



ancillary BRINGS
PEOPLE together

AN INSPIRING HOSPITALITY LOOKBOOK

welcome



Photos © Steelcase

This Lookbook was created with care to serve as an inspirational resource as you develop visions for your clients' hospitality 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!

how to navigate the lookbook

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

Linked Manufacturer Index

Our [index](#) on page 3 is alphabetical by manufacturer. Steelcase partners are bolded, and colored icons indicate the warranty coverage period for each vendor. Click on the manufacturer name to jump to that page in the Lookbook.

1 Brand Website Links

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

2 Ancillary Tool Links

Applicable brands display a logo for Design Public Group, one of our ancillary web tools. Clicking the DPG logo will take you to the brand page within that site.



SAMPLE PAGE

web tools

We have a few sophisticated online tools to help you specify ancillary solutions: Design Public Group and My Resource Library. You can learn more about them on page 5.

questions?

[Reach us here](#), we are happy to help!

manufacturer index

legend

Bold = Steelcase Partner

■ Warranty 5-10+ years ■ Warranty 1-4 years ○ None ★ Info not available

- [&Tradition](#)
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- [Wewood](#)
- [Woud](#)
- [Zeitraum](#)

Steelcase Partners

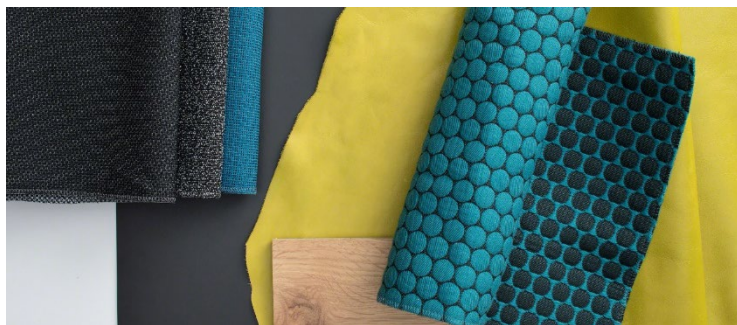
Our direct relationship with Steelcase provides the highest quality products, integrated procurement and delivery systems, onsite service and the best warranty in the industry.

Note: Warranties are represented as ranges for ease of reference, and may not be accurate for all products. Please contact us for details on individual manufacturer/product warranties.

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 Warranty Index on page 3 for details on the warranty period for each vendor.

our resources



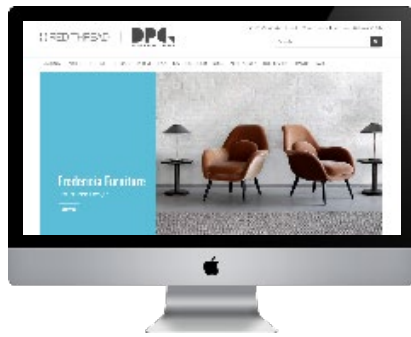
Warehousing, Installation & Delivery

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.

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

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

ancillary specification tools



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 quick-ship
- 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](#)



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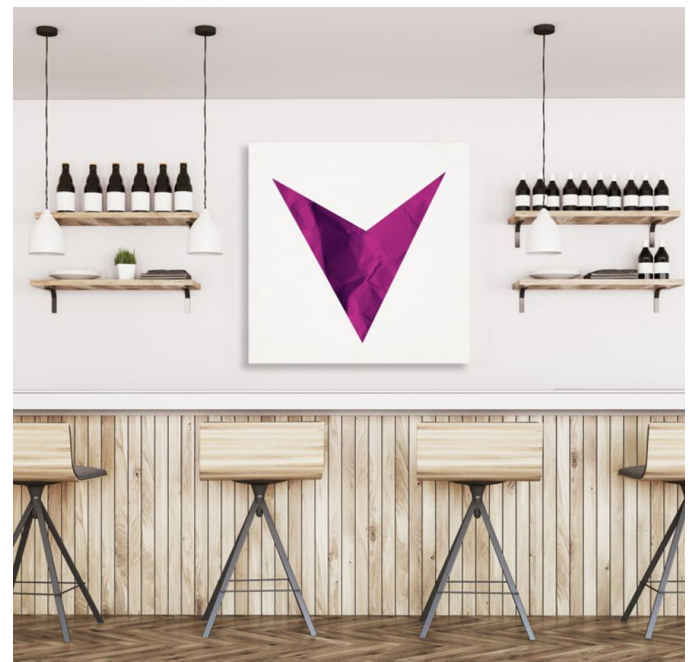
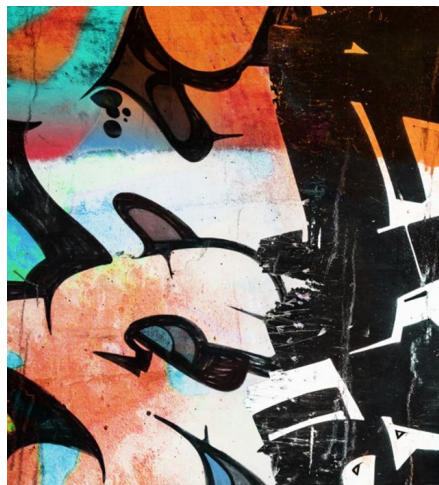
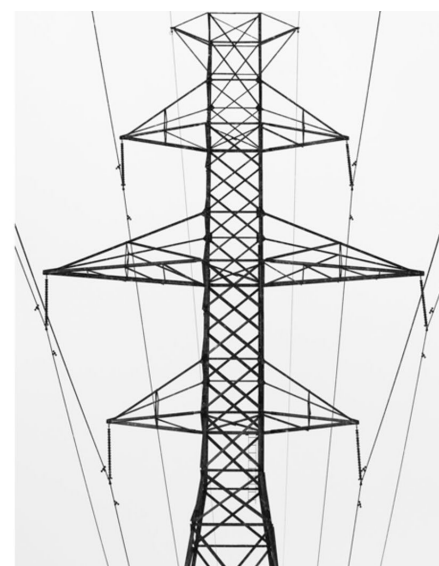
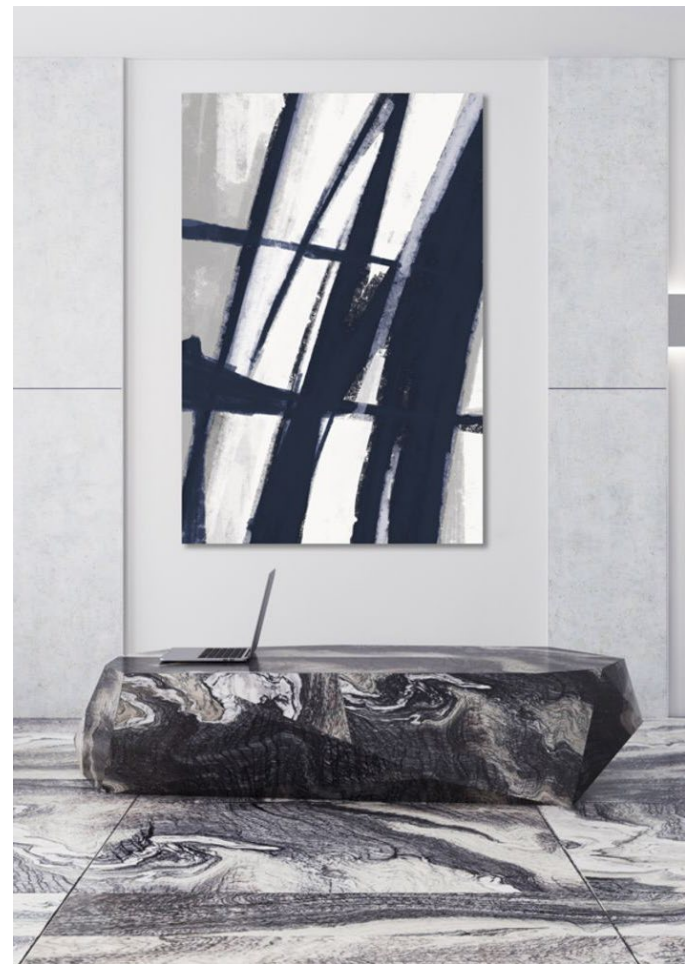
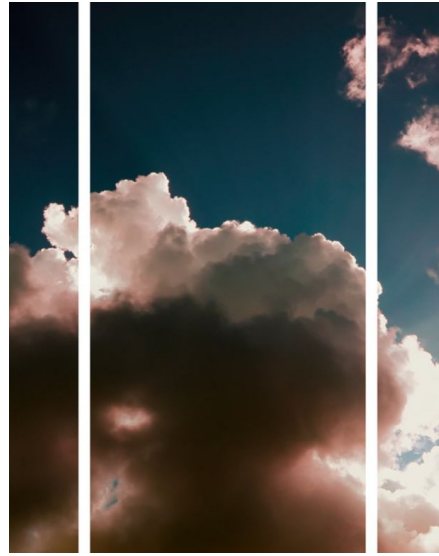
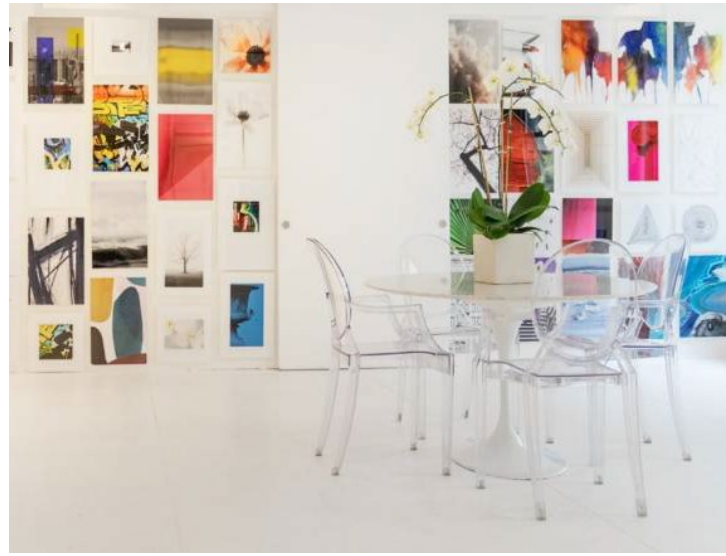
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Another Country®

