

THE DOWNLOAD

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calendar BIFMA EVENTS

BIFMA (the Business and Institutional Furniture Manufacturer's Association) had scheduled the following list of meetings and events at press time. Additional events will be scheduled, so continue to watch for meeting notices on the Internet at www.bifma.org.

June 12, 2002, 7:15 - 9:00 am
BIFMA International's Annual Meeting
Holiday Inn Mart Plaza
Sauganash Ballroom
Chicago IL (during NeoCon 2002)

June 18 & 19, 2002
Consumer Product Safety Commission
Public Hearing on Small Open Flame
Ignition Testing of Upholstered
Furniture
Location: CPSC Headquarters,
Washington DC (BIFMA to participate)

July 16, 2002 - 9:00 am to 12:00 noon
Government Affairs Committee Meeting
BIFMA Headquarters
2680 Horizon Dr. SE, Suite A-1
Grand Rapids MI 49546

July 31 - August 1, 2002
Storage Units - Document Writing Group
Proposed draft X5.9 Storage Units
Location: Grand Rapids, MI

September 11, 2002
Statistical Information Committee
9:00 am to 4:00 pm Eastern Time
BIFMA Headquarters
2680 Horizon Dr. SE, Suite A-1
Grand Rapids MI 49546

January 30 - February 1, 2003
BIFMA Management Conference
Biltmore Hotel
Coral Gables, Florida

NEW MEMBERS:

Regular:

Duracase LLC
Ridgeland, South Carolina

NATCO, Inc.
Greenwood, Delaware

Tremain SA de CV
Monterrey, NL Mexico

Service:

Interior Design Magazine

The Economy Front and Center at Annual Meeting

The BIFMA Annual Membership Meeting will be held once again in the Sauganash Ballroom at the Holiday Inn Mart Plaza on June 12 in Chicago. This year's featured speaker will be Mr. Allen Gutheim. Allen is a Principal in the DRI-WEFA Consulting Group, and manages the project with BIFMA to forecast industry orders and shipments. He directed the development of the forecasting model and manages the quarterly forecast updates that are provided to BIFMA.

Mr. Gutheim has 25 years experience in information services and consulting, and has worked with many of DRI-WEFA's clients in the manufacturing, service, and financial industries. His projects have

included market potential analysis, credit risk management, equity investment opportunities, and others. Prior to joining DRI-WEFA, he was Senior



Allen Gutheim of DRI-WEFA Consulting Group

Financial Economist at the Bank of Boston where he was responsible for analyzing and forecasting the economic outlook for the U.S. economy and financial markets.

Mr. Gutheim completed his Ph.D. course work in Economics at Case Western Reserve University, specializing in Industrial Economics, International Economics, and Macroeconomics. With his broad experience, and his familiarity with the office furniture industry currently, his perspective will be of keen interest.

Inside This Quarter's Download:

- BIFMA Releases Latest Industry Forecast
 - Steel Tariffs Concern Many
 - HFES Releases Revised Draft Standard
 - USGBC to Launch Green Conference
 - International Conference on Indoor Air Quality and Climate In CA
 - Orgatec Will Open Its Doors in October
 - Meetings... Events... New Members... Memories and more. Get "realtime"

updates between quarterly newsletters at <http://www.bifma.org>.

Office Furniture Forecast Remains Weak in Short-Term, Improving Outlook for '03

By Tom Reardon, BIFMA Executive Director

In mid-May, BIFMA released the latest office furniture industry forecast prepared by the economic consulting organization, DRI-WEFA. The latest forecast continues to call for a 13% decline in shipments during 2002, but significant improvement is expected next year with a nearly 9% increase in shipments during 2003.

A cautious corporate investment outlook and weak office construction will continue to

put a drag on order and shipment volumes in the short-term. Despite considerable volatility during the balance of 2002, corporate profits are expected to trend upward through the year and will support some growth in furniture demand later in 2002. Service-sector employment, which was very weak at the end of 2001, will stabilize over the course of 2002. Employment growth should accelerate toward the end of the year, contributing to a renewal in the demand for office furniture.

