



ancillary IS THE  
NEW primary

AN INSPIRING LOOKBOOK







# welcome

This Lookbook was created with care to serve as an inspirational resource as you develop visions for your clients' spaces. It represents a broad spectrum of manufacturing partners, both in product type and aesthetic.

We want to be your partner in helping you select, procure and deliver ancillary solutions to your clients, and we hope you find the Lookbook helpful and inspiring!

## valuable resources

In order to bring you the most value, we have included the following resources:

### Linked Manufacturer Index

The first index is alphabetical by manufacturer. Steelcase partners are bolded, and colored icons indicate the warranty coverage period for each vendor. Click on the manufacturer to view its corresponding page in the Lookbook.

### Linked Category Index

The second index is sorted by product category, so that you can easily refer to vendors by the categories below. Click on the manufacturer to jump to that page in the Lookbook.

*Furniture / Outdoor / Accessories / Rugs / Lighting / Accessories / Games / Biophilia / Textiles*

### Website Links

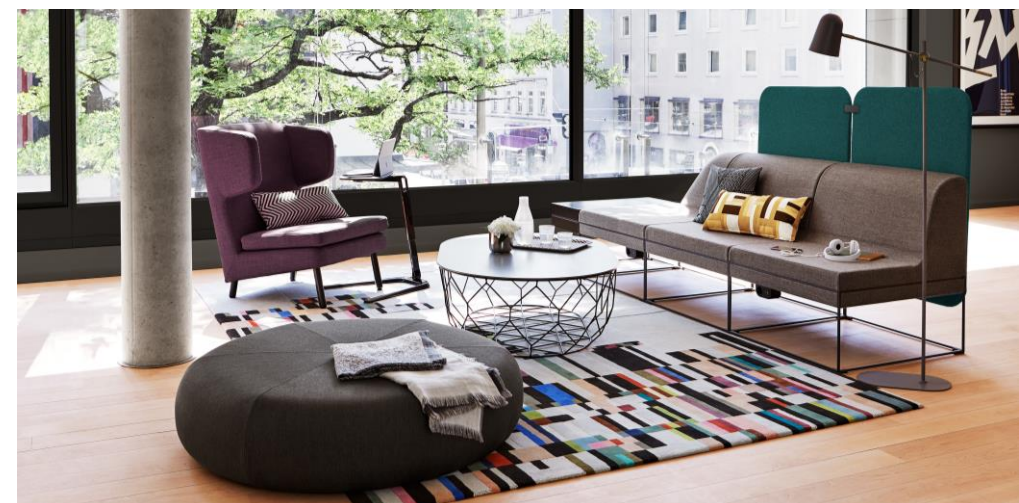
To provide easy access to each manufacturer, their logos are linked to their respective websites.

## web tools

We have two sophisticated online tools to help you specify ancillary solutions, My Resource Library and Steelcase Marketplace. You can learn more about them on page 9.

## questions?

[Find your local rep here and connect with us.](#)  
We are happy to help!



Photos © Steelcase

We understand that COVID-19 has dramatically impacted all businesses. Please reach out to us for help selecting vendors that can best support you at this time.

[Find your local rep here and connect with us](#)







# manufacturer index

## legend

**Bold = Steelcase Partner**

■ Warranty 5-10+ years ■ Warranty 1-5 years ■ Warranty ≤1 year ○ None ★ Info not available

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### Steelcase Partners

Our direct relationship with Steelcase provides the highest quality products, integrated procurement and delivery systems, onsite service and the best warranty in the industry.



# category index

## furniture

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## textiles

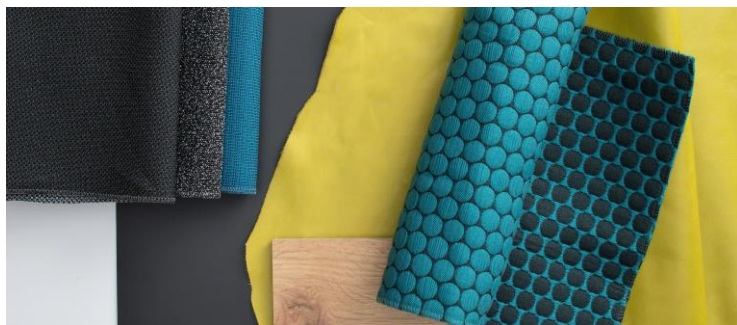
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# your ancillary partner

Providing ancillary solutions for large-scale projects can be very complex, involving more than 100 individual manufacturers. You need an experienced partner with sophisticated resources to streamline and manage ancillary project implementations. We are uniquely positioned to be your go-to partner for selecting, sourcing and delivering ancillary solutions.

## our expertise



### Contract Quality Certified

Not all ancillary products meet the rigorous demands of commercial environments. We can leverage our industry knowledge to help you in specifying contract quality solutions if appropriate for your project. Our experiences working with a myriad of ancillary vendors can be invaluable as you select manufacturing partners.

### Fire Code Knowledge

We have extensive fire code knowledge, ensuring that your ancillary solutions meet regional safety requirements.

### COM Coordination

We are experienced in navigating the rigorous process of custom fabric selection and testing. This process includes:

- Acquiring fire testing
- Obtaining fabric approvals
- Addressing any special requirements for pattern applications on furniture
- Coordinating multiple sources and vendors to drive to an on-time delivery

## our commitment



### Financial Stability

Because we are owned by a Fortune 1000 corporation, we have enough financial depth to support large ancillary projects. We also have the flexibility and resources to create new ancillary vendor partnerships.

### Our Reliability

We've made significant investments in our people, processes and facilities to be able to deliver on our promise to you. We have our own warehouses and truck fleet, enabling us to be agile in supporting your needs.

### Warranty

Please see the Manufacturer Index on page 5 for details on the warranty period for each vendor.

## our resources



### Warehousing, Installation & Delivery

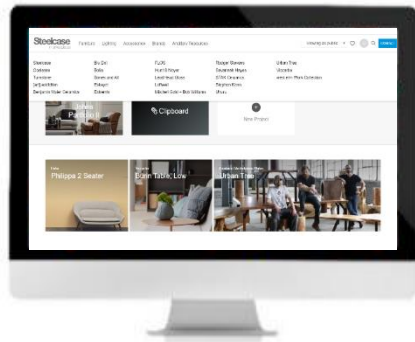
Our three warehousing facilities across New England handle a vast number of shipments received and delivered each day. We specialize in the details - receiving and inspecting your products for visible damage, and consolidating shipments from multiple manufacturers. Our fleet of trucks ensures your delivery runs smoothly, and that your products arrive safely and on time.

<b>1,280,000</b>	Pieces handled per year
<b>691,000</b>	Miles logged every year
<b>287,000</b>	SF of cubed storage
<b>226,000</b>	Total SF, secured & climate controlled
<b>177</b>	Employees
<b>37</b>	Vans stocked with most commonly needed service parts
<b>35</b>	Trucks
<b>35</b>	Drivers
<b>10</b>	Service techs
<b>5</b>	Schedulers
<b>4</b>	Inventory management staff



We're here to help, and these powerful web tools are available to support your ancillary vision.

## ancillary specification tools



### Steelcase Marketplace

A powerful web tool for exploring Steelcase brands, partners and makers. It's designed to offer inspiration and ease selection while streamlining the specification, ordering and project management process.

- 50+ brands
- Sort by brand, product type, features, lead times, finish grades and price
- Create project boards
- Compare up to 4 items
- Print product and project sheets
- Add notes and comments
- Download Revit files
- Customize and download spec sheets

[Get Started](#)



### Design Public Group

A dynamic web tool for more than 500 SKUs of ancillary products from American, European and Asian manufacturers. This easy-to-use platform enables you to seamlessly browse and filter a myriad of products.

- 300+ brands
- Search for product by category, brand, search or quickship
- Filter by brand, product type, features, lead times and price
- Create quotes
- Download CAD and Revit symbols
- Customize and download spec sheets

[Get Started](#)



### My Resource Library

A powerful web tool that replaces a library of physical binders. Use MRL to access our open line manufacturer partners in the cloud. MRL helps you find products, pricing, spec sheets and more.

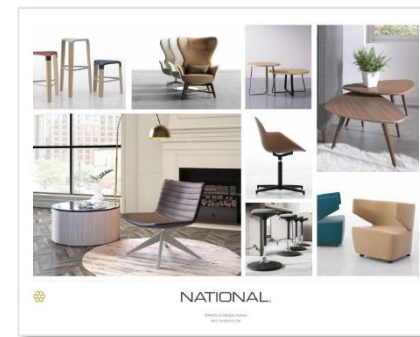
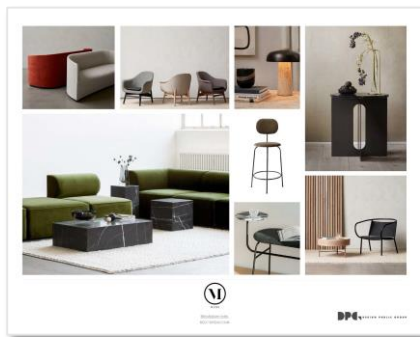
- 475+ brands
- Includes systems furniture
- Download CAD and Revit files
- Browse gallery of inspiring images
- Create project binders / boards
- Browse by vertical market and product categories

[Access Our Library](#)



Our collection of lookbooks offer inspiration for your corporate, hospitality, and HHI projects.

## lookbooks



### Hospitality Furniture Lookbook

An inspiring resource for exploring ancillary furniture and accessories for lobbies, reception areas, and amenity spaces..

- 100+ brands
- Explore manufacturers by warranty
- Indexes are clickable, vendor logos serve as web links
- Links to Steelcase Marketplace and Design Public Group

[Get the Hospitality Furniture Lookbook](#)

### HHI Ancillary Lookbook

Use this lookbook as an inspirational resource as you develop visions for your clients' spaces that meet the Healthier Hospitals Initiative.

- 28 brands
- Explore manufacturers by category and warranty period
- Indexes are clickable, vendor logos serve as web links to HHI info

[Get The HHI Ancillary Lookbook](#)









THE **lookbook**









Photos © ABC Carpet & Home

abc carpet & home

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alki

Photos © Alki

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Photos © Allermuir

# Allermuir

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**Andreu World**

Photos © Andreu World

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Photos © Anna Karlin



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ANTHROPOLOGIE

Photos © Anthropologie

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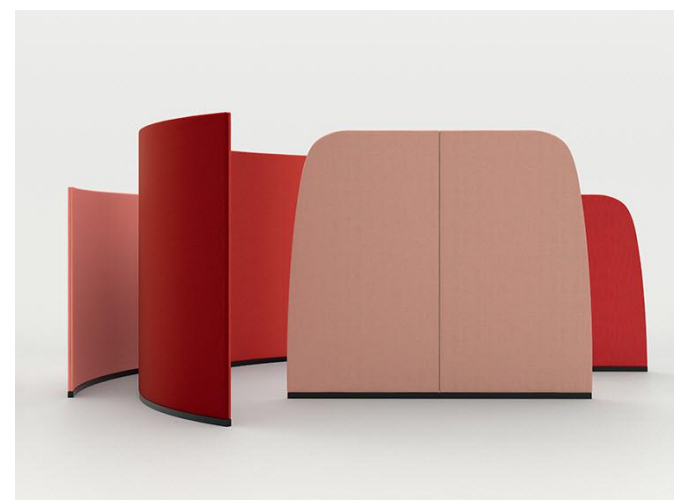
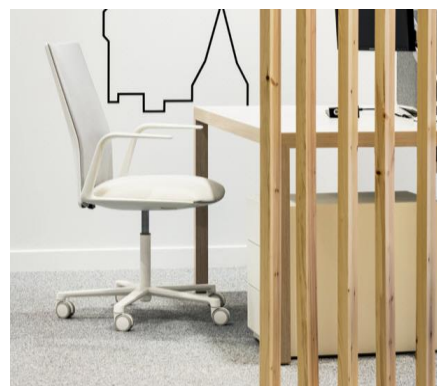
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arcadia

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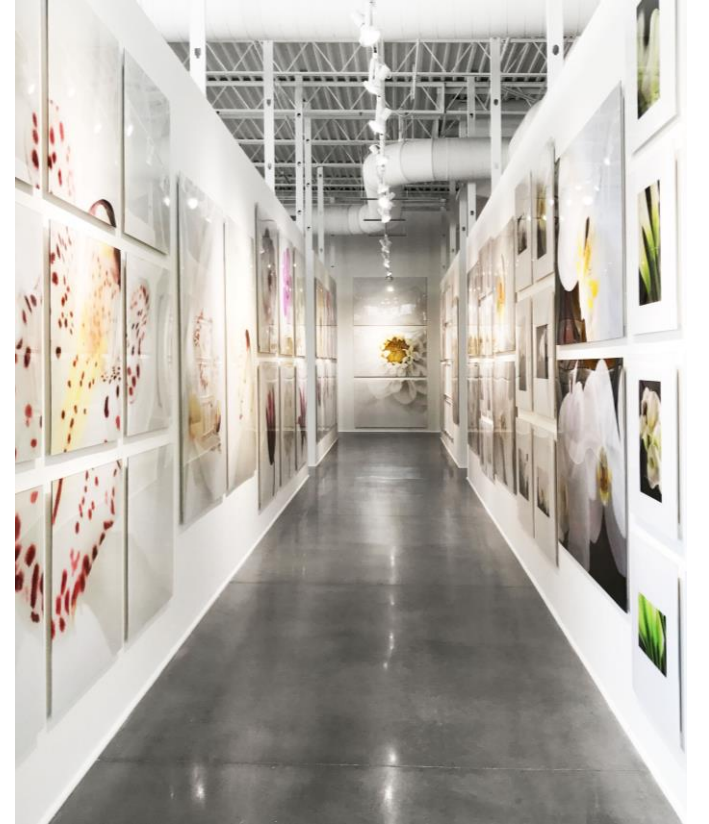
arper

