



POI MARKETPLACE LOOKBOOK





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WELCOME TO POI MARKETPLACE

Our vision is to create and deliver inspirational experiences that drive profitable growth.

We deliver value to our client partners by creating workplace environments with integrated solutions, a deep commitment to knowledge and unwavering customer support.

To do this we partner with the industry's finest and most innovative manufacturers. Our primary partner is Steelcase the global industry leader and we have been associated with them since the 1950's. We are proud of this partnership as for over 100 years, Steelcase has been bringing human insight to business by studying how people work, wherever they work. Our mutual passion is to help people love how they work.

POI understands that in order to provide a truly inspirational environment, we need to integrate a variety of solutions. This includes complementary products from other manufacturers and an array of services. The purpose of this Marketplace LookBook is to introduce a select group of our complementary manufacturers, supporting services and, also, our preferred charitable organization The Furniture Bank.

In addition to poi.ca and steelcase.com, we hope that this LookBook will provide you with some insight into POI's complete suite of integrated products and services from floor to ceiling and everything in between!



HENDERSON GROUP PRODUCT INFORMATION

Henderson Resource Group strives to be the first company you think of when sourcing high quality contract furniture and innovative design; a true alternative to commodity-based furniture companies.

Our vignette is a representation of Henderson Resource Group's take on how an office should function, this includes implementing Activity Based Working (ABW). The theory behind ABW is that offices should provide options to suit various types of work, and that people should have freedom to move around throughout the day as their work changes.



VITRA ALCOVE



VITRA PHYSIX



APER PIX & NESTABLE



VITRA BELLEVILLE

HENDERSON RESOURCE GROUP

Henderson Resource Group [HRG] is a manufacturers' representative group specializing in the contract furniture market in Eastern Canada. We help American and European manufacturers introduce product to the Canadian market, with our intimate knowledge of customers, market conditions and distribution channels. To our clients we offer education in industry trends and are an important resource to architects and designers.

A sourcing high quality contract furniture and innovative design; a true alternative to commodity-based furniture companies.



KEILHAUER PRODUCT INFORMATION

From **THE HANGOUT COLLECTION**, Visit benches stand on ash wood legs with an optional high or low back to provide privacy. Benches can be connected, with or without inline tables, to create various organic shapes. Attachable shelves provide alternative points of view. Complementary Sip stools and tables feature a pure and simple design; made from ash wood they add joviality to the collection.

COLLO features detailed stitch-work, has four different base options and is available with or without arms. The swivel base provides a soothing rocking motion for extra comfort.

JUXTA tables complement the innovative Juxta collection of seating. Tables are available in 5 different heights, each ideally suited to address the juxtaposition in our working lives.

TRUA chairs and stools are defined by their elegant form, impressive comfort, and surprising versatility owed to its light weight form and high-density stacking.



THE HANGOUT COLLECTION

SIP TABLE

COLLO CHAIR

JUXTA TABLE

TRUA CHAIR

KEILHAUER

Founded in 1981, Keilhauer is a privately owned, design focused manufacturer of contract furniture. With a specialty in collaborative work environments, for which the company coined the term Heads Up, Keilhauer products are thoughtfully crafted to support better communication and engagement in a variety of environments. Working with the greatest designers around the world, Keilhauer is internationally recognized for award winning design, built with extreme craftsmanship to the highest environmental standards. Please visit Keilhauer.com for more information.

HEADS UP. Not heads down. Keilhauer creates beautifully and intelligently designed office furniture to support the exchange of ideas.



BLUE SKY AGENCY COMPANY INFORMATION

Our goals are very simple. For our dealers we strive to deliver a level of service, support and product knowledge critical to their being able to fulfill their key role in being both solutions providers and enablers. And for the Architect and Design community, we are committed to positioning and promoting our partner brands in such a fashion which supports and stimulates the creative process towards being able to design dynamic and creative work environments defined by innovative and attractive solutions.

And why the company name Blue Sky? Richard and Doug both feel truly fortunate to have spent their entire careers in such a vibrant, dynamic and creative industry and are sincerely devoted to helping end-users, dealers and specifiers alike find their "Blue Sky" solution!



ALLERMUIR CONIC CHAIR



FIFTY SERIES

SUNDA TABLES

JOJO STOOL

BLUESKYAGENCY

Blue Sky Agency is an independent multi-line manufacturers rep agency which has quickly established itself as a premiere resource for the Greater Toronto contract furniture specifying and dealer communities. Drawing upon a combined fifty years' worth of cross-functional industry experience, Blue Sky co-founders Richard Hudon and Doug Mills have forged partnerships with established brands each of which is recognized as a leader within its respective industry and market segment.