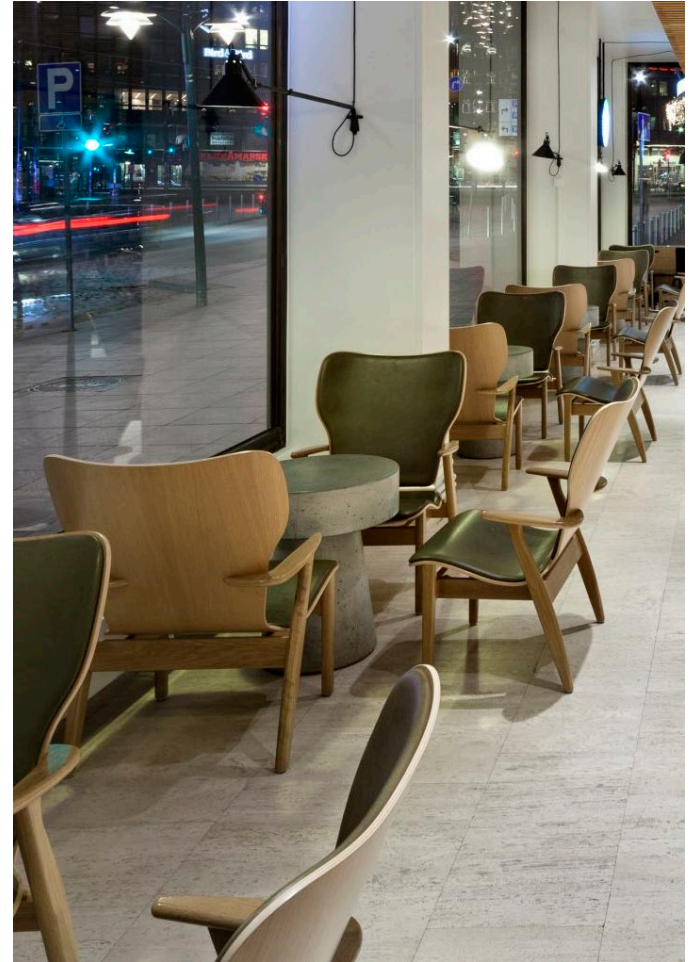
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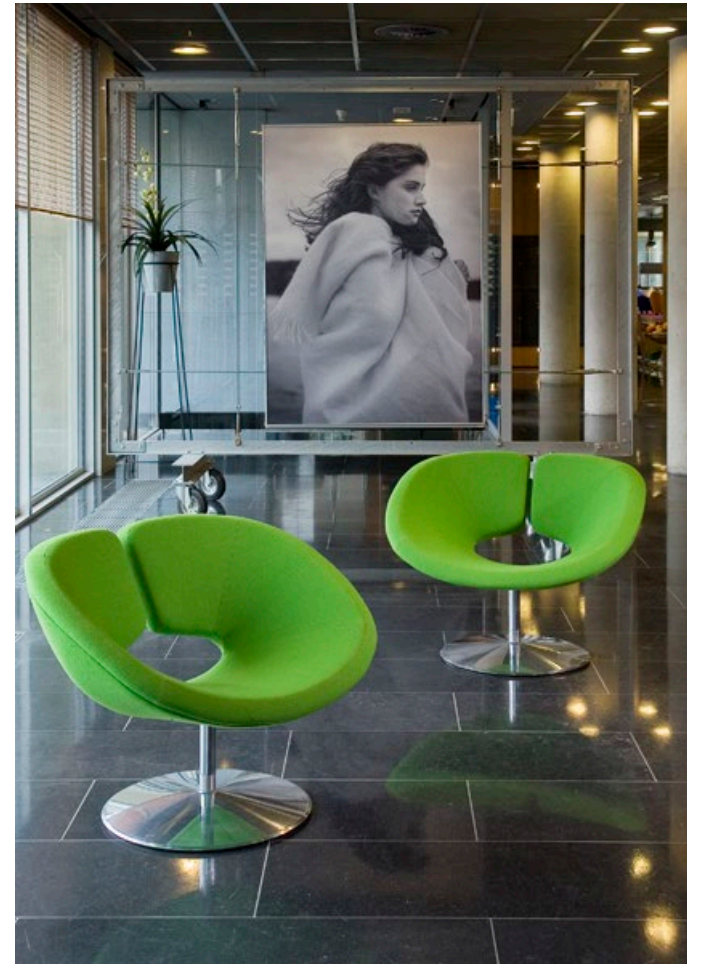
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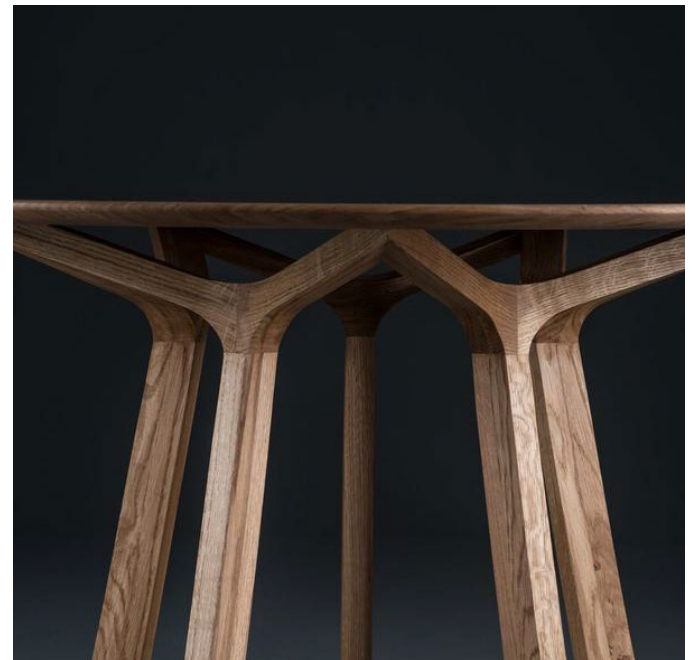
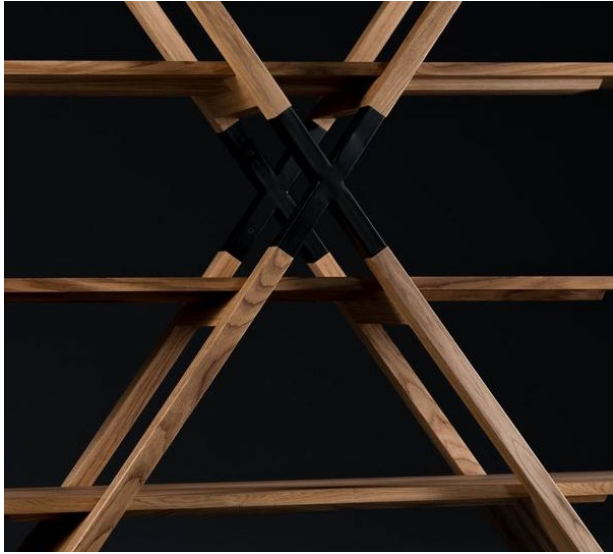
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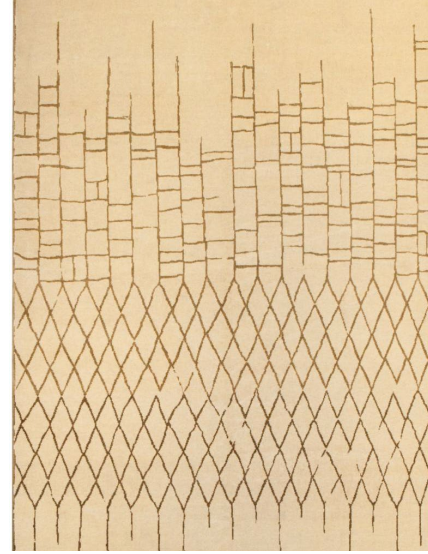
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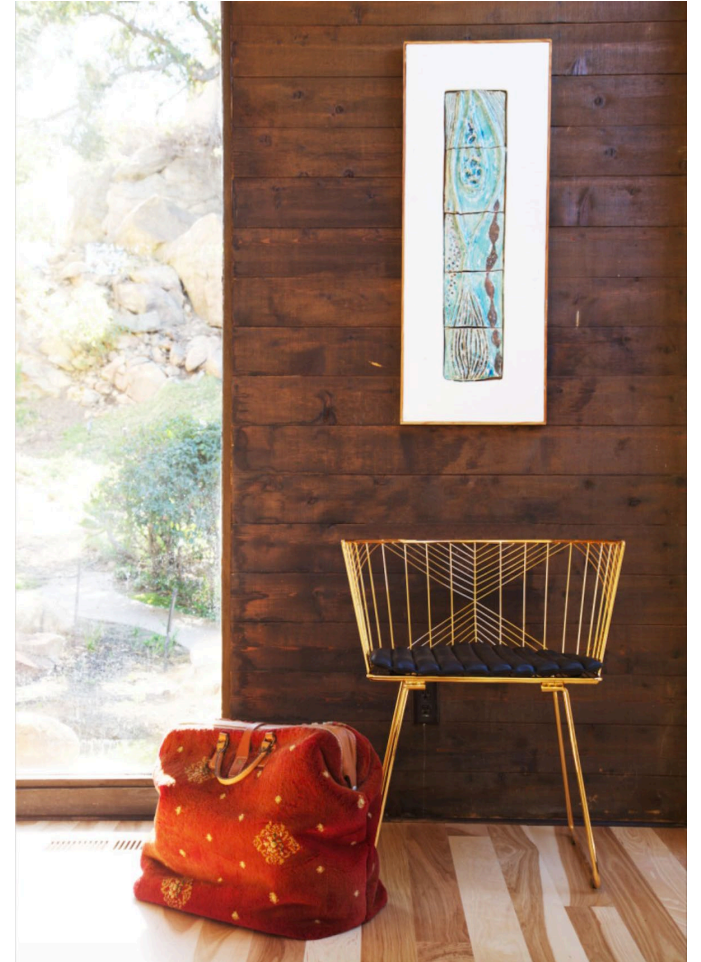
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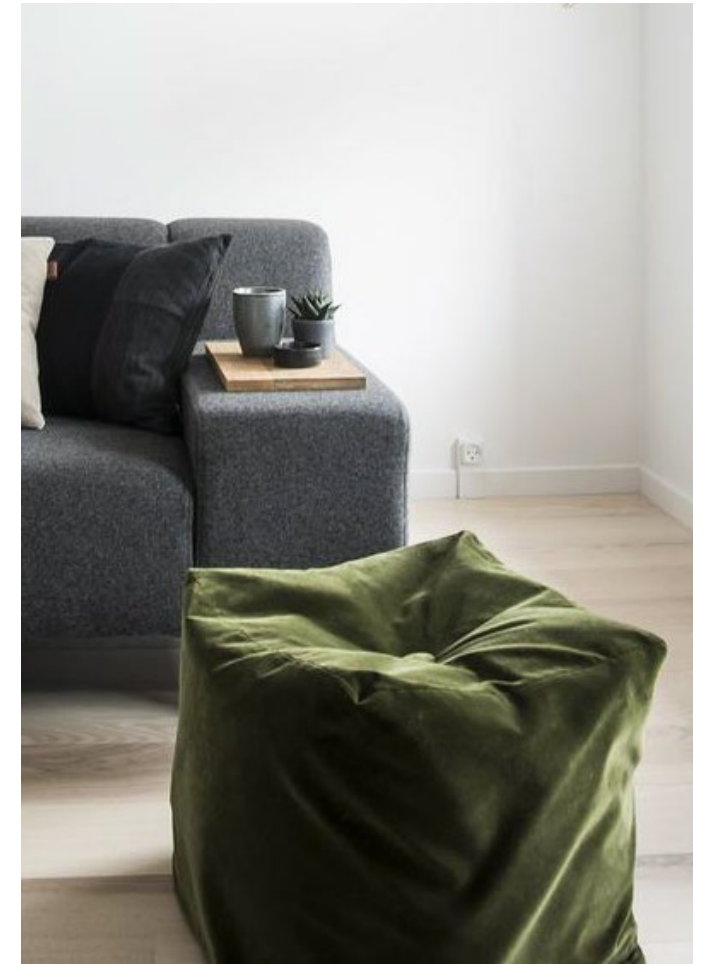


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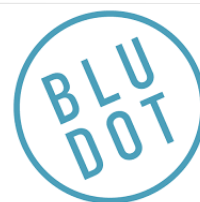
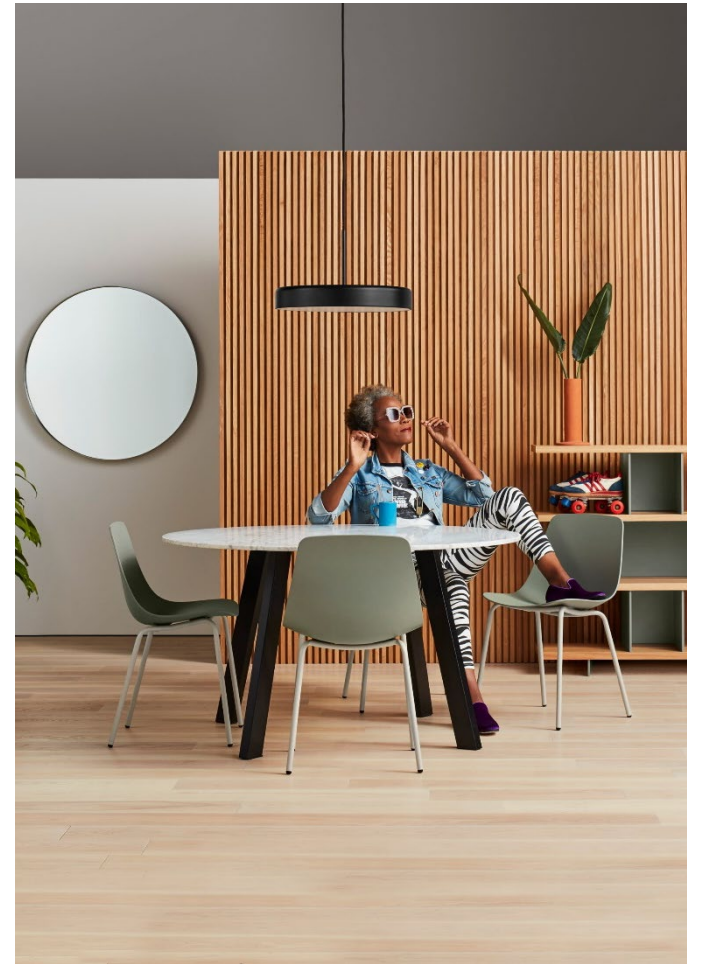

BENJAMIN MAIER CERAMICS

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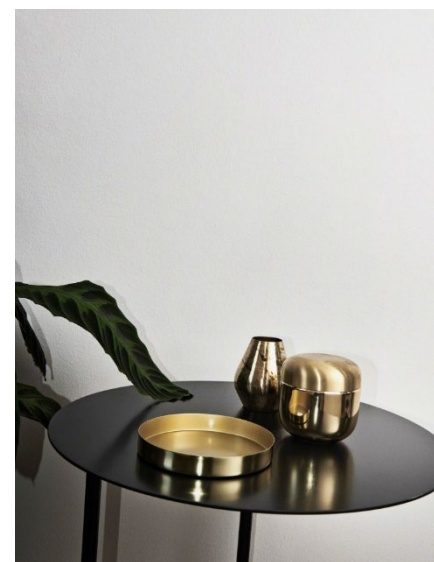