Photos © Arper

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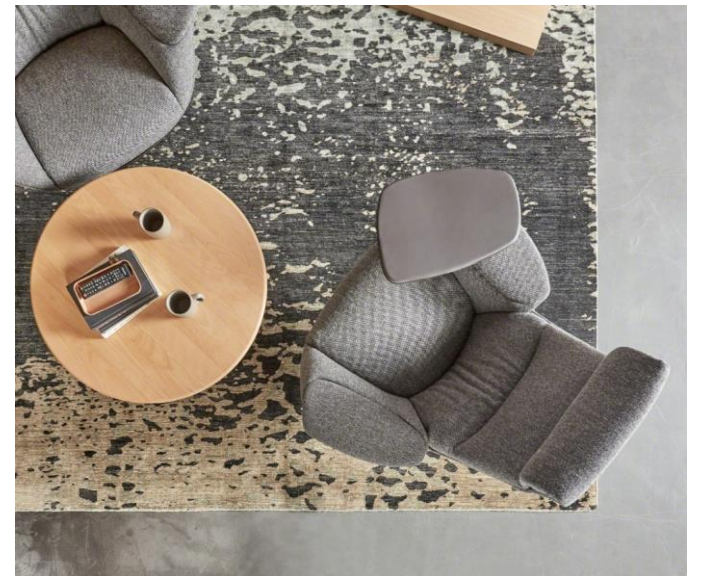
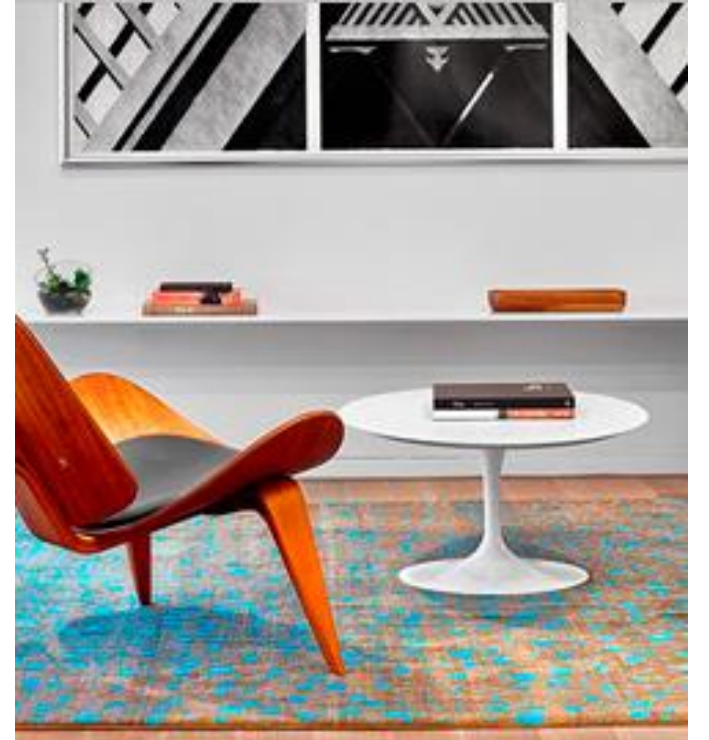
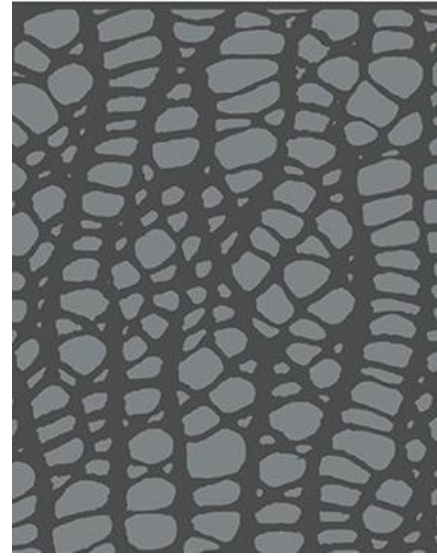
Photos © Art Addiction

[art] addiction

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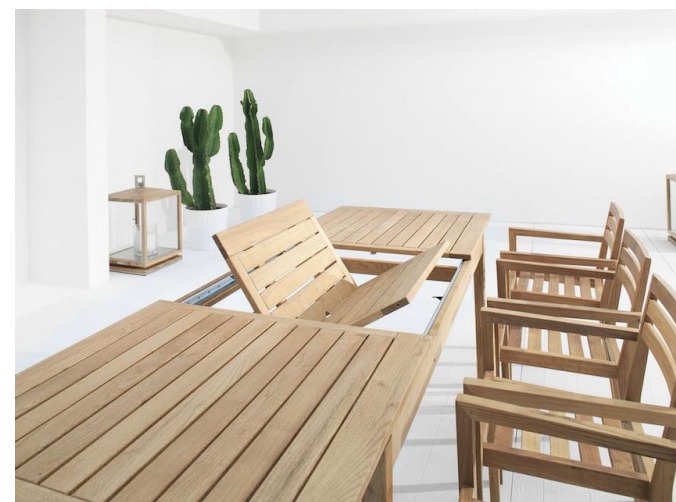
arzu  
STUDIO HOPE™

Photos © Arzu Studio Hope

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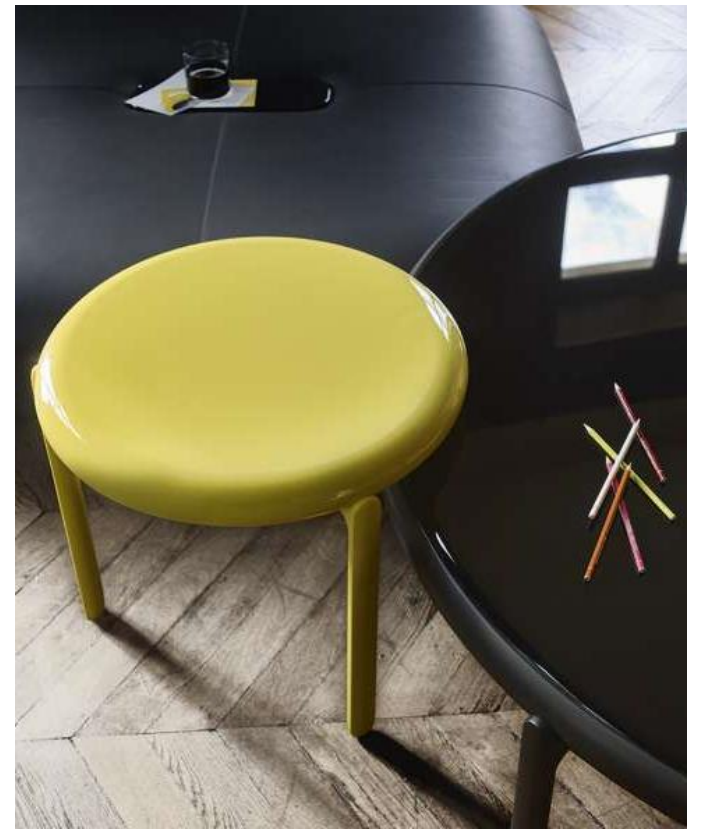
Photos © Atmosphaera

ATMOSPHERA®

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**B&B**  
ITALIA

Photos © B&B Italia

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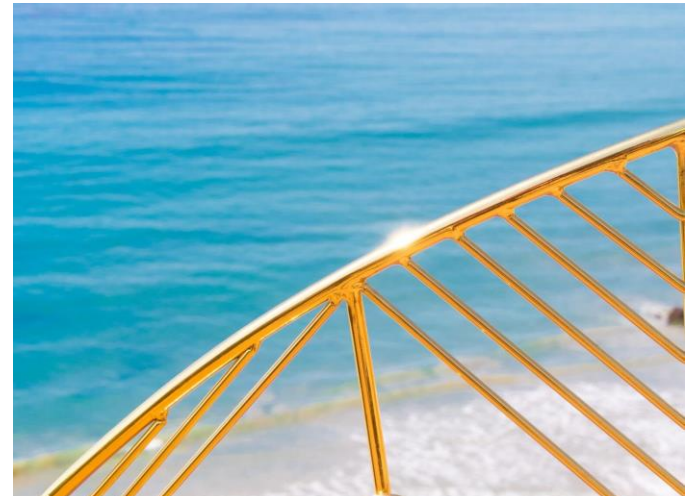
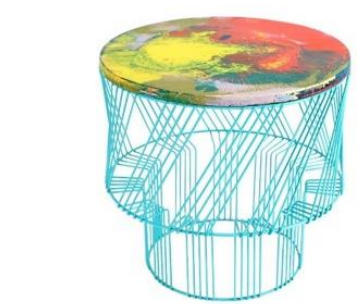
Photos © Baker

*Baker*

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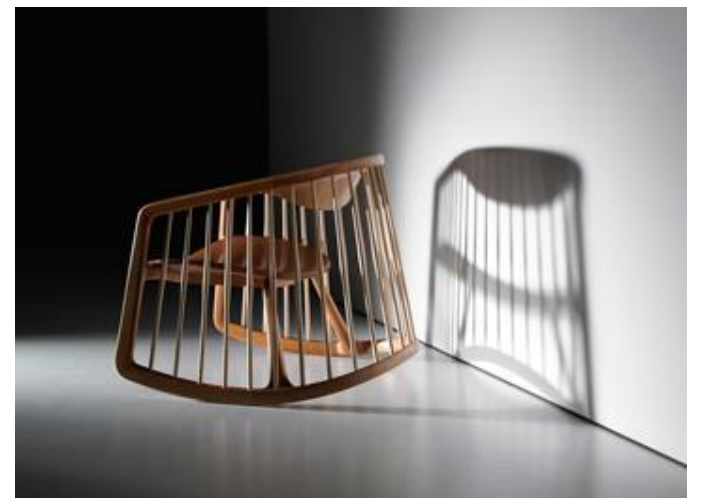




**Bend**

Photos © Bend





Photos © Bernhardt Design

BERNHARDT | design

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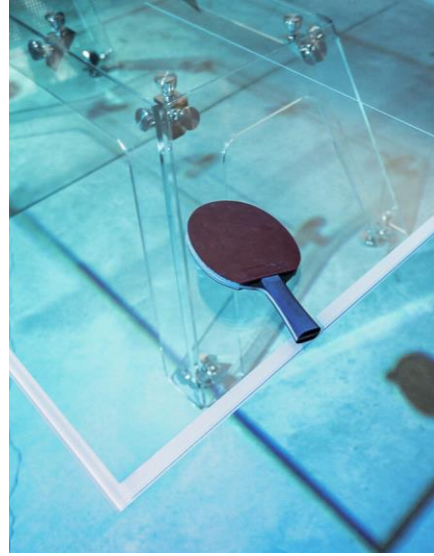
**Billiani**  
1911

Photos © Billiani

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Photos © BLATT BILLIARDS

**BLATT BILLIARDS**  
Since 1923

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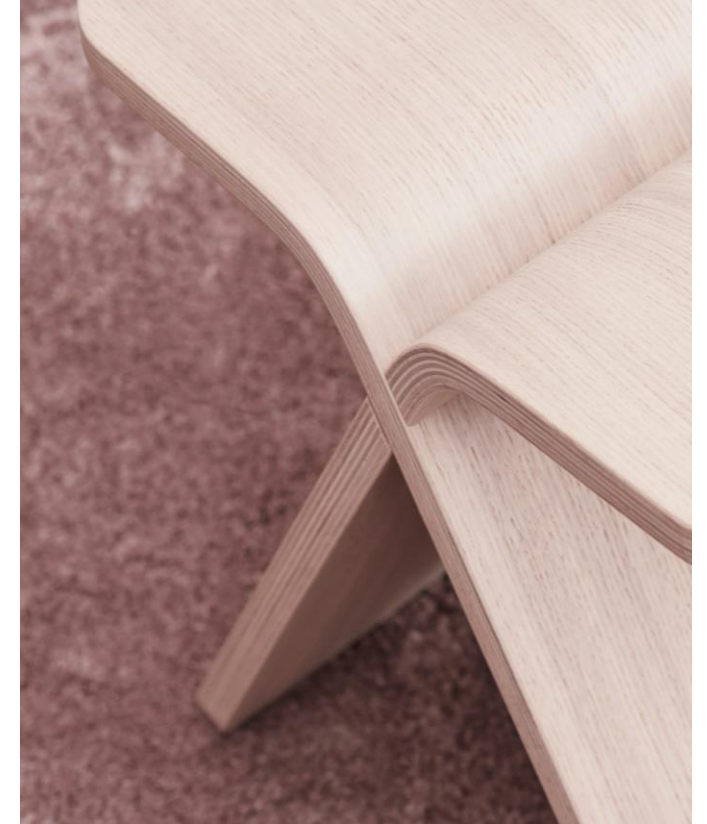


Photos © Blu Dot

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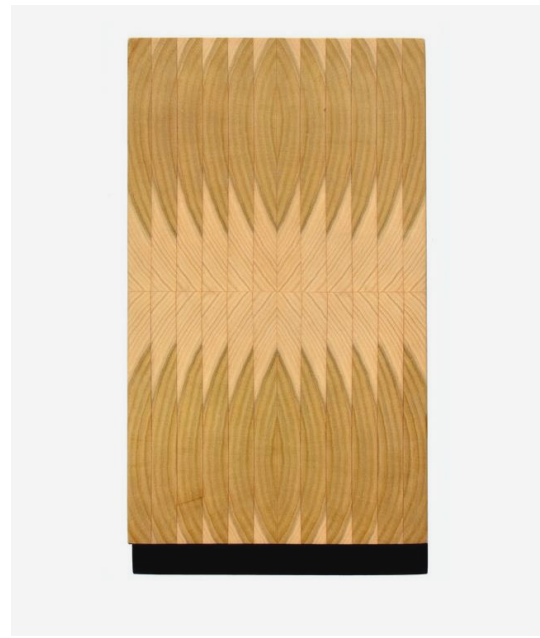
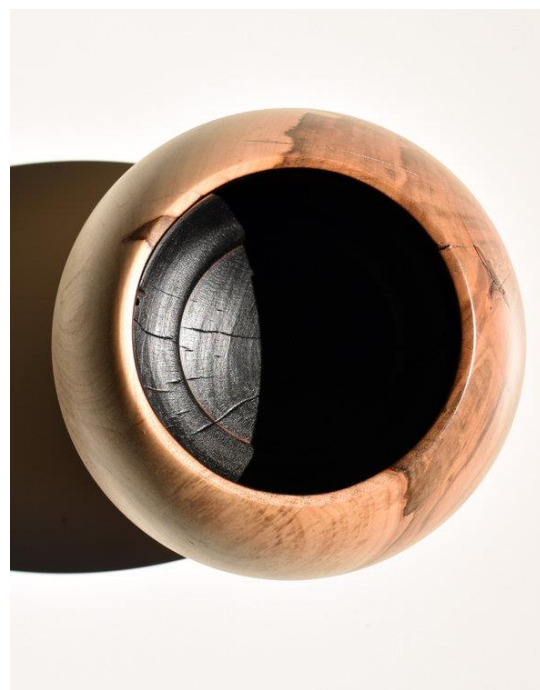
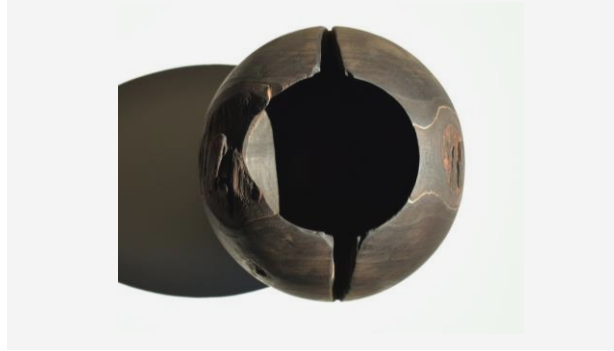
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**Bolia**

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# BONES AND ALL

Photos © Bones and All

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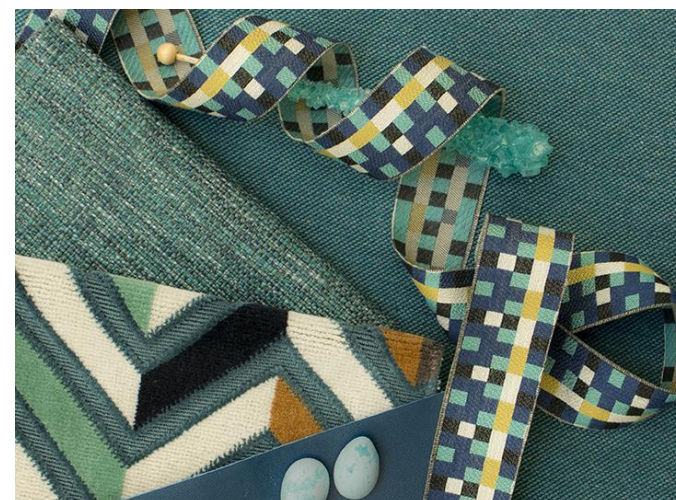
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abrc

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BRENTANO

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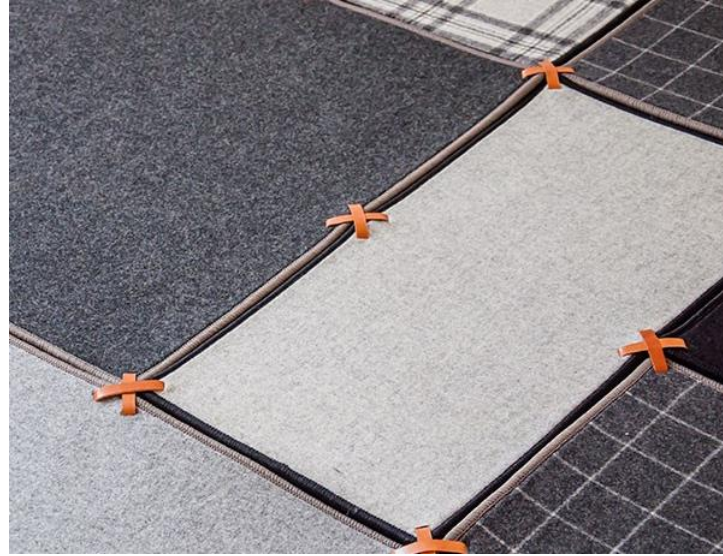
Photos © Bright Chair



