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IN THE UNITED STATES PATENT AND TRADEMARK OFFICE  
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

Proceeding	91210838
Party	Plaintiff Buzz Seating Inc.
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Submission	Plaintiff's Notice of Reliance
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Signature	/S. Corey Hamilton/
Date	10/30/2015
Attachments	Opposer's Notice of Reliance during Rebuttal Period Opp No 91210838 part 1.pdf(263267 bytes ) Part 2 - Opposer's Notice of Allowance during Rebuttal Period Opp No 91210838 .pdf(5505559 bytes ) Part 3 - Opposer's Notice of Allowance during Rebuttal Period Opp No 91210838 .pdf(2012715 bytes ) Part 4 - Opposer's Notice of Allowance during Rebuttal Period Opp No 91210838.pdf(1512658 bytes )



contract with the GSA (U.S. General Services Administration) through August 31, 2018. Both Opposer and Applicant utilize the same industry publication to promote similar seating products.

2. Exhibit B – The front Cover Page and Page 37 of *MMQB – The Business of Furniture*, August 26, 2013 edition. *MMQB*, (an acronym for “The Monday Morning Quarterback”) is the contract furnishings industry’s weekly publication utilized throughout the industry and is available to anyone by subscription. Encore Seating’s President Chris Burgess testified in his deposition that Encore Seating submits press releases and advertisements for publication in the *MMQB*. See, Chris Burgess deposition, p. 58.

On Page 37, Opposer Buzz Seating placed an advertisement seeking independent reps and new dealers. Exhibit B is significant to demonstrate Opposer advertises in the same contract furnishing’s industry publication Applicant advertises.

3. Exhibit C – The front Cover Page and Page 31 of *MMQB – The Business of Furniture*, November 4, 2013 edition. *MMQB*, (an acronym for “The Monday Morning Quarterback”) is the contract furnishings industry’s weekly publication utilized throughout the industry and is available to anyone by subscription. Encore Seating’s President Chris Burgess testified in his deposition that Encore Seating submits press releases and advertisements for publication in the *MMQB*. See, Chris Burgess deposition, p. 58.

On Page 31, *MMQB* reported Buzz Seating Inc.’s seating products were shown to have met with the California Department of Public Health low emitting product standards. Exhibit C demonstrates that Opposer competes in the same industry as Applicant.

4. Exhibit D – Webpages from the website: [www.piedmontfacilities.com](http://www.piedmontfacilities.com) for PFS – Piedmont Facilities Services that states it is a facilities management company that assists

customers in office furniture purchases and is located at 1325 Ivy Avenue, Winston-Salem, North Carolina. Actual website links for both Opposer Buzz Seating and Applicant Encore Seating can be found on the same webpage under the “Services” and “Furniture & Fixtures” tabs, listed below “Seating Manufacturers”.

The first page of Exhibit D illustrates a likelihood of customer confusion because the links for Opposer’s website and Applicant’s website both appear near each other on the same page, under the same title “Seating Manufacturers”. A customer search of each website will discover a chair for use in the same commercial seating industry using the same name “FLITE”.

5. Exhibit E – A webpage from the website: [www.cfplusd.com](http://www.cfplusd.com) for the company Carolina Furnishing + Design, advertises its expertise in furnishings, space planning and design, with locations in West End, North Carolina and Little River, South Carolina. Both Opposer and Applicant’s websites are listed on the same page under the title “Manufacturers” for “seating” products. Exhibit E is relevant and is another example of the likelihood to cause customer confusion when a search of each website will display a different chair for use in the same seating industry, but with the same name “FLITE”.

6. Exhibit F – Webpages from the website [www.pannelosystems.com](http://www.pannelosystems.com) states that its company Pannelo is in the office furniture industry with locations at 10 Davol Square, Providence, RI and 45 Prospect Street, Cambridge, MA.

Exhibit F demonstrates that Opposer and Applicant operate in the same seating industry by example of the Pannelo webpage that provides links to both Buzz Seating’s website and Encore Seating’s website and categorizes the two companies as “Seating” lines under its “Manufacturer Lines”. A search of each website will display a different chair for



use in the same seating industry, with the same name “FLITE” causing a likelihood for customer confusion.

7. Exhibit G – Webpages from the website [www.sourceinteriors.net](http://www.sourceinteriors.net) for the company Source Interiors. Under this website’s “Manufacturers” tab, the type of seating provided by both Buzz Seating and Encore Seating is listed as “Task seating”. Encore is listed directly below Buzz Seating. This confirms that Opposer and Applicant are considered to be in the same seating industry and channels the same trade of business. A customer’s search for “task seating” would likely find two different chairs used in the same seating industry using the same name “FLITE”.

8. Exhibit H – Webpages from the website [www.aciinc.com](http://www.aciinc.com) for the company Atlantic Corporate Interiors, Inc. advertises itself as an office furniture dealership and is located at 7001 Muirkirk Meadows Drive, Beltsville, MD. Under its tab “Furniture Partners”, both Opposer’s website and Applicant’s website are listed. Exhibit H shows a likelihood of confusion by a customer linking to both websites and finding different chairs using the same name “FLITE” for office furniture seating.

9. Exhibit I – Webpages from the website [www.contractsource.com](http://www.contractsource.com) for the company Contract Source Inc. located in Cleveland and Columbus, Ohio. Contract Source states that it is a full-service contract furniture and design company. Under its “Manufacturers” tab, both Buzz Seating and Encore Seating are listed. Exhibit I is further evidence that the Opposer and Applicant operate in the same industry seeking the same customer in the same trade channels.

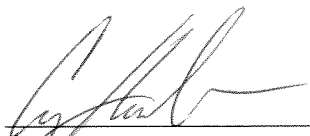
Exhibits A through I are attached to this Notice of Reliance.

Opposer will further rely on the Trial Testimonial Deposition of Opposer’s President, Daniel O’Hara, already filed with the Board.

Respectfully submitted,

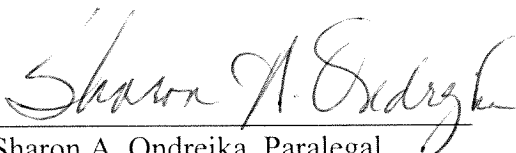
STRAUSS TROY

Dated: October 30, 2015

By:   
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Counsel for Buzz Seating, Inc., Opposer

**CERTIFICATE OF SERVICE**

I hereby certify that the foregoing document is being served upon the Attorneys for Applicant, via first-class mail and email and filed with the Trademark Trial and Appeal Board this 30th day of October, 2015.

  
Sharon A. Ondrejka, Paralegal

4218845\_1.doc

# MQB

THE BUSINESS OF FURNITURE

8.5.2013



SPECTRUMHEALTH

Opposition Number 91210838  
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Opposer's Rebuttal –  
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# Spectrum Health by Interphase Interiors

## Contents



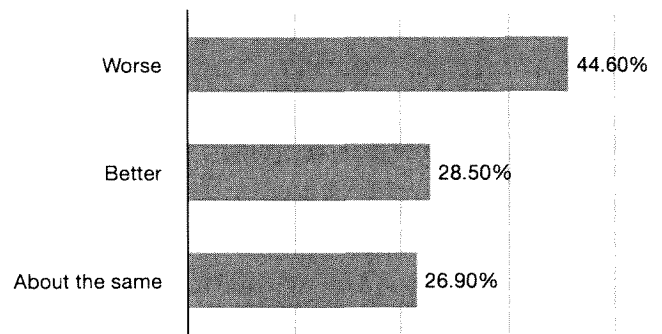
### Containers 2 Clinics

Steelcase's healthcare furniture brand is helping design healthcare clinics built using shipping containers that will serve patients in some of the poorest corners of the world. p24

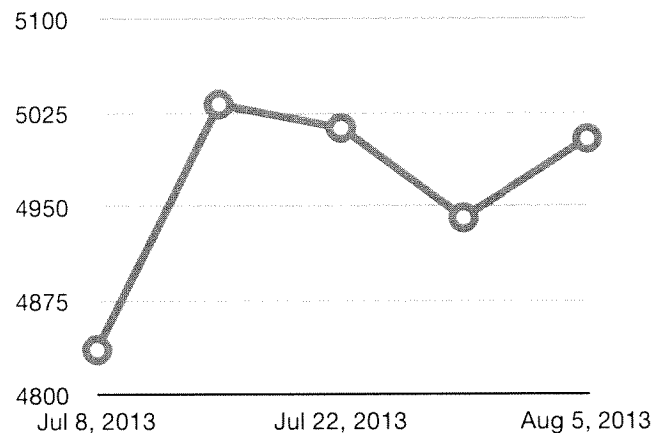
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### MMQB Online Poll

How is business so far this summer?



### MMQB Industry Index YTD gain or loss: +24.94% (2012 finished with a year-over-year gain of 29.99%)



### U.S. Factories Rebound Strongly

U.S. factories posted their best month in two years in July, suggesting a spring slowdown in manufacturing may be giving way to a more robust recovery.