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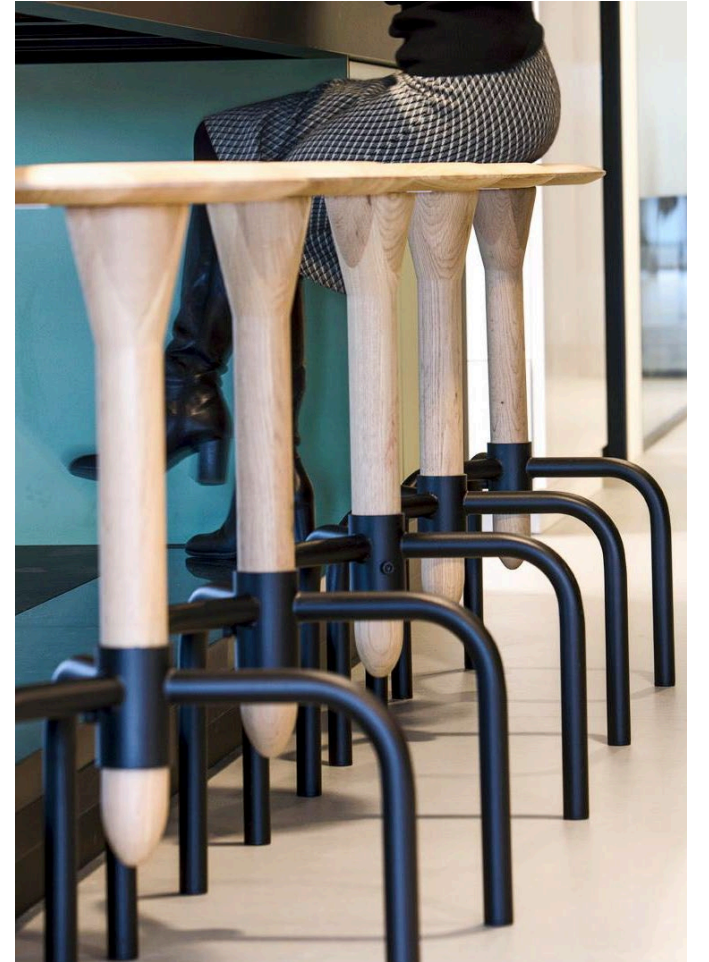
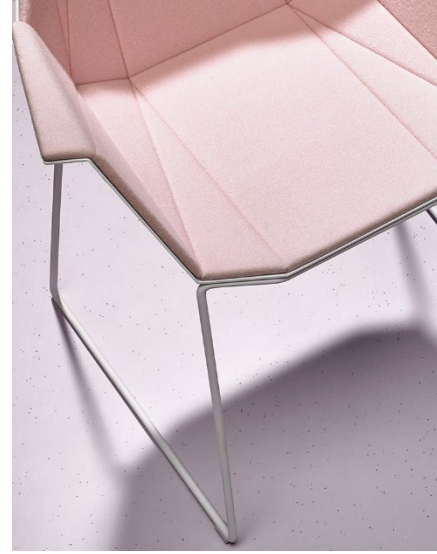
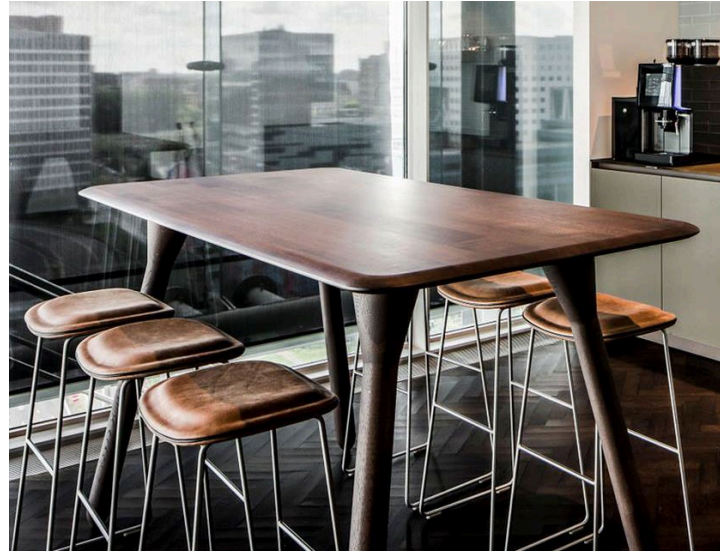
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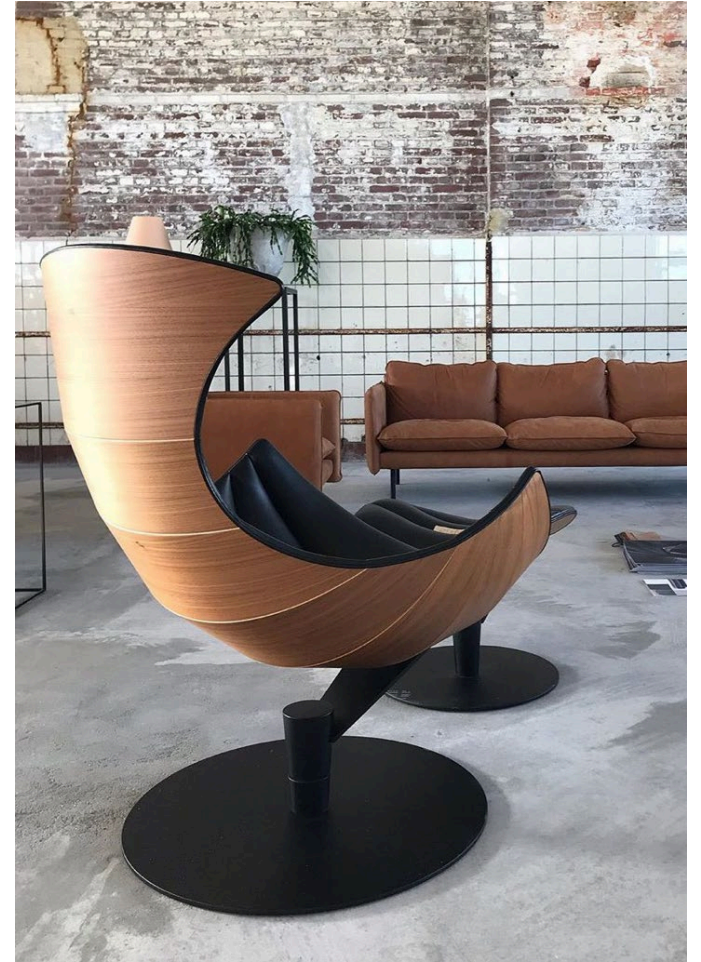
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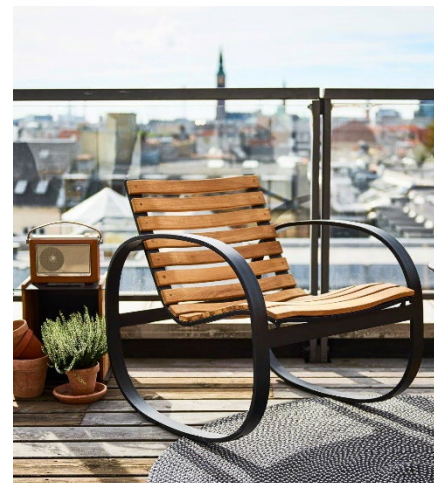
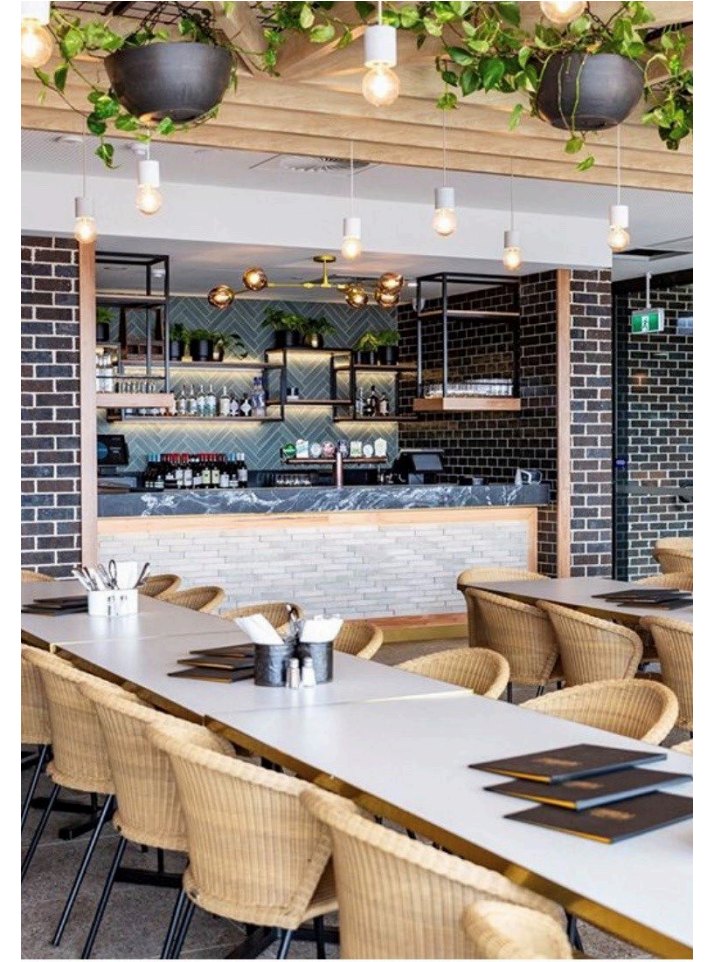
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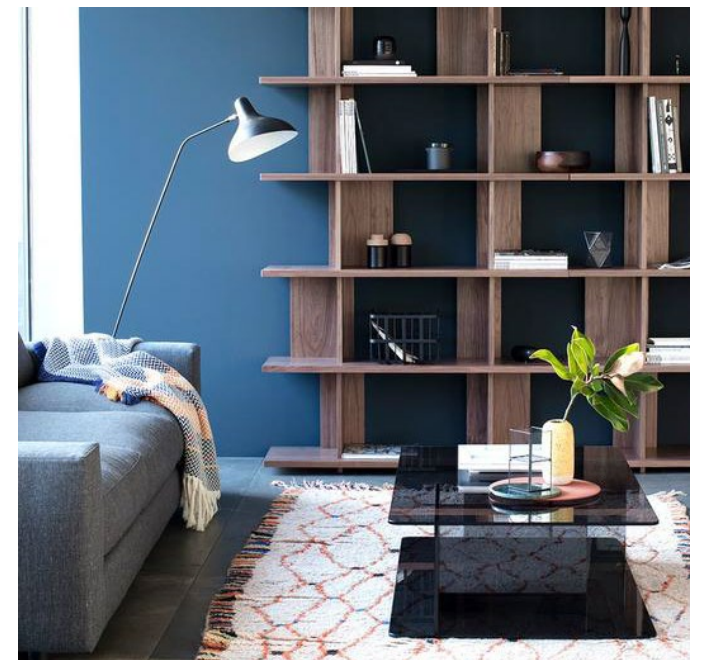
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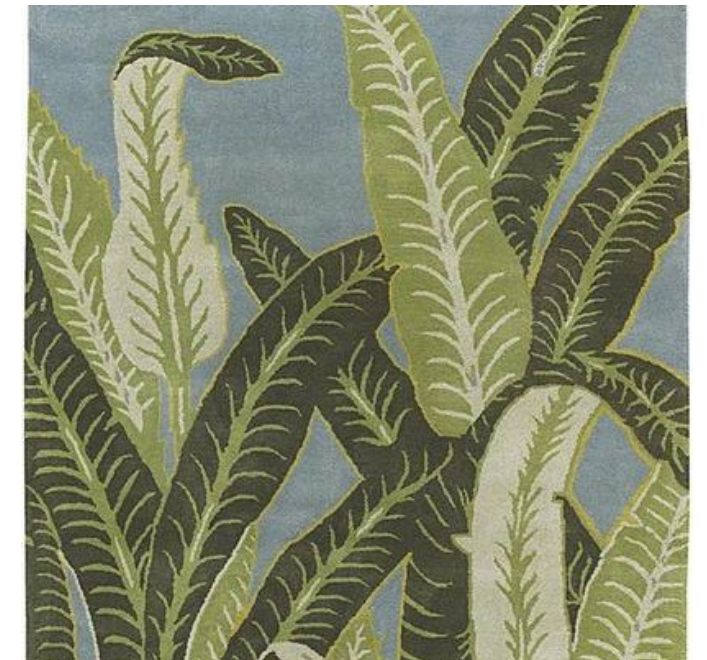
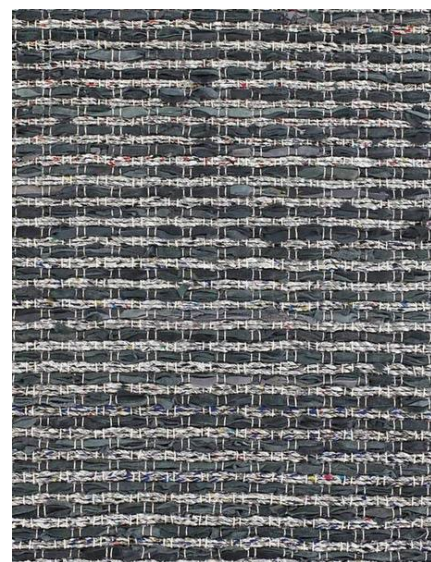
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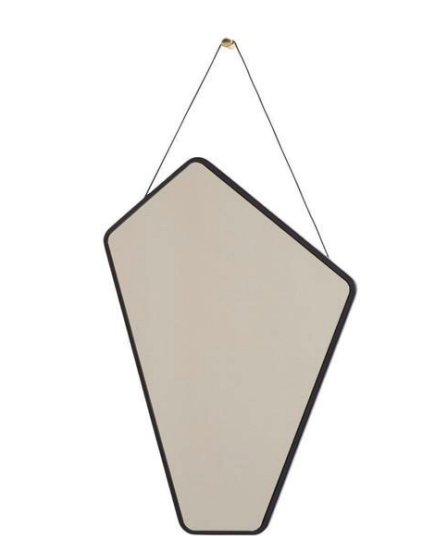
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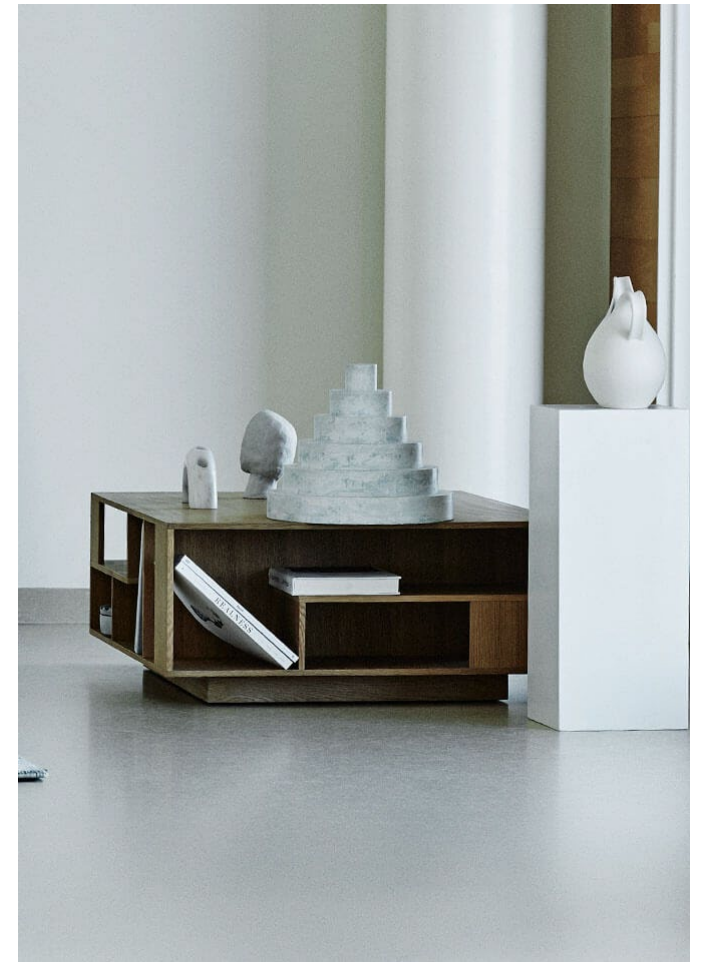
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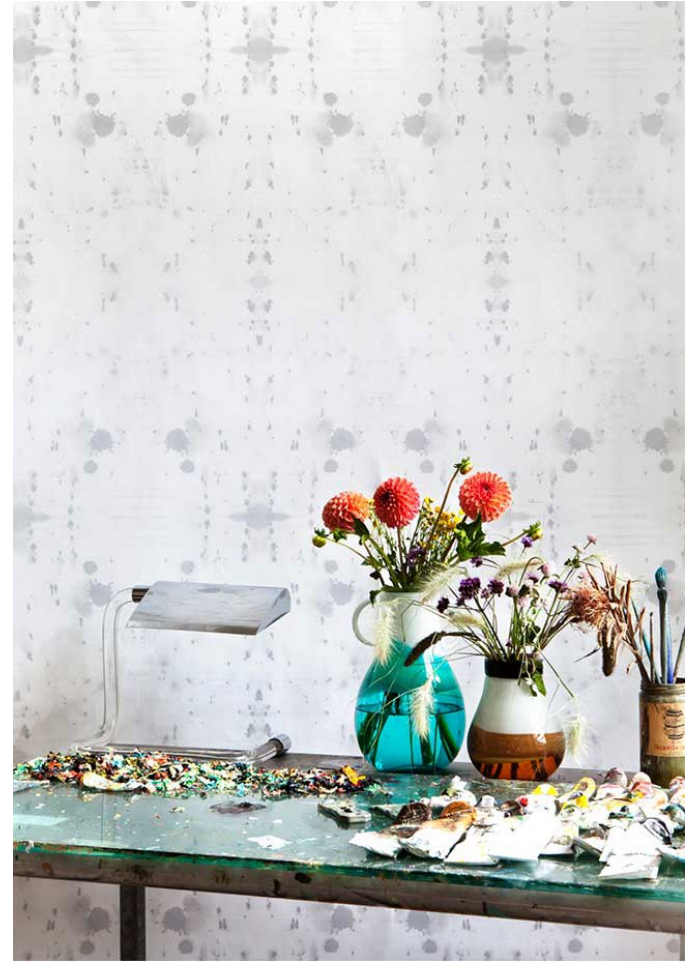
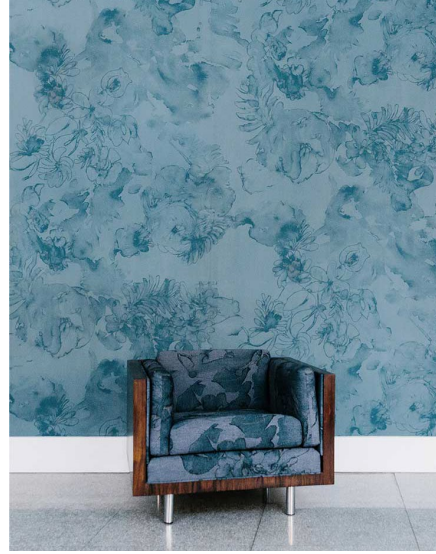