New office construction is expected to decline for several more quarters before any signs of recovery materialize. This downturn in new construction will provide the primary drag on furniture demand through mid-2003.

(DRI-WEFA is an economic consulting organization formed in May of 2001 by the merger of DRI, a unit of McGraw-Hill, and WEFA, a unit of Thomson Corp.)

Steel Tariffs Concern Many

In early May the Council of Ministers, the European Union's principal decision-making body, approved a trade sanctions list developed by the European Commission to retaliate against U.S. increases in steel tariffs. The Council, however, has yet to decide whether the EU should authorize the retaliation at the earliest possible date (i.e., June 18) or wait for the WTO dispute settlement process to conclude. This process takes approximately 12-18 months. The U.S. products on the retaliation list include clothing, footwear, steel products, yachts, guns and musical instruments. To see the complete list, go to <http://europa.eu.int/comm/trade/pdf/crsteel220402.pdf>. Under the proposed retaliation plan,

new tariffs of 8 percent to 100 percent would be applied to products on the list. In the meantime, the U.S. Trade Representative's Office continues to review company requests for product exemptions from the steel tariffs. Commerce Department news releases can be reviewed at <http://ia.ita.doc.gov/steel/exclusion> and the "Steel" section of the USTR web site (www.ustr.gov). The USTR coordinator on steel, Andrew Stephens, can be reached at (202) 395-6160.

BIFMA and the Office Furniture Industry Council held a meeting attended by 37 individuals on April 30, 2002 to ascertain the impact on this industry. In addition to the higher

expense, there is fear that steel may not be available at any price if shortages occur. The consensus of participants at the meeting was that the White House needed to know of our concerns.

To do that, BIFMA has joined the Consuming Industries Trade Action Coalition (CITAC) based in Washington, DC and will keep them informed of ramifications we experience. To participate in BIFMA's interest group on this issue, email Brad Miller (bmiller@bifma.org).

Information for this report was received from the National Association of Manufacturers (NAM). Contact: Bill Primosch at (202) 637-3145 or email bprimosch@nam.org.

Survival Skills To Be Taught in Florida

BIFMA International's next Management Conference will be held at the Biltmore Hotel in Coral Gables, Florida from January 30 to February 1, 2003. The theme is "Leadership in Unstable Times" and the aim of this conference is to assist

executives in dealing with such issues as economic downturns, public relations nightmares, and the new realities of the international business climate, among others. Join us again this year as we explore cutting edge content for survival of your

business along with cultural and recreational activities in the Miami area.

To inquire about sponsorship opportunities for any of the conference events, contact bmiller@bifma.org.



LEADERSHIP IN UNSTABLE TIMES

CORAL GABLES, FLORIDA

BIFMA

MANAGEMENT CONFERENCE 2003
THURSDAY JANUARY 30 - SATURDAY FEBRUARY 1

HFES Releases Revised Draft Standard

After many years of extensive work, the draft revision of the HFES publication, American National Standard for Human Factors Engineering of Visual Display Terminal Workstations (ANSI/HFS100-1988) has been completed. The revised successor to the 1988 U.S. standard, BSR/HFES100, Human Factors Engineering of Computer Workstations is now available for public review and comment.

The new document recognizes the increasing importance of computer workstations and the consequent benefits to users and employers from workstations that are ergonomically designed and integrated to enhance productivity and comfort. BSR/HFES100 guides designers on ways to accommodate variation both in the size of individual users and manner of usage. It also provides guidance to the individuals who must integrate individual worksta-

tion components designed for a wide variety of users into a system that fits the intended individual user.

For further details, go to the HFES website at <http://hfes.org>. HFES is a multidisciplinary professional organization of almost 5,000 persons from around the world all of whom have a common interest in designing systems, tools, consumer products, and equipment to be safe and effective.

Several BIFMA members have worked with HFES over the years to incorporate office furniture expertise into the process of developing their standard. While that process continues, BIFMA's Ergonomics Guideline is available to provide the office furniture industry with specific information on ergonomics.

To order a copy of the BIFMA Ergonomics Guideline (Document G1-2002) go to <http://www.bifma.org/secure/orderform.html>.