The Institute for Supply Management on Thursday said its broad index, in which any reading above 50 indicates expansion, jumped to 55.4 from 50.9 in June—the biggest one-month jump since 1996. Factories ramped up production to the highest level in nine years as new orders hit a two-year high, while exports continued growing, though more slowly.

### The Monday Morning Quarterback - The Business of Furniture

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Editorial / Sales office: 888-603-7665 Issue 1,188 Email: [info@mmqbmail.com](mailto:info@mmqbmail.com) • <http://www.mmqb.com>

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and allow us to begin capturing identified cost synergies starting on Day One," said Ravi Saligram, President and CEO of OfficeMax. "True to the spirit of our merger of equals structure, objective decisions aimed at identifying the best systems and processes for the combined company are being made at an appropriate pace. I have been particularly impressed with the expertise and collaboration demonstrated by integration team members of both companies, and my confidence level in attainment of our synergies is even higher now."

### TRANSITIONS

#### Selina Thompson 1959-2013

Selina Thompson was a very popular Independent Rep in New York City. She worked originally for Knoll Studio for many years then ICF. She also worked for Pallas, and Harter. For the past ten years she was an independent rep representing Emeco seating and Allied Textiles (the chemical that is like Scotch guard).

Selina was diagnosed with Stage 4 Lung Cancer in January 2012, and passed away at her home last Sunday the 28th of July. 3:32 PM. She was 54. Selina was single and well loved.

Her clients were major design firms, thought the city. And although she was from North Carolina NYC became her home but her presence was national in scope. Selina was very involved in IIDA and NEWH.

As an independent rep her products varied over the past ten years, all had he strong atheistic since. "Selina was loyal to her friends, who were most often her clients; we respected and loved for being outspoken Ker death was too soon and tragedy and she will be dearly missed". Stephen Viscusi, The Viscusi Group.



Selina Thompson

### EVENTS

#### Configura announces August webinars

Configura, maker of CET Designer software, announces free August webinars:

- Special August Webinar Using Photo Lab in CET Designer Aug. 8 - 2 p.m. ET
- Aug. 14 - 1 p.m. ET
- Aug. 20 - 11 a.m. ET
- Installation Documents Aug. 7 - 2 p.m. ET
- Aug. 22 - 2 p.m. ET

Getting Started with CET Designer Aug. 13 - 11 a.m. ET

Aug. 21 - 2 p.m. ET  
The free webinars are for anyone, whether a Beginner or Advanced CET Designer user. Call 877-568-4106 and use code 671-407-662 and join by clicking on "Join Webinar Now" at [www.configura.com/cet/training](http://www.configura.com/cet/training).

### PRODUCT NOTES

#### Ultraleather Pro

Ultraleather Pro is a classic and subtle natural grain and the softest and most pliable in its class.



Ultraleather Pro

The versatile palette of 24 fresh and updated colors that is offered was inspired by Mother Nature. Calming hues synonymous with renewal and healing are counterbalanced with a handful of vivid, mood-lifting colors that can provide a visual pop and emotional boost. A series of beautiful neutrals rounds out this offering and arms the designer with a full range of colors to work with in any project where looks, feel and performance matter.

• Ultraleather Pro is designed with proprietary Takumi™ technology, which insures the following;

- Exceptional long-term abrasion resistance (over 500,000 Wyzenbeek cycles)
- Enhanced repellency of the most stubborn stains including red wine, mustard, most ballpoint ink and iodine-based compounds
- Extraordinary cleanability whether with soap and water for normal soiling or rubbing alcohol for more difficult stains
- Ability to withstand the rigors of regular cleaning and disinfecting including the use of bleach
- Ultraleather Pro carries EPA certification as a silver-based antimicrobial
- Stays cool to the touch, even when exposed to sunlight
- Earth friendly Ultraleather Pro is also Greenguard™ certified, like all other Ultrafabrics products.

#### Brentano's Agion Fabrics

Cadence, flow, movement, meter: the concept of rhythm is complex,



Brentano's Agion polyester fabrics

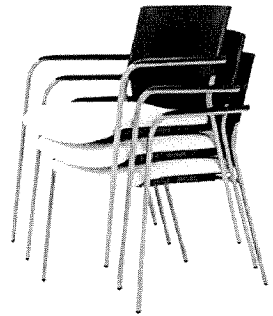
encompassing the worlds of music, art, speech and literature. But for Brentano Design Director Iris Wang, it's also a natural fit for textiles because at its core, rhythm speaks to a language of pattern. "As long as there is pattern, there is rhythm," Wang says.

With their fall 2013 Rhythm collection, Brentano offers colorful, eco-friendly textiles in playful patterns. The swinging, semi-botanical pattern Bing will keep the beat in interiors that require fabrics that are both fun and functional, and 54" Dizzy delivers smooth lines in the form of an eco-friendly, performance-minded upholstery.

Both use Agion polyester, which is formulated with silver and copper ions to provide antibacterial properties in a more environmentally-friendly manner than other methods. Composed of 100% post-consumer recycled polyester, the fabrics are also finished with GreenShield and certified Cradle to Cradle silver.

#### Encore On-Q

Encore On-Q announced the introduction of Recess, a versatile guest chair with convenient stacking and ganging capabilities.



Recess is offered fully upholstered or with a breathable black mesh back and features a durable metal tube frame finished in metallic silver or graphite. Recess is available immediately.

### ODDS & ENDS

**NAMED: Dennis Mickleit** vice president of movable wall for KI.



Mickleit

Mickleit joins KI from PDM Bridge, where he held the position of vice president of project management, estimating, engineering and purchasing.

**JOINED: Debbie Taylor** has joined **Delve Interiors-Charlotte**



Taylor

as Client Consultant. Delve Interior is an Allsteel dealer with locations in Raleigh, Charlotte, Greensboro and Greenville, North Carolina.

**JOINED: Meredith Milchanoski** to the sales staff of **Kershner Office Furniture** in King of Prussia, PA. Meredith has been in the industry for 10 years.

**RANKED: Empire Office, Inc.** has been named #22 on the 'Top 100 Private Companies' list as published by the *South Florida Business Journal*.

**AWARDED: Buzz Seating** is pleased to announce it has been awarded a GSA contract 5-year extension through August 31, 2018.



**Opposition Number 91210838  
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Opposer's Rebuttal –  
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## Well Site(d) Furniture

Landscape Forms was founded in 1969 in Comstock, Mich. by a kindhearted landscape architect who did not want to lay off his crews during the harsh Michigan winters. p18

## REPS, DEALERS & DEALERS WANTED

### BUZZ SEATING IS A COMPANY ON THE MOVE!

*Celebrating 10 years!*

Buzz Seating is looking to expand business via independent reps, new dealers, private labels, GSA and other venues. With multiple facilities in the US and Canada, domestic manufacturing operations, experienced and skilled industry labor and overseas/domestic resources the business opportunities abound.

Recently launched product e-library websites to compliment our main site [www.buzzseating.com](http://www.buzzseating.com) with more in the works:

- [www.rikachair.com](http://www.rikachair.com) (all mesh)
- [www.melochair.com](http://www.melochair.com)
- [www.stingerchair.com](http://www.stingerchair.com)
- [www.landachair.com](http://www.landachair.com)
- [www.jemchair.com](http://www.jemchair.com)

Recently awarded a 5-year GSA contract extension and all of these products (and more) are on the GSA schedule.

Yes, Buzz Seating is a company on the move and expanding into new concept markets. Check out the company and let's explore the possibilities. If you have an interest please respond to:

[salesupport@buzzseating.com](mailto:salesupport@buzzseating.com)

## REPS AND DEALERS WANTED

*Great Opportunity Available in the Midwest and South*

M/W International is a small business manufacturer of movable walls and systems furniture established in 1921. We manufacture unitized movable wall products and a frame and tile stackable systems product. Our engineering capabilities allow us to provide tailored solutions for our clients.

We are seeking highly motivated, established, service driven independent reps and dealers to promote our movable wall and systems products.

Major Markets are available.

We provide competitive pricing, excellent commissions, superior support, in-house design, and amazing quality products.

Please visit us [www.theoriginalmovable-wallcompany.com](http://www.theoriginalmovable-wallcompany.com) to review our company and products.

For more information please contact David D'Amico, VP of Sales at 330.801.4445 or email [ddamico@movwall.net](mailto:ddamico@movwall.net).

## REP GROUPS NEEDED

### INDEPENDENT SUB REP NEEDED IN CONNECTICUT

*Add our major line to your existing package or start your own business in Connecticut*

Murphy Associates Inc, a New England Independent Rep Firm needs a Sub Rep in CT. Please contact Mike Murphy at 508-341-1970 or

[mikemurphy@murphyassociatesinc.com](mailto:mikemurphy@murphyassociatesinc.com)

### INDEPENDENT SALES REPRESENTATION WANTED

*Immediate Opportunity!*

BRC is seeking Independent Sales Representation for the following markets:

- Colorado
- North Carolina
- Minnesota
- New Mexico

BRC is a proven supplier across North America in the quality laminate furniture, market segment.