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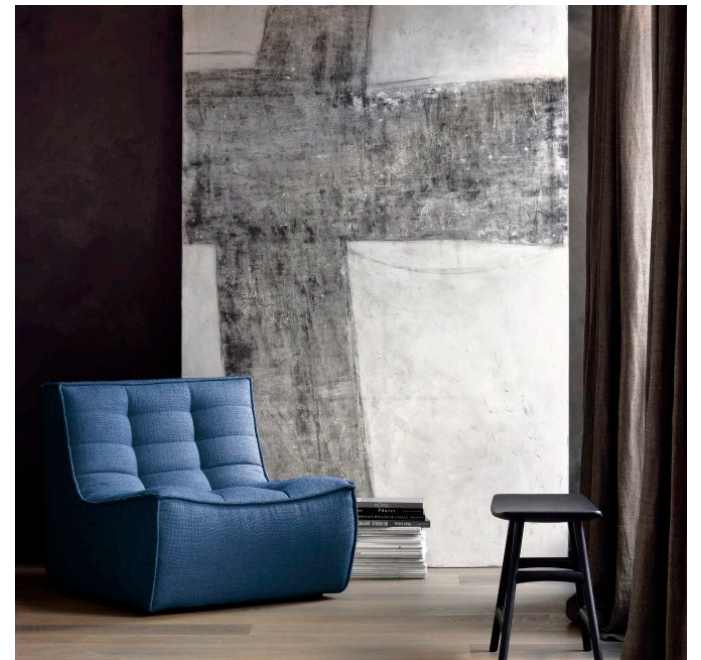
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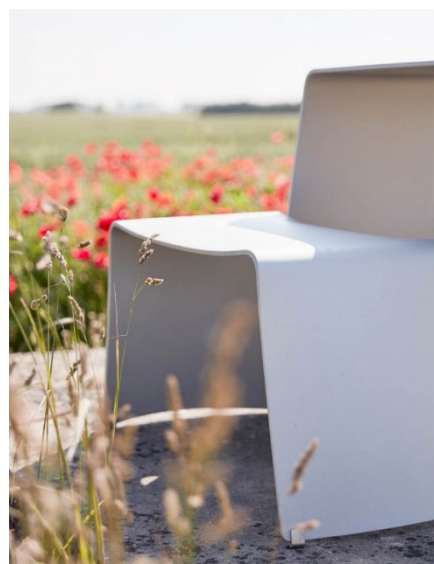
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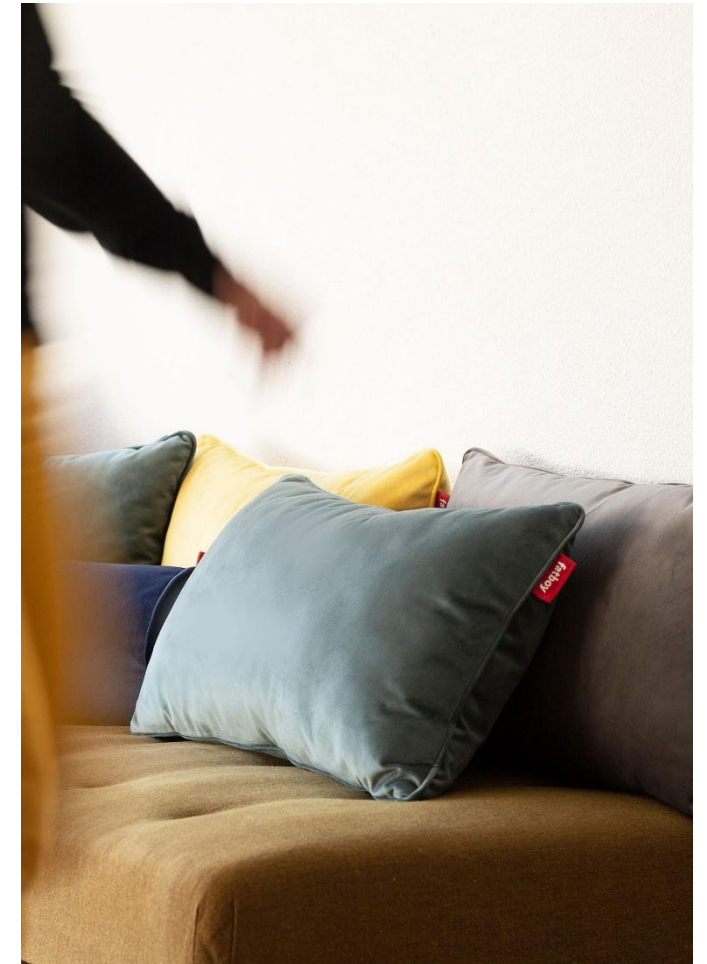
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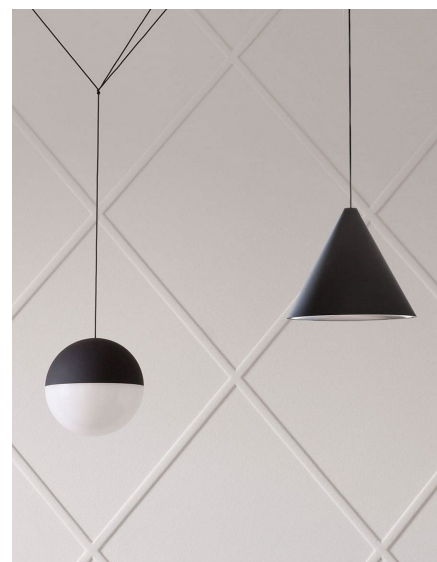
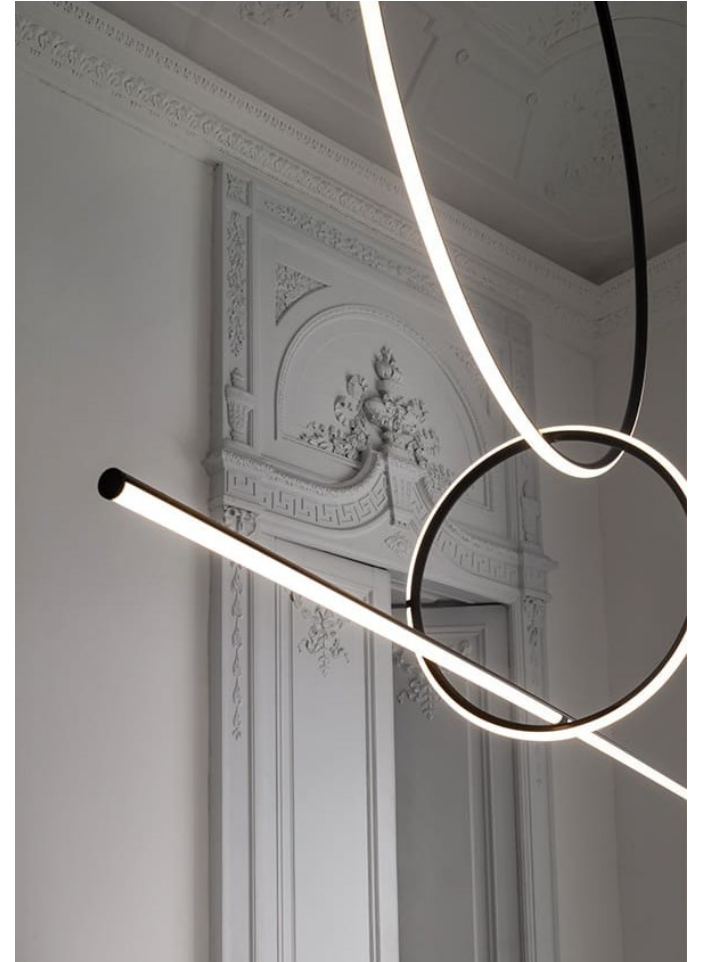
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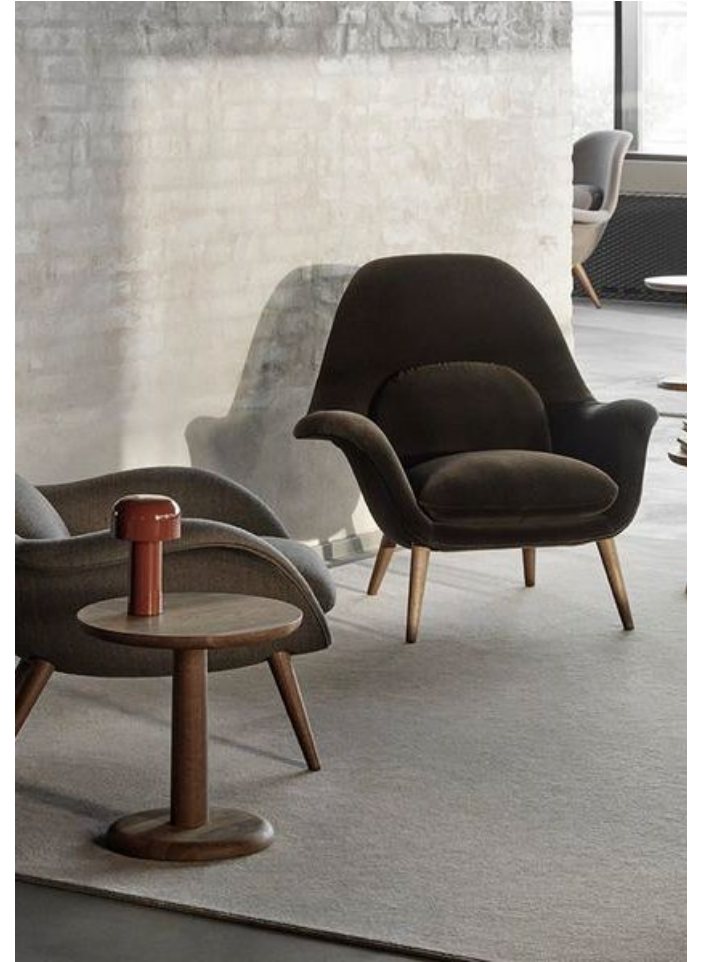
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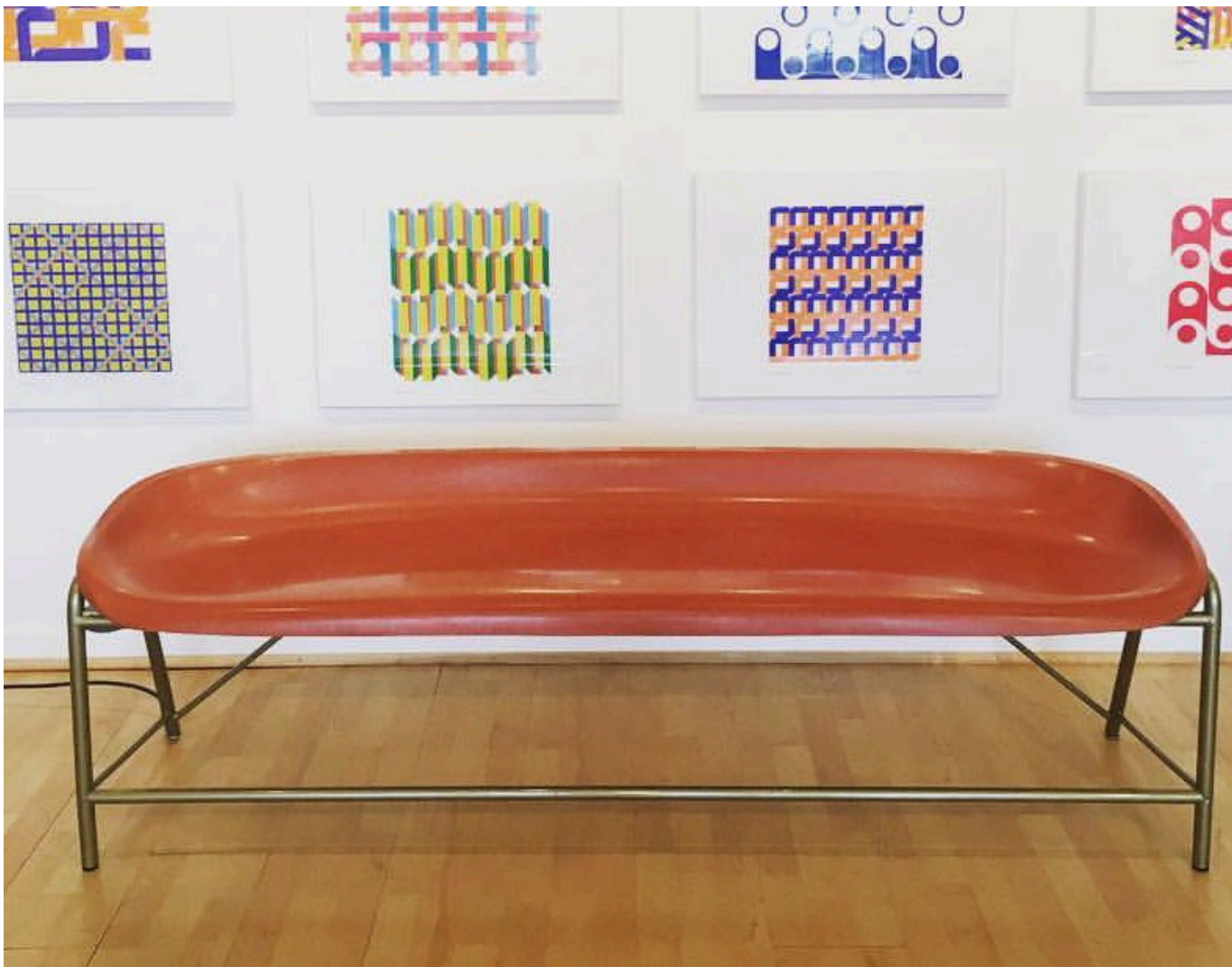
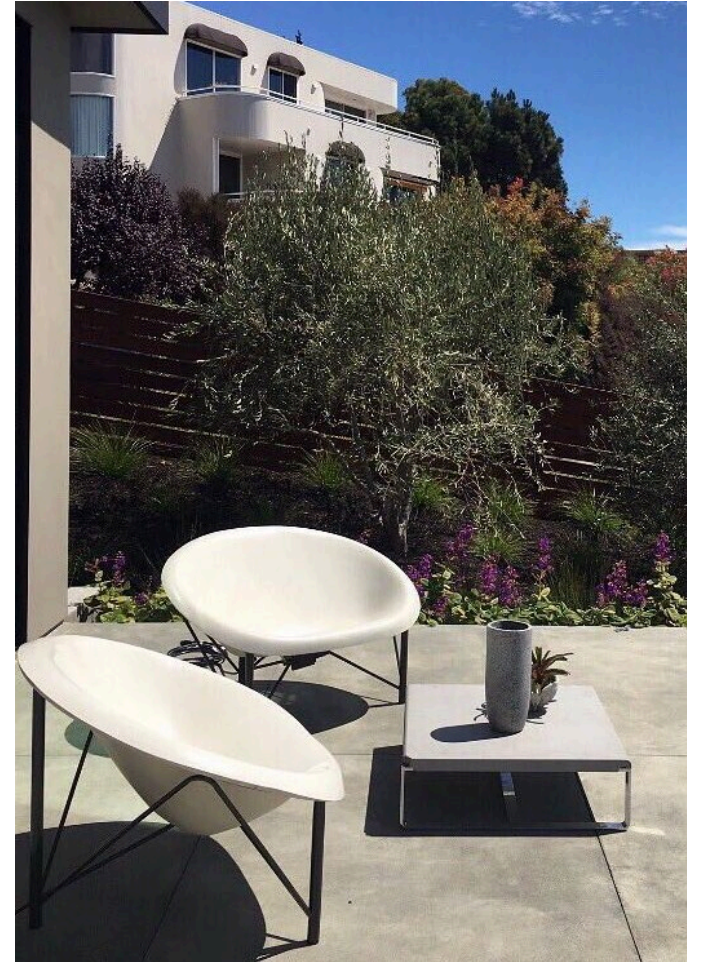
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GALANTER & JONES

