

brief CASE

New York School Construction Authority Classroom Tables



Project: New York City Classroom Tables
Client: School Construction Authority, City of New York
Dealer: Hudson Bay Environments, New York, NY

- The School Construction Authority, responsible for the design, construction, and modernization of New York City's public schools, approached Hudson Bay Environments and StelterPartners for assistance in meeting a variety of classroom needs.
- A total of 4,900 tables were supplied, including science tables with chemical resistant tops and round tables for use in art rooms.
- Trapezoid-shaped tables can be used individually or moved together to form larger hexagon-shaped tables suitable for group activities.

For information on how LearningWorks can meet your needs, contact your local StelterPartners representative.

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LearningWorks provides mobile, flexible, and adjustable learning products. Our broad and customizable product lines help create learning environments that adapt to educational trends, class activities, and shifts in student population.

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Round SchoolWorks™ tables in an art room application.



Trapezoid-shaped tables used as individual student desks.



brief CASE

Franklin Road Academy Classroom Furniture



Classrooms are furnished with walnut Soliwood® shells, walnut laminate desktops, and charcoal metallic frames.

Project: Classroom Furniture for Franklin Road Academy
Client: Franklin Road Academy
Dealer: Interior Design Services, Nashville, Tennessee

- The Feuze™ series offered the Franklin Road Academy the benefits of ergonomics and innovative materials, such as the Soliwood shells.
- Academy administrators were impressed with the combination of style, functionality, and unique design that the Feuze series provided for each of their classrooms.
- This project included 242 Feuze C-frame chairs and 170 Feuze C-frame desks.

For information on how LearningWorks can meet your needs, contact your StelterPartners representative at 616.451.7800.

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LearningWorks offers products that inspire students & teachers for life-long learning.
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C-frame chairs stack up to 6 high allowing for compact storage and easy access for cleaning.



C-frame chairs used with a LearningWorks utility table.



Nesting pads under the frame allow the chairs to rest on top of the work surfaces.



H O P I F I R S T M E S A E L E M E N T A R Y S C H O O L

C A S E S T U D Y

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T H E P R O B L E M

The Hopi Indian Reservation in Arizona was in need of design-oriented educational furniture for their new school, First Mesa Elementary School. Beverly Diddy, the designer on the project, found LearningWorks products while looking for a solution on the Internet and called LearningWorks to find a dealer in the area. LearningWorks referred Diddy to Business Environments in Albuquerque New Mexico who partnered with LearningWorks to pursue the Hopi opportunity. Business Environments and LearningWorks met with Diddy and representatives from Hopi to present the product line and potential solutions. While they were interested in the products, Hopi needed to purchase "green products" utilizing GSA approved products.

T H E S O L U T I O N

In the meantime Business Environments and LearningWorks, knowing they had a year to be awarded GSA, began meeting with the Hopis and Diddy to discuss their vision and how to achieve the design-oriented look they desired. Hopi liked the metallic finish of the SchoolWorks products and the mobility of all the LearningWorks products. They selected a mixture of SchoolWorks and LearningWorks with SchoolWorks' finishes, creating a uniform look. LearningWorks also submitted furniture specifications delineating how their products met the environmental standards set by Hopi.

T H E O U T C O M E

LearningWorks was awarded a GSA Supply Schedule seven months before the scheduled installation of First Mesa, thus making them eligible to be awarded the project. Hopi, excited about the products, pricing, and green construction, accepted LearningWorks' offer and purchased off of the contract. The project was delivered and installed on time and the Hopi's are thrilled with the look of their new school.

LearningWorks' flexibility and quick response to the needs of the Hopis won the dealer new business, as well as a new design partner in Diddy. Diddy and Business Environments have continued to partner with LearningWorks on various opportunities. In addition, LearningWorks partnered with Business Environments exclusively on this project. Jenna McMillan of Business Environments said, "Thank you for your help. Your quick response saved the Hopi deal" (7/25/03).