BRC offers an aggressive commission plan, dealer incentives, product promotions, an existing national dealer program, spiff programs, flexible lead times, freight inclusive pricing and more++.

BRC offers an extensive range of standard products along with full custom capabilities.

Interested candidates should contact: Steven Geiger, Vice President, Sales.

[steveg@brc.ca.us](mailto:steveg@brc.ca.us)  
([www.brccanada.com](http://www.brccanada.com))

### REPS WANTED IN SO. TX, UPSTATE NY AND ON WESTCOAST

*Great opportunity with leading office furniture manufacturer*

HPFI, an established manufacturer of educational, office and healthcare furniture has openings for independent sales representatives in South Texas, Upstate New York, and on the West Coast. All products are level-certified and on GSA contract. Candidates should be experienced in servicing the A & D community as well as dealer and installation partners.

Please send Resume to [RuthL@hpfi.com](mailto:RuthL@hpfi.com)

## FABRICATION

### LAMINATE AND SOLID SURFACE WORKSURFACES

*We are a supplier to contract furniture OEMS of laminate and finished zeroed work surfaces. We bring solutions to the surface.*

- Custom Components Corporation - We are a, FSC Certified (mixed and pure credit), supplier of fully fabricated worksurfaces and laminated assemblies. Tops, doors, panels, shelving, wall panels, conferencing solutions, casegoods and much more. We are currently compliant to ISO9001-2000 - with a documented quality system - PPAPS provided.

Our core competency encompasses supplying various types of surfaces and casegoods in a wide range of materials as simple components or finished good assemblies. Let us do the work and we will supply you with your very complicated assemblies including all accessories and supporting hardware: Legs, Grommets, Electrical, Stretchers, Ganging Hardware, Lighting ETC. built to your specifications.

Our Capabilities Include:

- Three top of the line schelling rear load cnc panel saws
- Contour / curvilinear edgebanding (using baz / cnc automated technology for superb quality and repeatability) up to 3mm thickness (homag) also topmaster t-edging of t-molded surfaces
- Straight / linear edge banding (pvc, polypro, abs, veneer) (homag)
- Every surface is cnc machined (5 cells) for precision (hole patterns, t-nuts, threaded inserts, stiffeners and much more). (weeke, homag and ima)
- In house laminating using hot and cold pressing - enviro-friendly pva cross-link bonding agent. (Black Brothers, National Casein, Joos, Tyler). sketch face laminating available in laminate and veneer.
- post laminating of 3d products - case clamping, dato

**We process many materials including:**

- MDF
- Particleboard
- HPL (Wilsonart, Formica, Laminart, Merinolam, Nevemar, Pionite and many more)
- Natural wood veneers and exotics
- Recon veneers
- Solid core phenolic
- Epoxy resin
- Corian
- LPL melamine
- Markerboard laminates
- Plywood
- Timberstrand

We are located in a 40,000 sq foot facility in West Michigan. This puts us in close proximity of our primary parts and technical support supplier of our processing equipment. This ensures minimal downtime. The latest in processing technology

with duplicate+ machines in every cell to avoid delivery disruptions.

Lead-times from 24 hours to 3 weeks.

Nation-wide shipping

Capacity of up to 1000 surfaces per day. Small or large jobs and contracts. Financially sound operation, competitive pricing, friendly customer service with a can do attitude. We are ready to serve.

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PHONE: 616-523-1111

email: [rpawloski@ccsolution.com](mailto:rpawloski@ccsolution.com)



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EXCLUSIVE DESIGN.  
PATENTED COMFORT.  
TIMELESS DURABILITY.

*Design by Jonathan Ginat*

*Setting a new standard  
in performance seating,  
United Chair presents  
Sensato.*



**united chair**<sup>®</sup>  
A GROUPE LACASSE BRAND



Office Furniture, Inc. (OFI), a Herman Miller Certified dealer in Newington, CT, Matt brings a unique customer-centric perspective to the Khameleon team. During his tenure at OFI, he selected and implemented the Khameleon business system for his company. Matt also served on Khameleon's Executive Advisory Board, providing valuable insight on client priorities.

**ADDED:** Ester Bailey has joined Watson as Eastern Regional Sales Manager. Ester brings more than 20 years experience in business development for the contract market including strategic account management for Steelcase and Herman Miller, and marketing for NBBJ Architects in Seattle, WA. Ester will be based in Sarasota, Florida.



Bailey

**APPOINTED:** Donald W. "Don" Van Winkle to Executive Vice President, Kimball International. Van Winkle remains President, Office Furniture Group. The appointment, effective immediately, recognizes Van Winkle's record of contributions and personal achievements as well as reflects Kimball International's commitment to internal leadership development. In February 2010, Van Winkle was promoted to the position of President, Office Furniture Group and Vice President, of Kimball International, Inc., with responsibility for National Office Furniture, Kimball Office, and the Furniture Group Shared Services organization. In that position, Van Winkle assumed responsibility for the full stream of business unit operations, overseeing an extensive organization including sales, marketing, administration, customer service, finance, product development and manufacturing.

**JOINED:** Emeco, the maker of the famous 1006 Navy Chair announces that Ryan Gardner has joined as Account Executive for New York City. Gardner follows longtime Emeco representative Selina Thompson, who recently passed away after a long illness. Gardner's background includes work with Figueras International Seating, Poltrona Frau Group of

Companies and Sedia Systems; specializing in a consultative A&D sales role for high-profile seating-related projects.

**APPOINTED:** The Council of Educational Facility Planners International (CEFPI) announced the new officers of the board of directors at their recent annual conference in Indianapolis, Indiana. **David W. Waggoner**, AIA, CEFPI, LEED AP, BD+C, has taken the helm as chair. As Heery International's vice president and director of program management services, Waggoner is responsible for service quality and innovation in the firm's program management practice. Assuming new positions on the executive committee of the organization are **Dan Mader**, vice chair and **Scott Layne**, chair elect.



Waggoner

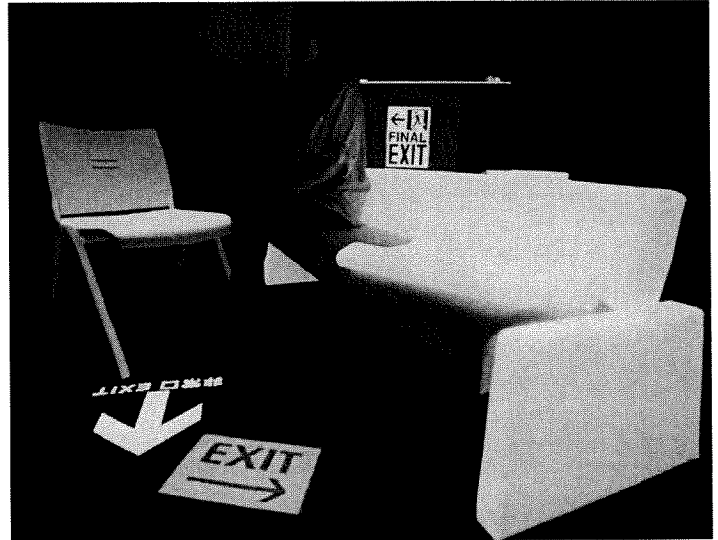
**DEALERING:** Gunnar Office Furnishings of Calgary is now a Kimball Office dealer. Gunnar Office Furnishings has closed its manufacturing facilities. Gunnar is a privately held company that has been manufacturing commercial office furniture in Calgary since 1979.

**DATED:** IDEX (Canada) will celebrate its 30th anniversary next year by moving back the date of the show and changing locations to the Metro Toronto Convention Centre (MTCC), North Building. The now mostly residential show, is scheduled to take place Dec 2-4, 2014.

**TEST COMPLETED:** Buzz Seating, Inc. reports that testing has been completed and they are now MAS Certified Green. Buzz Seating, Inc. is compliant with ANSI/BIFMA e3-2012 furniture standards as low emitting furniture, and the California Department of Public Health Free Standing Furniture criteria as low emitting products. The Buzz Seating, Inc. line of products are eligible for LEED 4v and ANSI/BIFMA E3-2012 credits for qualified projects.

**WEBBING:** Medium to high end casegoods manufacturer LEDA Furniture has recently added a 'Hospitality' menu tab to the home page of its main website

## Noted:



An Osaka, Japan fabric maker has developed a glow-in-the-dark cloth for office furniture that could prove useful during power blackouts caused by disasters.

Suntone Co. in Chuo Ward came up with the idea after the March 2011 Great East Japan Earthquake.