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Photos © BuzziSpace

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CASADESÚS

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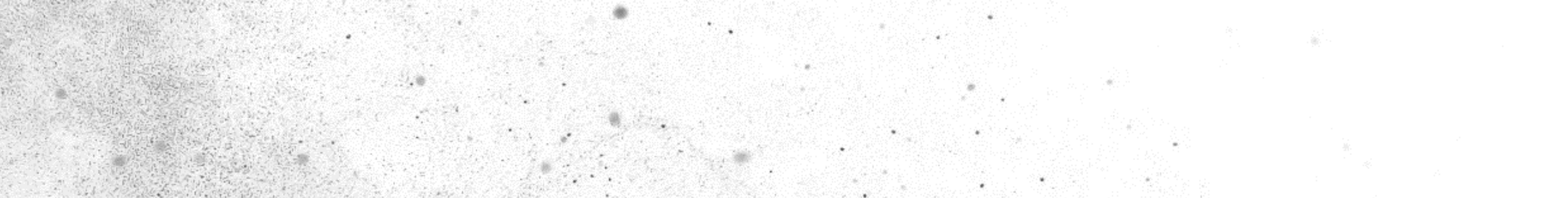
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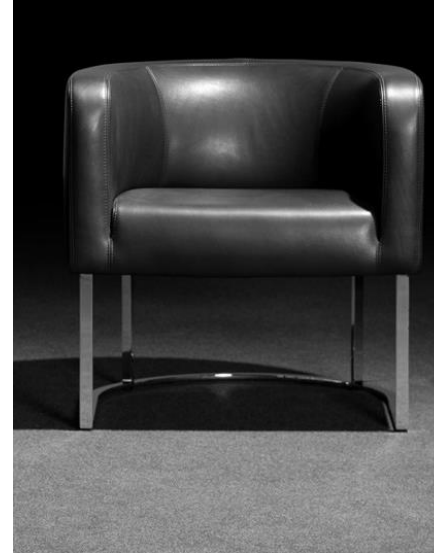


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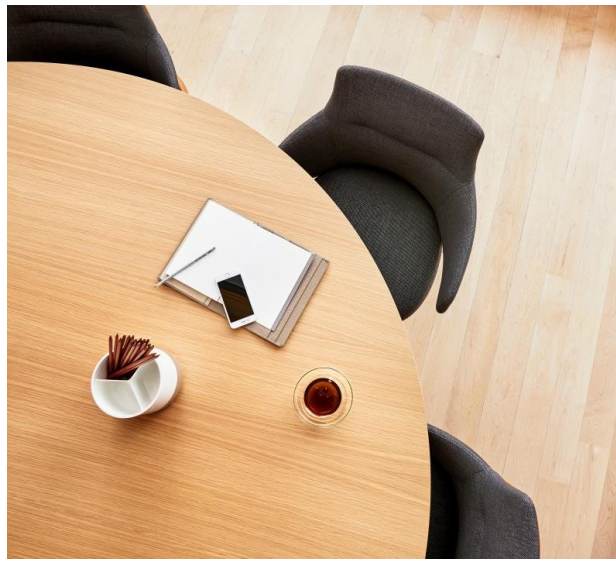


