

The Business of Furniture | February 5, 2020

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Wyatt is Confident its Seating Products Add Up



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HIGHLIGHTS

08 **UPFRONT:** **Landscape Forms** **Honored with Two IDA** **Awards**

Landscape Forms' Generation 50 and Upfit received top honors at this year's International Design Awards Awards Competition.

13 **West Coast's** **Largest Interior** **Solutions Firm Brings a** **Focus on Workplace as** **a Driver of Culture and** **Performance**

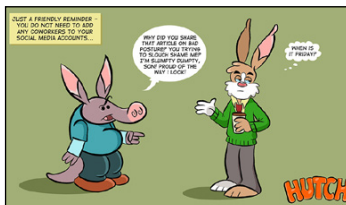
One Workplace has relaunched the company as One Workplace Sacramento.

34 **The Perfect** **Workplace for** **Every Type of Worker** Francis Cauffman Architects (FCA) recently designed the new Liberty Property Trust headquarters, an office geared to fit a variety of workstyles.

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10 | Organizers Postpone CIFF Guangzhou Over Coronavirus Outbreak

China International Furniture Fair (CIFF), the largest office furniture show in the world, is being postponed by organizers as the country continues to deal with the spread of the coronavirus.



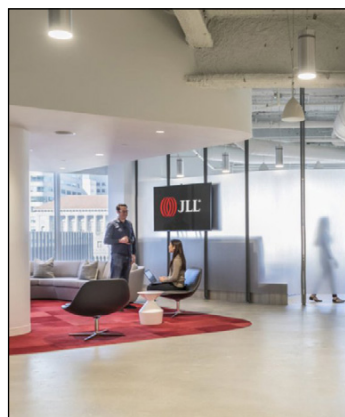
12 | LightCorp Acquires California Design Brand Most Modest

LightCorp's acquisition of Most Modest provides a major growth opportunity to cross over from the contract office environment into residential and direct-to-consumer markets with lighting and technology solutions.



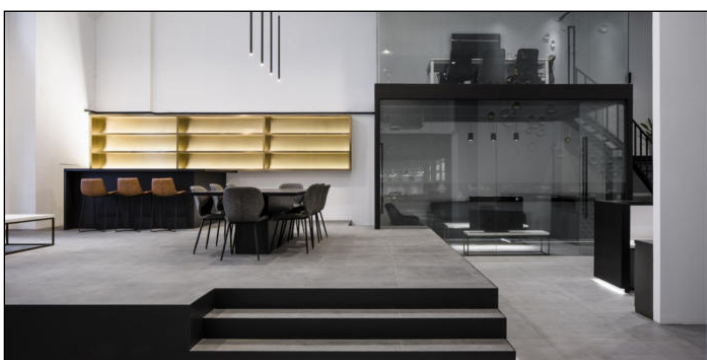
24 | Do the Math: Wyatt is Confident its Seating Products Add Up

If you are an office furniture dealer, Wyatt Seating wants you to do a little math. Compare its seating with its competitors, figure out your margin and add in a little cost savings for your customers.



30 | Maximizing the Impact of Design in an Ecosystem of Shrinking Leases

Since 2015, the volume of commercial real estate transactions has been on a steady decline. Metrics suggest that, other than the pre-real estate bubble burst of 2006, 2015 marked the peak of commercial transactional spend.