After about 30 minutes of absorbing sunlight and light from fluorescent lamps, the cloth emits a glowing bluish-white light in darkness for about eight hours.

Suntone developed the cloth by spraying liquid solutions of light-storing chemical substances onto plastic materials. It then processed the materials to withstand friction created by people sitting on them.

In cooperation with a furniture maker, Suntone plans to market "light-storing office furniture" in November.

"We hope people will use the furniture to evacuate safely when they do not have emergency power sources or those power sources do not function during times of disaster," said Yoshikazu Tone, Suntone president.

www.ledafurniture.com. The Hospitality page showcases images of various casegoods LEDA has recently manufactured for various hotel projects.

**ENDING:** Beginning April 1, 2014, 20-20 Technologies will formally discontinue development and

support of future 20-20 Commercial software applications on Windows XP. The company says that "an overwhelming majority of its customers have already migrated to Windows 7 and 8."

# Buy Your Replacement Office Furniture Keys Online NOW!



## OfficeKeys.ca

The fast and easy way to replace your office furniture keys.



PFS – Piedmont Facilities Services Planning, Furnishing &

Supporting Your Workspace.

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- [Services](#)
- [Recent Projects](#)
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## Furniture & Fixtures

Traditional or contemporary...conservative or bold...tell us what best represents you, and we'll specify furnishings to meet your goals, your timetable and your budget. We also can help you source used or re-manufactured office furnishings, as well as assist you in selling or disposing of your existing used furniture and fixtures.

Our extensive partnership with local and international manufacturers allow us to offer a wide range of products to fit your needs. These include:

### Seating Manufacturers

- Zoom Seating – [www.zoomseating.com](http://www.zoomseating.com)
- Offices To Go – [www.officestogousa.com](http://www.officestogousa.com)
- Fixtures Furniture – [www.fixturesfurniture.com](http://www.fixturesfurniture.com)
- RFM Seating – [www.rfmseating.com](http://www.rfmseating.com)
- Humanscale – [www.humanscale.com](http://www.humanscale.com)
- Buzz Seating – [www.buzzseating.com](http://www.buzzseating.com)
- Izzy Design – [www.izzydesign.com](http://www.izzydesign.com)
- Encore Seating – [www.encoreseating.com](http://www.encoreseating.com)
- Neutral Posture – [www.neutralposture.com](http://www.neutralposture.com)

### Casegoods Manufacturers

- Bernhardt Design – [www.bernhardtdesign.com](http://www.bernhardtdesign.com)
- HBF – [www.hbf.com](http://www.hbf.com)
- JSI – [www.jsifurniture.com](http://www.jsifurniture.com)
- Indiana – [www.indianafurniture.com](http://www.indianafurniture.com)
- IFI – [www.ifi-furniture.com](http://www.ifi-furniture.com)

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**Encore Seating, Inc., Applicant**  
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**Notice of Reliance Exhibit D**

- Offices To Go – [www.officestogousa.com](http://www.officestogousa.com)
- DarRan – [www.darran.com](http://www.darran.com)
- Jasper Desk – [www.jasperdesk.com](http://www.jasperdesk.com)
- HPFI – [www.hpfi.com](http://www.hpfi.com)
- Logiflex – [www.logiflex.ca](http://www.logiflex.ca)
- Krug – [www.krug.ca](http://www.krug.ca)
- DMI – [www.dmiofficefurniture.com](http://www.dmiofficefurniture.com)

## Filing & Storage

- HON – [www.hon.com](http://www.hon.com)
- Global – [www.globaltotaloffice.com](http://www.globaltotaloffice.com)
- Great Openings – [www.greatopenings.com](http://www.greatopenings.com)
- Tenssco – [www.tenssco.com](http://www.tenssco.com)

## System Manufacturers

- Evolve – [www.evolvefurnituregroup.com](http://www.evolvefurnituregroup.com)
- Open Plan – [www.openplan.com](http://www.openplan.com)
- Unisource – [www.unisourceparts.com](http://www.unisourceparts.com)
- HON – [www.hon.com](http://www.hon.com)

## Ergonomic & Accessories

- WorkRite Ergonomics – [www.workriteergo.com](http://www.workriteergo.com)
- Humanscale – [www.humanscale.com](http://www.humanscale.com)
- Richelieu – [www.richelieu.com](http://www.richelieu.com)
- ESI – [www.esi ergo.com](http://www.esi ergo.com)
- Best Ergonomics – [www.bestergonomics.com](http://www.bestergonomics.com)
- Ergonomic Concepts – [www.ergoconcepts.com](http://www.ergoconcepts.com)

## Guest & Lounge Seating

- Studio Q – [www.studioqfurniture.com](http://www.studioqfurniture.com)
- Marquis – [www.marquisseating.com](http://www.marquisseating.com)
- Integra – [www.integraseating.com](http://www.integraseating.com)
- Arcadia – [www.arcadiacontract.com](http://www.arcadiacontract.com)
- Cabot Wrenn – [www.cabotwrenn.com](http://www.cabotwrenn.com)
- Fairfield – [www.fairfieldchair.com](http://www.fairfieldchair.com)

## Conference and Training

- Nevins – [www.nevisltd.com](http://www.nevisltd.com)
- Special T – [www.specialt.net](http://www.specialt.net)
- Furniturelab – [www.furniturelab.com](http://www.furniturelab.com)
- Nevers – [www.nevers.com](http://www.nevers.com)
- Versteel – [www.versteel.com](http://www.versteel.com)

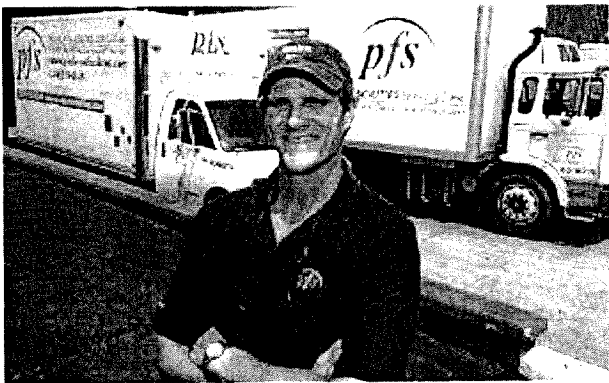


PFS – Piedmont Facilities Services Planning, Furnishing &

Supporting Your Workspace.

- [Home](#)
- [About](#)
- [Services](#)
- [Recent Projects](#)
- [Contact Us](#)

## About



Piedmont Facilities Services was featured in the Triad Business Journal in 2009.

**As a regional industry leader of the Piedmont Triad, Piedmont Facilities Services (PFS) is a recognized expert in all aspects of facilities management, assisting customers from the beginning of the design process through construction, furniture purchase, installation, warehousing and relocation of offices.**

Each step of the process is led by a PFS team of skilled professionals with multiple years of experience and practical know-how. These teams work closely with customers to identify and meet their unique needs.

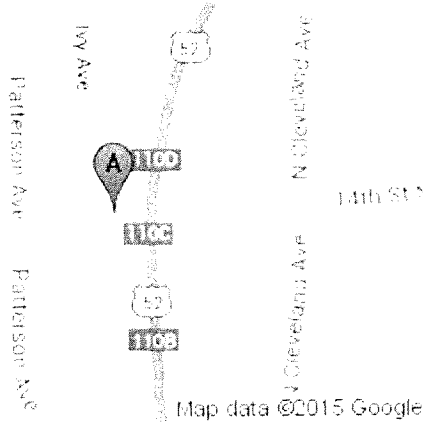
Founded in 1993 by Scott McCormick, PFS has succeeded through a single-minded focus to deliver quality goods and services that exceed customer expectations while maintaining strong workplace ethics. This approach has enabled PFS to build trusted, strategic business partnerships with many customers in the Triad and beyond.


## Healthcare Manufacturers

## Contact Us

### Address

1325 Ivy Avenue, Building 2  
Winston-Salem, NC 27105  
Phone: (336)759.0268



Fax: (336)759.9357 

## Project Center

The Project Center is here to keep you up-to-date on projects currently underway at your company. Here you will find the latest information and resources, such as project spreadsheets, project management files, memos, floorplans/drawings, etc.

Login:

Password:

*Forget your user name/password?*

*Contact us at (336) 759-0268.*

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910.673.1010

# CAROLINA FURNISHING + DESIGN



We Accept P-Cards!

Your one-stop source for expertise in furnishings, space  
planning + design.

HOME	OUR COMPANY	OUR MARKETS	<b>OUR MANUFACTURERS</b>	CONTACT US
------	-------------	-------------	--------------------------	------------

## OUR MANUFACTURING PARTNERSHIPS

We are furniture experts and have cultivated relationships with the best manufacturers in the industry to give you a wide range of choices to create your ideal environment. Utilizing our vast resources and experience, let us be your guide for selecting high quality products. We also work with a wide range of fabric and custom furnishing companies to bring your vision to life.

