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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.

December 13, 2000
Furniture Emission Standards
Subcommittee
9:00 AM - 4:00 PM
Crowne Plaza, Grand Rapids, MI

January 9 & 10, 2001
Panel Standard Subcommittee Working
Group
9:00 AM - 5:00 PM January 9, 2001
8:30 AM - 3:00 PM January 10, 2001
Crowne Plaza, Grand Rapids, MI

January 18 & 19, 2001 Chair Standard
Subcommittee Working Group
9:00 AM - 5:00 PM January 18, 2001
8:30 AM - 3:00 PM January 19, 2001
LOCATION: GLOBAL TRAINING CENTER
940 Alness Street, Downsview
Toronto, Ontario, CANADA

February 1 - 3, 2001
Annual Management Conference
The Ritz-Carlton San Juan Hotel
6961 State Road No. 187
Isla Verde, Carolina, Puerto Rico
(Register at BIFMA's website:
<http://bifma.org/events/index.html>)

March 5, 2001
Flammability Subcommittee Meeting
1:00 PM - 5:00 PM March 5, 2001
Sheraton Four Seasons, Greensboro, NC
(Held in conjunction with the AFMA
Flammability Seminar)

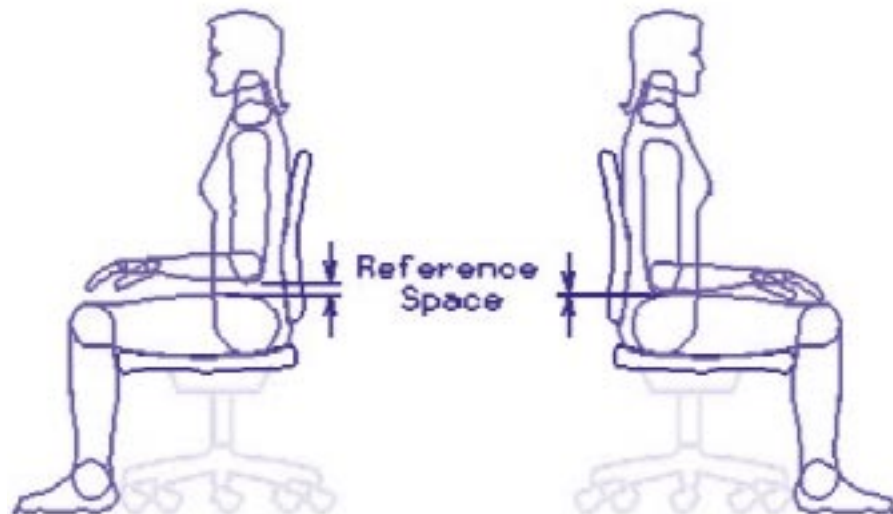
March 21, 2001
Statistical Information Committee
Meeting
BIFMA Headquarters
2680 Horizon Dr., SE, Suite A-1
Grand Rapids, MI 49546

April 19 & 20, 2001
Engineering Committee Meeting
9:00 AM - 5:00 PM April 19, 2001
9:00 AM - 3:00 PM April 20, 2001
Location: Dallas TX
Hotel: Crowne Plaza: Dallas Market
Center
Dallas TX

BIFMA Ergonomics Guideline To Be Released on 01/01/01

By Kees Breeuwsma

The absence of a U.S. ergonomics guideline for VDT office furniture used in work spaces will soon be history. A BIFMA task group has documented a provisional guideline based on ISO 9241.3 and 9241.5; the measurable ergonomics guiding principles and design requirements as published by the International Organization for Standards (ISO).



Kees Breeuwsma, BIFMA Ergonomic

Guideline Task Group chairperson

(kbreeuw@kimball.com; 812-634-3764); or

Doug Kokot, BIFMA Ergonomic

Subcommittee chairperson

(dkokot@steelcase.com; 616-698-4554).

The BIFMA G1-2001 guideline is intended to aid specifiers, designers, customers, manufacturers, and others, with the selection and development of VDT workstation furniture solutions that fit the intended user population.

BIFMA Finalizes New Forecast Model

By Mike Reagan

BIFMA is turning to a new econometric model to produce updates for forecasted orders and shipments.