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The Business of Furniture



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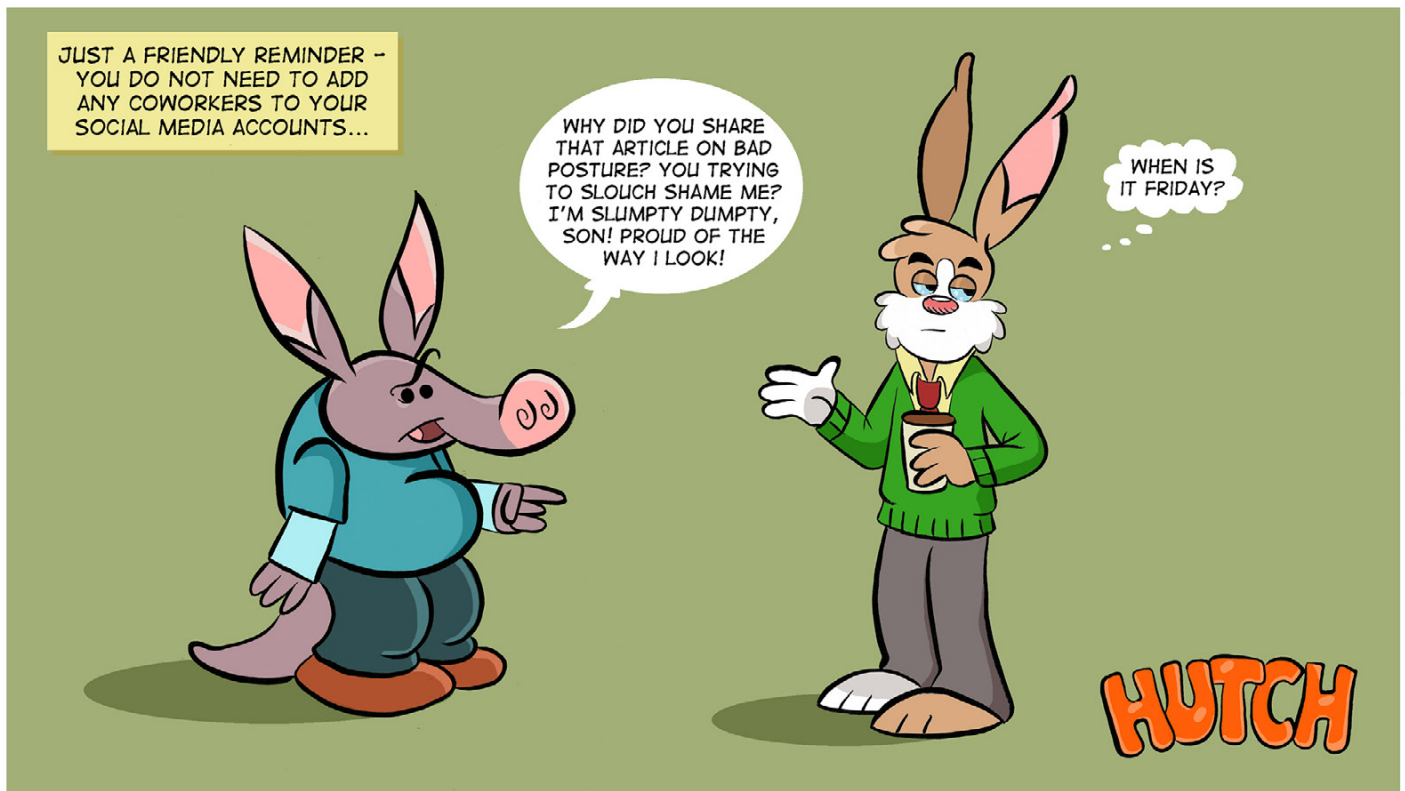
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Business of Furniture and *Workplaces* magazine are the go-to sources for keeping you informed about everything that is happening in the industry. From trends that affect your bottom line, to new products that will help your customers work better,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

ROB KIRKBRIDE, EDITOR-IN-CHIEF



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PRIVACY

MergeWorks' SwitchIT Desk Panels Allows User Control of their Environment

Striking the right balance between privacy and collaboration is crucial in any workplace. At times workers need a quiet, distraction-free work zone and at other times they need a collaborative and open workspace. MergeWorks' new acoustic SwitchIT desk panels are designed with a patent-pending magnetic mounting system that allows the user to change their workspace instantly and easily.

The lightweight desk panels can be placed above the desk for privacy or switched into modesty panels for an open workspace.

One half of the magnetic mounts are permanently mounted to the bottom of the worksurface for stability. The second magnetic mount is securely attached to the desk panel. For privacy, the higher end of the panel can be placed above the desk. The two magnets are aligned and gently pushed down to secure. For an open collaborative space, the panel can be switched by lifting, rotating and reinstalling, providing adaptability and flexibility at a moment's notice.

"Workspace does matter, and there's not one style that works for everyone," said Scott Klingler, MergeWorks CEO and designer. "Our SwitchIT desk panels give the user the freedom to work in an environment that can easily and conveniently be changed day to day or hour to hour. Another advantage of the new SwitchIT panels is their high acoustic properties; no matter how the panels are positioned they still absorb sound."

Made to order at MergeWorks' state-of-the-art facility in San Antonio, Texas, lead time for standard SwitchIT acoustic panels is three weeks; custom design lead times may vary.

MergeWorks products include desk dividers, acoustic panels, room dividers, modular panels, dry erase boards, height-adjustable tables and benching systems.



SEATING

Kimball Introduces Newest Seating Collection; Nate & Natty



Kimball's newest collection of its diverse seating portfolio is Nate & Natty.

Designed by Pam Light and John Duffy of pL-d, Nate & Natty is a friendly family of seating that includes small scale side chairs, a larger scale conference chair and coordinating stools. Available with or without arms in a range of base and upholstery options, it blends appealing style with comfort and versatility. Nate & Natty can dress up a room with fun colors and different base options. Materials on the seat and back also can be mixed for an added twist.

SEATING

Okamura's Nagare Sofa Seating Collection Available for Order

Nagare, which means flow in Japanese, is a new collection of seating and tables inspired by nature from Okamura. It consists of two distinct families — Lounge and Platform. Each element possesses a sculptural quality that makes a bold aesthetic statement while also being highly functional. This new collection has been designed to help people work more effectively wherever work might happen.



Intended as a statement piece, Lounge has been inspired by geologic forms, almost looking as though it might have been hewn from the earth. The range is suitable for a variety of environments where calm and introspection are needed. This visually bold piece facilitates work on the move with functional provisions such as power and USB ports. It is ideal for reception spaces and client lounge areas, where visitors can plug in and recharge.