Contact Us for a Free Quote

**Opposition Number 91210838  
Buzz Seating Inc., Opposer v.  
Encore Seating, Inc., Applicant  
Opposer's Rebuttal –  
Notice of Reliance Exhibit E**

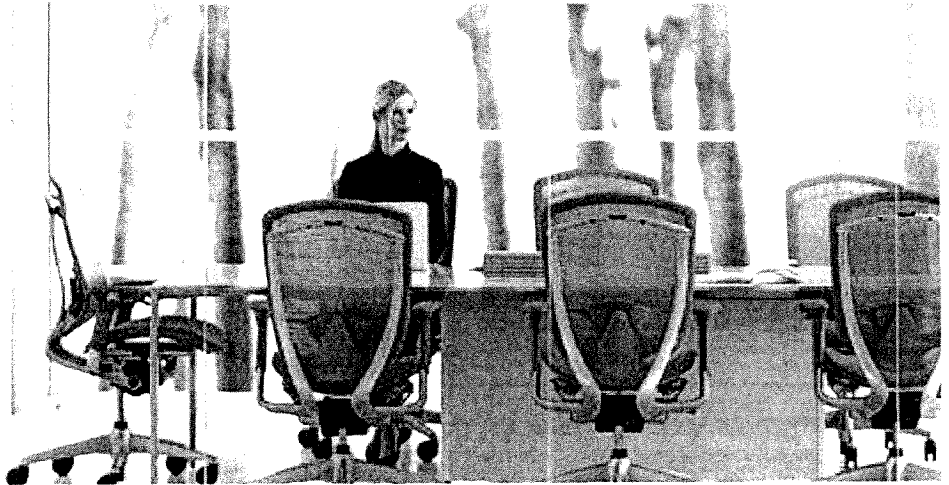
 <b>CAROLINA FURNISHING + DESIGN</b>		
NC Office Post Office Box 348 • West End, North Carolina 27376 Phone: 910.673.1010 • Fax: 910.673.0990		SC Office 440 Hwy. 90 E., Suite 5 • Little River, South Carolina 29566 Phone: 843.427.4852 • Fax: 910.673.0990 www.cfpld.com
★ = North Carolina State Contract    ♦ = South Carolina State Contract    ⊕ = USJ Contract		
Manufacturers	Product Description	Website
1. Adden ★ ♦ ⊕	Lounge, Rockers, Dorm	www.addenfurniture.com
2. Allseating/Anatome ★ ♦	Seating, Keyboards, Accessories	www.allseating.com
3. Amcase ⊕	Custom Casework	www.amcase.com
4. Arcadia ★ ♦ ⊕	Seating and Tables	www.arcadiacontract.com
5. Artopex ⊕	Casegoods/Conference/Filing	www.artopex.com
6. Bed Techs	Hospital Beds	www.bedtechs.com
7. Berco ★	Tables	www.bercoinc.com
8. Borroughs	Steel Library/Storage Shelving	www.boroughs.com
9. Buzz Seating ★ ⊕	Ergonomic Seating	www.buzzseating.com
10. Cabot Wrenn ⊕	Seating, Lounge, Guest	www.cabotwrenn.com
11. Carolina Business ★ ♦ ⊕	Seating and Lounge	www.carolinabusinessfurniture.com
12. Cherryman ♦	Casegoods	www.cherrymanindustries.com
13. Community ★ ♦ ⊕	Tables, Chairs, Lounge	www.communityfurniture.com
14. Corlam ★ ♦	Educational and Healthcare	www.corlam.com
15. Cramer ♦ ⊕	Library Accessories	www.cramarinc.com
16. Cube It Office	Panels and Systems Furniture	www.cubeitoffice.com
17. DarRan ★ ♦	Casegoods, Lounge Seating	www.daran.com
18. Davis ♦ ⊕	Lounge Furniture	www.davisfurniture.com
19. Egan Visual ♦	Visual Boards, White Boards	www.egan.com
20. Encore Seating, Inc. ♦	Seating, Lounge	www.encoreseating.com
21. ERG ♦ ⊕	Seating, Lounge	www.erginternational.com
22. Ergonomic Concepts ★ ⊕	Ergonomic Accessories, Tables	www.ergoconcepts.com
23. ESI	Keyboards and Accessories	www.esi-ergo.com
24. Exempla/ Ideon / Sit On It ★ ♦ ⊕	Lounge, Ergonomic	www.ideondesign.com
25. Falcon ♦ ⊕	Computer Tables, Seating Hospitality Furniture	www.falconproducts.com
26. First Office ★ ♦ ⊕	Casegoods and Seating	www.firstoffice.com
27. Furniture Lab ⊕	Custom Tables and Chairs	www.furniturelab.com
28. Global ♦	Systems, Lounge, Guest Seating	www.globaltotaloffice.com
29. Grand Rapids ♦	Dining, Hospitality, Dorm	www.grandrapidschair.com
30. Gressco	Children's, Library Furnishings	www.gressco.com
31. Hale ★ ♦	Bookcases, Library Furniture	www.halebookcases.com
32. Hauser Industries ★	Site Furnishings/Interior/Exterior	www.hauser.ca
33. Hi5	Café and Dining Tables	www.hi5.com
34. Highmark ★ ♦	Ergonomic Seating	www.highmarkergo.com
35. High Point Furniture ★	Casegoods, Seating and Tables	www.hpfi.com
36. Humanscale ♦	Ergonomic Accessories	www.humanscale.com
37. Indiana Furniture ★ ♦	Casegoods and Seating	www.indianafurniture.com
38. ISE	Keyboard and Accessories	www.ise-ergonomics.com





WELCOME WALLS FURNITURE

LINES



Opposition Number 91210838  
Buzz Seating Inc., Opposer v.  
Encore Seating, Inc., Applicant  
Opposer's Rebuttal –  
Notice of Reliance Exhibit F

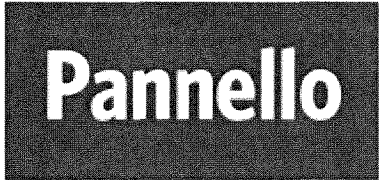
# MANUFACTURER LINES

Manufacturer	Category	Website
AIS	Comprehensive	<a href="http://www.ais-inc.com/">http://www.ais-inc.com/</a>
Allseating	Seating	<a href="http://www.allseating.com/">http://www.allseating.com/</a>
Arcadia	Seating	<a href="http://arcadiacontract.com/">http://arcadiacontract.com/</a>
Benchmark		<a href="http://www.benchmarkfurniture.com/Contact-us">http://www.benchmarkfurniture.com/Contact-us</a>
Bernhardt Design	Seating/Casegoods	<a href="http://www.bernhardtdesign.com/">http://www.bernhardtdesign.com/</a>
Buzz Seating	Seating	<a href="http://www.buzzseating.com/">http://www.buzzseating.com/</a>
Carolina Business	Seating/Tables	<a href="http://www.ofs.com/">http://www.ofs.com/</a>

## Furniture

Clarus	Boards	<a href="http://www.clarusglassboards.com">http://www.clarusglassboards.com</a>
Dauphin	Seating	<a href="http://www.dauphin.com/">http://www.dauphin.com/</a>
David Edwards	Seating/ Occasional	<a href="http://davidedward.com/">http://davidedward.com/</a>
Egan Visuals	Accessories	<a href="http://www.egan.com/">http://www.egan.com/</a>
Encore	Seating	<a href="http://encoreseating.com/">http://encoreseating.com/</a>
Enworks	Tables	<a href="http://enwork.com/">http://enwork.com/</a>
ESI	Ergonomics	<a href="http://www.esiergo.com/">http://www.esiergo.com/</a>
Fireking	Storage	<a href="http://www.fireking.com/">http://www.fireking.com/</a>
Global Total Office	Seating/Casegoods/Tables	<a href="http://www.globaltotaloffice.com/">http://www.globaltotaloffice.com/</a>
Gordon	Seating	<a href="http://www.gordoninternational.com/">http://www.gordoninternational.com/</a>
Humanscale	Seating/Ergonomics	<a href="http://humanscale.com/">http://humanscale.com/</a>
Keilhauer	Seating	<a href="http://www.keilhauer.com/home.html">http://www.keilhauer.com/home.html</a>
KI	Comprehensive	<a href="http://www.ki.com/">http://www.ki.com/</a>
Krug	Seating/Casegoods	<a href="http://www.krug.ca/">http://www.krug.ca/</a>
Maars	Architectural Walls	<a href="http://www.maarslivingwalls.com/">http://www.maarslivingwalls.com/</a>
Mayline	Comprehensive	<a href="http://www.mayline.com/">http://www.mayline.com/</a>
Nucraft	Casegoods/Tables	<a href="http://www.nucraft.com/">http://www.nucraft.com/</a>
Peter Pepper	Accessories	<a href="http://www.peterpepper.com/">http://www.peterpepper.com/</a>
Sandler	Seating/Tables	<a href="http://www.sandlerseating.com/">http://www.sandlerseating.com/</a>
Source	Seating	<a href="http://sourceseating.com/">http://sourceseating.com/</a>

