

BIFMA Releases New Standard for Color Measurement

This standard is intended to provide a common practice of color measurement technique

BIFMA International last week announced the availability of a new standard, BIFMA Color 3.1-2005, for Color Measurement.

This standard is intended to provide a common practice of color measurement technique for office furniture manufacturers and suppliers. The new standard will be an integral part of establishing methods of visual and numerical requirements for color evaluation. The BIFMA Color Working Group's intent was to take numerous standards already written for color evaluation and make them user-friendly and directly applicable to the furniture industry. During the document development process, care was taken to maintain the guiding principals of other, more voluminous publications while simplifying the language, the association said. The BIFMA Color Working Group further believes this document to be a practical bench top document for color measurement.

The new standard provides a description of Primary and Secondary Light Sources. A section of the standard is dedicated to the evaluation of painted and solid laminate surfaces, as well as the evaluation of plastics and textiles. Definitions of the complex terms used in color measurement evaluations are also provided.

The work on the Color Standard began at the request of the BIFMA Supply Chain Committee's Quality Subcommittee. The Color Working Group met on a frequent basis during the year 2005 to complete the work and publish the finished standard.

Copies of the BIFMA Color 3.1-2005 are available in electronic (pdf file) or paper copy. A copy of the Standard Order Form can be downloaded from the BIFMA web-site at www.bifma.org.

Gunlocke Aims to Increase Market Presence with Menu

Menu aims at lower price point with combination of steel and wood.

Over the next few weeks in various locations around the country, Gunlocke, will unveil Menu, a casegoods product with a lower price point than what the company has traditionally offered. Menu is one of the largest product introductions for the company since HON acquired the company in 1989.



Menu by Gunlocke

Designed by Richard Holbrook, Menu is a casegoods platform with a large range of design, materials and scale options. Suitable for a wide spectrum of applications, Menu can be specified for everything from a junior workstation to the CEO's office, according to the company. Holbrook has previously done work for Herman Miller, Steelcase, and most recently for Teknion.



Holbrook

"We believe designers, architects and their clients will appreciate Menu's extensive design options, versatility and value," said Russ Minick, Gunlocke President. "With the creation of Menu, designers and architects now have the array of choices they need to help build their own solutions; in essence Menu provides them with the broadest possible range of meaningful choices, and this is what makes Menu unique."

For interior designer's, Menu's choices in style, material, scale and pricing make it possible to maintain a project's design integrity in the face of ever present value engineering. For the end-user, Menu delivers a range of integrated options, available at a variety of price points.

"Menu was based in part on extensive field research conducted with real people, in real offices," says Charles St. George, Gunlocke Vice President of Product Development. "By incorporating research feedback we were able to make Menu exceptionally responsive to real-world scenarios. For example, in today's business world, companies have to do more with less space. Menu has ten worksurface shapes and varied storage components that lend themselves to space-efficient configurations. At the same time, Menu's extensive choices in painted finishes, wood veneers and translucent materials help to open up spaces visually."

All of Menu's materials and finishes may be optioned up or down to

Sales Climb for Knappe & Vogt in latest Quarter

Sales grew 9.0 percent in quarter

Knappe & Vogt Manufacturing Co. announced Thursday the results for its second quarter and the six-month period ended December 31, 2005.

The Grand Rapids, Mich.-based manufacturer and distributor of drawer slides, shelving, storage and ergonomic office products reported that net sales grew 9.0 percent to \$40.9 million for the second quarter of fiscal 2006, compared with net sales of \$37.5 million during the same period a year ago. Sales of new products and product enhancements were \$8.1 million for the second quarter of fiscal 2006 compared with \$7.3 million in the second quarter of the prior year.

Net sales for the six months ended December 31, 2005, grew to \$81.7 million from \$75.9 million for the same period in the prior year, representing a 7.7 percent increase.

KV reported second quarter net income of \$2.5 million, or \$0.56 per basic and diluted share, which included a one-time settlement gain on one of the company's defined benefit plans of approximately \$952,000 after-tax. This compared to a second quarter fiscal 2005 net loss of \$522,815, or \$0.12 per basic and diluted share, which included an impairment/restructuring charge of approximately \$1.3 million after-tax related to the relocation of the company's wire production to Grand Rapids. Excluding these unusual items, the improvement in net income reflected savings from the consolidation of the company's wire production, leveraged operating costs due to higher sales volumes and lower steel costs.

Net income for the six months ended December 31, 2005, was \$3.7 million, or \$0.81 per basic and diluted share, compared with a net loss of \$132,304, or \$0.03 per basic and diluted share for the same period in the prior year.