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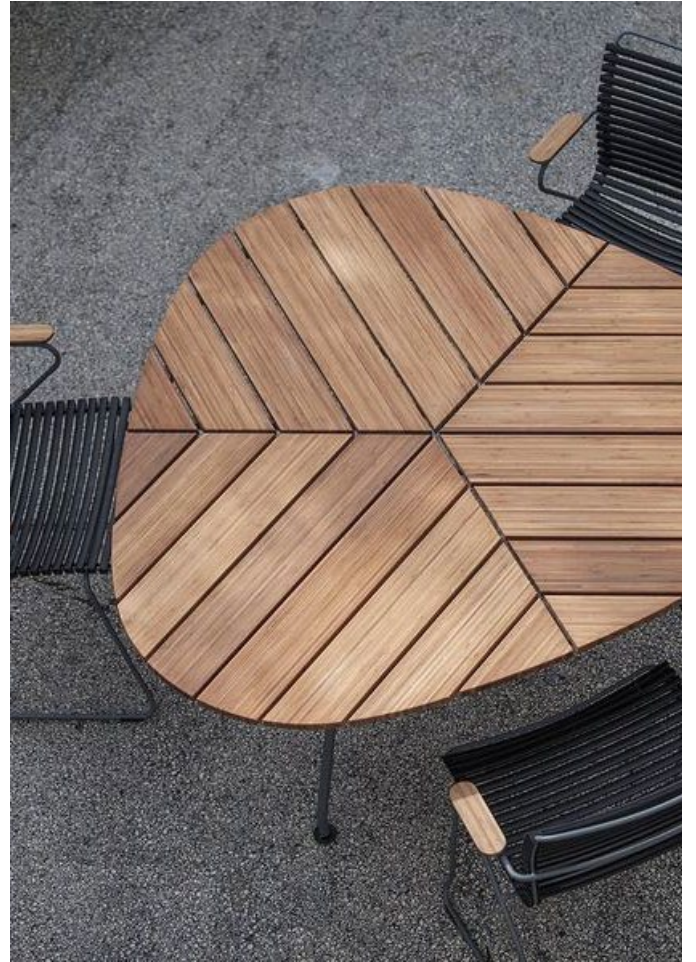
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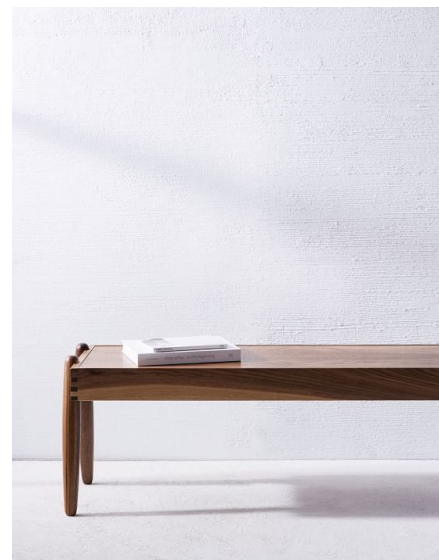
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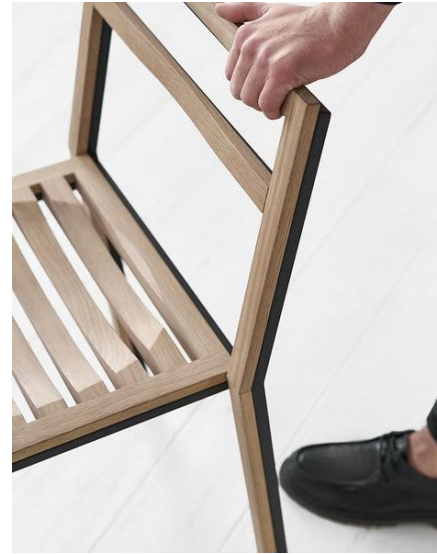
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Karakter

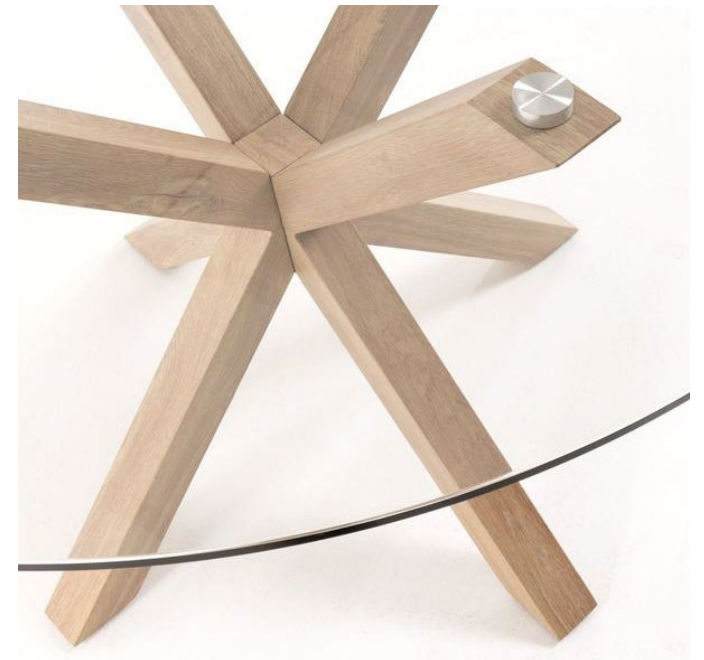
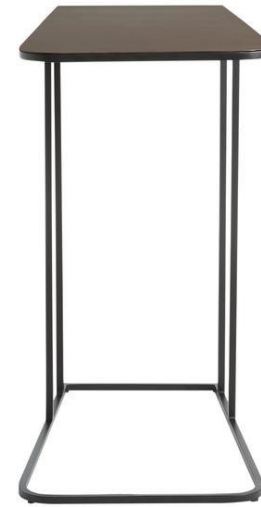
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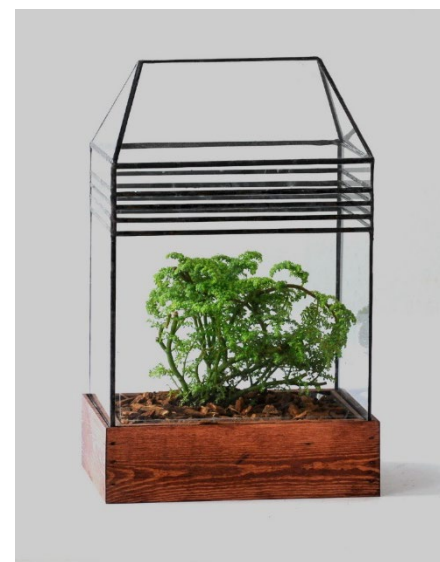
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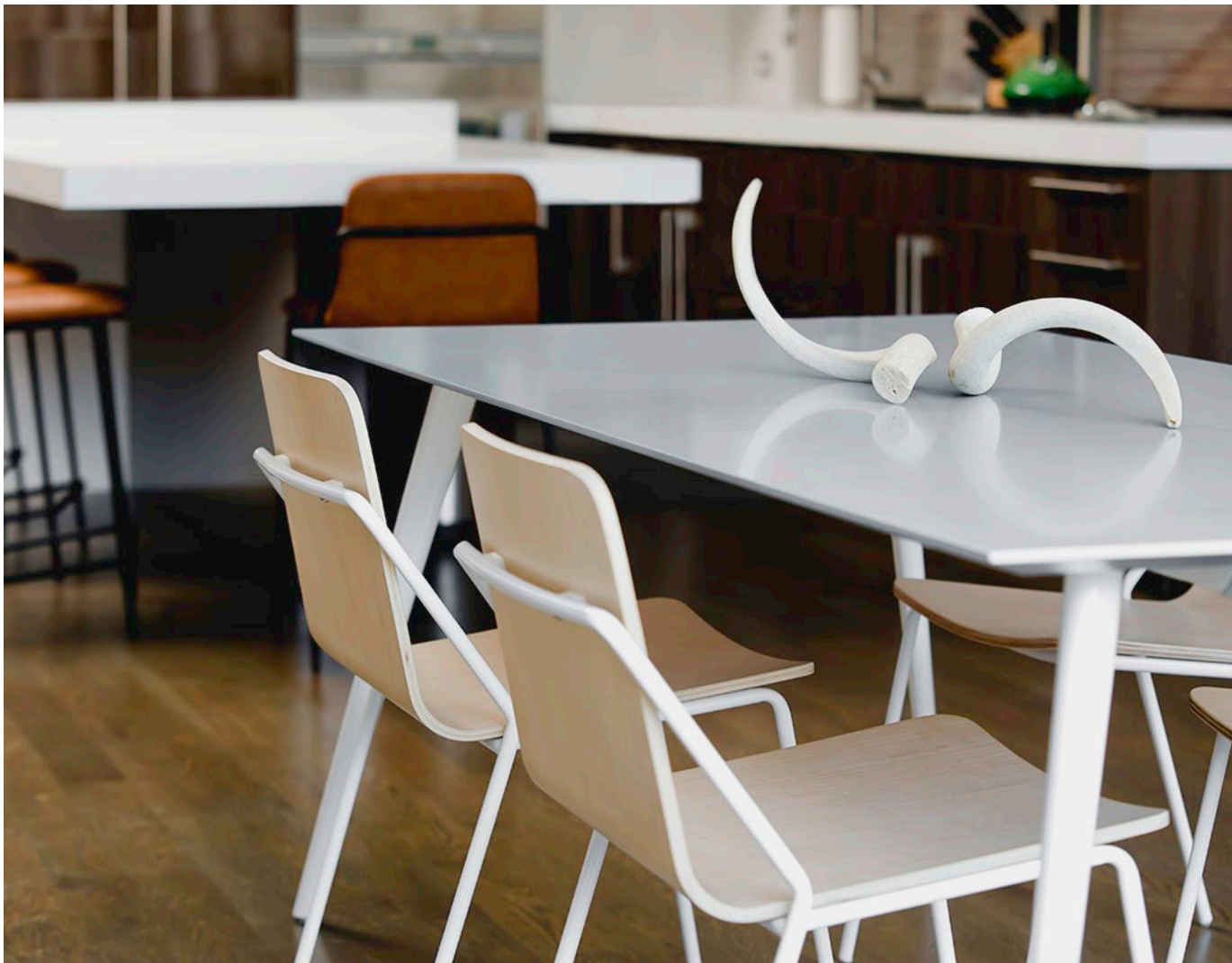
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m.a.d.