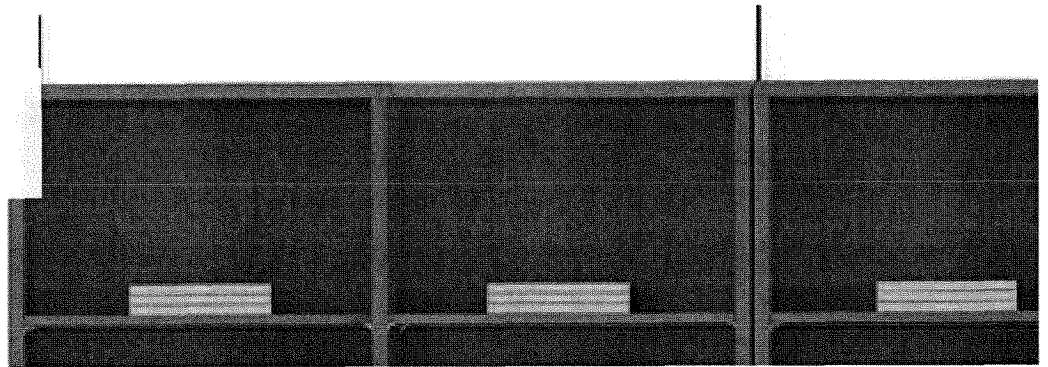




WELCOME WALLS FURNITURE

# WELCOME TO PANNELLO

Leadership



**Pannello is a sales and project management firm with extensive experience. Our team has over 130 years of experience serving corporate clients.**

## LARRY HOLE: PRESIDENT

Larry Hole is the Founder and President of Pannello. Larry has been in the office furniture industry for over 30 years and has an extensive background in working in the corporate workplace. His areas of specialization include Strategic Planning, Human Resources, and Process Management.

Larry has worked with numerous corporate clients assuming a Leadership Role of the Planning and Project Management Teams. Among the companies that Larry has worked with;

- Analog Devices

- Pfizer
- BankNewport
- CVS/Caremark
- Vocon

Larry was a Principal in a Knoll/Kimball Distributor for 16 years and was instrumental in building the company into the market leader in Rhode Island. Larry holds a B.S. in Physical Education from the University of Rhode Island.



## TOD MURPHY: PRINCIPAL

Tod is Co-Founder of Pannello System bringing 16 years of experience in the corporate furnishings industry with him. Tod's strength is in developing strong business relationships through trust and commitment. He has completed some of the highest profile projects in the market and has focused his attention on architectural wall products recently; a growing part of the industry that has become a passion of his.

During his career he has successfully managed large projects not only in the Boston and Rhode Island market but throughout North America. He has continually worked with some of the most recognized clients in the industry because he is always driven to execute the most complicated projects in a timely fashion. Among those clients are:

- IBM
- Covidien
- National Grid
- Bingham McCutchen
- K&L Gates
- Bose

Tod began his career in the furniture industry as a Senior Account Representative for Office Environments of New England for 9 years. Most recently he was the Vice President of New Business Development for Peabody Office. Tod holds a B.A. in Business Communication from the University of Rhode Island.



10 Davol Square, Suite 200 | Providence, RI 02903 | Phone: 401.648.7100 |

[larryh@pannellosystems.com](mailto:larryh@pannellosystems.com)

45 Prospect Street | Cambridge, MA 02139



# MANUFACTURERS

Exclusive Distribution Rights to:



State Contracts

Manufacturer	Product	LEED	GreenGuard	GreenGuard	State Contracts
Palmieri Furniture, Ltd.	Library Furniture	X	X		GA,SC
MJ Industries	Steel Library Shelving				GA,SC
Esquitino	Library Furniture & Shelving				SC
Nienkämper	Library & Lounge Furniture	X		X	
ICF	Tables and Seating				
TMC Furniture	Library/Lounge Specialty Furniture		X		SC
Harrier Products	Library Specialty Shelving				
P2 Workspace Solutions	Collaborative Furniture	X	X		GA,SC
Euroform	Collaborative Design Furniture	X	X		

Our Other Manufacturers:

Community	Seating		X	X	
Flexsteel	Seating				
Highmark	Seating			X	
Aceray	Seating				
Jasper Chair Company	Seating				
Sit On It	Seating & Task Seating		X	X	
Buzz Seating	Task seating				
Encore	Task seating	X			
Legacy	Lounge Seating				
Cabot Wrenn	Lounge Seating				
Arcadia	Lounge Seating	X			
Integra	Lounge Seating				
Studio Q Furniture	Lounge Seating				
Berco	Multipurpose Tables				
Furniture Lab	Tables and Seating				
J. Persing	Tables and Seating				
Mity-Lite	Folding Tables & Chairs				
Hollman	Wood Locker Systems		X		
Penco	Shelving & Locker Systems				
Tennsco	Industrial Shelving & Lockers				
Working Walls	Acoustic & Tackable panels				
ECO12	Environmentally Friendly Custom Furniture				
Mayline	Office & IT products			X	
JSI	Office Furniture				
Richelieu Office	Accessories				
Great Openings	Office & Sytems Furniture	X			
Unisource Systems and Parts	Systems Furniture				
BCI/Eurobib					
2/90 Sign Systems					

X  
**Opposition Number 91210838**  
**Buzz Seating Inc., Opposer v.**  
**Encore Seating, Inc., Applicant**  
**Opposer's Rebuttal –**  
**Notice of Reliance Exhibit G**

**Diskey Architectural Signage**

**Claridge**

Whiteboards & Display

X

**Magnuson Group**

**Visiontron Corp**

Traffic Control

**Hon**

Office, Filing, Seating

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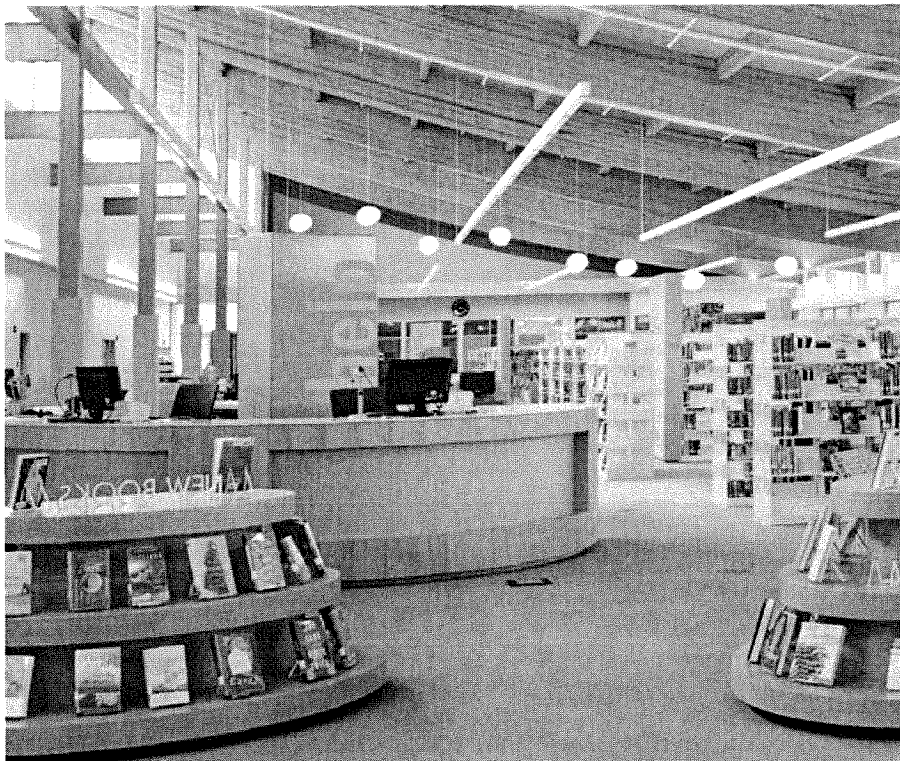
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# THE SOURCE

From design to installation... **SOURCEinteriors** is **THE SOURCE** for superior customer service and satisfaction for all library and Institutional interiors.