Forget the every day... dream it and Blue Sky and Allermuir will create it



THE REEVES GROUP PRODUCT INFORMATION

Helping to balance collaboration and privacy. Our products facilitate areas of quiet in the workplace. Connection Zone privacy booth allows for a refuge from the noise. The acoustic panels and sound absorbing freestanding elements provide beauty and functionality.

CONNECTION ZONE
PRIVACY BOOTH



the reeves group



BUZZITOTEM



BUZZIBALANCE



BUZZIMILK



BUZZICACTUS

trg services the architectural and interior design community by providing innovative furniture resources for their projects right through to budget costing. trg "kit of parts" approach makes it possible to source furniture and accessory solutions for almost any environment, but it is more than that. It is our belief that our collective brands offer some the industry's most unique attributes and deliver "green without compromise."

Quiet Space Solutions for the Open Office.



KIRSTEN SALES AGENCIES PRODUCT INFORMATION

KENDO by Bouty Inc. - A stylish multi-purpose chair. Both nesting and stackable, with 9 colour choices or plastic and upholstered.

WOODLOCK by Sandler Seating - Lightweight aluminum frame with numerous styles are available. Ideal for hospitality or healthcare applications.

A-CHAIR - This multi-purpose chair is ideal for guest or café applications. Numerous shell and frame materials are available, from plastic to wood.

LINQ - This conference chair features an advanced method of seating comfort with a much simpler mechanism. Knit or upholstered back versions are available.

GINGKO LOUNGE - Available with wood or fully upholstered shells and several base options. Ideal for casual lounge areas.

ZEN - Sophisticated form gives way to unparalleled design beauty. Perfect for any workplace or café.

LIPSE TOO - this classic shell shaped series of lounge seating offers a swivel tablet to create a comfortable workstation.



THE HANGOUT COLLECTION

DAVIS LIPSE

DAVIS ZEN

WOODLOCK

LINQ

KIRSTEN

Kirsten Sales Agencies is an independent manufacturer's representative group. We represent seven manufacturers with a broad range of products and price points. Our goal is to provide furniture solutions that are both design savvy and practical in their functioning. For a wider sampling of the products available, please go to www.kirstensales.com

Furniture solutions for every project.



SPACESAVER PRODUCT INFORMATION

CP Lockers are German quality and manufactured to serve clients' needs; providing the best storage solution possible. The lockers are created in a wide variety of sizes and colours, with a full range of accessories and locking options for every level of security. CP Lockers are 100% recyclable, made of steel, and allow for top class design.



Z-LOCKER COLLECTION



Spacesaver Solutions offers turn-key storage solutions for Corporate, Public Safety, Healthcare, Education, Government, Museum, and Industrial applications. We don't just sell products - our highly experienced team of Solution Architects work with you every step of the way to ensure that your storage solution meets your needs.

Smart Storage. Smarter Workspaces.



SPEC

PRODUCT INFORMATION

ENDZONE – is Spec’s clean and contemporary table and bench. Featuring a top with a 2” built-up edge and available in three different heights, for table and two, three or four seat bench. Whether it’s a study session with a peer or a meeting with a colleague, EndZone meets your needs.

VARSITY – Whether you’re grabbing a bite at the university cafeteria, taking in a seminar or hitting the library for a study session, Varsity scores top marks. This sleek and sporty table design features a classic silhouette, and is available in two standard heights and a variety of top sizes.

URBAN – Complete the collaboration area setting with spec’s Urban chair. From education to corporate offices to healthcare, Urban is the talk of the town. Available with or without arms, in Four-Point, Sled Base, Freestanding or Connected, Urban comes in standard and bar heights, and supports up to 500 lbs.

BUD – Flexible, friendly and smart: Bud is confident on its own or works well with others, making it easy to fit in anywhere. Available in round, square or crescent shapes, and in endless fabric and vinyl options, Bud offers easily adaptable seating options for lounge areas.



BUD GROUPING



ENDZONE TWO SEATER



ENDZONE WITH GABLE BASE



Spec Furniture is a fully integrated manufacturer of Public Seating and Tables. Spec was established in 1991 out of a desire to bring a unique customer-oriented approach to the contract marketplace. Our company provides strong designs that excel at meeting all core requirements. With a wide array of options, finishes, price points and scales, Spec offers endless contract furniture possibilities so customers can specify the best possible solution.