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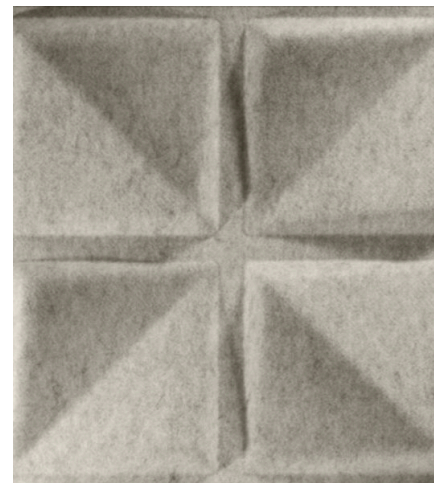
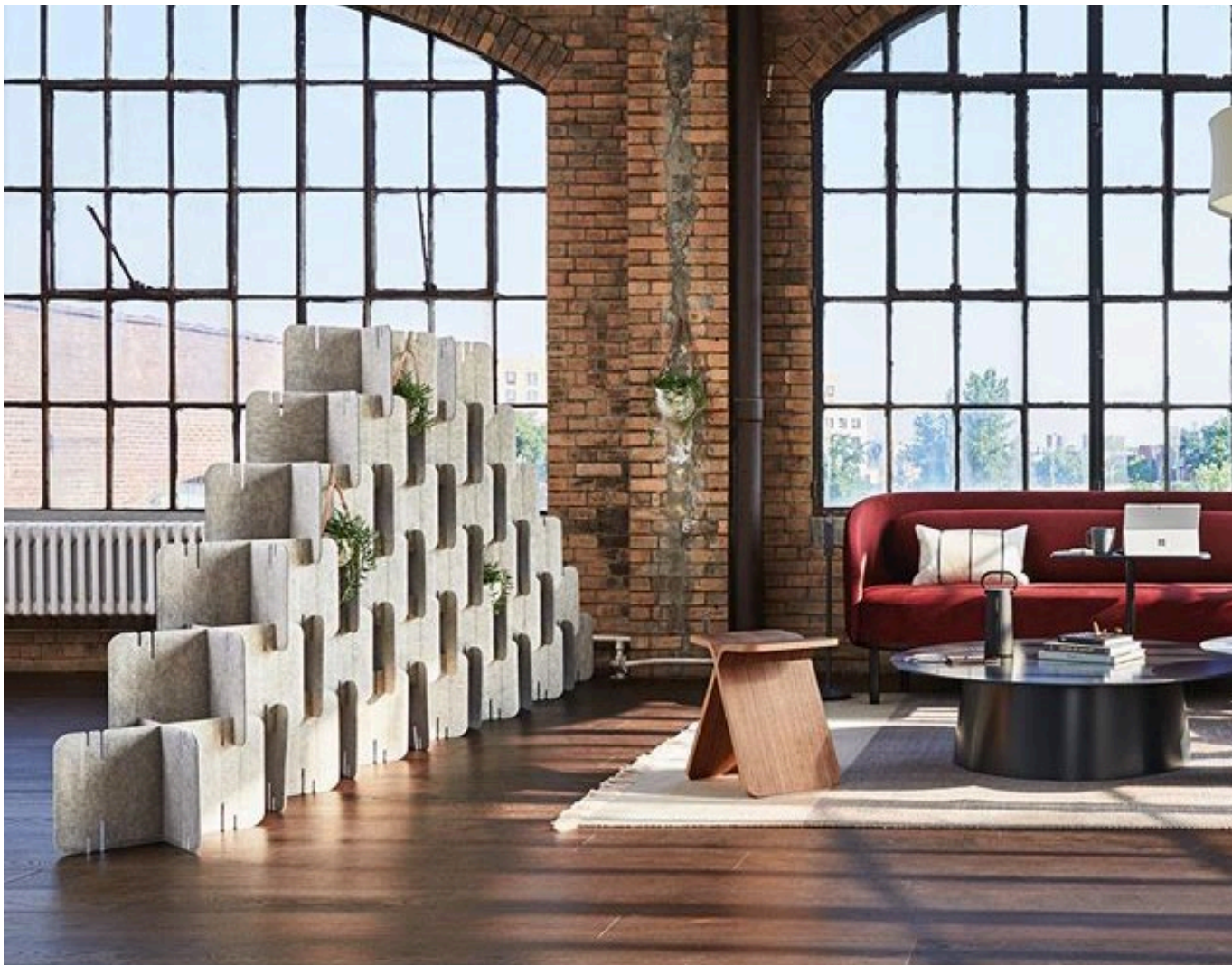
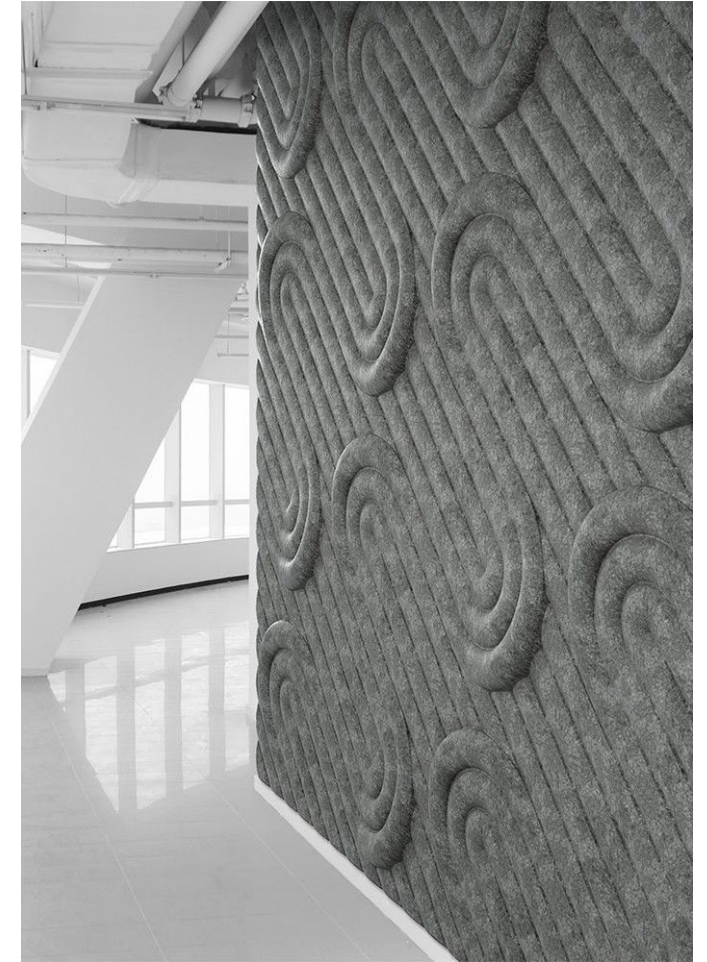
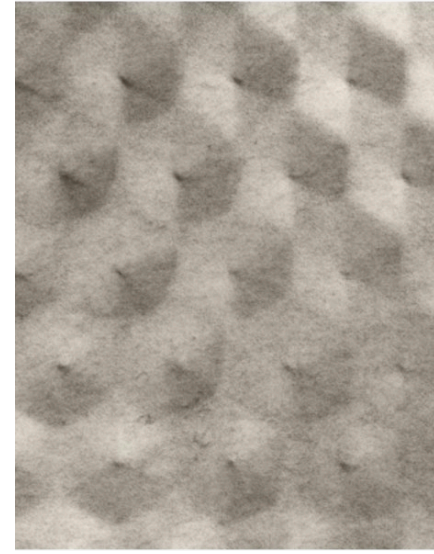
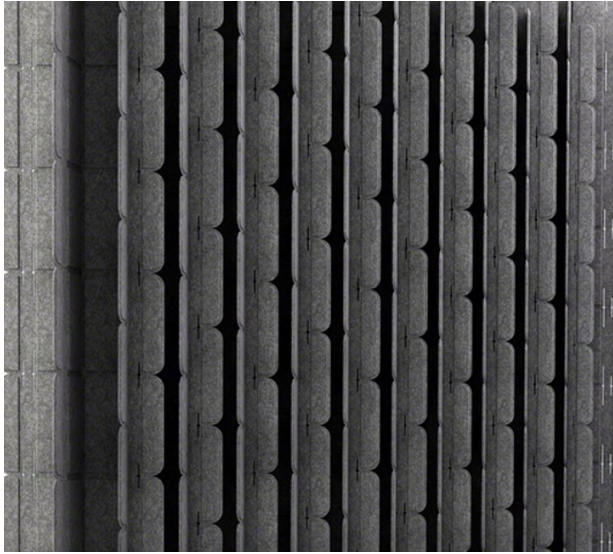
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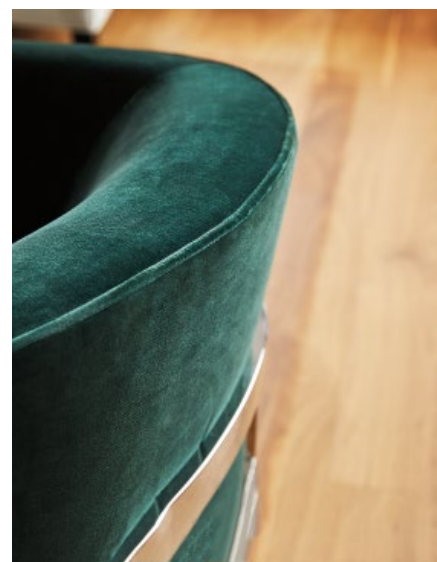
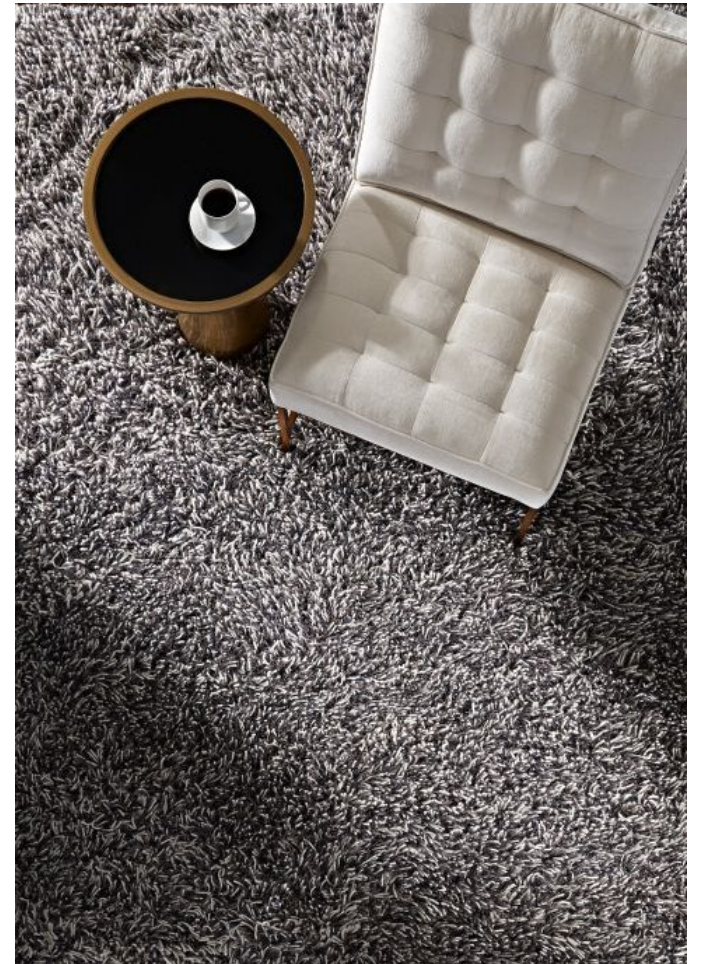