Contact us 800.507.5799

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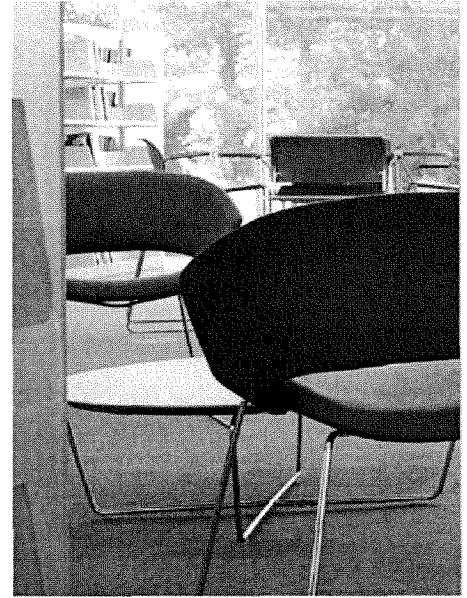


## ABOUT US

**Mark Patterson, LEED AP, has been working in the library furniture industry for over 15 years before starting his own company- SOURCEinteriors.**

Now, together with an innovative team of designers, architects, manufacturers, and installers, Source Interiors creates unique customer based project environments. Source Interiors prides itself on successful job operations and happy customers. When building and managing jobs from design to installation, we provide exceptional customer service with careful attention to job organization and meticulous detail.

We believe that the best way to a successful project is through the utilization of a strong team. And a successful project means the total, overall, end result - not just the FF&E package. When we work together with architects, designers, contractors, suppliers, vendors and the owners, the absolute best integrated design can be achieved. Most importantly - when working together with experienced professionals many of the usual problems and headaches of building and renovation can be avoided. We do our job well so our customers can continue with their jobs. Whether it's a traditional or LEED project, a team of professionals ensures that everyone works together and sees the project through to its successful completion.



*"...His approach is collegial and he keenly asserts positive solutions in design development. From my view, he manages client relations in a timely, respectful manner. There is a great amount of detail and service which accompanies any project of the scope he manages. His affable manner is assuring as he handles the ever-present challenges presented in project fulfillment. He provides a team that stays the course. I rely on his expertise and enjoy working with him."*

Pat Harris, NCIDQ Harris Interior Design

Contact us 800.507.5799

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PARTNERS

9 to 5 Seating  
[www.9to5seating.com](http://www.9to5seating.com)

Egan  
[www.egan.com](http://www.egan.com)

Lacasse  
[www.groupelacasse.com](http://www.groupelacasse.com)

Segis  
[www.segis-usa.com](http://www.segis-usa.com)

ABCO  
[www.abcofurniture.com](http://www.abcofurniture.com)

Ekitta  
[www.ekitta.com](http://www.ekitta.com)

LacquerCraft Hospitality  
[www.lacquercrafthospitality.com](http://www.lacquercrafthospitality.com)

Sentry Safe  
[www.sentrysafe.com](http://www.sentrysafe.com)

Aceray  
[www.aceray.com](http://www.aceray.com)

EKO  
[www.ekocontract.com](http://www.ekocontract.com)

Landscape Forms  
[www.landscapeforms.com](http://www.landscapeforms.com)

Shafer Commercial Seating  
[www.shafer.com](http://www.shafer.com)

Adjustable Steel  
[www.adjustableshelving.com](http://www.adjustableshelving.com)

Emco  
[www.emco.net](http://www.emco.net)

Laz Z Boy  
[www.lzcontract.com](http://www.lzcontract.com)

Shelby Williams  
[www.shelbywilliams.com](http://www.shelbywilliams.com)

AGI  
[www.ki.com](http://www.ki.com)

EMU  
[www.emuamericas.com](http://www.emuamericas.com)

LDI Corporation  
[www.libertydiversified.com](http://www.libertydiversified.com)

Shoto Tables  
[www.shotocorp.com](http://www.shotocorp.com)

All Star Bleachers  
[www.allstarbleachers.com](http://www.allstarbleachers.com)

Encore On Q  
[www.onqseating.com](http://www.onqseating.com)

Legacy  
[www.legacyfurniture.us](http://www.legacyfurniture.us)

Sina Pearson Textiles  
[www.sinapearson.com](http://www.sinapearson.com)

Allermuir  
[www.allermuir.net](http://www.allermuir.net)

Encore/En  
[www.encoreseating.com](http://www.encoreseating.com)

Leisters  
[www.leistersfurniture.com](http://www.leistersfurniture.com)

SIS  
[www.sisusainc.com](http://www.sisusainc.com)

Allseating  
[www.allseating.com](http://www.allseating.com)

Enwork  
[www.enwork.com](http://www.enwork.com)

LeLand International  
[www.lelandinternational.com](http://www.lelandinternational.com)

Sit On It  
[www.sitonit.com](http://www.sitonit.com)

Amco Shelving  
[www.globaltotaloffice.com](http://www.globaltotaloffice.com)

ERG Furniture  
[www.ergcontract.com](http://www.ergcontract.com)

Light Corporation  
[www.lightcorp.com](http://www.lightcorp.com)

Sitmatic  
[www.sitmatic.com](http://www.sitmatic.com)

American Leather  
[www.americanleather.com](http://www.americanleather.com)

ErgoCentric Seating Systems  
[www.ergocentric.com](http://www.ergocentric.com)

Logiflex  
[www.logiflex.ca](http://www.logiflex.ca)

Skyline Design  
[www.skydesign.com](http://www.skydesign.com)

Andreu World  
[www.andreuworl damerica.com](http://www.andreuworl damerica.com)

Ergonomic Concepts  
[www.ergoconcepts.com](http://www.ergoconcepts.com)

Loewenstein  
[www.loewensteininc.com](http://www.loewensteininc.com)

Smith McDonald  
[www.smithmcdonald.com](http://www.smithmcdonald.com)

Anzea Textiles  
[www.anzea.com](http://www.anzea.com)

ESI Keyboards  
[www.esiergo.com](http://www.esiergo.com)

Lumicor  
[www.lumicor.com](http://www.lumicor.com)

Source Seating  
[www.sourceseating.com](http://www.sourceseating.com)

ArcCom Fabrics  
[www.arc-com.com](http://www.arc-com.com)

Falcon  
[www.falconproducts.com](http://www.falconproducts.com)

Luxo Lighting  
[www.luxo-lighting.com](http://www.luxo-lighting.com)

Southern Aluminum  
[www.southernaluminum.com](http://www.southernaluminum.com)

Arcadia  
[www.arcadiacontract.com](http://www.arcadiacontract.com)

Figueras  
[www.figueras.com](http://www.figueras.com)

Magna Design by Watson  
[www.magnadesign.com](http://www.magnadesign.com)

Southern Metal Industries  
[www.smi-office.com](http://www.smi-office.com)

Architex  
[www.architex-ljh.com](http://www.architex-ljh.com)

Fire King  
[www.fireking.com](http://www.fireking.com)

Magnussen  
[www.magnussen.com](http://www.magnussen.com)

Spaceco  
**Opposition Number 91210838  
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Encore Seating, Inc., Applicant  
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Arnold  
[www.arnoldfurniture.com](http://www.arnoldfurniture.com)

First Office  
[www.firstoffice.com](http://www.firstoffice.com)

Malik Gallery  
[www.malikgallery.com](http://www.malikgallery.com)

**Notice of Reliance Exhibit H**

Artemide

Fixtures

Manchee Leather



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August <a href="http://www.augustinc.com">www.augustinc.com</a>	Fluid Concepts <a href="http://www.fluidgroup.com">www.fluidgroup.com</a>	Maraham Textiles <a href="http://www.maharam.com">www.maharam.com</a>	SpecialT Tables <a href="http://www.specialt.net">www.specialt.net</a>
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Baker Furniture <a href="http://www.baker.kohlerinteriors.com">www.baker.kohlerinteriors.com</a>	Friant <a href="http://www.friant.com">www.friant.com</a>	Martin Bratrud <a href="http://www.martinbratrud.com">www.martinbratrud.com</a>	St Timothy <a href="http://www.sttimothychair.com">www.sttimothychair.com</a>
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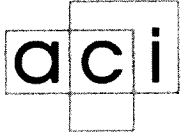
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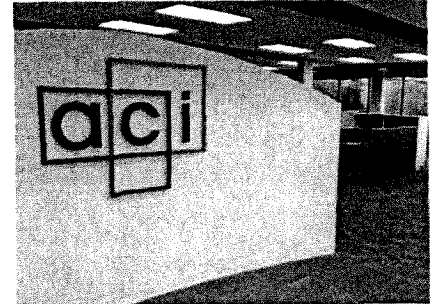
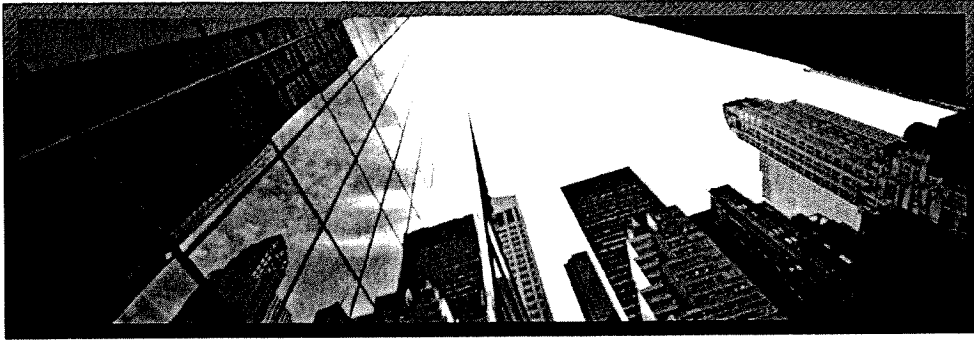
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## Company History

## Our Team



Atlantic Corporate Interiors, a mid-Atlantic office furniture dealership, began humbly, around a dining room table in Doug and Carole Bruns' house. There were few resources to draw upon but one significant idea: Listen to the customer and respond accordingly. It was the founder's observation that much of the industry was functioning in an opposing fashion, seemingly more bent on satisfying the need of the manufacturer than the customer. The notion was simple. If we listened carefully to what the customer was asking of us then created and responded with a precise solution at an inviting price point, we would survive, perhaps even flourish. That was 1993.