The model has been developed by Standard and Poor's DRI, a firm with more than three decades of experience in economic analysis and forecasting and a focus on global business information.

The DRI model is regarded as a more comprehensive method of forecasting future orders and shipments in the industry, since it takes into account all of the key drivers of demand for

furniture, whether new or refurbished, as well as consumer demand. It also takes into account variables that impact demand, such as corporate profits, employment trends and relative prices.

BIFMA has been forecasting orders and shipments for the office furniture industry since the late 1970s. These quarterly updates have taken on greater importance as more office furniture firms have become publicly traded companies.

"Forecasting industry orders and shipments gives our members and our public audiences an opportunity to formulate expectations regarding the industry's future business perfor-

mance," noted Tom Reardon, BIFMA's Executive Director. "The DRI model will provide more understanding of the variables driving the forecast and allow insight into the upside and downside potential to each variable."

The current forecast revised on December 6, based on actual data through September 30, calls for shipments in 2000 of \$13.385 billion (a 9.4% increase over previous year), \$14.138 billion in 2001 (5.6% increase), and \$14.570 billion in 2002 (a 3.1% increase).

8th Annual Workshop On Forest Products Marketing Planned For March 2001

Marketing has been called the backbone of most successful forest products companies. Yet, many manufacturers struggle with the marketing concept. The Center for Forest Products Marketing and Management at Virginia Tech will be conducting the 8th annual workshop on Forest Products Marketing on the Virginia Tech Campus in Blacksburg, Virginia on Thursday, March 15 and Friday, March 16, 2001.

This two-day workshop will introduce the basics of marketing to the new marketing and sales personnel, and update current personnel of changing factors affecting the industry. A thorough understanding of marketing concepts will assist forest products companies as they face increasing competition from overseas and substitute products.

The program will concentrate on the

fundamental principles of marketing and salesmanship as they apply to the forest products industry. Some topics that will be covered include

Forest Products Overview

What is Marketing?

Distribution

Pricing

Promotion

Strategy

Forest Certification

Personal Selling

International and Domestic Markets

Forest Products on the Internet

E-Commerce

Instructors for the workshop will be Bob Bush, Fred Lamb, Tom Hammett, and Bob Smith from the Department of Wood Science and Forest Products at Virginia Tech.



For registration materials or additional information, contact:

Bob Smith

Center for Forest Products Marketing

and Management

Department of Wood Science

and Forest Products

1650 Ramble Road

Blacksburg VA 24061-0503 USA

Phone: 540-231-5876

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Management Conference Sponsors

BIFMA International's 2001 Management Conference on February 1- 3 in San Juan, Puerto Rico will be here quickly. This year's theme, "Technology & the Workforce", will feature presentations on topics such as e-commerce, lean manufacturing, and training needs in this era of rapidly changing technologies. Following is the preliminary program, showing this year's sponsors. BIFMA wishes to thank all of these sponsors for their support, and for helping to make this annual event a great success.

Wednesday, January 31, 2001

Airport Transportation sponsored by Allsteel.

6 pm Early Arrivals Reception sponsored by Milliken Contract Fabrics.

Thursday, February 1, 2001

8 am Depart for Early Arrivals Golf Event - Gary Verplank of Shape Corp. has reserved space for 20 people to play golf at Palmas del Mar on Feb. 1. The cost will be in the range of \$75 -\$80 for 18 holes and could vary downward if there are more than 12 players.

10 am Registration Desk opens (Welcome Gifts sponsored by Plastic Prescriptions Ltd.)

6:00 pm Networking Reception at Ritz-Carlton

sponsored by Absecon Mills.

7 - 9 pm Welcome Dinner - Jerry Jasinowski of NAM invited. Sponsored by Teknion Corporation and The Global Group.

9:00 - ? Hospitality Suite (1 of 3 times) sponsored by the Merchandise Mart.

Friday, February 2, 2001

6:30 am Breakfast Buffet sponsored by Counter Point.

8:00 am Opening Remarks - Jack Michaels

8:15 am Keynote - Tom Faranda on " E-Commerce" sponsored by Suspa, Inc.