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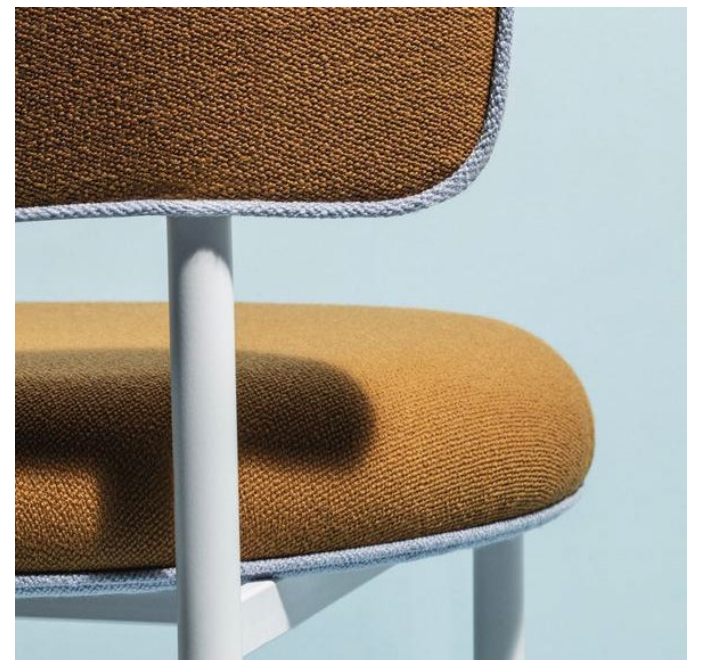
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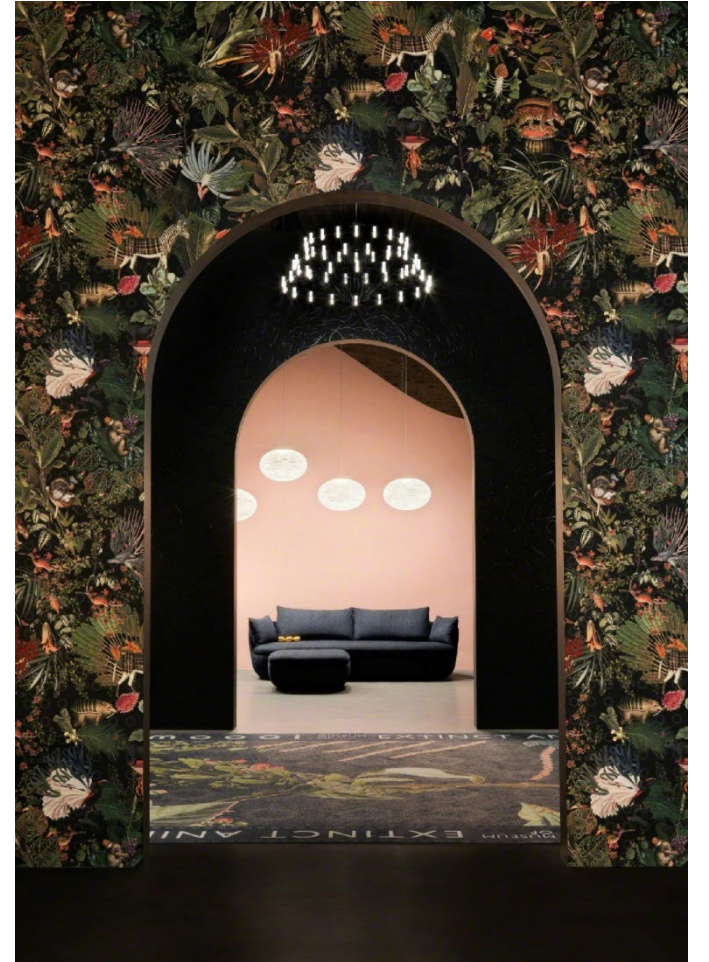
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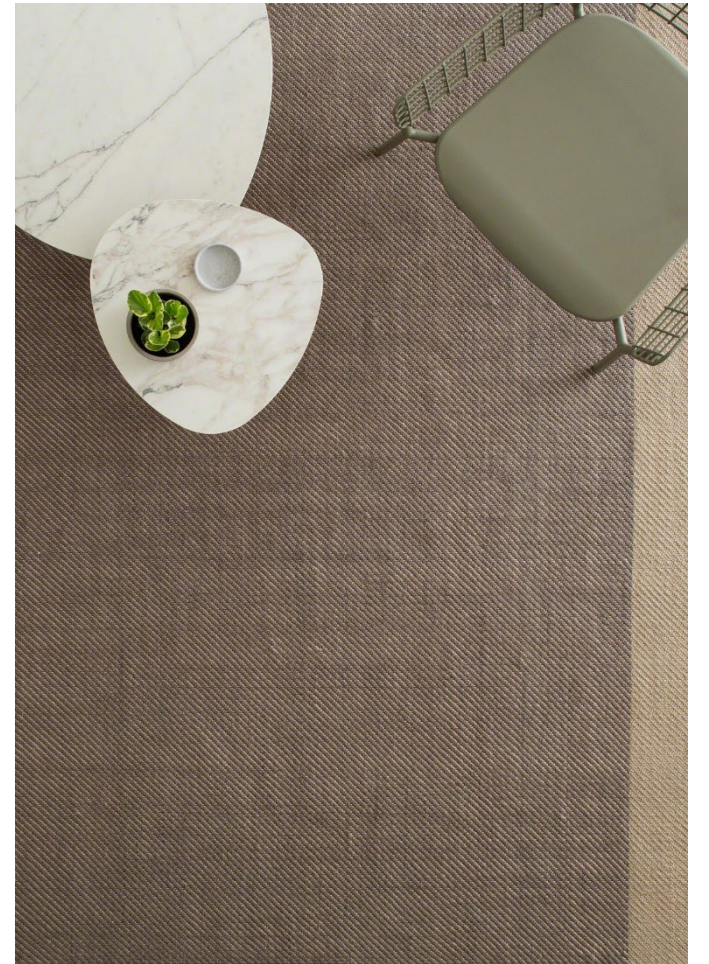
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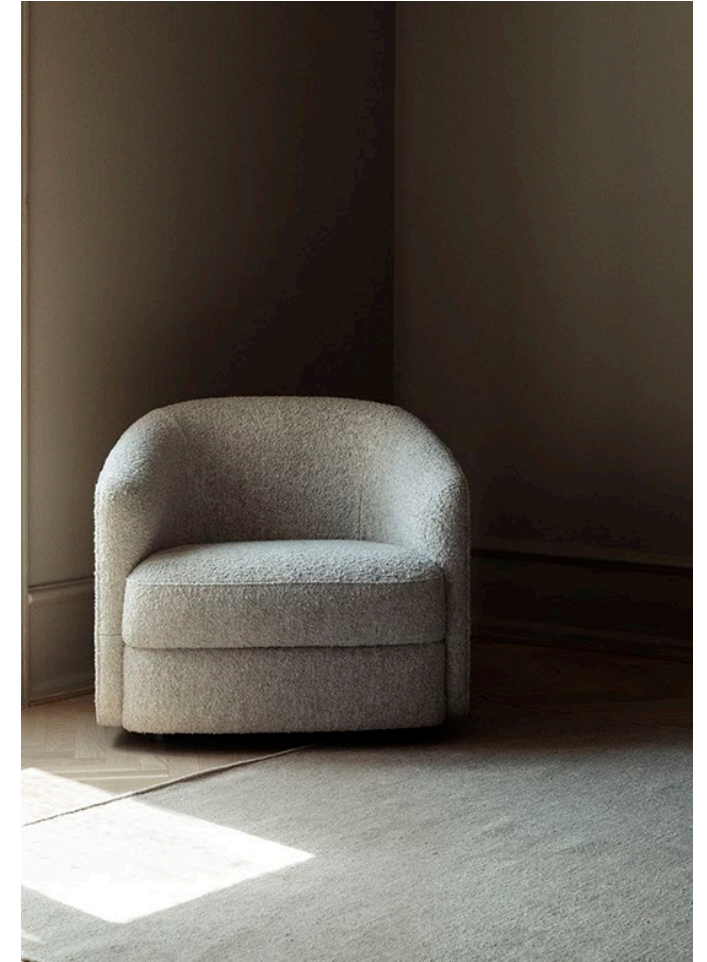
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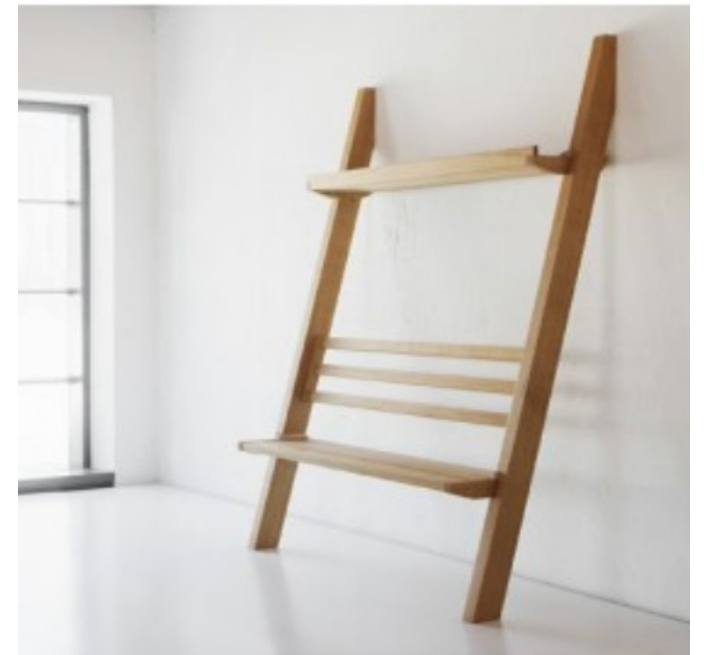
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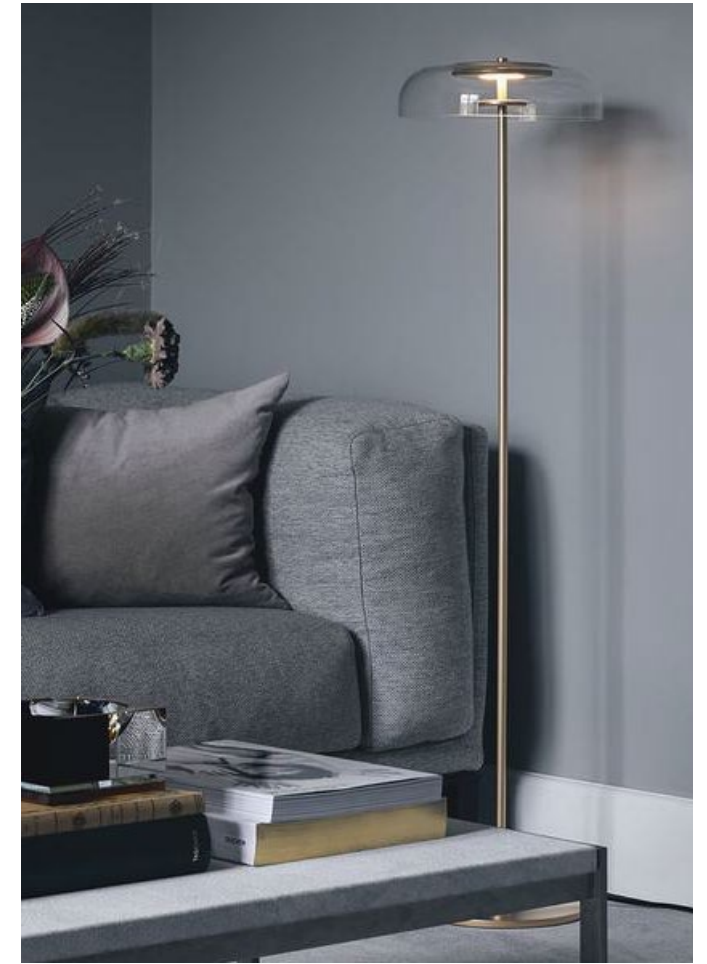
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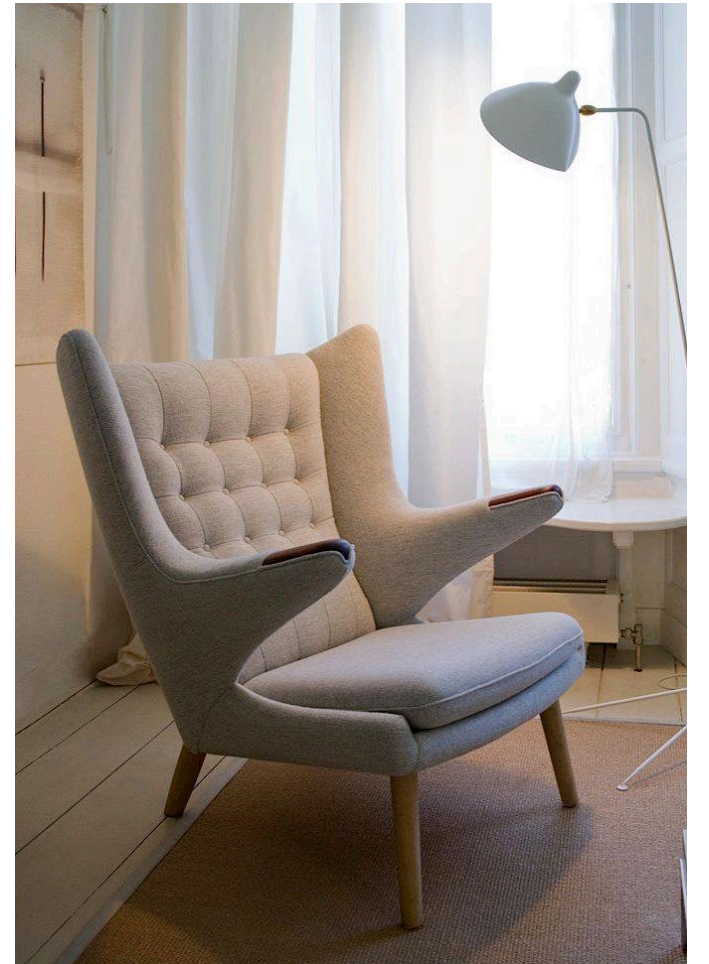
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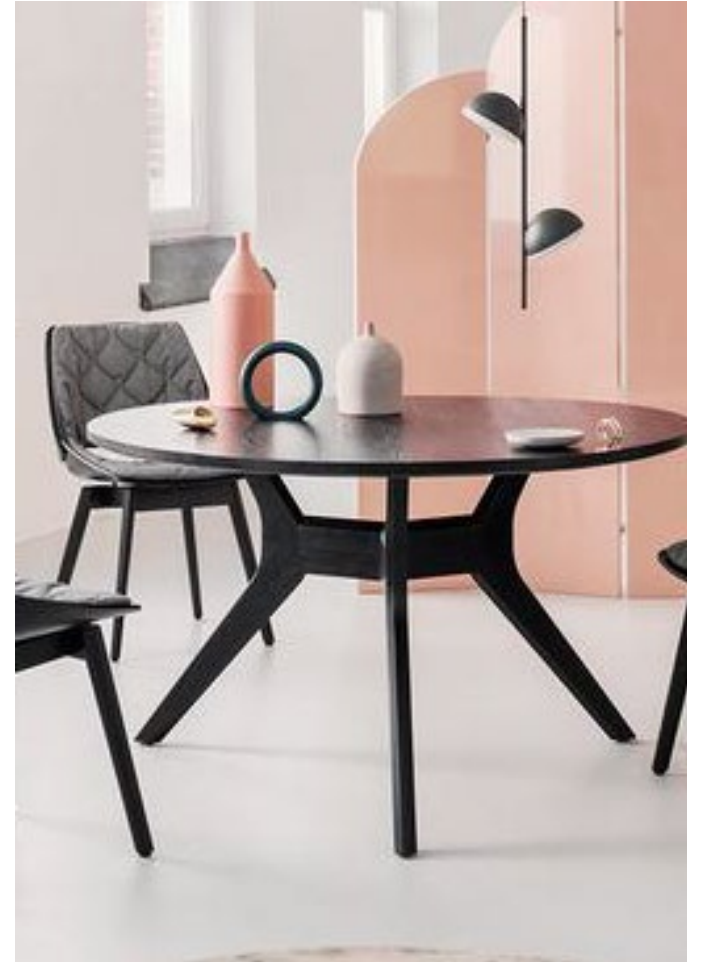
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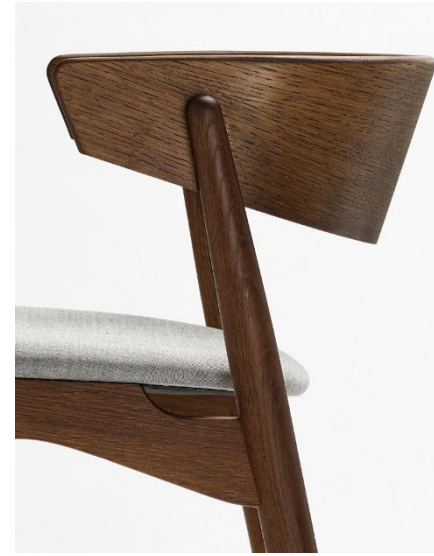