Today, our simple notion of listening to what is being asked of us and responding with a corresponding solution, continues to serve as our driving focus. Granted, the phrase borders on the cliché. What is not a cliché, however, is how that simple idea informs all aspects of ACI. Simply said, our goal is to understand our customer's need and devise a solution for it.

From our business software to our product solutions to our back-room process, everything we do is built around listening to our customers and responding accordingly. Not surprisingly, this idea, as simple as it is, still resonates in the marketplace. As the pace of business increases and the demands of marketplace performance are heightened, one guidepost remains steadfast. Are we listening to the customer? If we do that well enough, everything else follows. Our solutions will be creative, within budget and, most importantly, exceed the customer's expectation.

The home office and the dining room table are long gone. ACI has been well served by our early motivation to listen to the customer. Today we serve multiple and distinct mid-Atlantic markets out of three offices. Frequently we take our products and our skills across the nation to better serve our customers. We have come a long way since inception. But, really, we have not come so far at all. We are still driven by the desire to listen well to what is being said to us. And we are still driven to respond in earnest, with creativity, honesty and dollar-conscious solutions.



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- › Mediatechnologies
- › Midwest Folding Products
- › Mity-Lite
- › Mockett
- › Momentum
- › MTS Seating
- › Nessen Lighting
- › Nevers
- › Nevins
- › Nienkamper
- › Nightingale
- › Nova
- › Nucraft
- › Oak Street Mfg.
- › Office Master
- › Office Specialty
- › Office Star Products
- › OFS
- › Old Dominion Wood Products
- › Ohio Warehouse Business Furniture
- › Pallas
- › Paoli
- › Palmer Hamilton
- › Paul Brayton Designs
- › Penco
- › Peter Pepper
- › Phoenix Safe
- › Plymold
- › Pompanoosuc Mills
- › RJ Woodworking
- › Richelieu Hardware
- › Robert Allen
- › Shelby Williams
- › Shuttle Systems
- › Siegel Display Products
- › Sit On It
- › Sitmatic
- › Sleep Tite Mattress Factory
- › Smart Walls
- › SMI
- › Smith System
- › Source Seating
- › Southern Aluminum
- › Southwood
- › Spec Furniture
- › Spectrum Industries
- › Spinneybeck
- › SPYVEE
- › Stance Healthcare
- › Studio Q
- › Stylex
- › Surface Works
- › Symbol Mattress
- › Takeform
- › Tennesco
- › Texacraft
- › Thonet
- › Tiger Leather
- › TMC Furniture
- › Transformations
- › Trendway
- › Trinity
- › Tuohy
- › Unika Vaev
- › United Receptacle
- › Versa Tables
- › Versteel
- › Via Seating
- › Virco
- › Vitra

- Brown Jordan
- **Buzz Seating**
- Cabot Wrenn
- Campbell Contract
- Carolina
- Carnegie
- CCN Intl.
- CF Stinson
- Charles Alan
- Cherryman
- Claridge
- Community
- Coriander Designs
- Coral
- Correll Inc.
- Cortina Leather
- Councill Contract
- Great Openings
- Gressco
- Grosfillex
- Hale
- Hamilton Sorter
- Harter
- Harden Contract
- Haskell
- HBF
- Hekman Contract
- HSM Solutions
- Highmark
- HPFI
- HighTower
- HLF
- Holsag
- HON
- LeLand
- Lesro
- Liat
- Light Corp.
- Loewenstein
- Luxor
- Lyon
- Magnuson Group
- Maharam
- Make Be Leaves
- Markant
- Marquis
- Marsh Industries
- Martin Bratrud
- Marvel Group
- Maverick Desk
- Mayer Fabrics
- Robertson Furniture
- Teak Warehouse
- Royal Seating
- RPI
- RT London
- S.S. Kemp
- Safco
- Sandler Seating
- Sandusky Lee
- Sauder
- Scholar Craft
- Seating Inc.
- Sedia Systems
- Select Flooring
- Sentry Safe
- Shafer Commercial Seating
- Vitro Seating
- VS America
- Wabash Valley
- Walltalkers
- Watson Desking
- Wenger
- West Coast Industries
- Westin Neilsen Seating
- Wieland
- Wind Mill Slatwall
- Wisconsin Bench Mfg
- Woodlore
- Woodware
- Workrite Ergonomics
- Working Walls Solutions
- Workstream

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**CONTRACT SOURCE INC.**

FURNISHMENTS | TECHNOLOGY | CONSULTING

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## WELCOME TO CONTRACT SOURCE INC.

As we celebrate our 25<sup>th</sup> year in business, we would like to thank the many colleges and universities, hospitals and healthcare centers and our clients.

Whether it is technology, training rooms, patient rooms, lounge & lobby areas, classroom, designer office suites, they are all part of our Premier Plus Service Program.

[VIEW MORE >>](#)

## QUICK CONTACT

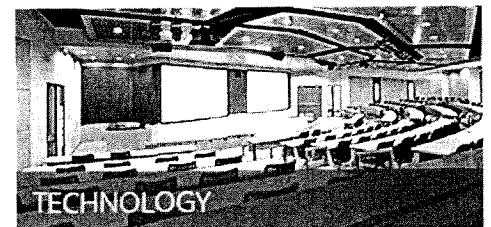
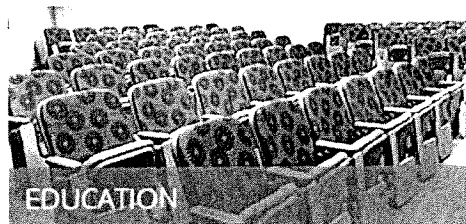
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## About Us

### What We Do

We are a full-service contract furniture and design company. Contract Source, with ownerships direct involvement, manages and supervises your project from beginning to end. Our Premier Plus Service Program is a customized program that ensures our clients complete customer satisfaction.

### Our History

Contract Source Inc. was established in 1989 and quickly became the leader in the College and University marketplace. With our early on success we have expanded our business to include the Healthcare and Technology industries. Our team of experienced and dedicated sales executives and design coordinators will satisfy and exceed our clients expectations.

### Our Mission

Contract Source is dedicated to the highest level of service to our clients. Whether it is technology, training rooms, patient rooms, lounge and lobby areas, classrooms, or office suites, we will work with our clients to create a "hassle free" project from start to finish.

### Diversity

We acknowledge and understand the need for diversity in our workplace. Contract Source has partnered with Maraye Design Studio, LLC, a Minority Business Enterprise (MBE). Maraye Design Studio is owned and operated by Lannetta Knotts, with whom we have worked for many years. Our combined experience will provide you with a project you can be proud of as well as assist you in making good use of your financial resources.

### "Turn Key Solutions"

Everyone has their own definition of "Turn Key." Ours is a personal service combined with accountability. Contract Source Inc. will give you a finished project, ready to use that you will be proud of. We begin with your concept and your architect. This avoids costly change orders, mistakes and insures your plans can be expanded or altered for future use. We will also be involved in your construction phase and we do our own set-up and installation.

## Testimonials

"Contract Source was highly recommended; and they exceeded my highest expectations. CSI worked tirelessly as we planned the furnishings for Capital University Cleveland Center 's new facility. I can honestly say that the entire process was enjoyable. I value the expertise, competence and customer service provided by Contract Source's staff; and I would not hesitate to recommend them with my highest ranking for quality, value, and service."

**-Dr. Mary Ann Schneider, Executive Director**

Capital University

"CSI's knowledge of the college and university marketplace superseded everyone. They know where education and the related technology are heading and were very helpful in stimulating ideas specifically for our use."

**-Hal Laydon, President**

Lake Erie College

"CSI handled every detail in turning our 40 year old Kettering Auditorium into our state of the art Mason Teleconference Center. CSI's turn key operation took us from design, demolition, construction, installation, and the training of our faculty."

**-Laura Baessler**

Wilmington College