C R E D I T S

Dealer: Business Environments
Designer: Beverly Diddy

Sales: Ken Lyzkowski & Desiree Flanagan
StelterPartners' Rep: Karen Wright & R.J. Stelter

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The Problem:

Ovid-Elsie Area Schools, a consolidated school district in Mid-Michigan, needed innovative educational furniture for their two newly built elementary schools, Leonard Elementary in Ovid and Knight Elementary in Elsie. The architectural design team from Progressive AE, located in Grand Rapids, Michigan, recognized a need for exceptional durability combined with aesthetic styling to accomplish the goals of the two new media centers within the new schools. They contacted LearningWorks to seek help fulfilling their needs.

The Solution:

LearningWorks engineers were able to provide the Progressive AE design team with custom solutions to meet the special requests of the schools. They translated the requirements into solutions that offered design and affordability, and turned each custom requirement around quickly. SchoolWorks tables in a variety of sizes and with special plug and play options, designed by Brian Kane and Mark Kapka, were selected to accommodate the needs of the Media Center computer lab, and SchoolWorks bookcases and library pieces, were specified to match the unique design of the tables.

The Outcome:

LearningWorks and its dealer, Allied Office Interiors in Lansing, Michigan, were awarded the project after a competitive bid based on design, service, and affordability. LearningWorks and Allied Office Interiors coordinated the shipments and installation of the products to two different locations at the specific times requested to meet move-in criteria, even making product design changes after the order was placed. Ovid-Elsie Area Schools faculty and staff was pleased with the service and solutions offered by LearningWorks and Allied Office Interiors and are preparing additional orders to fulfill other school district needs.

Credits:

Dealer: Allied Office Interiors

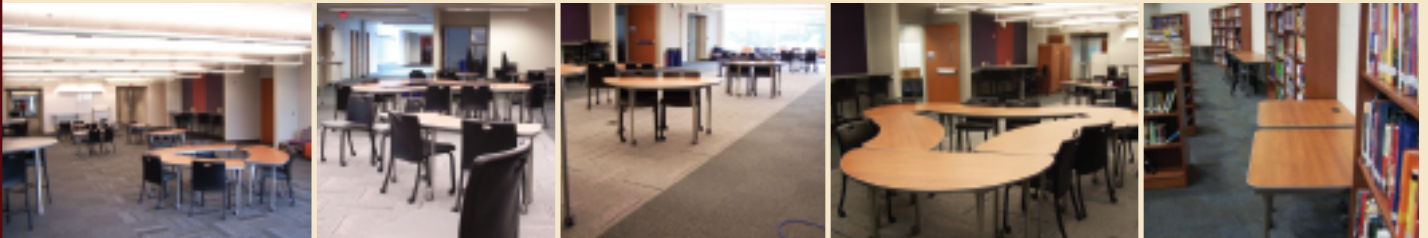
Sales: Bill Jennings

Progressive AE Design Team: Cherie Johnson, Melissa Morgan, Julie Rose
StelterPartners Rep: George Tiedgen

FOREST HILLS EASTERN HIGH SCHOOL

CASE STUDY

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THE PROBLEM

Forest Hills Public School District had outgrown their two high schools and was building a new, progressive high school to accommodate the growth. Their goal was to build a school that focused on interactive learning and more progressive teaching methods. For this they needed flexible and mobile furniture that could change as they changed. In addition the decision makers for Forest Hills Eastern (FHE) wanted tables with a welded frame and a sharp design in numerous shapes and sizes. FHE met with URS Greiner and Custer Workplace Interiors to discuss potential solutions; however, no current suppliers could supply such a table.

THE SOLUTION

Laura Turner, the Custer representative, contacted LearningWorks to invite them to participate in a mock-up for FHE. The decision-makers liked the SchoolWorks look and visited LearningWorks to see their product offering. LearningWorks showed FHE their products, but mostly listened to what the school wanted and offered to combine the Kane leg of the SchoolWorks collection with the welded frame of their Foundation Line. In addition, while visiting our space, FHE discovered that LearningWorks sister company, SpaceWorks manufactures high-density mobile storage, another need in the school.