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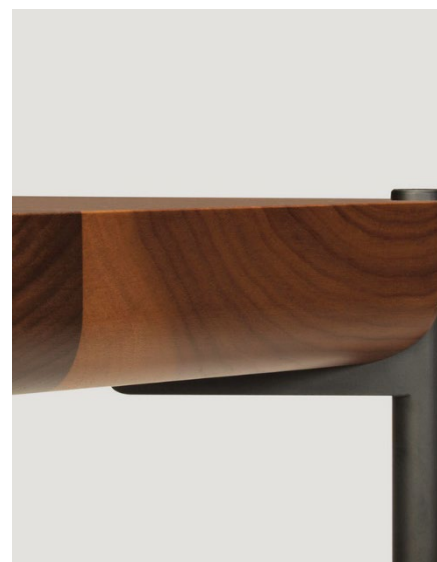
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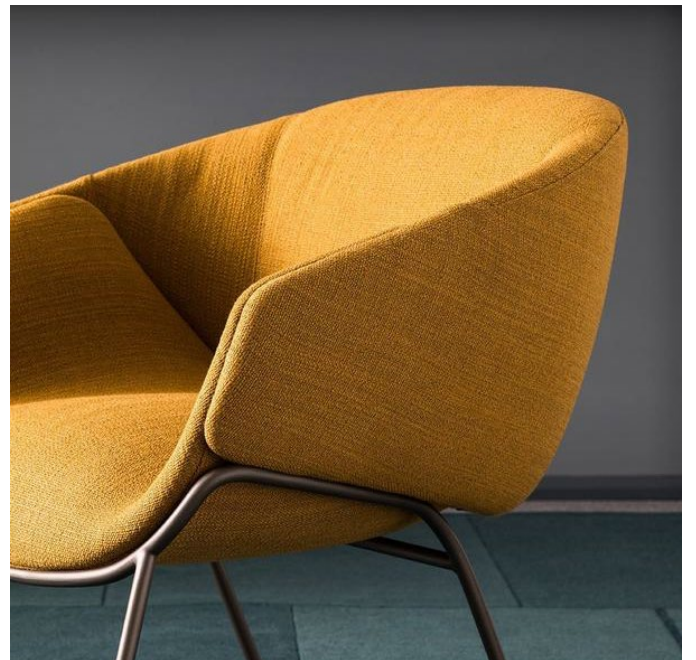
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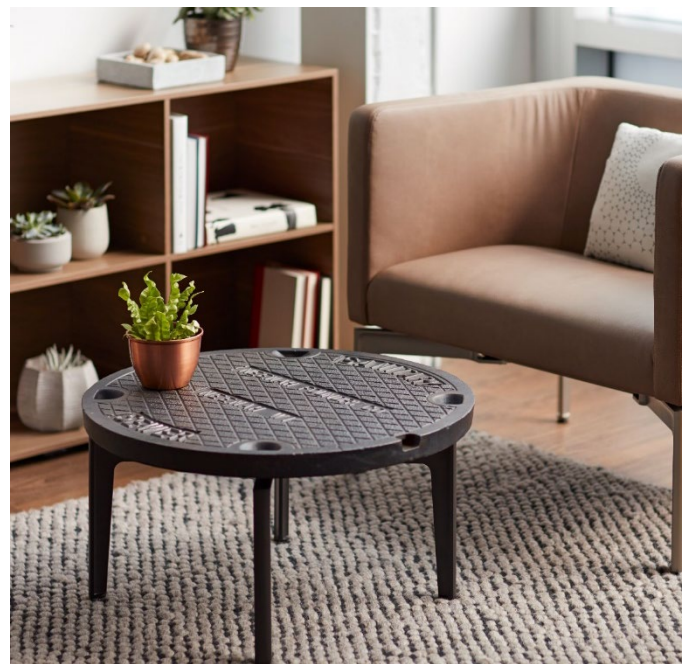
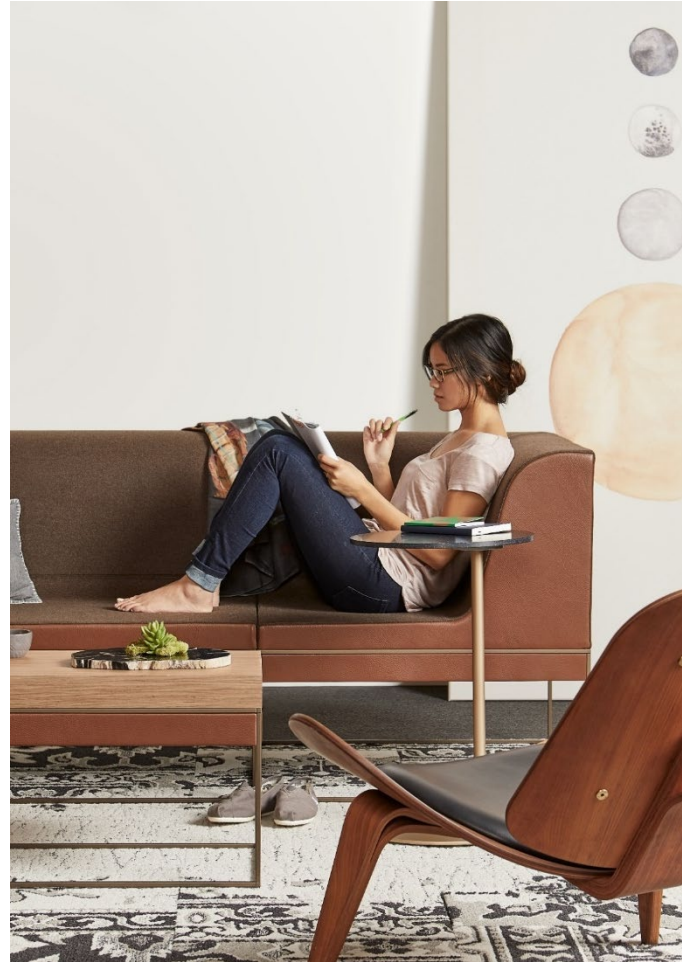
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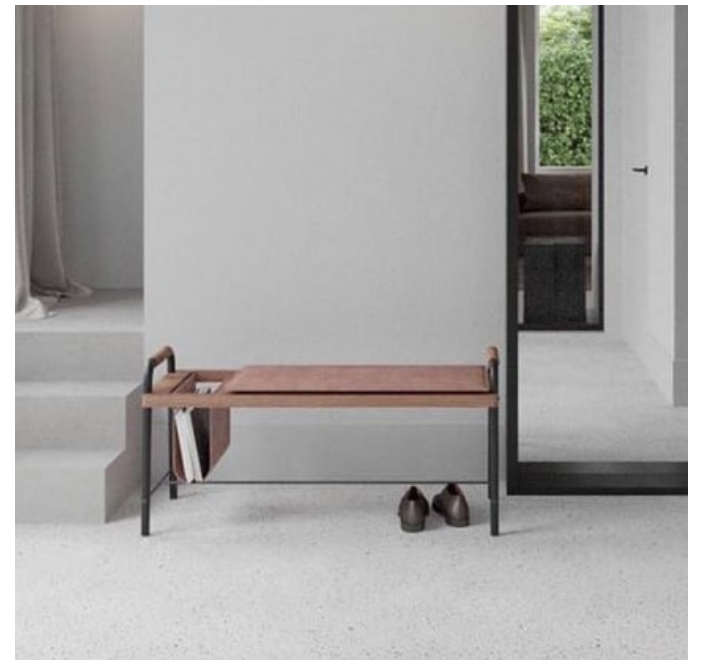
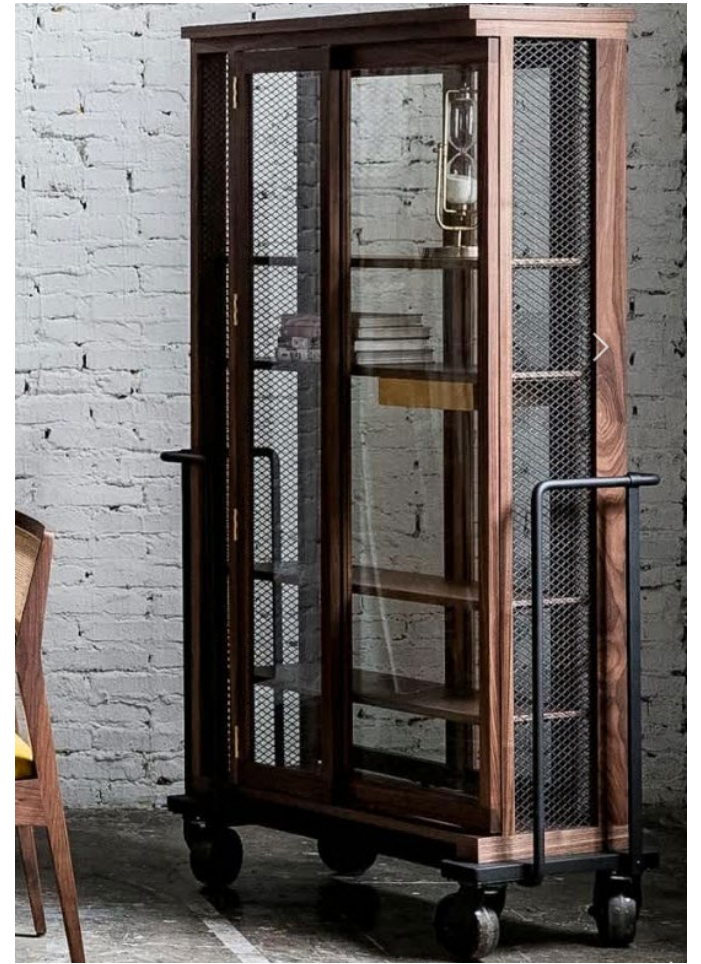
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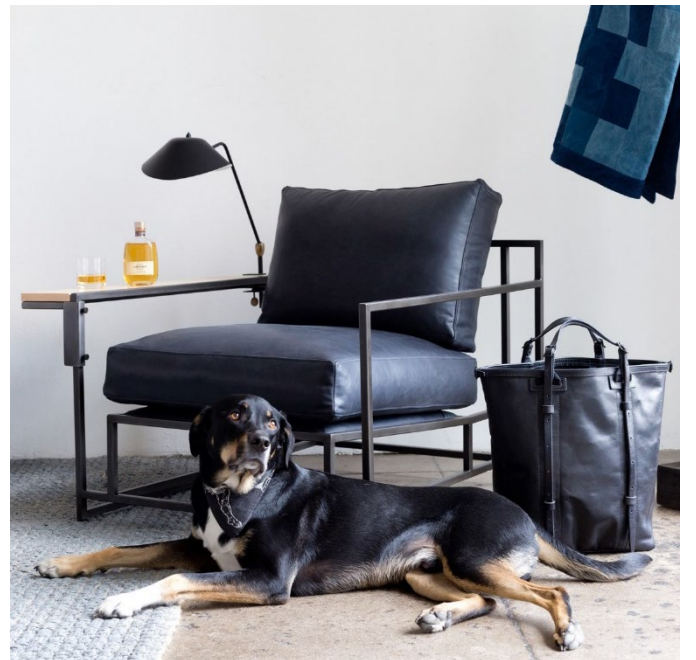
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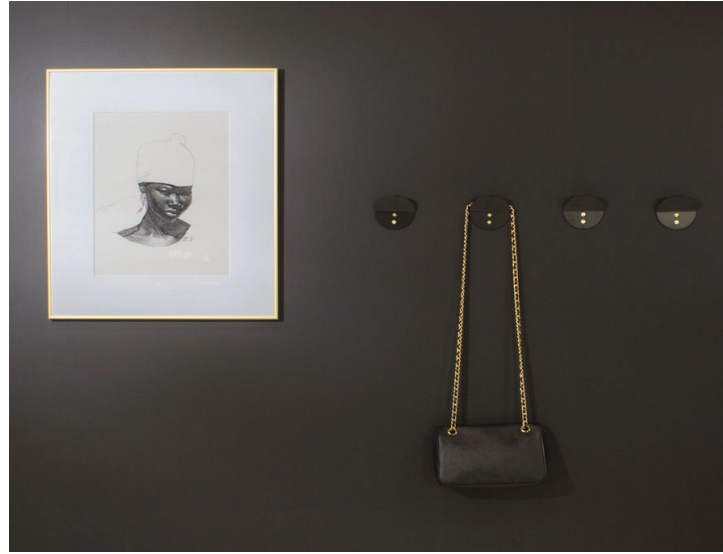
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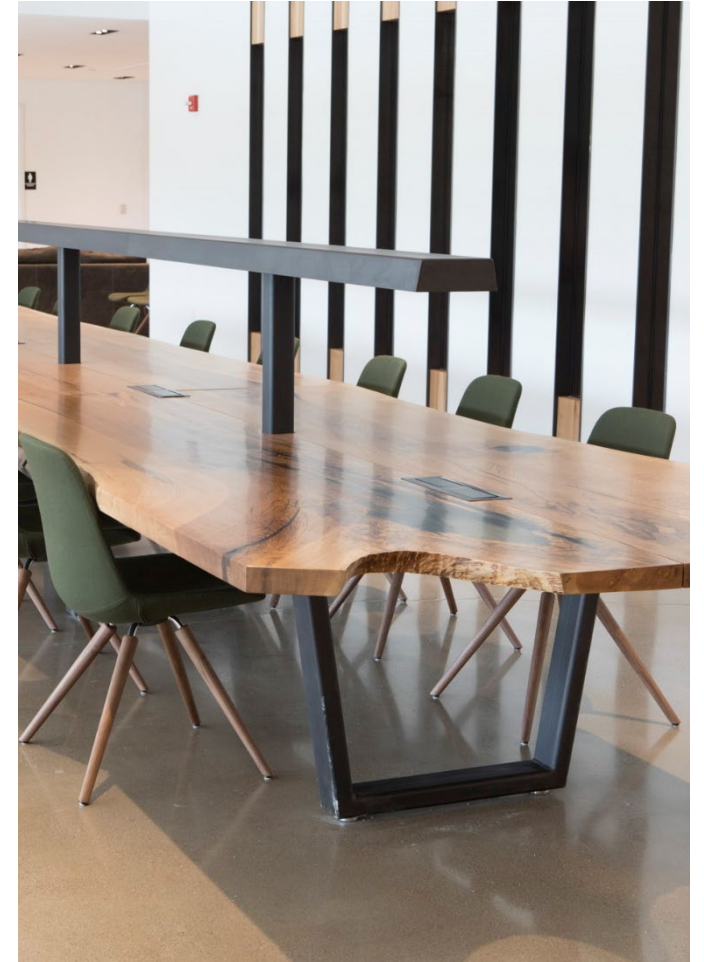
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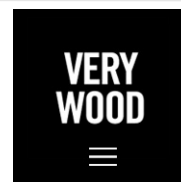
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