9:30 am Break #1 sponsored by Culp, Inc.

9:50 am Second Session - Otto Bucholz on " E-Furniture" sponsored by Kl.

10:50 am Break #2 sponsored by Culp, Inc.

11:10 am Third Session - Dr. Bill Bruck " The Heart of Distance Learning" sponsored by Group Dekko/Pent.

12:25 pm Lunch sponsored by Byrne Electrical Specialists, Inc.

1:30 pm Fourth Session - Art Byrne of The Wiremold Company on " Lean Manufacturing" sponsored by Stabilus.

2:30 pm Closing Session -A discussion of what

was learned from this conference and how attendees can use the information in their workplaces.

3:30 pm Adjournment

3:30-6:30 Hospitality Suite (2nd of 3 times) sponsored by the Merchandise Mart.

7 - 8 pm Friday Evening Networking Reception sponsored by Morton Powder Coatings.

8 -10 pm Club Tropicoro Night co-sponsored by Light Corporation.

Saturday, February 3, 2001

6:30 am Breakfast Buffet sponsored by Linak

OPTIONAL CULTURAL AND RECREATIONAL ACTIVITIES:

1) Shotgun Golf Tournament at Bahia Beach

Plantation (Prizes Sponsored by Interface Fabrics)

2) Rainforest Hike

3) Snorkeling Excursion

3-6 pm Hospitality Suite (3rd of 3 times) sponsored by the Merchandise Mart.

6:30 pm - 12:30 am Saturday Evening Dine-Around; Round Robin Shuttles to Three Entertainment Zones.

Sunday, February 4, 2001

6:00 am Refreshments During Departures

To register for the conference online, visit the BIFMA website at www.bifma.org/events.

Free On-Line Publicity Offer

By Anne Fallucchi

Peter S. Kimmel, publisher of FMLink, would like to offer BIFMA members opportunities for free publicity online. Press releases can be business or product related. Here's how press releases can be sent:

* Press releases can be embedded in the e-mail message itself. Do not send photos; FMLink will request them if needed. Send releases to: edit@fmlink.com

* Emails and accompanying electronically transmitted news releases (attachments) should also be sent to: edit@fmlink.com. This method

requires an additional week to process and post since attachments must be scanned for viruses. Again, no photos.

* If neither of the above methods is possible, releases can be mailed to: FMLink, PO Box 59557, Potomac, MD 20859-9557.



Questions can be directed to Peter Kimmel, publisher, at 301/365-1600. Those who are not familiar with the Web site might want to view it: www.fmlink.com. Registration is FREE to everyone, and FMLink assures privacy and confidentiality.

BIFMA Members In The News

The following information was compiled from company press releases or news articles on BIFMA members in the last quarter.

KI EARNS SUN MICROSYSTEMS PERFORMANCE AWARD

GREEN BAY, WI - Dick Resch, president and CEO of KI, received a Sun Microsystems 2000 Supplier Performance Award in October. This is the second year in a row Sun Microsystems honored the company with this award. Sun Vice President of Operations John Shoemaker spoke to more than 350 guests attending the ceremony at the San Jose Convention Center, after which the company's top management presented awards to 39 suppliers including Hewlett Packard, Samsung Electronics and United Parcel Service. KI has supplied office furniture to Sun Microsystems in the U.S. for the past six years.

SUSPA ANNOUNCES PROMOTIONS - NEW MANAGEMENT TEAM HAS A COMBINED 87 YEARS OF EXPERIENCE

GRAND RAPIDS, MI - SUSPA, Incorporated, recently announced the formation of a new leadership team, comprised of company veterans who together have 87 years of experience at SUSPA.

Steven Garvelink, a 24-year SUSPA employee, has been named President. Garvelink has been the company's Director of the Diversified Components Group since June, 1994. In addition, Robert Keena, Michael Dunlap and Gary Babcock were recently promoted as Vice Presidents of the company.

"I am confident that this skilled and knowledgeable team will take Suspa to the next level," said Erina Hanka, chair of SUSPA's Board of Directors. "The SUSPA family is proud of the background and accomplishments of each of the individuals who make up our leadership team."