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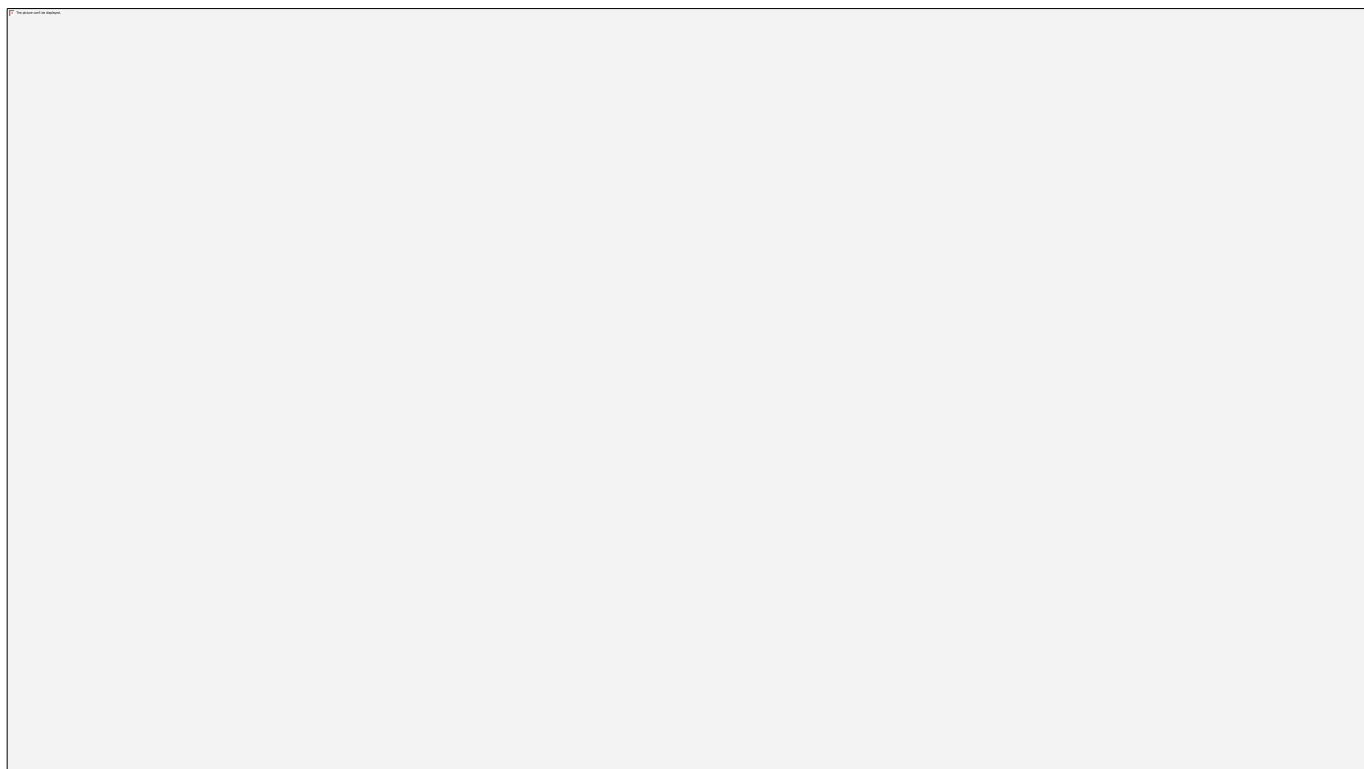
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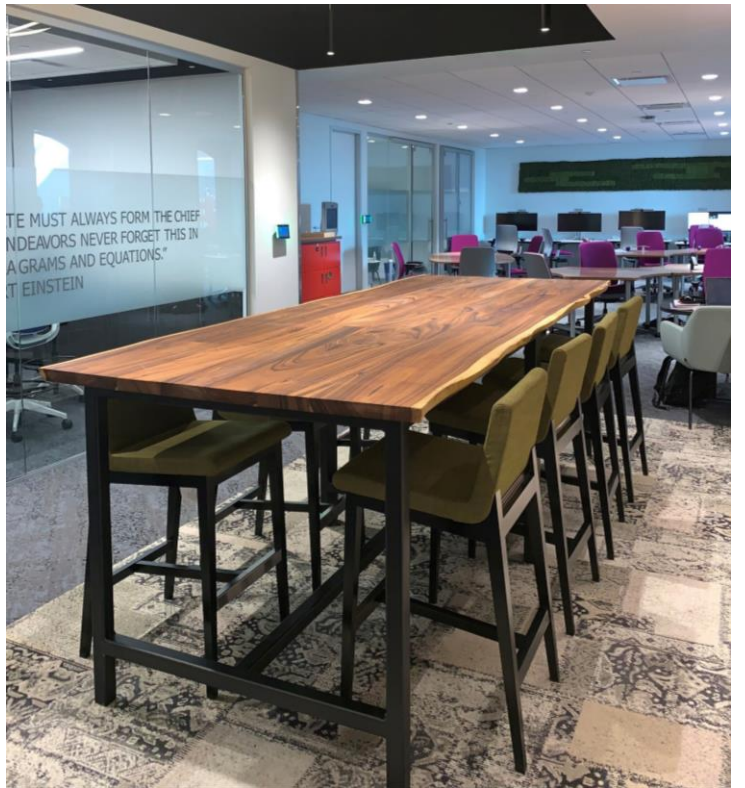
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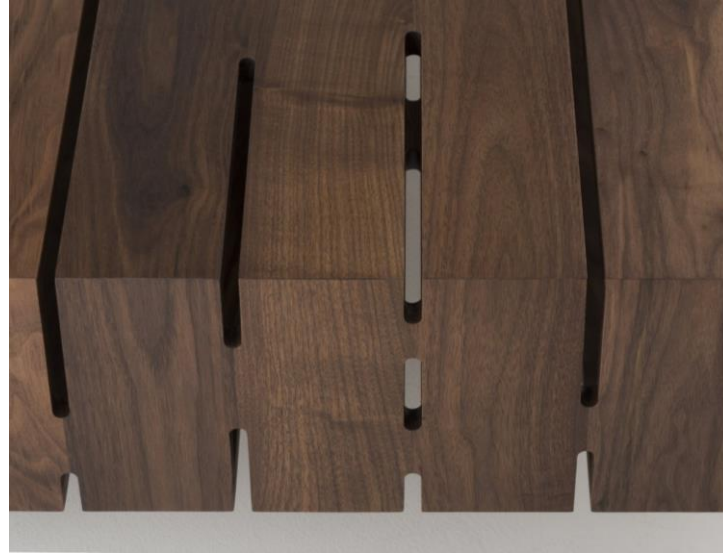
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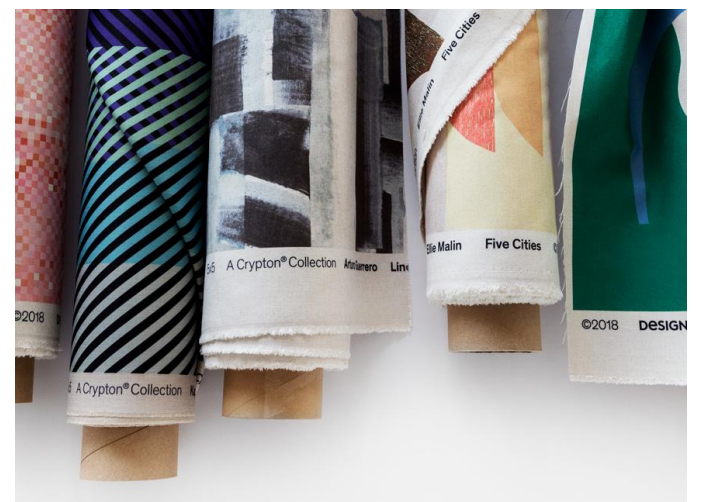
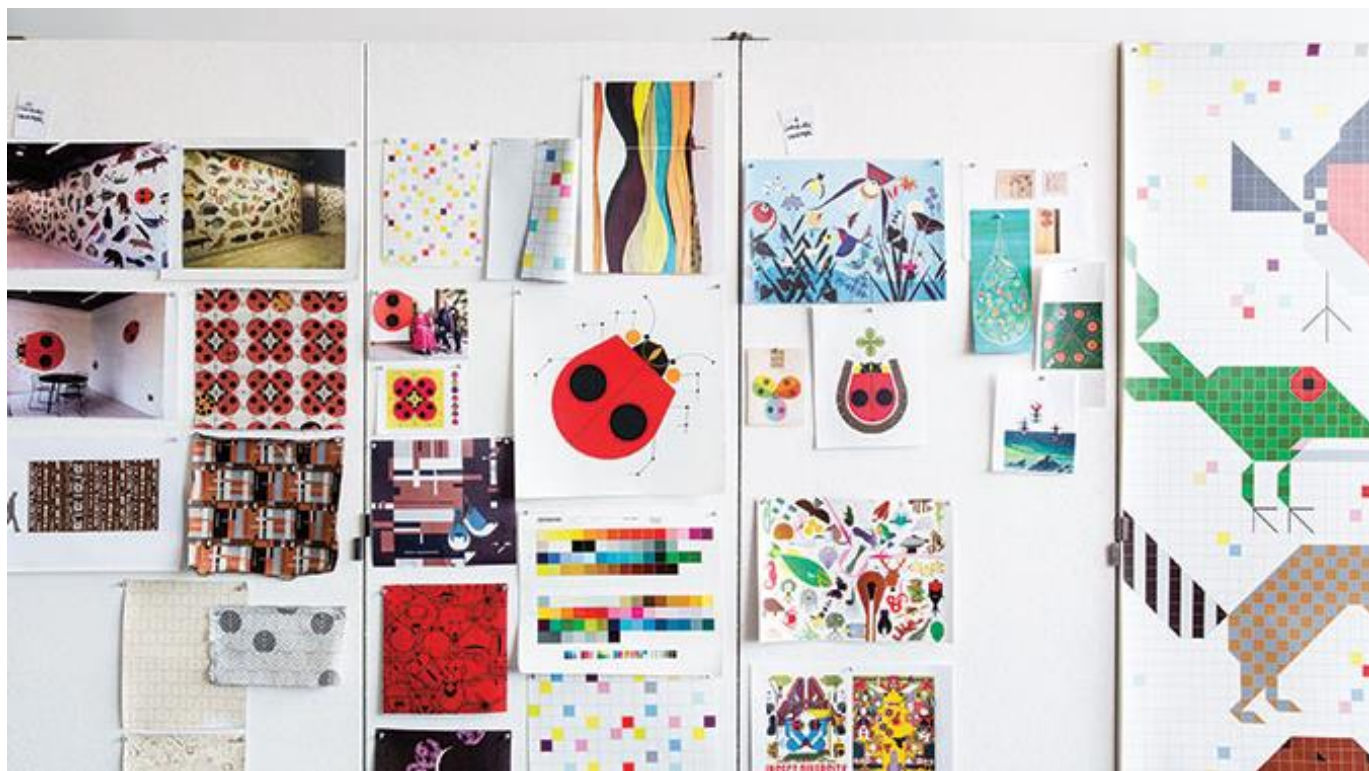
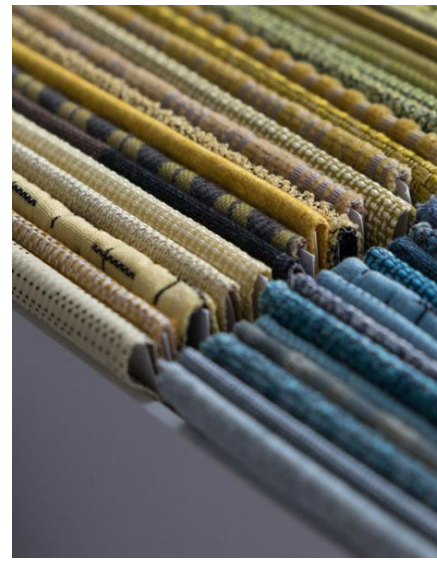
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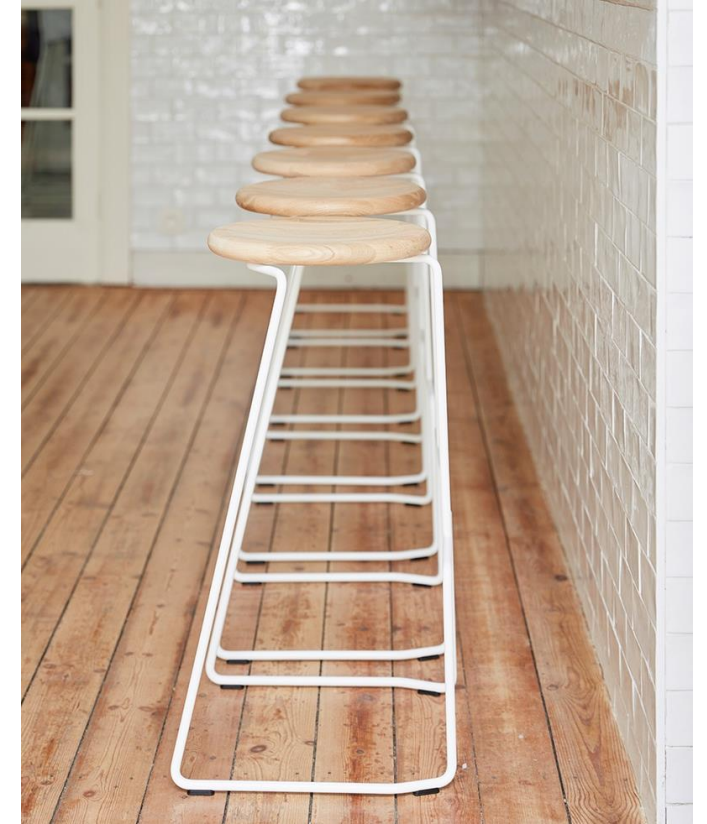
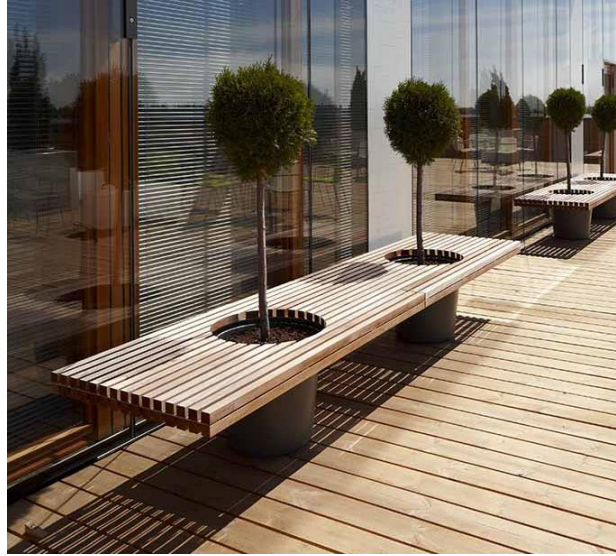
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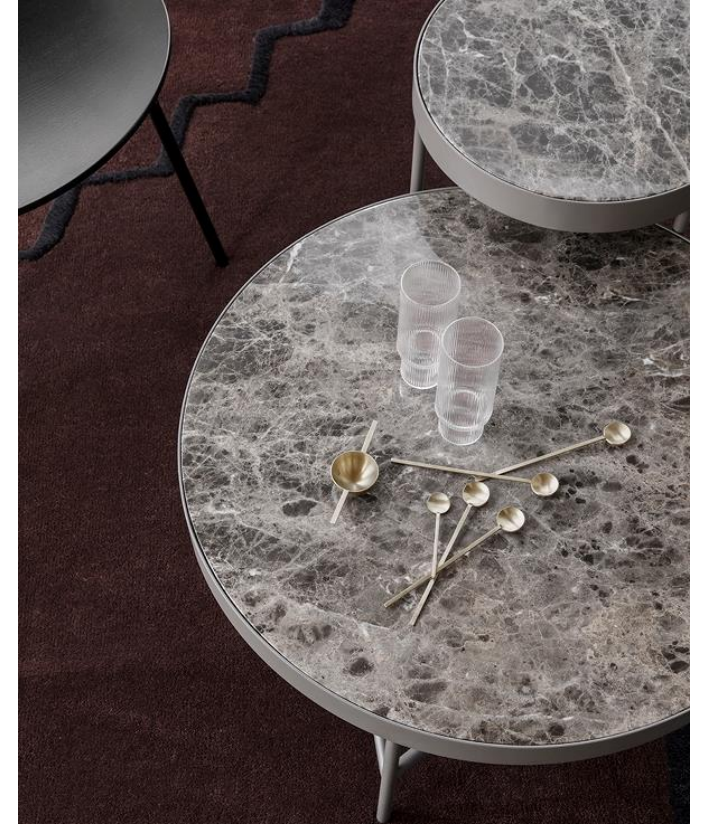
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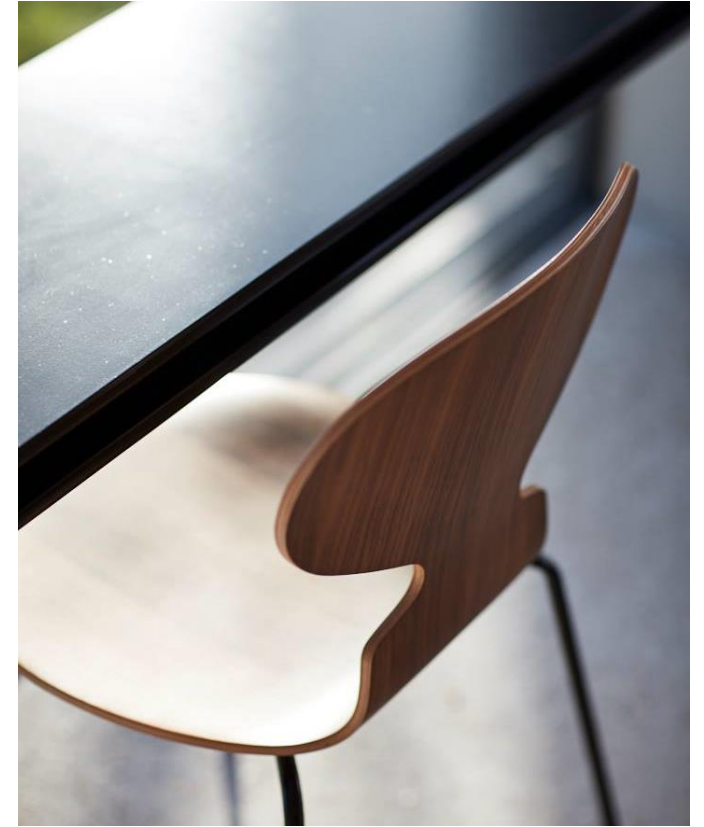
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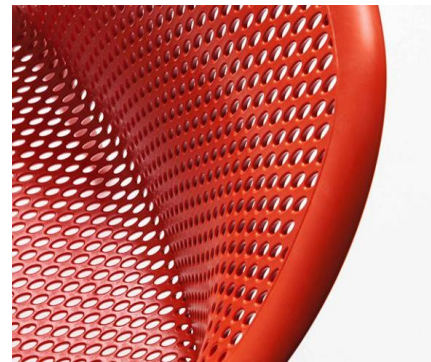
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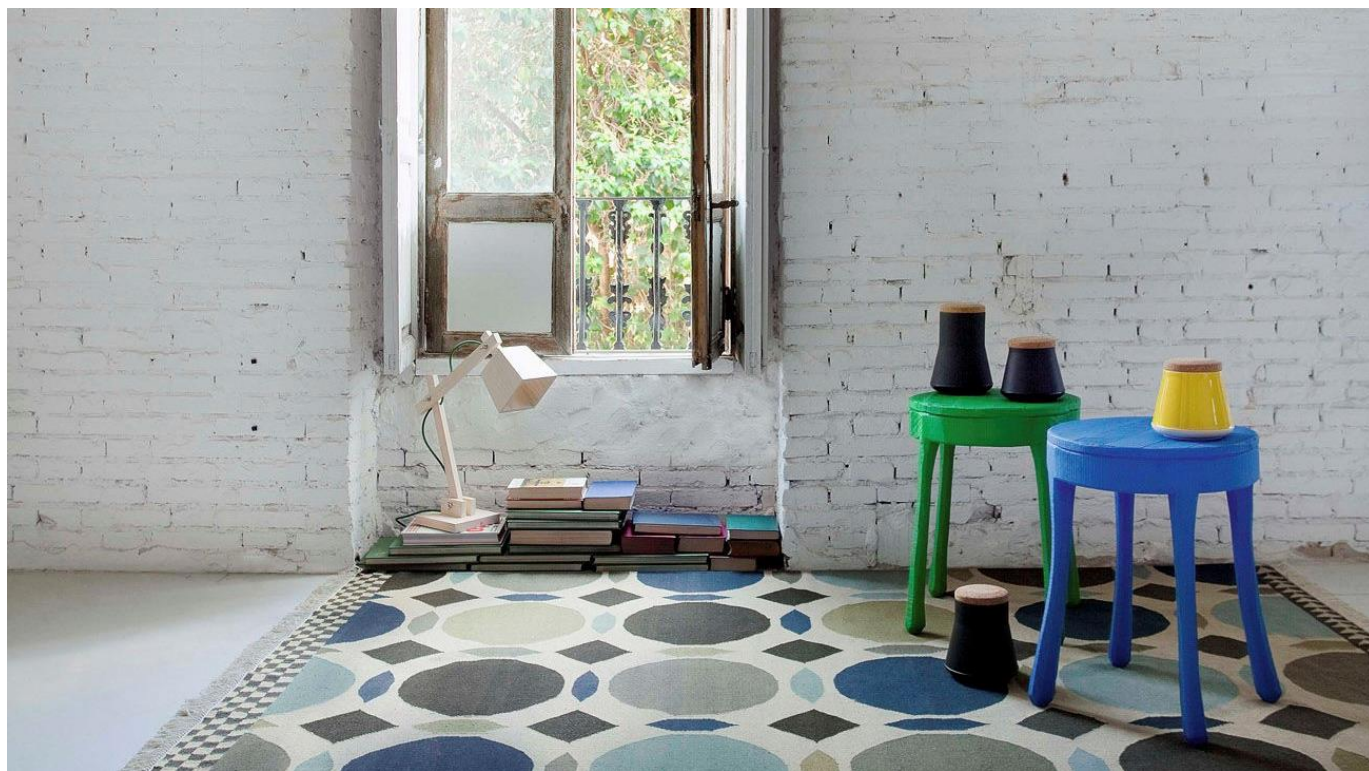
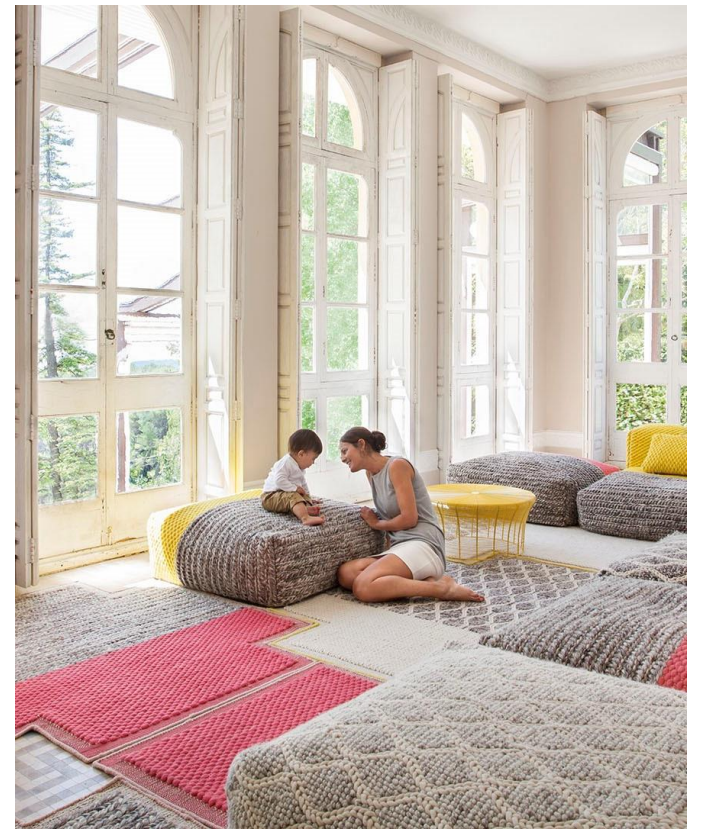
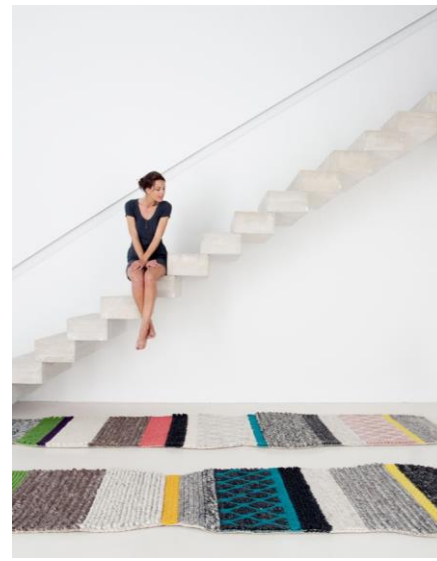
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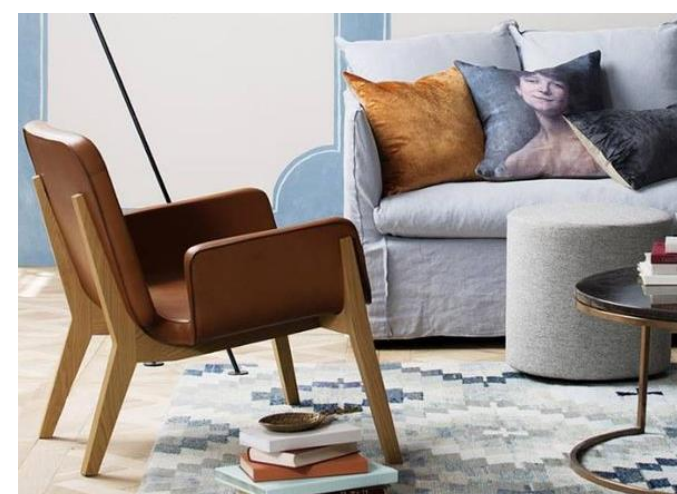
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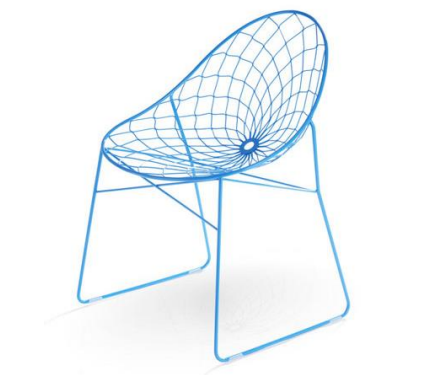
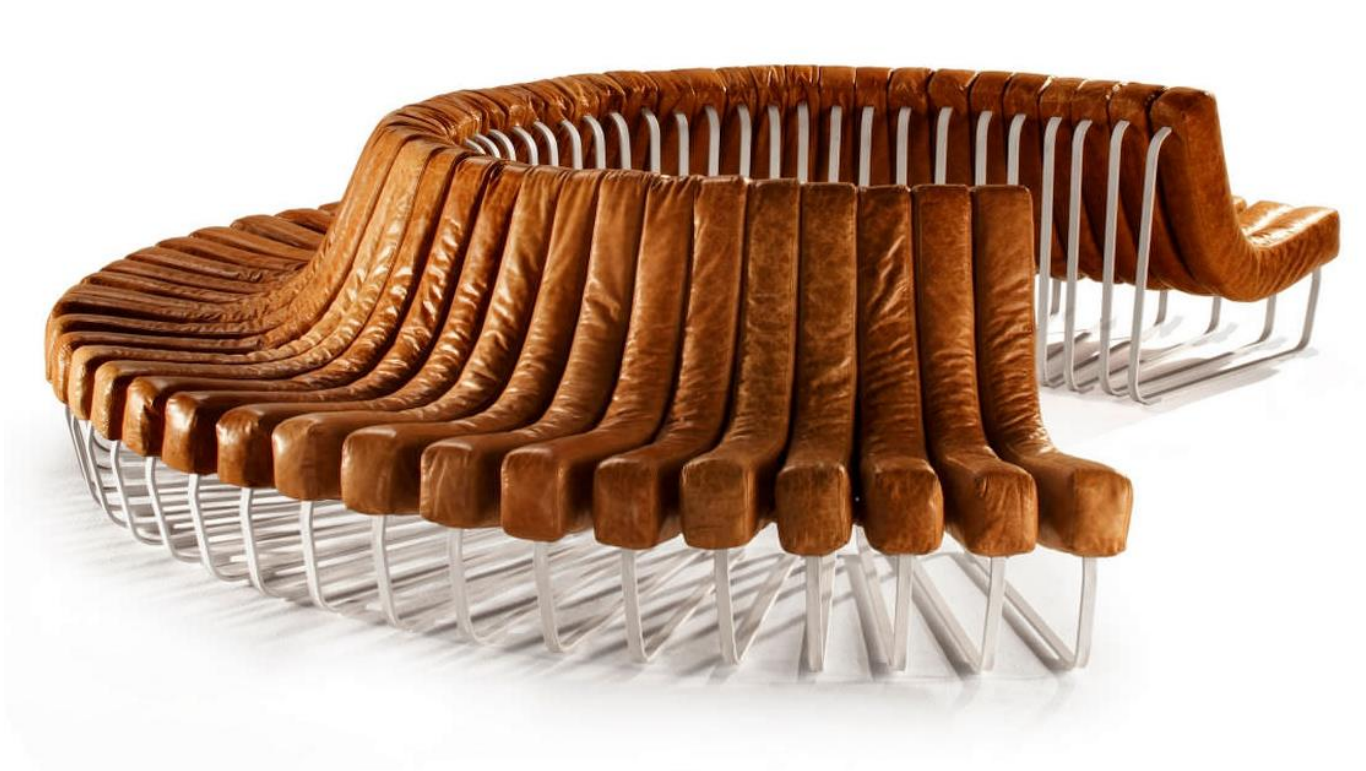




