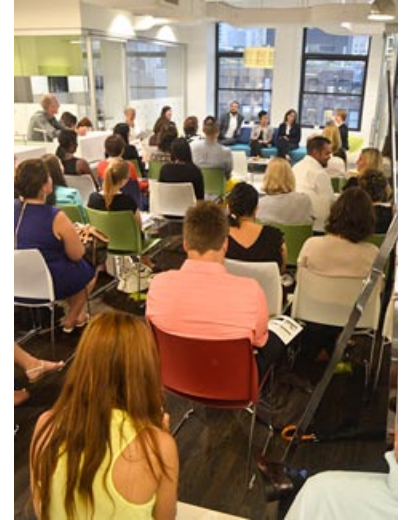


CITED:
 "THE MAN WHO DOES
 NOT READ HAS NO
 ADVANTAGE OVER THE
 MAN WHO CANNOT
 READ."
 —MARK TWAIN

LMNOP Workshop: "What is My Worth? (Compensation and Negotiations)"

Attaining a compensation package commensurate to an individual's worth within our industry is crucial, both to that individual and to the industry's perceived worth as a whole. However, negotiating compensation is often difficult to maneuver, particularly for people who are just joining the workforce or others who have had a long tenure at one company. Officeinsight contributor Jeanette Rodriguez reviews the July 15 accredited IDCEC "What Is My Worth?" workshop, sponsored by a collaboration between **Leadership Mentoring Networking Opportunities for the A+D Profession (LMNOP)** and **IIDA NY**, at the **Henricksen Showroom** in New York City.

FULL STORY ON PAGE 3...



DeskMakers making Desking (or is it Benching?)

On a recent trip to SoCal, we made a point of stopping by to chat with **Phil Polishhook**, CEO and sole shareholder of **DeskMakers**. Located in the aptly named City of Commerce, the company is making wood casegoods and chairs in the most stringent Air Quality District in America. During our discussion with Mr. Polishhook, we learn how DeskMakers came to be the company it is today, as well as how it's executing its business growth and product strategies.

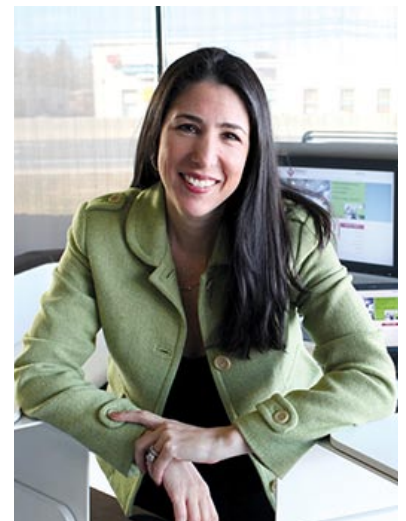
FULL STORY ON PAGE 8...



Summer Soiree in the City at Waldner's 75th

A few weeks ago, contract dealer **Waldner's Business Environments** celebrated the triumphant victory of keeping its doors open for 75 years, a feat well worth a good dose of self-reflection. Founded in 1939 by **Daniel Waldner**, the company is in its third generation of family ownership and is certified as a Women's Business Enterprise by the **Women's Business Enterprise National Council (WBENC)**. **Steelcase**, for which Waldner's is an authorized dealer, hosted the celebration at its 4 Columbus Circle **Steelcase Worklife Center** overlooking Central Park.

FULL STORY ON PAGE 13...



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Terrace Dwellers

Summer Soiree in the City at Waldner's 75th

There are certain moments in time throughout a company's history when self-reflection beckons. A step back from business as usual to focus on achievements, struggles, growth, and perhaps a peek into the bright future ahead.

A few weeks ago, contract dealer **Waldner's Business Environments** celebrated the triumphant victory of keeping its doors open for 75 years, a feat well worth a good dose of self-reflection. Founded in 1939 by **Daniel Waldner**, Waldner's grew from a small local stationery store to

a corporation with more than 133 employees throughout three locations. The company is in its third generation of family ownership, with siblings **Meredith Waldner Stern** and **Jay Waldner** acting as president and principal, respectively. In addition, Waldner's is certified as a Women's Business Enterprise by the **Women's Business Enterprise National Council (WBENC)**, which is the largest third-party certifier of businesses owned, controlled and operated by women in the United States.



First Waldner's Store In 1939



Meredith Waldner Stern

events



Waldner's Business Environments



Jay Waldner, Principal at Waldner's & Giles Korner of PTS Consulting

Naturally, a party was in order. **Steelcase**, for which Waldner's is an authorized dealer, hosted the celebration at its 4 Columbus Circle **Steelcase Worklife Center**. While the festivities could easily have been a fanciful evening set, Waldner's kept things dashingy casual with a weeknight event of cocktails, hors d'oeuvres and dancing.



A packed house



Hors d'oeuvres

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Upon our arrival, we grabbed our nametags and climbed the stairway to the 8th floor terrace, joining the party above. Champagne in hand (it is a *celebration*, after all), we headed outdoors, as it truly was a beautiful summer night. There on the terrace, the crowd gathered to enjoy the views across Columbus Circle to the greenery of Central Park and the city skyline beyond.



Views of Central Park and beyond

"We're very happy that we're here and able to celebrate something like this," said Vice President of Sales Ryan Osborne. "75 years is a very long time, and we've had the good fortune of working with many great people over the years who have helped us get here. Tonight is about kicking back and celebrating that by having fun – that's it!"



Bill Berne, VP of Sales at Waldners



Scott Ottley, Corporate Managing Director – Administration at Waldner's & Rob Pfister, VP of Sales at Waldner's



Waldner's Chairman of the Board and COO John Gallivan & Vice President of Sales Ryan Osborne

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Surprise face at the photo booth! Robin Charlick of Gensler & Cristina Kovacs of Waldner's

The crowd, a fun mix of Waldner's employees, including veterans and newbies, interior designers, sales executives and more, wasn't shy about having a good time. And they *do* have something to celebrate. Since Waldner's shifted from stationery to office furniture in 1947, it has steadily risen to the top, outgrowing its various locations throughout the years and expanding its services to join every corner of the market possible. The company serves work environments in corporate/financial services, legal, government/GSA/state, healthcare/hospitality and education. Its capabilities range from project and design support, project management, reconfiguration and move management, to a furniture service arm called FacilitSolutions, integrated technology solutions, architectural product solutions, and sustainability product, service and support.



John LaRuffa of NAI Long Island, Waldner's COO John Gallivan, Sloan Marcus of Marcus Organization & Waldner's Sales Executives Steve Peck & Frank Pita



A pyramid of diamond paper weight party favors



Enara Yusufova, Waldner's Marketing & Bonnie Carpenter, Design

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"I went from owning my own business to joining the team at Waldner's, and it's been a very smooth ride," said Steve Peck. "There's a rich history here that makes it a great place to work."

Back inside, attendees helped themselves to more drinks, hors d'oeuvres and a scrumptious dessert bar. A photo booth with comical hats and feather boas entertained partygoers (we joined in the fun, too). And no party could be complete without a hoppin' dance floor; as we left, DJ Stefanie Nava had just begun to heat up. And as The Lovin' Spoonful sang in their hit "Summer in the City,"

"But at night it's a different world
Go out and find a girl
Come on, come on and dance all night
Despite the heat it'll be alright..." ■



DJ Stefanie Nava spinning tunes



Katherine Treceno & Francis Medina of Cablevision



Relaxing on the other side of the glass