Garvelink joined SUSPA in 1976 and has held various positions in production, engineering, sales and management, and is currently the speaker for the Industrial Global Steering Committee providing vision and communication on an international level.

Keena, Vice President of Manufacturing, joined SUSPA in 1980 and has held various positions in production management, sales and engineering. He is a member of the West Michigan Sustainable Business Forum, the West Michigan



Environmental Action Council and the American Society for Quality Control.

Dunlap, Vice President of the Chair Components Group, joined SUSPA in 1978 and has an extensive background in global business and marketing strategies as a supplier to the automotive, office furniture and washing machine industries. He is a founding member and past chair of the Office Furniture Industry Council.

Babcock, Vice President of the Automotive, Suspension and Lift Systems Components Groups, joined SUSPA in 1980 and previously held the position of Director of the Automotive and Suspension Components Group. He also has responsibility for the Information Technology department.

SUSPA, Incorporated, was established in 1974 in Grand Rapids, Mich., as the North American manufacturing and sales operations of SUSPA Holding, GmbH, near Nuremberg, Germany. Additional operations and sales offices are located throughout Europe, Asia and Australia.

DAUPHIN LAUNCHES NEW WEB SITE

BOONTON, NJ - Dauphin, a manufacturer of ergonomic, lounge and multi-perpose seating, has gone live with a new Web site that's simple to navigate and shop. While the address is the same - <http://www.dauphin.com> - the content is new and was developed in response to the needs of the company's dealers, the A&D community and consumers.

Searchs may be done by product category, product family, or model number. Specifiers and dealers may download and print Acrobat Reader 4.0 ("pdf") files of cut sheets.

Customers may shop at the site and Dauphin promises shipment of their chairs in two to five business days. Information on the site includes sections on ergonomics, the company's history, and locations for all their U.S. and overseas locations.

NEW BIFMA MEMBERS

- Regular: Helikon Furniture (Taftville, CT)
- Supplier: Indalex, Inc. (Bannockburn, IL)
- Multi-Wall Packaging (East Providence, RI)
- Temple-Inland (Diboll, TX)
- Ultrafabrics, LLC (Elmsford, NY)
- Service: UBS Warburg (New York, NY)
- International: Richarz-Kommunikation (Germany)

NEW BIFMA STAFF MEMBER

Donna Schubeck has joined the staff of the association recently as an Administrative Assistant. She has held several positions in the past including Administrative Assistant/Office Manager, Wedding Coordinator, and free-lance writer in addition to developing a small catering business. Donna is a 1983 graduate of Aquinas College in Grand Rapids with a BS in Communications and Business Administration. She is a private pilot and has four adult children. We welcome Donna to the office furniture industry's trade association and look forward to working with her.

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

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Richard Driscoll *Manager-Technical Services*

Brad Miller *Manager-Communications*

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Michael Reagan *Manager-Administration*

and Statistical Information

Donna Schubeck *Administrative Assistant*

Editorial Staff

Brad Miller *Editor*

Contributing Writers:

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Anne Fallucchi

BIFMA Officers and Directors

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Jack Michaels, HON INDUSTRIES, INC.

Vice President/President Elect

open

Treasurer

Timothy Schad, Nucraft Furniture Company

Directors

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James Mitchell, Steelcase Inc.

Kevin Sauder, Sauder Woodworking

Thomas Sehrer, Magna Design, Inc.

Michael Volkema, Herman Miller, Inc.

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CALENDAR of industry events

January 11-15, 2001 - Le Salon du Meuble de Paris - Paris Expo, Porte de Versailles; Internet Site: www.salondumeuble.com

February 1-3, 2001 - BIFMA International's Management Conference - San Juan, Puerto Rico; Telephone: 616.285.3963; Fax: 616.285.3765; Email: email@bifma.org; Internet: www.bifma.org

February 16 & 17, 2001- Carolinas Woodworking & Furniture Supply Show® Greensboro Coliseum Complex, Greensboro, NC; Contact: Trade Shows, Inc., PO Box 2000, Claremont, NC 28610; Telephone: 828-459-9894; FAX: 828-459-1312; E-mail: tsiwoodworking-shows@twave.net. Website: www.tsiwoodworkingshows.com.

