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1. SOPHIC™ & GUIDE™ SEATING
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LEAD TIMES:

1 Week Lead Time:
Henley® Seating

2 Week Lead Times:
Breathe® Seating
Snap™ Seating

3 Week Lead Times:
Alta® Seating
Advise™ Seating
Cheyenne® Seating
Colossal® Seating
Colossal Plus® Seating
Dakota™ Seating
FlexStation® Systems
Novel™ Tables
Piper™ Seating
PowerWorks® Panels
Pride™ Seating
Revelation® Seating
Sapphire® Seating
Solitude® Seating
Sterling 2™ Seating
System XXI® Panels
T-4™ Desking
Table Bases
UltraLite™ Tables

4 Week Lead Times:
Acclaim® Files
Ithaca™ Seating
Series XXI® Files
Volition® Desking

Look for us at ACA January 12-16 in Grapevine, TX.

*Lead times honored on products with standard laminates.

OEI *fyi*

BE OUR GUEST!

Remember when you were a child and had a guest? At our house, we were expected to be on our best behavior. We shared our toys and gave our visitor first choice of popsicles, not because my brother and I were miniature philanthropists, but because our mother had told us to. She taught us that since guests went through the trouble to be with us, it was our job to make things as easy for them as possible.

Don't you wish that wisdom held true in your daily life? When was the last time you felt like the valued guest of an airline or retailer? You may get a "guest check" at the diner, but did they even remember to hold the onions

on your burger? It may seem like all the civility has been squeezed out of modern civilization, but you can change that one room at a time.

Tell every guest of your organization they are important to you from the beginning. Give them a comfortable place to sit. Guide™ and Sophic™, the newest offerings in guest seating from OEI put Mom's sage advice to work.

Beech wood frames make the chairs as beautiful as they are durable. The two-piece contoured arms and wood-framed back of the Guide chair take their cues from classic European styling, while the curved arms and open

back of the Sophic are a study in contemporary elegance.

Perhaps even more important than how they look, is how comfortable these chairs are. Both of them boast seats at least 19" wide for the ease of every guest, and ergonomic designs that prevent fatigue. Additionally, a unique combination of foam and webbing create plush cushioning in the seat and back that lasts. With seating this luxurious, you might just be transported back to childhood, when you wished you were the guest.



Guide™ Guest Seating



Sophic™ Guest Seating

LET YOUR WOOD FINISHING AND UPHOLSTERY SHOPS SHINE

More than other seating lines, the Sophic and Guide chairs allow you to add value you can see. The unstained wood frames are shipped semi-KD—only the side sets are assembled by OEI. Precision tailoring is featured on the Guide chair, while the ply-grip technique is essential to Sophic. In addition to the furnished wood components, bulk shop supplies including slab foam, elasticated webbing, ply-grip, and fasteners are required for these chairs, allowing greater control over your inventory and costs.

IN SUPPORT OF THE BOTTOM LINE

We've all fallen victim to a low price, whether it was a bargain cashmere sweater that unraveled immediately or a Geo Metro that left a trail of parts behind you. Office furniture is no different. When you buy the least expensive option sometimes you get exactly what you pay for, but sometimes, as with Snap™ Task Seating, you just get the best value in the house.

How can you be sure that Snap is a quality chair? If you happen to have one handy, pick it up and flip it over. Immediately you'll see that the heavy-gauge steel mechanism has very few welds. That's intentional. Fewer welds mean a stronger product with less chance of failure. While you're looking around, you might also notice that the mechanism is securely anchored with six screws instead of the usual four. Now flip that chair back over before people start to stare.

In addition to the strength you can see, Snap has less showy features like Nylock treated hardware that won't back out, a five-star nylon base reinforced with fiberglass, and the most reliable pneumatic cylinder on the market. If that isn't enough to reassure you of its durability, look at the fine print. All Snap Task Chairs are covered by OEI's standard ten year warranty.

Now that we agree Snap is well-built, let's move on to comfort. After all, stone benches are indestructible, but nobody would want to sit on one 8 hours a day. Snap addresses comfort on two fronts, composition and adjustability. The seat and back are made of contoured molded foam to reduce pressure points and provide comfort that won't break down. The back is also designed with lumbar "pillows" for additional support.

Much like your favorite pair of jeans, a big component of comfort is fit. That is why even the least expensive task chair in the Snap line is adjustable in three dimensions. Back height, arm width, and seat depth can all be customized easily from a seated position, and like any other OEI task chair, overall height and seat-back angle are controlled by levers beneath the seat. If you still aren't convinced that Snap is a good value and not a cheap chair, contact your OEI representative. *Sitting is believing.*

Snap™ Task Seating



IT'S EASY BEING GREEN

Maybe it was tougher 35 years ago when the song was written, but these days being green is as easy as flipping a switch. For years changing to compact fluorescent light bulbs has been the simplest way to reduce energy consumption in your home. Now that efficiency can come with you to work, and you don't even need to lift a finger. OEI's new T5 task light contains an electronic ballast and rapid start bulb that reduce annual energy costs by up to 38% without any subsequent increase in product price or leadtime.

The savings don't stop there. A new design allows the T5 housing to maintain all the strength and durability of its predecessors with less steel content, making the price more stable over the long run. Additionally, the use of minimal packaging reduces both the freight costs and environmental impact of the product.

T5 saves you time as well as money. A reduction in size and color choices simplify the ordering process without any decrease in utility. The classic black housing coordinates with all existing overhead finishes and eliminates the need to specify color. In addition, updates to OEI's Encompass CAD program will make the transition to the new set of sizes (18", 24", 36", and 48") automatic.



Personnel

Marlene Van Pay-Production/Customer Service Coordinator

MVP Needed!

Marlene Van Pay may be in her rookie season as a customer service representative for Alaska, Delaware, Maryland, Utah, West Virginia, and Wisconsin, but she is no stranger to OEI and our products. A twenty-year veteran of the manufacturing plant, she was most recently the coordinator of the Sterling cell. In that capacity she learned seven chair lines like the back of her hand, as well as how to prioritize, problem solve, meet scheduling goals, and provide customer service support.

Even with that array of skills, Marlene remains humble about her new position. "There is just so much to learn," she said with a small laugh. That sunny disposition is yet another asset that travels well from factory to front office. While she may wish she had more experience with overheads and deskings, her colleagues know that she is ready for the customer service arena. They encouraged her to apply for the new position in the first place.

When she is not studying up on office furniture, Marlene enjoys fishing, boating, and blazing ATV trails with her husband, Bill, at their cabin near Crivitz. And when the Wisconsin winter forces her indoors, she contents herself with spoiling the family's three cats and preparing her twin sons, Jordon and Jason, for their upcoming freshman year at Northeastern Wisconsin Technical College.

If you have not had the pleasure of meeting Marlene yet, you will just have to hold out a little longer. She will be sidelined until the end of January on medical leave. She may not have given much thought to a New Year's resolution, but we hope it involves a full recovery and speedy return to the customer service game.