an array of other events throughout the Los Angeles design community.

Exhibitors interested in learning more about NeoCon Xpress L.A. should contact Jenniel George, Manager, NeoCon Exhibit Sales at jgeorge@mmart.com or by calling (312) 527-7599. More information about NeoCon Xpress L.A. can be found at www.merchandisemart.com.

Stats Matter

Over thirty years ago, when BIFMA was in its infancy, its first President, Allen Hunting, wrote an article espousing BIFMA's statistical program and its benefits and advantages. His words are as pertinent today as they were when he wrote them and they are being presented again here (next page) for today's membership to appreciate.

It is important to note and to keep in mind while reading Mr. Hunting's words that BIFMA statistics exist because of the voluntary efforts of its members and their commitment to providing data on a continual basis to

the program. Reliable and representative office furniture industry statistics are available only from BIFMA, and it is in its members' best interest to be part of the effort.

All BIFMA manufacturer members are encouraged to respond to the various statistical surveys that are sent to them regularly to keep the program strong and reliable.

Mr. Hunting's article originally published in January of 1975 is reprinted on the next page.

BIFMA Outreach

BIFMA develops and maintains its various standards in compliance with procedures approved by the American National Standards Institute (ANSI), whereby maintaining our status as an ANSI accredited standards developer. The process for developing open, consensus based standards

requires that all materially affected parties have an opportunity to provide comment and input regarding the content of a particular standard. Materially affected parties could include producers, customers, dealers, end users, architects, designers, regulators, academia, etc. The standard developer (BIFMA) must also ensure

balance across the various interest groups so that no one category can assert undue influence on the resulting standard.

As BIFMA is a manufacturers trade association, we typically have a sufficient level of participation in the Manufacturer, Supplier and Test Lab

categories. However, we usually have to reach out to find individuals from the other interest categories such as: Distributor/Retailer, Users, Professional Societies, Trade Associations, Government Agency, General Interest and Consultants.



Denise Van Valkenburg of Steelcase, Mark LaCroix of Interface Fabrics, Paul Chalmer of the National Center for Manufacturing Sciences, and Eva Schminke of Five Winds International presenting on BIFMA standards (Sustainability Assessment Standard status) and European standards efforts at Greenbuild 2006 in Denver.

Looking ahead, BIFMA anticipates revisions to our X5.5 Desk/Table Products standard, S6.5 Small Office/ Home Office Furniture standard and our X5.1 General Purpose Office Seating standard beginning during the coming year. If you are aware of any individuals who might be interested in participating in the development of

industry standards, please forward their names and contact information to Dick Driscoll (rdriscoll@bifma.org) so that we can contact them to determine if they would be interested industry participants.

Newest BIFMA Members

Regular Members:

- Canadian Atlas Furniture - Mississauga, Ontario
- Commercial Vehicle Group (CVG) - Dublin, Ohio

Supplier Members:

- DSM Engineering Plastics - Evansville, Indiana
- Miller Products, LLC - Grand Rapids, MI

Service Members:

- Berkeley Analytical Associates - Richmond, California

The trade association as a management tool

ALLEN I. HUNTING

President, Business & Institutional Furniture Manufacturers Assn.
President, Stow-Davis Furniture Co., Grand Rapids, Mich.



THE COMPLEXITIES of today's business world puts demands on management that are impractical, if not impossible, for small and medium sized firms to cope without outside help. Even large corporations find it difficult to amass internally all the information needed to be properly informed. Therefore, when the Business & Institutional Furniture Manufacturers Assn. was conceived a little over a year ago, its use as a management tool was of prime consideration.

Most firms are able to organize their records for basic facts, such as: orders booked, volume of shipments, volume of backlog, etc., but these facts, only achieve full relevancy when related to the marketplace. Hence, one of our first concerns was to make it possible for firms to compare their progress, or lack of progress, to the entire business and institutional furniture manufacturing industry. Simple financial information, such as inventory turnovers, accounts receivable and costs of sales, takes on an entirely different dimension when compared to industry averages to evaluate company performance. This is particularly true of our industry which is exceedingly fragmented with scores of small manufacturers in various parts of the country. Many principals of smaller firms tell me that, as a result of the information provided by BIFMA, their cost savings are probably greater than that of the large firms which started the association—and they don't mean "proportionally greater."

The alert manager of a small or large firm, armed with current statistics of the entire industry, can finally compare his activities and evaluate his performance. When reviewing performance today, management must be alert to the changing value of the dollar, or other assets, as a result of inflation. The more complex statistical information needed on the inflated or deflated value of orders can be improved by application of more sophisticated association figures. BIFMA has initiated the use of indexing values and our marketing statistics are now expressed in terms of constant dollars, as well as current dollars, which can be related back to January 1973 dollars. We've also embarked on a forecasting program and are developing a model that soon will enable individual wood and metal furniture manufacturers to measure projected sales, shipments and orders against the industry's. That's not bad for an association that started a little over a year ago and today represents 80% of the industry's dollar volume.