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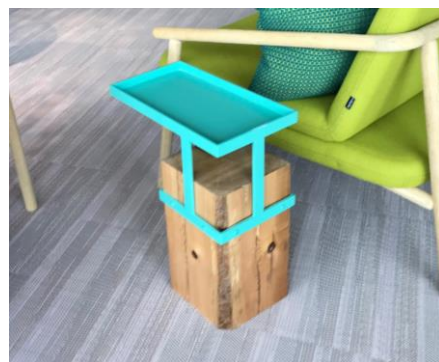
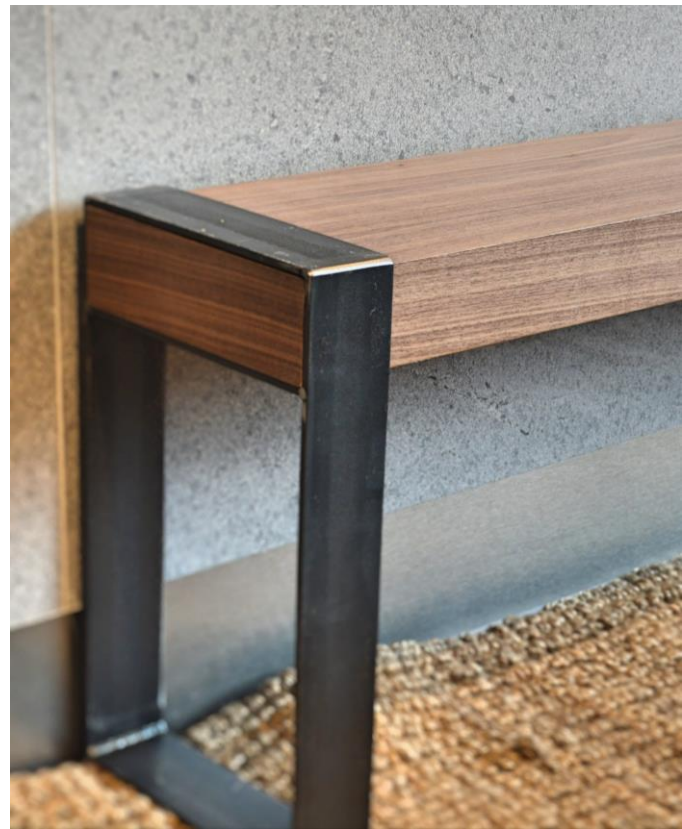
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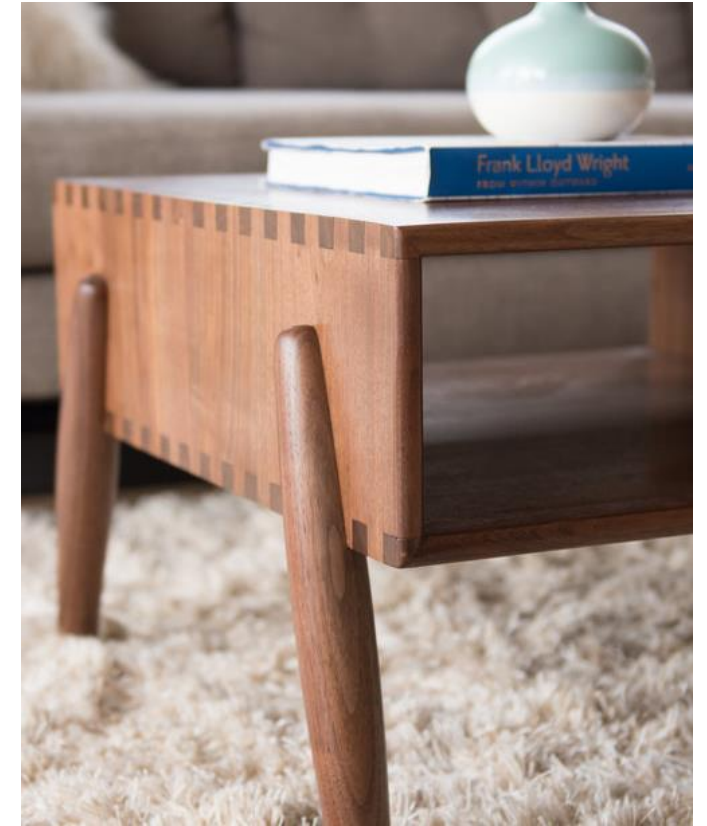
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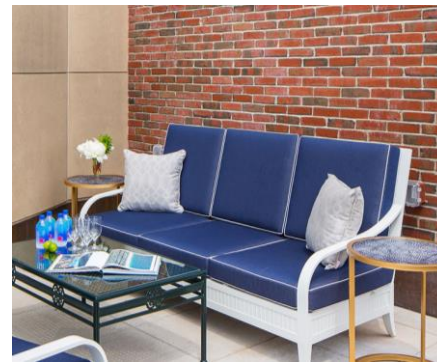
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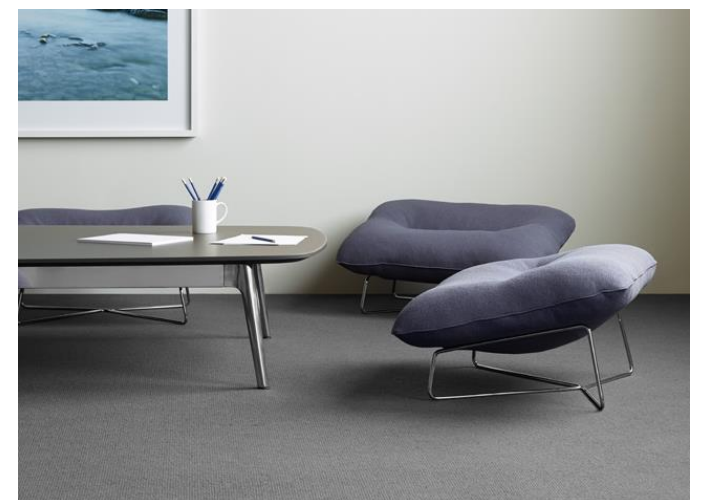
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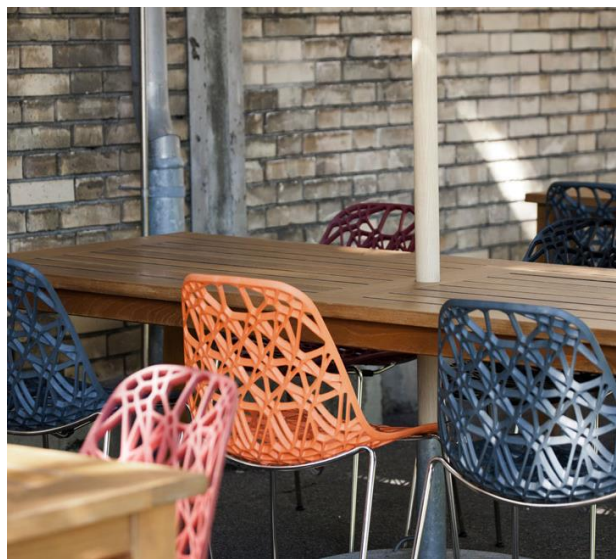
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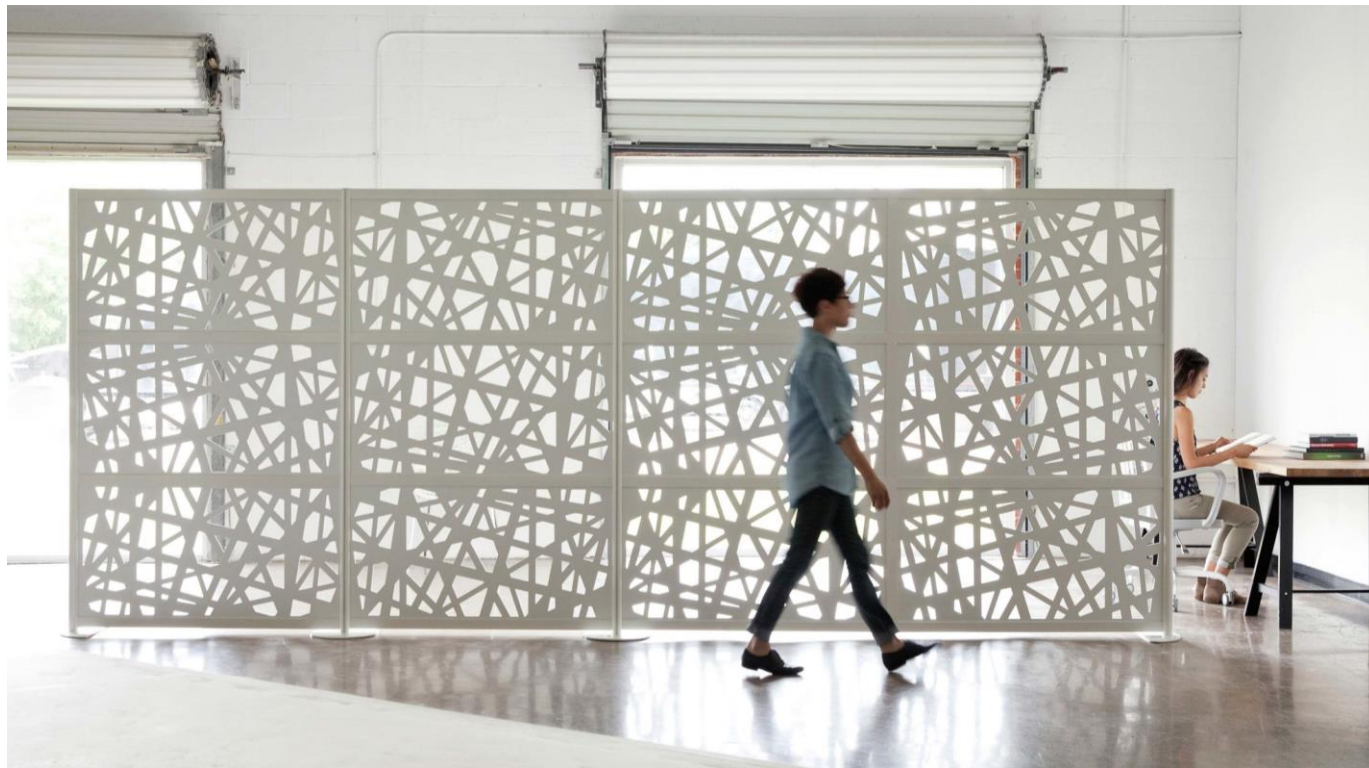
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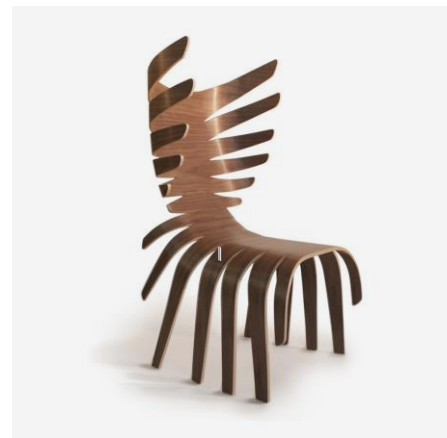
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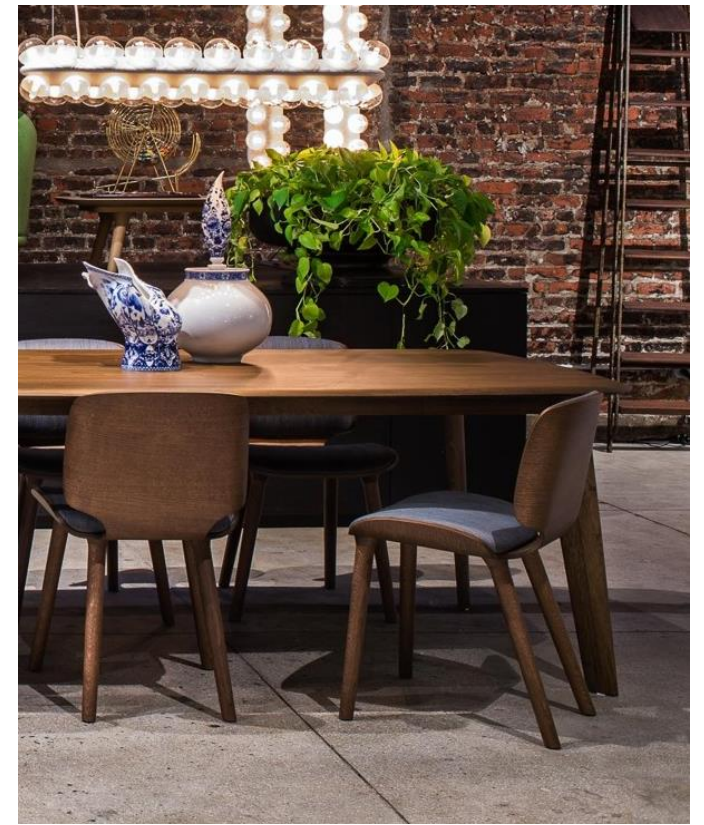