USGBC to Launch Green Conference

The U.S. Green Building Council (USGBC), in concert with influential private and public partners, will premiere its First Annual International Green Building Conference and Expo, Nov. 13-15, 2002 in Austin, Texas. An estimated 2,000 professionals from across the industry will gather for this unprecedented showcase of green building educational opportunities and technologies.

Launch of the new conference coincides with a surge of market interest in green buildings, and the Council's own membership jumping to more than 1,000 companies, nonprofits, federal agencies, local governments, and universities. "Given this scale of interest," said Chairman Steven Winter, "it only made sense for us to offer an international venue that brings together green building experts and the mainstream building community under one roof." Mirroring the Council's own diverse membership, attendees will include engineers, architects, specifiers, developers, building owners and facility managers, code officials, government agencies, manufacturers, contractors and home builders, financial service providers and researchers.

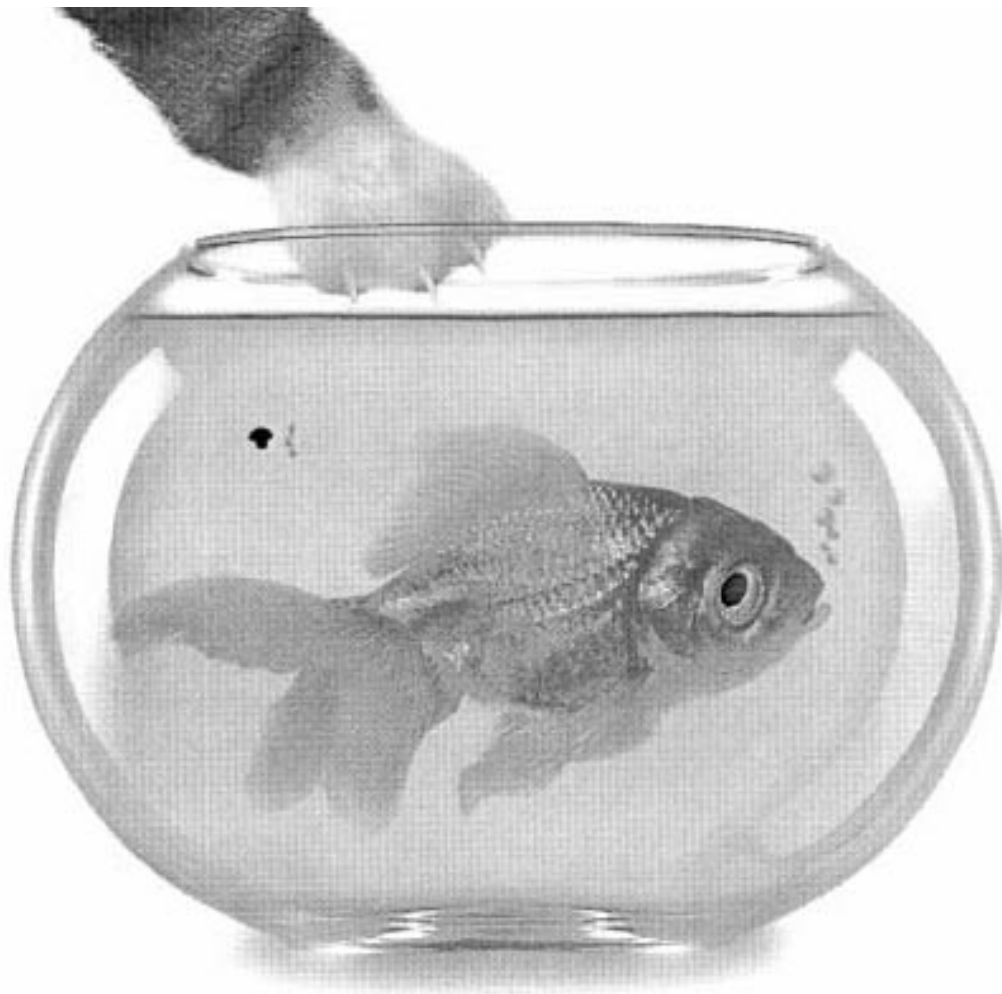
Several leading organizations have already joined the Council as partners for the event, including the Construction Specifications Institute, the AIA Committee on the Environment, the Urban Land Institute, and the U.S. Department of Energy. Another key partner is the Austin Energy Green Building Program, which is also sponsoring a "cool housing" tour on Nov. 16-17. The Council has contracted with another national leader to help manage

the event—Corcoran Conferon Expositions LLC—which supports 450 associations and corporations for their meeting planning needs.