March 6-10, 2001 - Malaysian International Furniture Fair - Kuala Lumpur; Telephone: 603.982.2888; Fax: 603.986.1551; Email: info@miff.com.my; Internet: www.miff.com.my

March 9 & 10, 2001 - Northwest Industrial Woodworking ExpoSM - Seattle, WA; Contact: Trade Shows, Inc., PO Box 2000, Claremont, NC 28610; Telephone: 828-459-9894; FAX: 828-459-1312; E-mail: tsiwoodworking-shows@twave.net. Website: www.tsiwoodworkingshows.com.

March 15-16, 2001 - 8th Annual Workshop on Forest Products Marketing - Virginia Tech Campus, Blacksburg VA; Telephone: 540.231.5876; E-mail: rsmith4@vt.edu

March 15-19, 2001- Furnidec 2001 - Thessaloniki, Greece; Contact: FURNIDEC Secretariat; Telephone: +3031-291.154, 291.111; Fax: 31-291.553; Email: exhibitions@helexpo.gr; Internet Site: www.helexpo.gr

April 4-5, 2001 - NeoCon South with Senior Housing - Atlanta, GA; Contact: Merchandise Mart Properties, Inc.; Telephone: 312.527.7083; Internet: www.merchandisemart.com

April 6 & 7, 2001 - Mid-Atlantic Woodworking Furniture Supply Show® & Plast*Fab 2001; Fort Washington, PA; Contact: Trade Shows, Inc., PO Box 2000, Claremont, NC 28610; Telephone: 828-459-9894; FAX: 828-459-1312; E-mail: tsiwoodworking-shows@twave.net. Website: www.tsiwoodworkingshows.com.

June 18-20, 2001, NeoCon World's Trade Fair - Chicago, IL; Contact: Merchandise Mart Properties, Inc.; Telephone: 800-677-6278 or 312.527.7599; Internet: www.merchandisemart.com

Sept. 11-14, 2001 - Furniture China 2001 - Intex Shanghai, China; Telephone: 301.424.7060; E-mail: globexpo@aol.com

September 13-14, 2001 - IIDEX/NeoCon Canada - The National Trade Centre at Exhibition Place, Toronto, ON, Canada; Contact: Merchandise Mart Properties Inc.; Telephone: 800-677-6278 or 312-527-7598 or 416.944.3350 Ext. 223; Internet: www.iidexneoconcanada.com

September 23-25, 2001 - World Workplace 2001 - Kansas City Convention Center, Kansas City, MO, USA; Contact: IFMA; 713-623-4362; Telephone: 800-677-6278; Internet: www.worldworkplace.org

October 31-November 1, 2001 - NeoCon New York - Jacob K. Javits Convention Center, New York NY; Contact: Merchandise Mart Properties Inc.; Telephone: 800-677-6278 or 312-527-7598; Internet www.merchandisemart.com

November 8 & 9, 2001- Midwest-Grand Rapids Woodworking & Furniture Supply Fair® - Grand Center, Grand Rapids MI; Contact: Trade Shows, Inc., PO Box 2000, Claremont, NC 28610; Telephone: 828-459-9894; FAX: 828-459-1312; E-mail: tsiwoodworking-shows@twave.net. Website: www.tsiwoodworkingshows.com.

Nov. 16-17, 2001, Industrial Strength Woodworking Expo & Conference, sponsored by Custom Woodworking Business and Wood & Wood Products magazines, Portland, OR.

November 29-30, 2001, NeoCon West 2001 - Los Angeles, CA; Contact: Merchandise Mart Properties, Inc. ; Telephone: 312.527.7600; Internet: www.neoconwest.com

November 30 & December 1, 2001 - Florida Woodworking & Furniture Supply Show®; Orlando, FL; Contact: Trade Shows, Inc., PO Box 2000, Claremont, NC 28610; Telephone: 828-459-9894; FAX: 828-459-1312; E-mail: tsiwoodworking-shows@twave.net. Website: www.tsiwoodworkingshows.com