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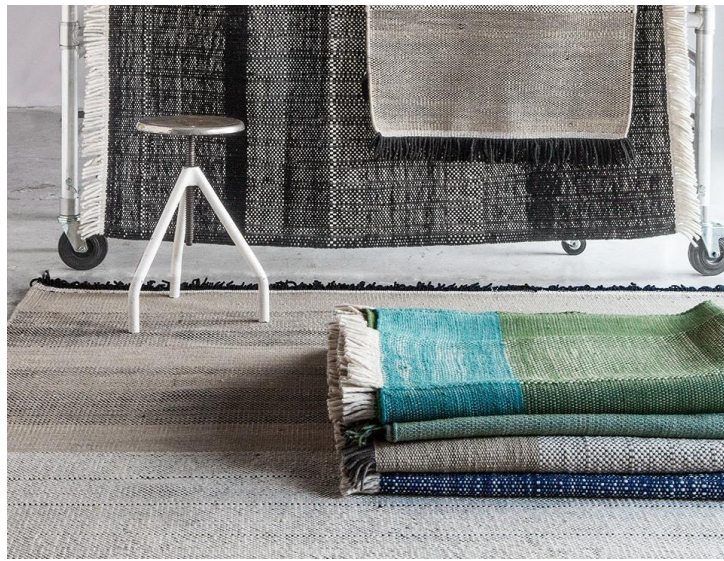
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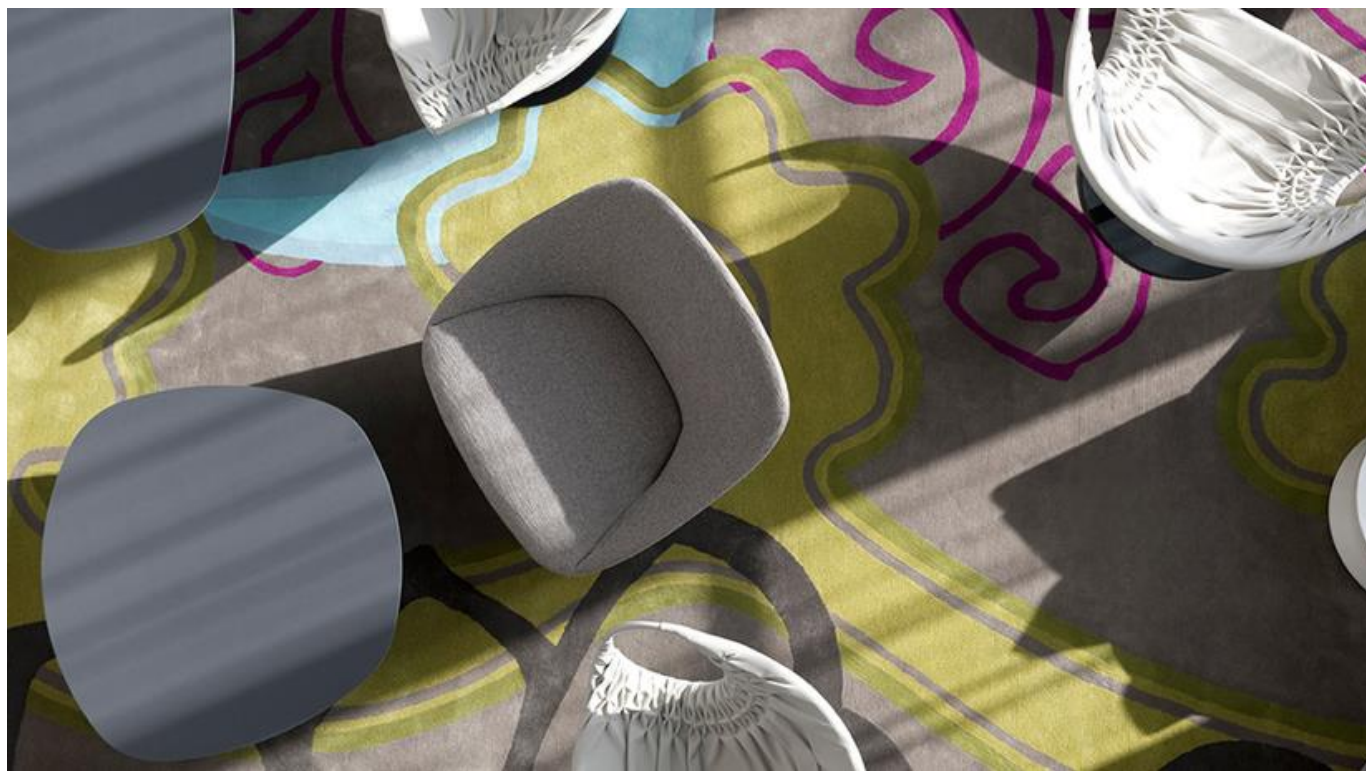
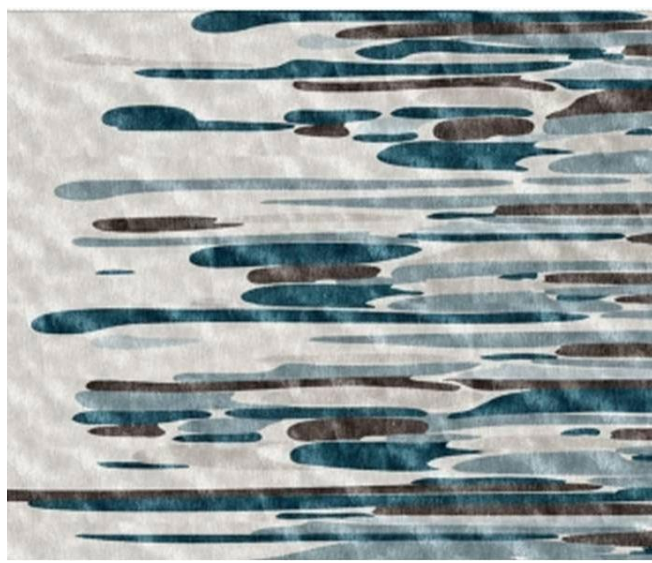
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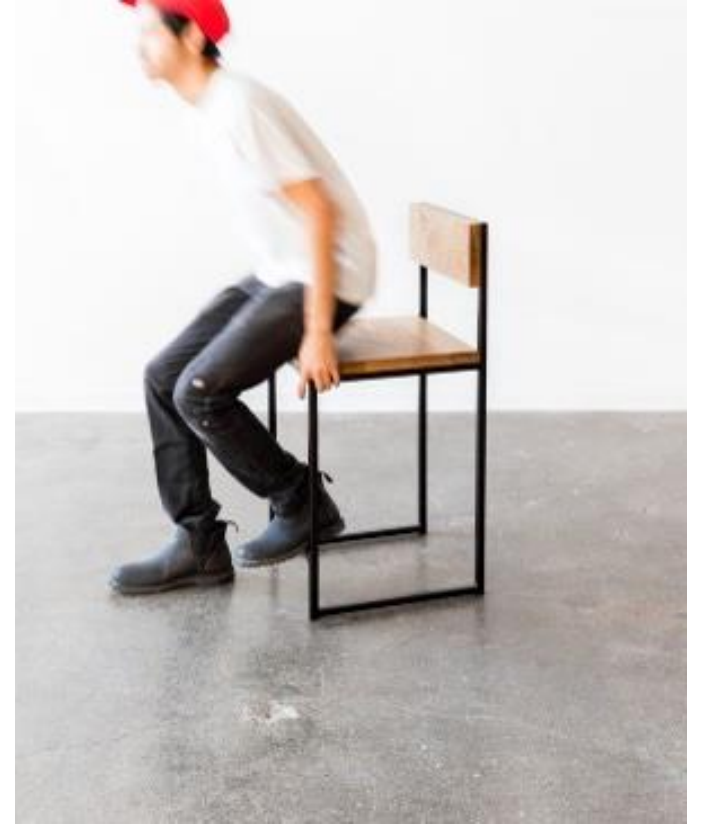
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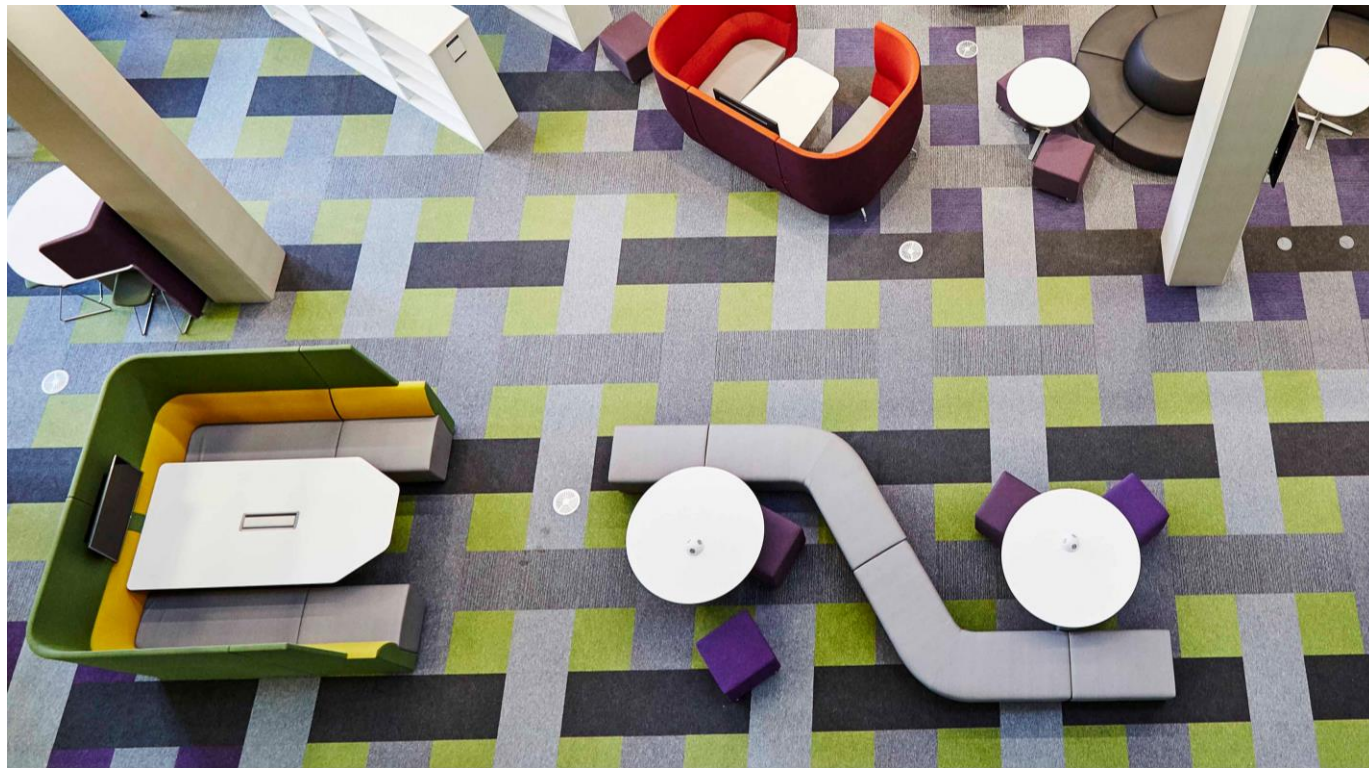
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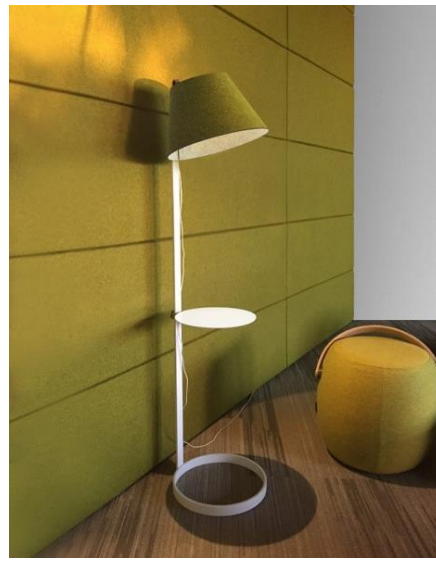
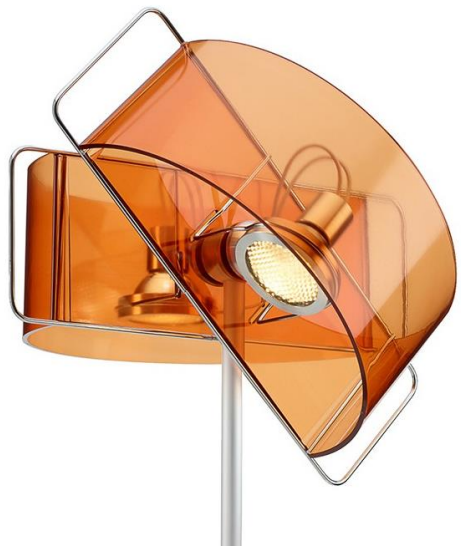
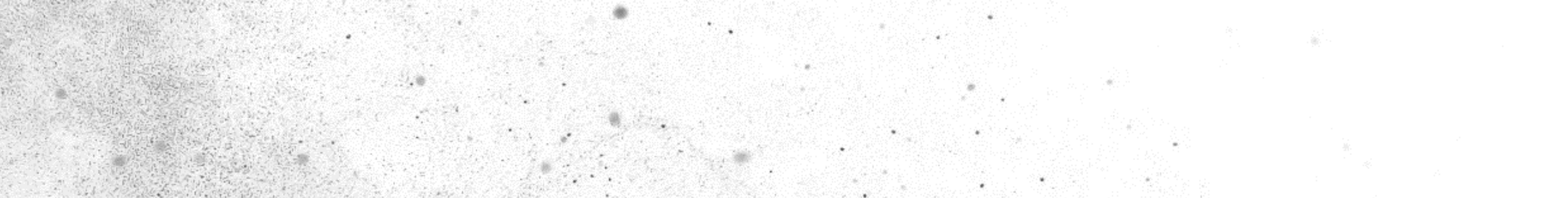
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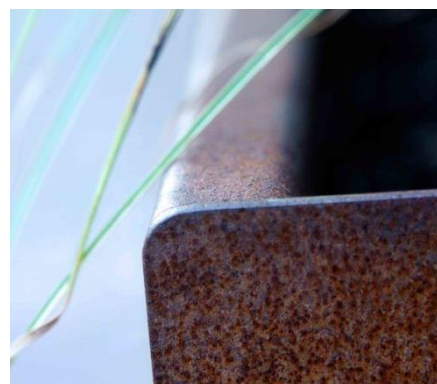
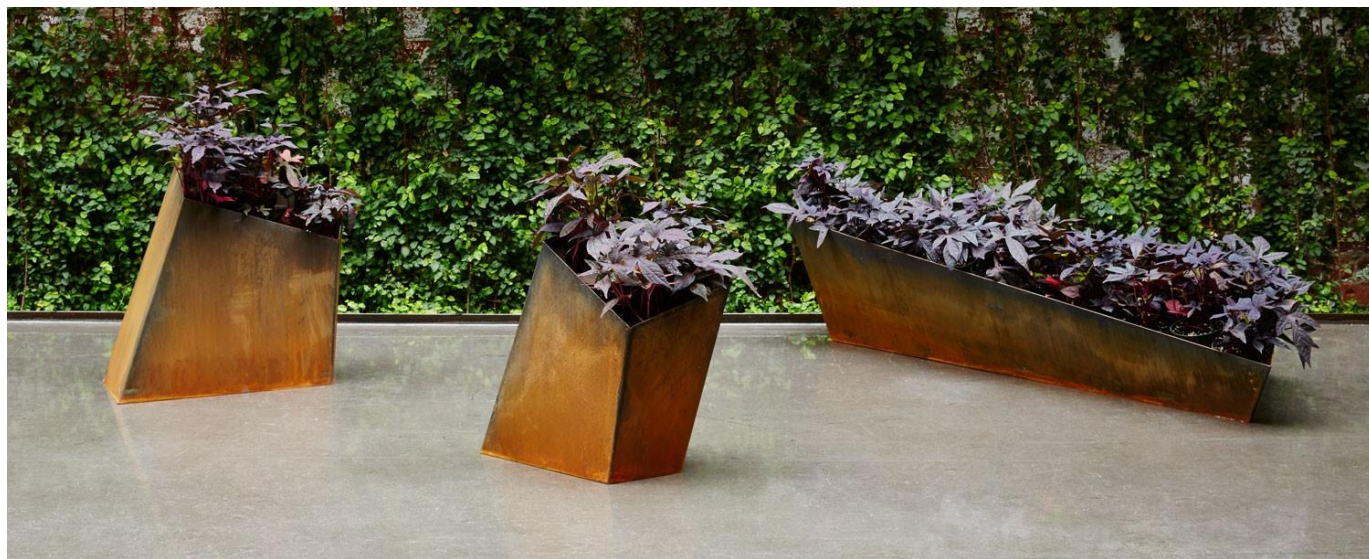
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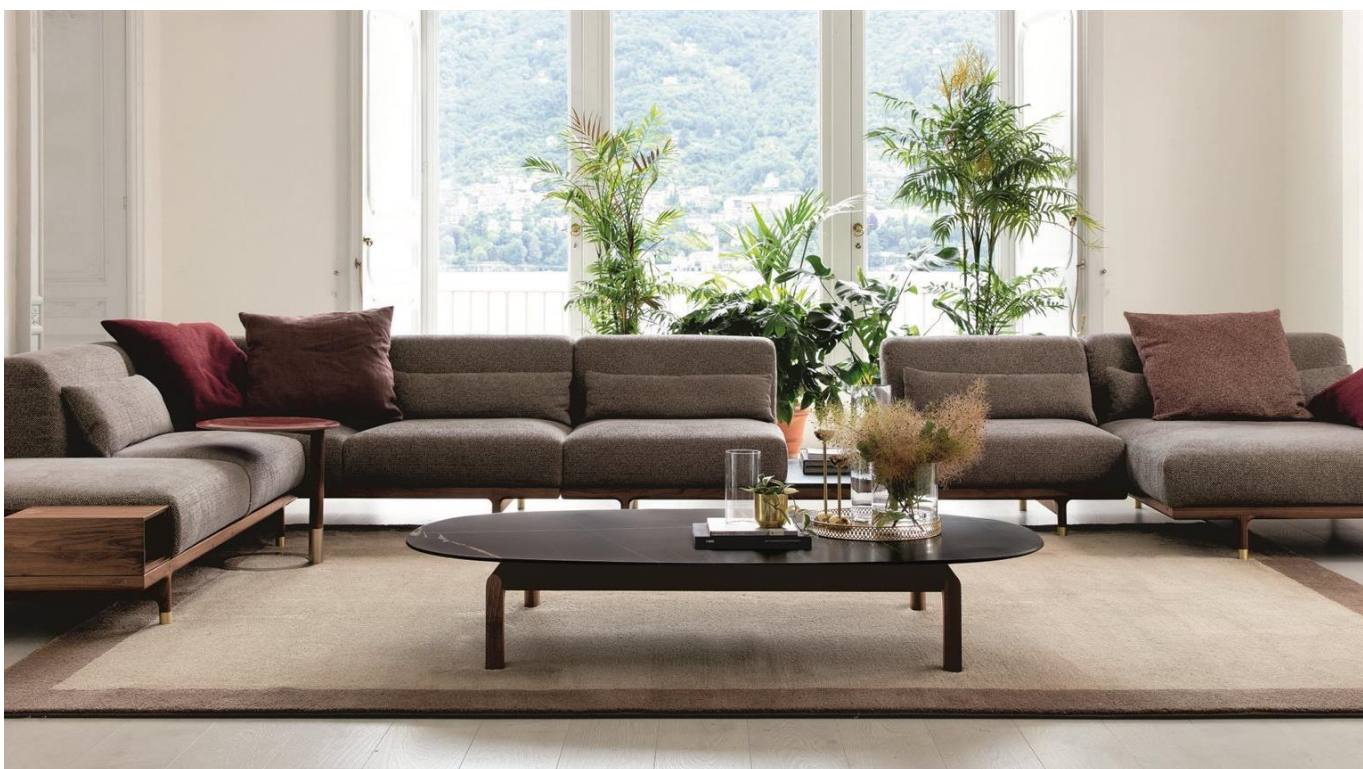