"This event will be the pre-eminent showcase for leading edge green technologies in the building industry," said Christine Ervin, President and CEO of USGBC. "It will also serve as the annual 'meeting place' for the green building community as it continues to grow. That will go a long way to help extend budgets for attendees, sponsors, and exhibitors alike."

Headquartered in Washington, D.C., the USGBC is the nation's leading coalition for advancing buildings that are environmentally responsible, profitable and healthy places to work. The Council developed and administers the LEED system—Leadership in Energy and Environmental Design Green Building Rating System—which was created to raise consumer awareness, transform the marketplace and establish market value with a recognizable national "brand." As the national benchmark on what constitutes a green building, LEED is a comprehensive system offering proven standards, training, technical assistance, and professional accreditation. It has already been adopted by numerous federal agencies, state and local governments, and a broad array of companies.

For more information on the USGBC and LEED, visit www.usgbc.org. For information on the First Annual International Green Building Conference and Expo, email expo@usgbc.org or call Lisa Grayson Zygmunt at 215-428-9655.



COMPETITION GETTING TO YOU?

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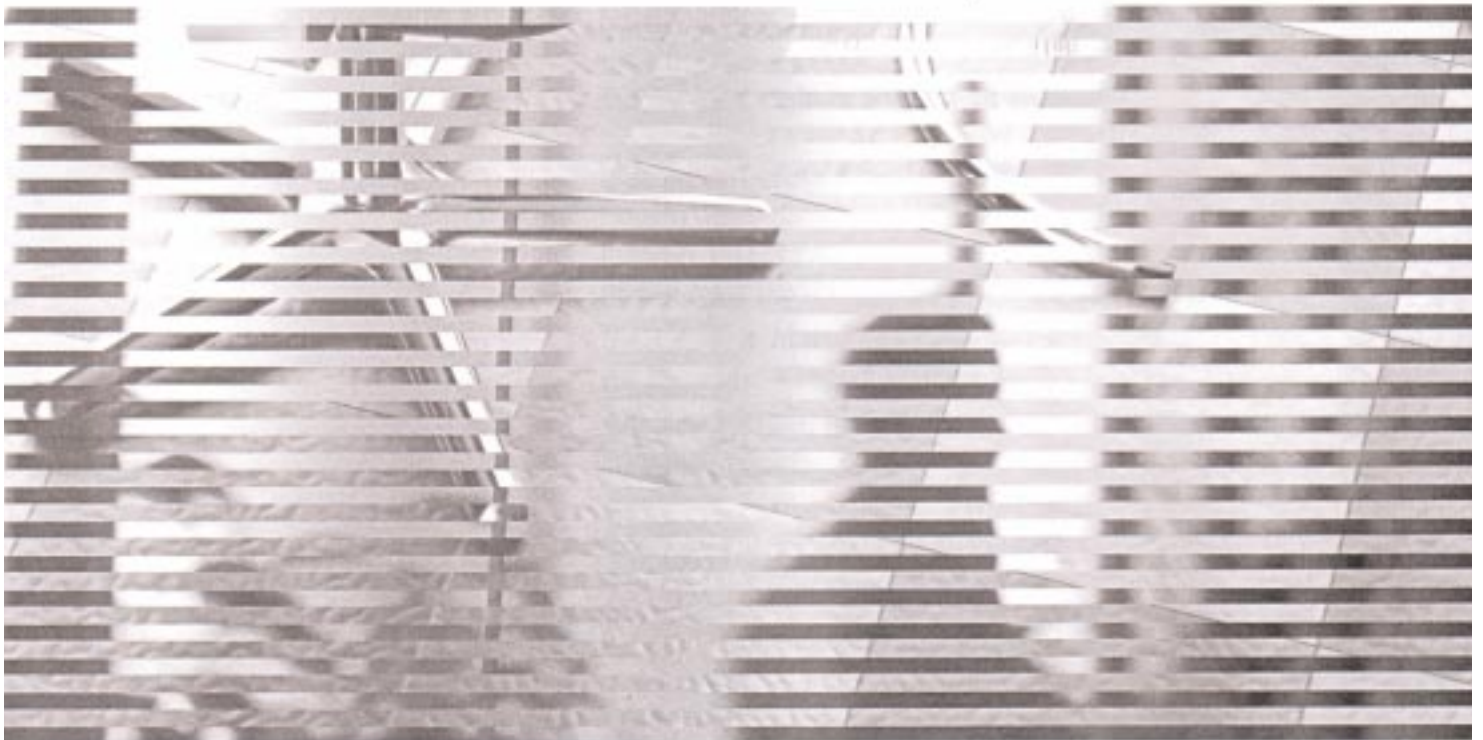
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International Conference on Indoor Air Quality and Climate In California