THE OUTCOME

The URS designer working on FHE, Sue Conklin, specified the proposed LearningWorks solutions and Custer was awarded the project. FHE ordered over 800 custom tables in trapezoids, crescents, and half-moons with and without casters from LearningWorks as well as high-density mobile storage with laminate end panels from SpaceWorks. FHE has already outgrown the new school and plans for an addition are being made, plans that LearningWorks will be a part of.

Due to the ability of LearningWorks to customize existing products to fit the need of the end user, Custer was able to win the project, not only the seating they were originally pursuing. The end user was thrilled with products and there were only two punch list items on the over 800 items ordered.



SpaceWorks High-Density Shelving

CREDITS

Dealer: Custer Workplace Interiors
Designer: Sue Conklin

Dealer Sales Rep: Laura Turner
StelterPartners' Rep: Lyn Chadwick

CASE STUDY

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THE POTTERS HOUSE CHRISTIAN SCHOOL

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The Problem:

Potters House had original furniture and support equipment for over 20 years. The superintendent, John Booy, wanted to update and create an open and caring facility which matched their commitment to the community. Along with the remodeling that needed to be done, there was also a need to provide the new addition with functional furniture as well.

The Solution:

LearningWorks learned of the Potters House Schools needs. Being just down the street from the LearningWorks office, the team saw this as an opportunity to provide a school within the community a chance to become a novel school. LearningWorks offered to help them with the renovations. In meetings with Deb Hoeft, principle of Potters House, the LearningWorks team was given a three inch thick binder with valuable ideas and input from the Potters House staff. Each teacher took the time to provide input about what they would like to see in their classroom. Whether it was painting in the art room or chemical experiments in the science labs, the school staff all provided feedback. Jaymie Rolfe, the design and space planning specialist from the LearningWorks team, along with Chad Doane, a representative of StelterPartners, provided layouts of the classrooms to show the instructors. Jaymie and Chad had taken into consideration the entire school body, from Pre-K through 8th grade, teachers, and the administrative staff. Jaymie also generated product designs. On the very first try, the Potters House was sold on the proposed plan.

The Outcome:

In conjunction with the special requests from the individual staff at the school, LearningWorks was able to provide special case storage for the music and art rooms. Trapezoid tables were installed in the art room to give it a new upbeat feel for the students. The band was able to have storage it had never had before and every instrument was able to be stored and cased with simplicity. LearningWorks, knowing the Potters House budget and price points, was able to donate several table legs. StelterPartners and the LearningWorks team were also able to donate the installation crew by providing a number of people and representatives from LearningWorks. The install was great and the team was happy to do it, free of charge. The children, as well as the staff, love the end result. The conclusion of the project showcased the ability of a community to create a great success story that not only benefits the children but the community as a whole.



Credits:

StelterPartners Rep: Jaymie Rolfe

Special Thanks to: Deb Hoeft of The Potters House

CASE STUDY

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PUBLIC SCHOOL 188 BROOKLYN: LIBRARY

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The Problem:

The New York School Construction Authority (SCA) builds new public schools and manages the renovations of capital projects in New York City. Public School 188 Brooklyn was one of the many projects that the SCA was managing. The challenge for the SCA was finding a company that could provide customized design layouts, innovative products and installation in a very short amount of time. SCA, impressed with a previous StelterPartners' presentation, decided to contact Hudson Bay Environments, a StelterPartners dealer, confident that LearningWorks would provide the precise educational atmosphere the library needed and very quickly.

The Solution:

Hudson Bay Environments' reps Marisol Rivera, Gary Fairweather, and Janet Sheran promptly examined the public school's needs and relayed them to LearningWorks. Jamie Rolfe, LearningWorks designer, created a layout for the public library. A commitment to requested dates and an efficient, desirable timeline helped LearningWorks form a rewarding relationship with the SCA.

The Outcome:

Within a short period of time, LearningWorks had sent a design and specifications to the SCA. The SCA was impressed with LearningWorks' creative layout, fast turn around, and exceptional customer service. With the SCA renovating over 1200 public schools in New York City, there is great opportunity for LearningWorks to provide New York City's Public Schools with exciting educational solutions.