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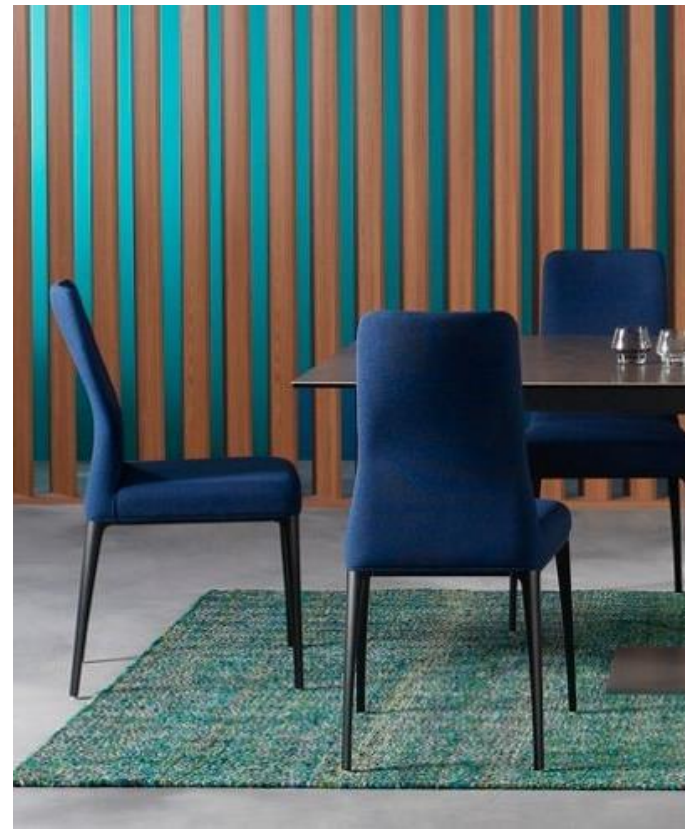
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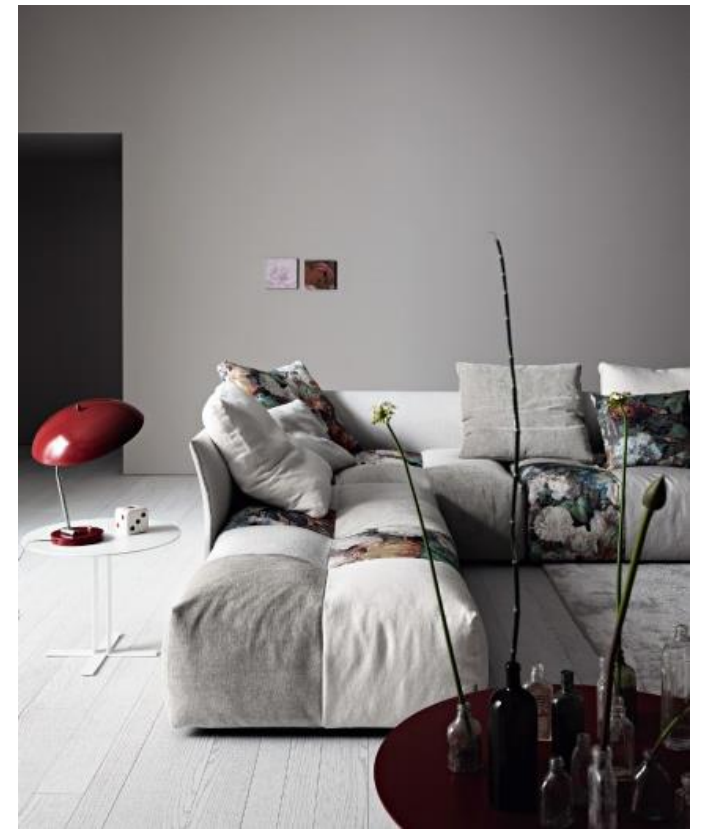
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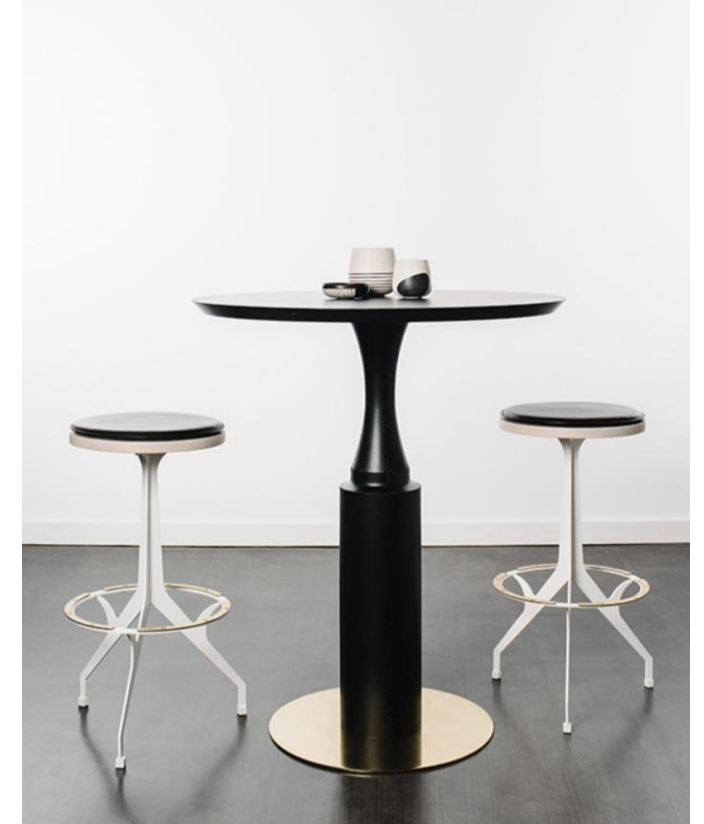
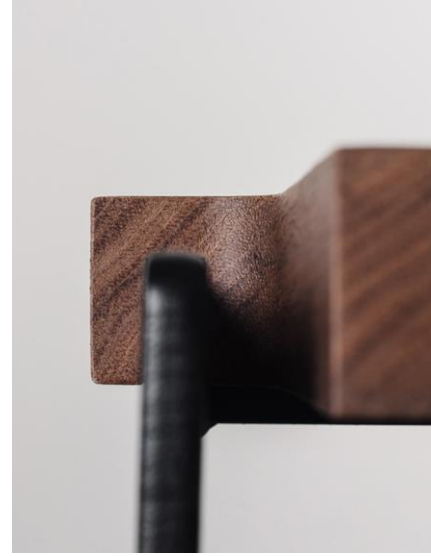
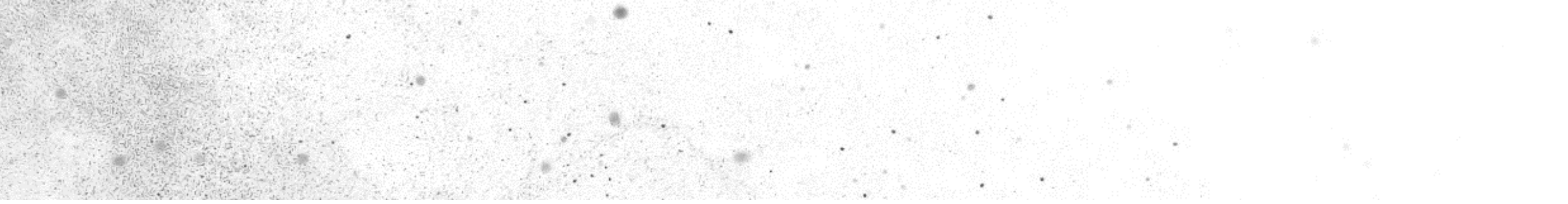
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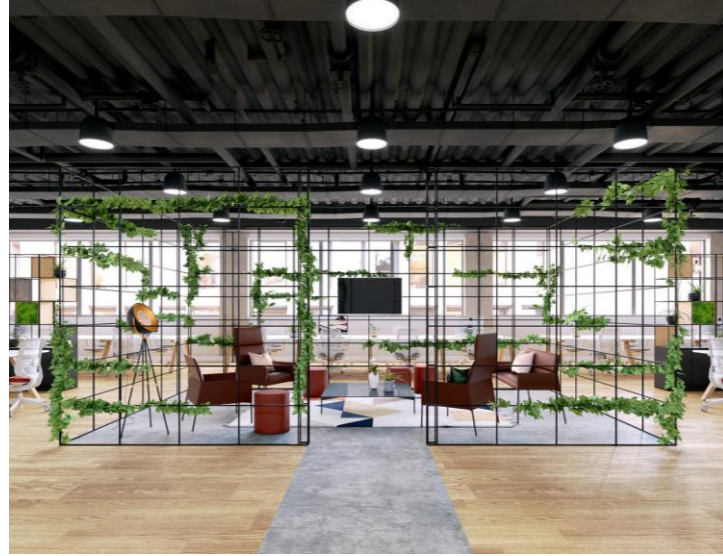
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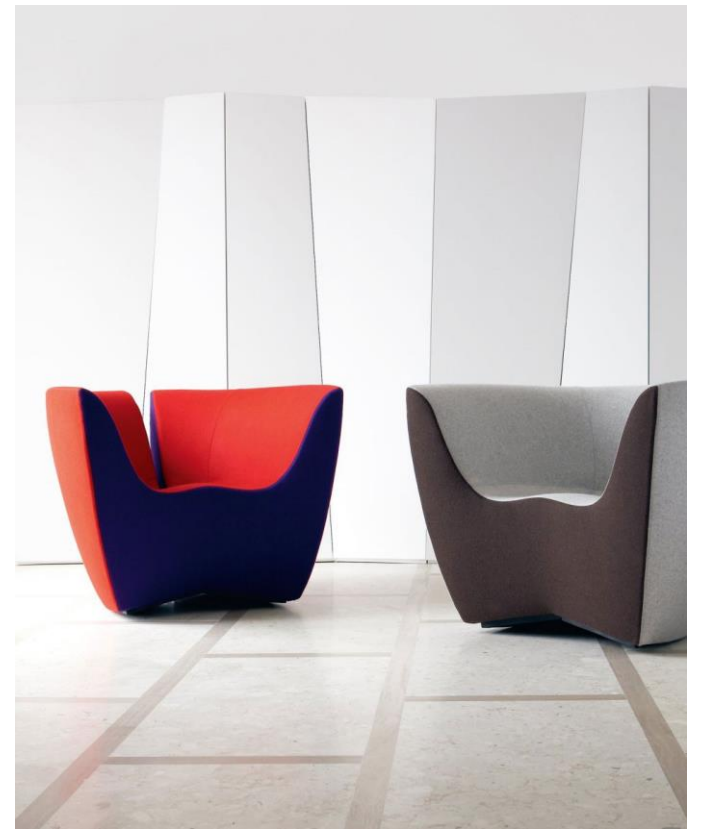
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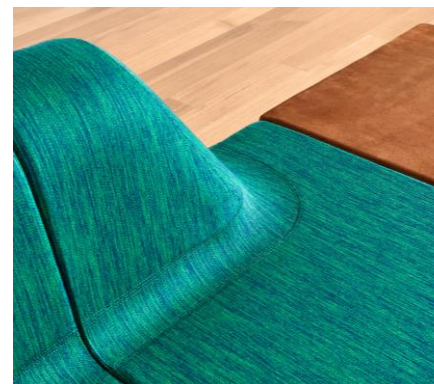
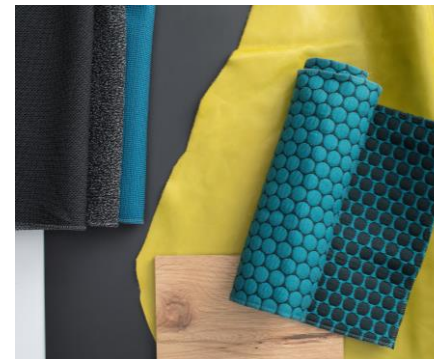
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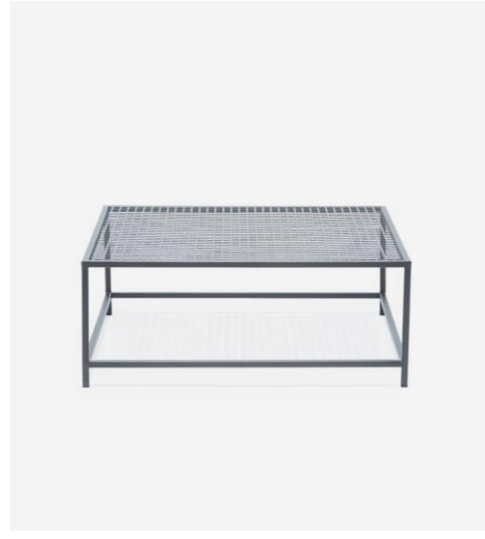