Indoor Air 2002, The 9th International Conference on Indoor Air Quality and Climate will be held in Monterey, along the central Pacific coast of California, beginning on Sunday June 30 and ending on Friday, July 5, 2002.

Almost 750 papers have been scheduled for presentation along with a full technical program. The Conference program contains over 70 technical sessions on a wide variety of topics pertaining to indoor environmental issues, including bioaerosols, chemical pollutants, moisture, pollutant emissions, economic and productivity

outcomes, mitigation, ventilation systems and components, and thermal comfort.

United Air Lines is the official airline carrier for Indoor Air 2002. They are offering attendees a 5% discount off published fares in effect when tickets are purchased. Car rental with Avis and Alamo made in conjunction with United Airlines reservations receive 10% discounts. Make reservations by calling 800 521 4041 in the U.S. and Canada and referencing ID number 502BR.

Registrations for this conference can be made at the Indoor Air 2002 website

<http://www.indoorair2002.org/registration.htm>

Conference Proceedings can be purchased on CD or the print version after the conference. The web site will remain active after the conference and will provide details about such purchases.

Indoor Air 2002
343 Soquel Ave., PMB 312
Santa Cruz, CA 95062
tel 831 426 0148
fax 831 426 6522

New BIFMA Board Members Elected

The Board of Directors of the Business and Institutional Furniture Manufacturer's Association (BIFMA) International is pleased to announce the election of three new Directors. Danny Davis,

by Kevin Sauder, Sauder Woodworking.

BIFMA President, replacing Jack Michaels, HON INDUSTRIES, whose term as President expired at



Danny Davis

President of Davis Furniture Industries, High Point, NC and Julio Hirschfeld, Jr., General Manager of Productos Metalicos Steele SA de CV, Mexico City were elected to fill seats vacated by the retiring Tim Schad, Nucraft Furniture and Juan del Castillo, AE von Haucke SA de CV. Additionally Scott Schwinghammer, President of Versteel, Jasper, IN was elected to fill an open Board seat left vacant



Julio Hirschfeld, Jr.



Scott Schwinghammer

BIFMA Vice President Bill Rubino, JOFCO International was elected to the position of



Bill Rubino

the end of May 2002. Also elected during the May Board meeting was Tom Sehrer, BIFMA Director and President of Magna Design, Lynnwood, WA to the position of BIFMA Treasurer replacing Tim Schad in that capacity.

BIFMA Directors Steve Gane, President of HBF, and P. Daniel Miller, President of Kimball Office Group were both elected to second terms as BIFMA Directors.

In Review is published quarterly by BIFMA International to provide a brief update of committee and association activities.

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and Statistical Information*

Donna Schubeck *Administrative Assistant*

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Brad Miller *Editor*

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Primosch, and Lisa Grayson Zygmunt

BIFMA Officers and Directors

President

William Rubino, JOFCO International

Vice President/President Elect

(open)

Treasurer

Thomas Sehrer, Magna Design Inc.

Directors

Mo Bhayana, Inscape/Office Specialty

Danny Davis, Davis Furniture

Michael Dunlap, Suspa Inc.