Credits:

Dealer: Hudson Bay Environments

Sales: Marisol Rivera, Gary Fairweather, and Janet Sheran

Design: Jaymie Rolfe

StelterPartners' Rep: Lyn Chadwick



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The Problem:

St. Francis School, a private school in Louisville Kentucky, was unhappy with the inconsistent look of their school and wanted to establish a standards program utilizing mobile and flexible furniture. They wanted to combine design with functionality to create a uniform look throughout their school, using furniture for space division. Office Resources Inc. was consulted to help St. Francis with their project. ORI designer Diana Ballerstedt had seen the LearningWorks product presented the product lines to St. Francis. The team developed a presentation package to present to the school with ORI. The St. Francis decision makers loved the SchoolWorks collection look and the principal wanted the strength and stability of a welded frame table as well as some custom cabinets.

The Solution:

ORI presented the needs of St. Francis to the LearningWorks team to review and make a recommendation. The LearningWorks engineers worked with ORI and St. Francis to ensure they created the custom products and consistent look necessary to win their business. LearningWorks provided renderings and iso-drawings of the custom cabinets as well. St. Francis also consulted LearningWorks to create layouts of a prototypical classroom that utilizes furniture for space division.

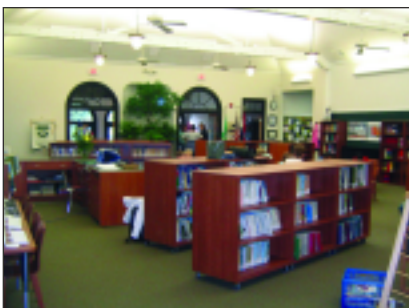
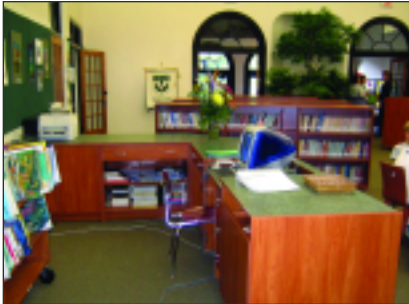
The Outcome:

After seeing the proposed solutions and pricing, St. Francis awarded ORI and LearningWorks the project. The classrooms were installed and St. Francis, delighted with the end result, has standardized with LearningWorks. They have a capital campaign underway to help fund the remodeling of the entire school with LearningWorks furniture.

Due to LearningWorks' flexibility, customization, and service ORI was able to win St. Francis School's business and they plan to work with them on projects in the future.

Credits:

Dealer: Office Resources, Inc. StelterPartners Rep: Lyn Chadwick
Designer: Diana Ballerstedt



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The Problem:

Wilson Elementary school, a private school in St. Louis, needed to renovate their resource center. The renovations had to accommodate their functional uses while possessing an aesthetically pleasing learning environment. The resource center was required to serve the traditional purpose for students to read, learn, and gather resources. It was also the elementary's designated room to hold meetings and school gatherings. In order to serve their multitude of needs, Wilson Elementary would need custom solutions for furniture that was flexible and mobile.

The Solution:

Wilson Elementary delegated the Parent Committee to make the furniture selections. They had initial intentions to use a particular recognized furniture company due to personal preferences. The initial company could not accommodate Wilson Elementary resource centers needs. Color-Art, the dealer they were working with, suggested joining up with the LearningWorks team. LearningWorks, a division of StelterPartners, provided custom bookshelves placed upon casters which could be easily pushed aside for large gatherings. LearningWorks also provided a custom circulation desk that fit the layout and design of their resource center.

The Outcome:

Within three months Wilson Elementary had movable bookshelves on casters and a custom circulation desk. Color-Art provided Wilson Elementary with drawings, custom solutions, deliver, and quality. With the help of LearningWorks products and services and Trivers Associates Architects, who provided layouts, the schools resource center was a success. LearningWorks was proud to take part in Color-Art's achievement. Color-Art was able to strengthen its relationships and become the primary source for further furniture renovations with Wilson Elementary.

Credits:

Dealer: Color-Art

Sales: Jackie Hardy and Christine Hoffman

Designer: Trivers Associates Architects (layouts)

StelterPartners Rep: Kristin Johnson