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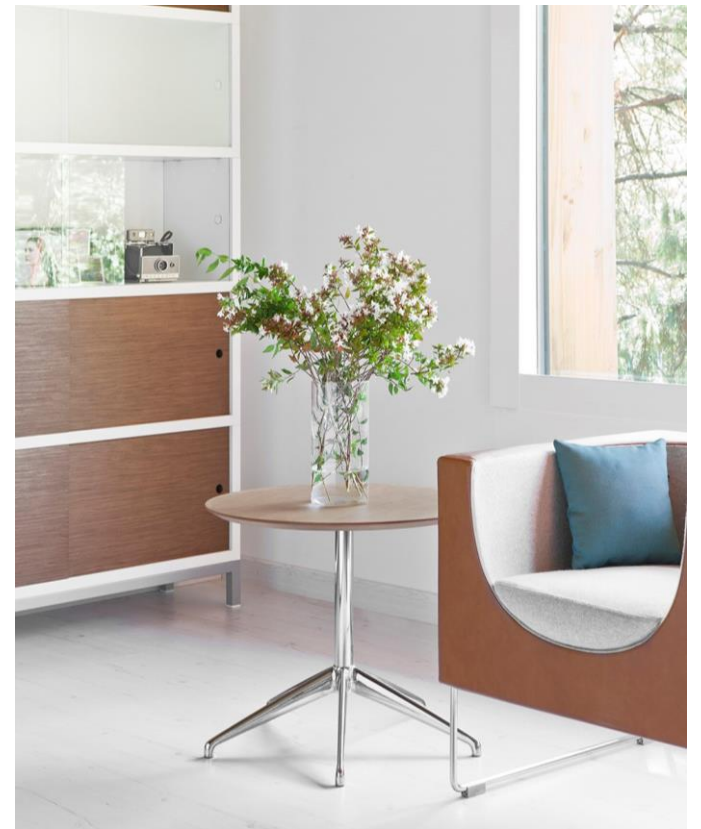
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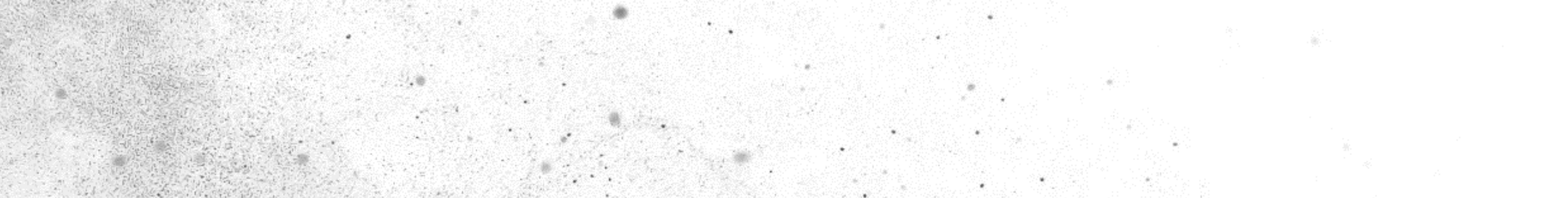
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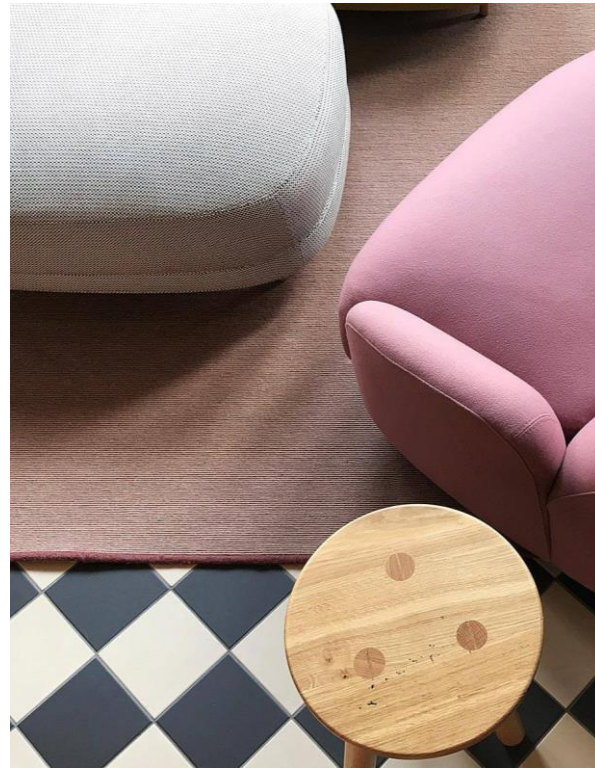
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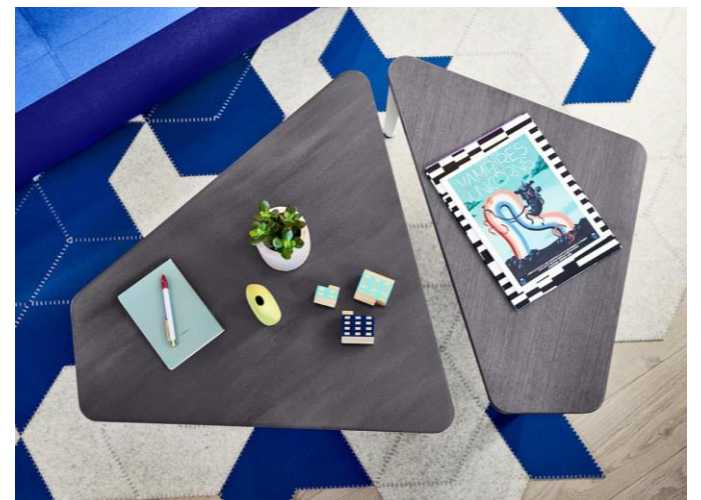
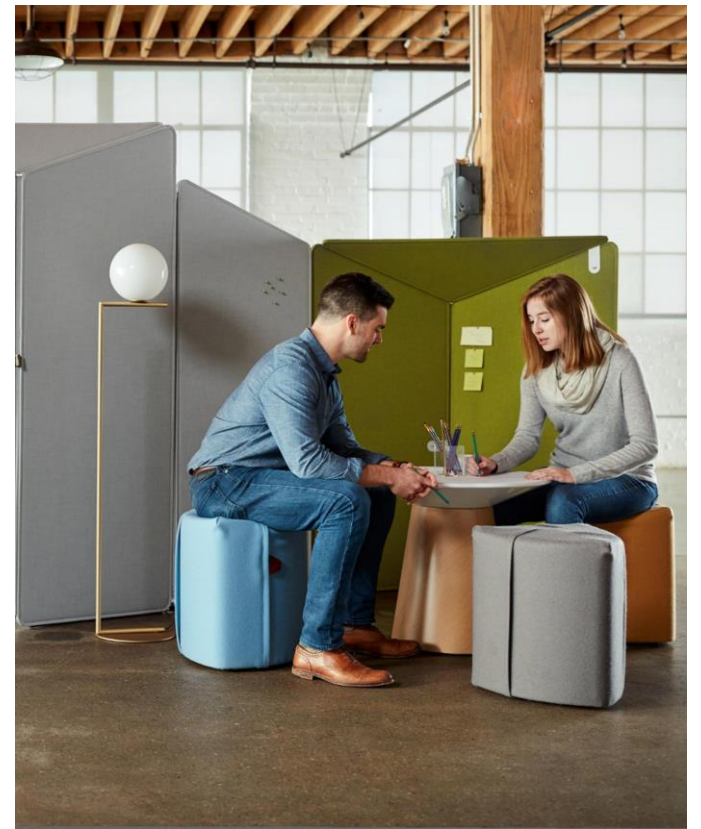
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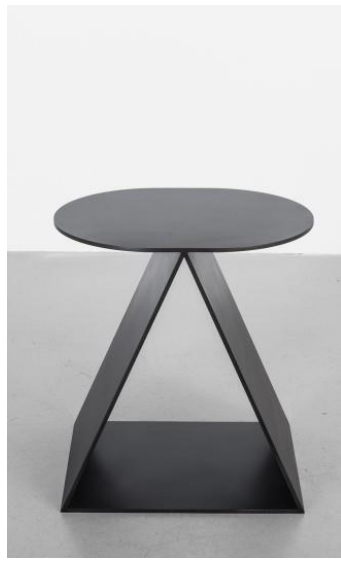
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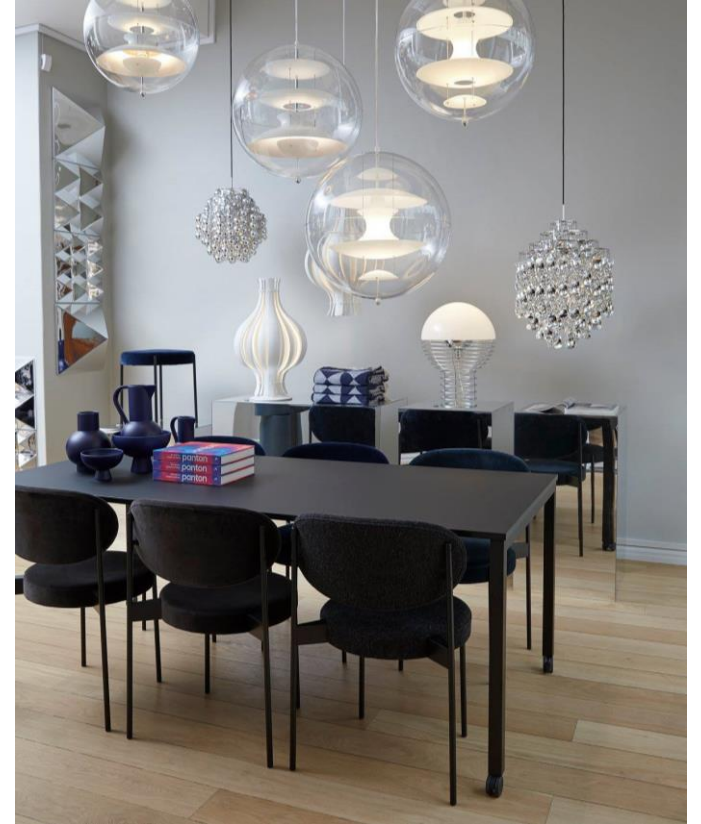
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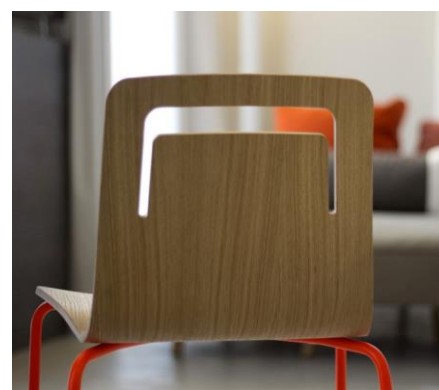
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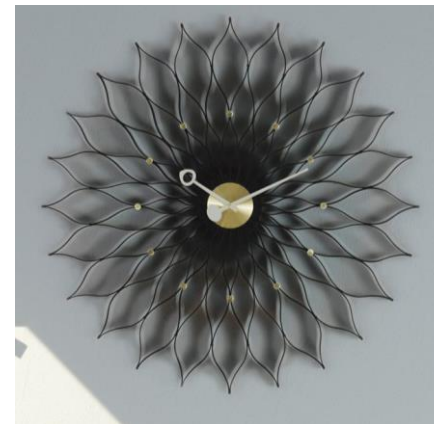
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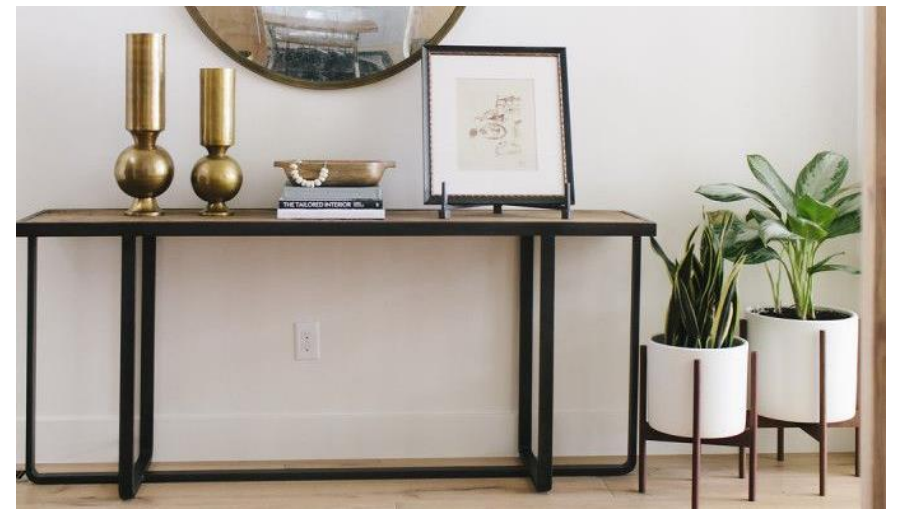
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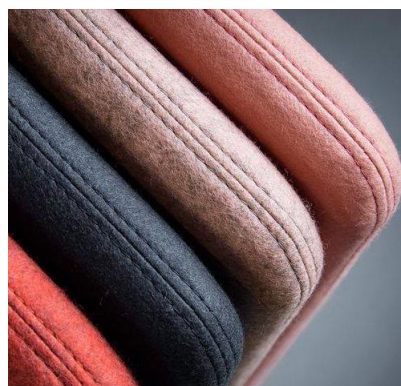
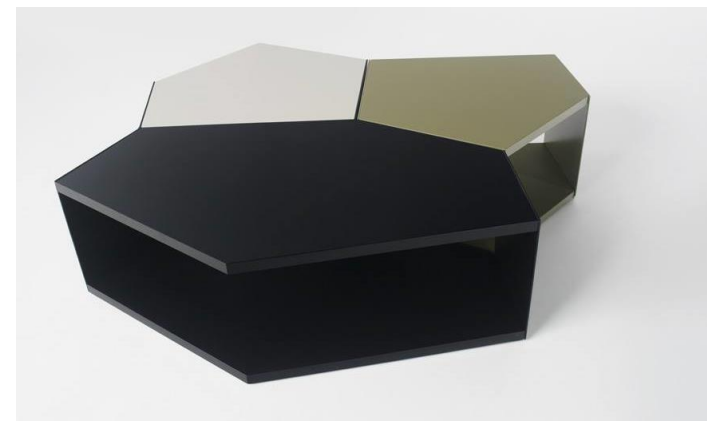
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