It's pretty apparent that any trade association providing comparable marketing and financial information is a worth-while investment in administrative management for that reason alone. In today's complex market there are management problems as important as statistics. One is the massive amount of paperwork required to live within the demands of government regulations. Another is the need to develop reasonable and consistent standards

throughout the U.S. Obviously, only an organization that speaks for its industry can hope to exert influence in this regard.

Consumerism is a fact of life and very properly so. The necessity for our part of the furniture industry to meet consumer demands makes it imperative that we have unified standards. BIFMA, through its engineering standards committee, affords the business and institutional furniture manufacturer the opportunity to keep abreast of the demands of government and, more important their customers in regards to flammability, product safety and liability. If the industry does not control its own destiny and create its own standards, we can be sure that government imposed standards will come about. A trade association speaking for an industry is capable of meeting with government agencies on many levels. It can communicate the industry's desire and potential to organize and set up standards that are realistic and societally acceptable, and to police industry activities.

One of our members recently stated, "... association bulletins, statistics and standards make it possible for the individual member to write his own report card. How else can a small manager know how he is progressing relative to the industry. What other basis of comparison can you have?" It is BIFMA's goal to become the management tool which will enable its individual members and the industry to grow and prosper. •

The Download is published quarterly by BIFMA International to provide a brief update of association activities.

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Daniel Tuohy, Tuohy Furniture Corporation

Christine Woodard, Harden Contract

CALENDAR

of industry events

Updated regularly on BIFMA's Internet Site: www.bifma.org

January 20-25, 2007 – Paris Furniture Show, Paris, France; usa@novalys.com; 212 686 4056 – Contact: Laetitia Longuefosse; Internet: <http://www.salondumeuble.com>

January 26-29, 2007- Furnidec - Thessaloniki, Greece; +30 2310 291 161, Email: grhelexpo@helexpo.gr, Internet: <http://www.helexpo.gr>

February 8-9, 2007 - BIFMA Conference - San Antonio, TX; <http://www.bifma.org>

February 17-20, 2007 - San Francisco Furniture Winter Market, 415-552-MART (6278), <http://sfmtart.com>

February 26-March 1, 2007: ZOW Furniture Supply Show, Bad Salzufflen, Germany; www.zow-messe.com

February 28 - March 2, 2007 - Intersect West - Las Vegas, NV; <http://www.intersectwest.com>

March 15-18, 2007 – ASID Conference on Design, San Francisco, CA; 206-546-3240

March 26-April 1, 2007 - Spring International Home Furnishings Market - High Point, NC; Telephone: 336-888-3733; <http://www.ihfc.com>

March 27-30, 2007 – CIFF Asia's leading furniture trade Fair (Stage 2-Showcasing Office Furniture), in conjunction with Interzum Guangzhou and Hometextile China; <http://www.ciff-gz.com>; ciff@fairwindow.com

March 28-30, 2007 -World of Wood 2007; 51st Annual; San Diego, CA; <http://www.iwpawood.org>

April 19-20, 2007 - ASTM International Symposium 'Common Ground, Consensus Building, and Continual Improvement: Standards and Sustainable Building,' - U.S. EPA headquarters in Washington, D.C.

May 3-5, 2007 - AIA 2007 National Convention and Design Exposition - San Antonio, TX; http://www.aia.org/ev_conv_aia_07

May 7-11, 2007 - EPA's National Environmental Partnership Summit - New Orleans, LA

May 9-10, 2007 - OFDA Legislative Conference – L'Enfant Plaza, Washington, DC; <http://www.ofdanet.org>

May 9-12, 2007 - Interzum 2007 - Cologne, Germany; <http://www.interzum.de>

May 10-13, 2007 – Copenhagen International Furniture Fair – Bella Center, Copenhagen, Denmark; <http://www.furniturefair.dk>

May 15-17, 2007 – EnvironDesign 2007, New Orleans, LA; <http://www.environdesign.com>

May 15-18, 2007 - GSA's National Product Expo - Orlando, FL; <http://expo.gsa.gov>

May 19-22, 2007 - International Contemporary Furniture Fair (ICFF) - New York, NY; <http://www.icff.com/pages/content.asp>

June 11-13, 2007 NeoCon World's Trade Fair - Chicago, IL; Contact: Merchandise Mart Properties, Inc.; Telephone: 800-643-6074 or 312-527-7300; www.merchandisemart.com (click on NeoCon)

June 12-16, 2007 – GIFA 2007 Dusseldorf, Germany, suppliers of foundry-related materials and auxiliaries, manufacturers of measurement and testing devices for quality assurance, plus engineering companies.

June 13, 2007, BIFMA International's Annual Meeting - Chicago, IL; Telephone: 616-285-3963; Fax: 616-285-3765; Email: email@bifma.org; www.bifma.org

August 22 – 23, 2007 - NeoCon Xpress and LA.DesignWeek - Los Angeles, California

September 16-19, 2007 - National Recycling Coalition 25th Annual Congress & Expo - Denver, Colorado; <http://www.nrc-recycle.org/congress/index.htm>