David Feldberg, The Global Group

Steve Gane, HBF

Julio Hirschfeld, PM Steele

Gerald Johanneson, Haworth Inc.

Casey Journigan, Arcadia Chair

Jack Michaels, HON INDUSTRIES Inc.

P. Daniel Miller, Kimball International Inc.

James Mitchell, Steelcase Inc.

Scott Schwinghammer, Versteel

Michael Volkema, Herman Miller Inc.

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CALENDAR of industry events

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

July 11 - 13, 2002 - ISOT 2002 - Tokyo, Japan ; Internet: <http://web.reedexpo.co.jp/isot>

July 14-16, 2002 - World Workplace Europe 2002 - Paris, France; Internet: www.worldworkplace.org

August 22-25, 2002 - IWF 2002 - The International Woodworking Machinery and Furniture Supply Fair USA - Atlanta, GA; Internet: www.iwf2000.com

Sept. 11-15, 2002 - Office Furniture China 2002 - Shanghai, China; Internet: www.mfsinoexpo.com/furniture

September 19-20, 2002 - IIDEX/NeoCon Canada - Toronto, ON, Canada; Internet: www.iidexneocon-canada.com

September 30-October 4, 2002 - Human Factors and Ergonomics Society 46th Annual Meeting - Baltimore MD; Internet: <http://hfes.org>

October 6-8, 2002 - World Workplace 2002 - Toronto, Canada; Contact: IFMA; Telephone 713-623-4362; Internet: www.worldworkplace.org

October 22-26, 2002 - ORGATEC 2002 - Cologne, Germany (biannual); Internet Site: www.koelnmesse.de/orgatec; E-mail: rperry@citf.com

October 17-24, 2002 - International Home Furnishings Market - High Point; Telephone: 336.889.0203; Internet: www.furnituremarket.org

October 31-Nov. 2, 2002 - Architectural Digest Home Design Show - New York, NY; Contact: Troy Hanson, Director of Sales at 312.527.7531; Internet: www.merchandisemart.com/homedesignshow

Nov. 9 - 12, 2002 - International Hotel/Motel & Restaurant Show - New York, NY; Telephone: 800-272-SHOW; Internet: www.glmshows.com

Nov. 12 - 14, 2002 - School and Home Office Products Association (SHOPA) Show - Atlanta GA; Internet: <http://www.shopa.org>

Nov. 20-23, 2002 - Furniture World China 2002 - Beijing, China; Internet: www.furniture-cn.net.cn

Nov. 27 - 30, 2002 - International Furniture Fair Tokyo (IFFT) 2002 - Tokyo Big Sight, Japan; Internet: <http://idafij.com>

Nov. 20-21, 2002 - NeoCon West - Los Angeles, CA; Contact: Merchandise Mart Properties, Inc. ; Telephone: 312.527.7600; Internet: www.neoconwest.com

January 9-13, 2003 - Le Salon du Meuble de Paris - Paris, France; Internet: www.salondumeuble.com

January 30-February 1, 2003 - BIFMA International's Annual Management Conference - Coral Gables, Florida; Internet: www.bifma.org

February 2003 - LegalSpace Conference & Exhibition - New York NY; Telephone: 800.537.2128, ext. 9100; Internet: www.legaltechshow.com

February 25 - 28, 2003 - FurniTek China 2003 - Shanghai, China; Internet: www.furnitekchina.net

April 9-11, 2003 - Construct America (newly co-located CSI Show and Facility Forum) - Chicago, IL; Telephone: 703.706.4776

May 23 - 27, 2003 - Interzum 2001 (furniture supply fair), Cologne Fairgrounds, Cologne, Germany. For more information phone 212-974-8837. Web Address: <http://www.interzum.de>

July 31 - August 3, 2003 - AWFS Woodworking Machinery & Furniture Supply Fair - Anaheim, California; Internet: www.awfsfair.org; Phone: 800-946-AWFS

October 7-9, 2003 - WorkPlace '03 - London (biannual); Internet: www.workplace-event.co.uk

November 6-7, 2003 - Midwest Industrial Woodworking ExpoSM - Grand Rapids, MI; Internet: www.tsiwoodworkingshows.com