Endless possibilities!



IOF PRODUCT INFORMATION

This customized unit demonstrates the versatility of the IOF product line. Beautifully maintaining the privacy of an office offering a clean and functional workspace, while providing a separate break out area for impromptu presentations or strategy sessions with coworkers. IOF continues to offer stylish, intelligent solutions to accommodate an ever-changing workplace environment.



IOF grew out of a need for a laminate product line that was flexible, durable, and economical. Since 1999, IOF has outfitted hundreds of thousands of offices across North America with individually tailored solutions while always staying true to our core philosophies; Offering high quality casegoods that can be completely customized to suit any application, and at a price point lower than any leading competitor on the market

A leading casegood, healthcare and dormitory company that creates, designs, manufacturers and markets a diverse portofolio of customized and innovative products.



KRUG PRODUCT INFORMATION

Krug is a leading designer and manufacturer of office and healthcare furniture solutions. Our customers include many of North America's growing companies, and our products are specified by designers, architects and major distributors across the continent, and beyond.

We are also highly focused on our leadership position in manufacturing. Krug's strength in delivering an incredible range of products and options, with every product custom-made to exact customer specifications, in order lead times that are a fraction of the industry standard, is a unique capability. We provide our customers with virtually unlimited flexibility in product selection, and order turnaround that is second to none.

Krug is a vertically-integrated manufacturer, taking raw materials through state-of-the-art processes to finished products, and delivering them directly to our customers. Our four high-performance production facilities total more than 750,000 square feet of manufacturing space. Located in the heartland of southern Ontario, Canada, we employ over 500 non-unionized staff members.



ZOLA MODULAR



CALISTO

krug

Founded in 1880, today Krug is one of the office furniture industry's fastest growing companies. We have showrooms and an outstanding team of sales representatives across the United States and Canada. Our products include private office casegoods, conference tables and meeting room furnishings, and a wide range of office and hospitality seating and tables. We are highly focused on bringing exceptional and aesthetic value to the market. We do this by using a dynamic, customer-centered development process, and some of the best product design minds in the business.

We strive to differentiate Krug with continual product innovation, and by delivering exceptional value.



LACASSE PRODUCT INFORMATION

Case in point, the new Orsay lounge chair which offers a unique and wrapping look and is perfectly complemented with an ottoman. And the Quorum Multiconference training and collaborative tables which adapts perfectly to multidisciplinary spaces and can evolve and keep pace with the room and its users.

Good examples of Groupe Lacasse's commercial seating offering are the Expression and Atto chairs. Expression can be integrated into any workplace for an aesthetic signature while the Atto conference chair is perfect for dynamic and fast-paced environments.

In the soft seating side, Cube is a simple, pure collection to make any space your own. Ottomans, chairs with or without armrests, storage units, Cube collections combine perfectly to yield fully personalized interiors.

The small round table with spill proof power illustrates why our Lacasse brand is the workplace furniture solution. Serving the commercial, educational and healthcare market segments, Lacasse presents a complete range of products to meet the requirements of professional workplaces



AROLD ORSAY



QUORUM TABLE



AFFINITY



Founded in 1956, Groupe Lacasse was by 1976 the single largest manufacturer of Singer sewing machine cabinets in Canada. In the 1980s, the company branched into thermofused laminate casegoods. Over the following three decades, it expanded its design and manufacturing capacity to meet a range of business and institutional needs across North America and become a leader in thermofused laminate solutions. Today, the company continues to shift along with the market, spending more time and effort in recent years on its designs and aligning itself with other vertical markets like healthcare and education.

Celebrating 60 years of Inspired Design, made with Passion.



KMJ AGENCY PRODUCT INFORMATION

KIMBALL OFFICE

As an independent, family owned business for three generations, CF Stinson purveys innovative textiles that exceed customer expectations for design, performance, service and sustainability.

CF Stinson has established itself as an industry leader in design, innovation, performance and reduced environmental impact. The company has gained wide industry acclaim by receiving multiple annual industry awards for innovation and design.

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KIMBALL DWELL



KIMBALL NASH



KIMBALL BOYD



KIMBALL BLOOM



KMJ Agency has been providing excellence in service and product knowledge to dealer and design partners throughout Canada since 1995. We partner with manufacturers who provide high quality and high design products for a variety of work environments. We are customer-focussed and provide personal attention to each client to achieve a professional and productive work environment. Knowledgeable, professional, personal and timely. Our success comes from our customers' success.

Knowledgeable, professional, personal and timely. Our success comes from our customers' success.

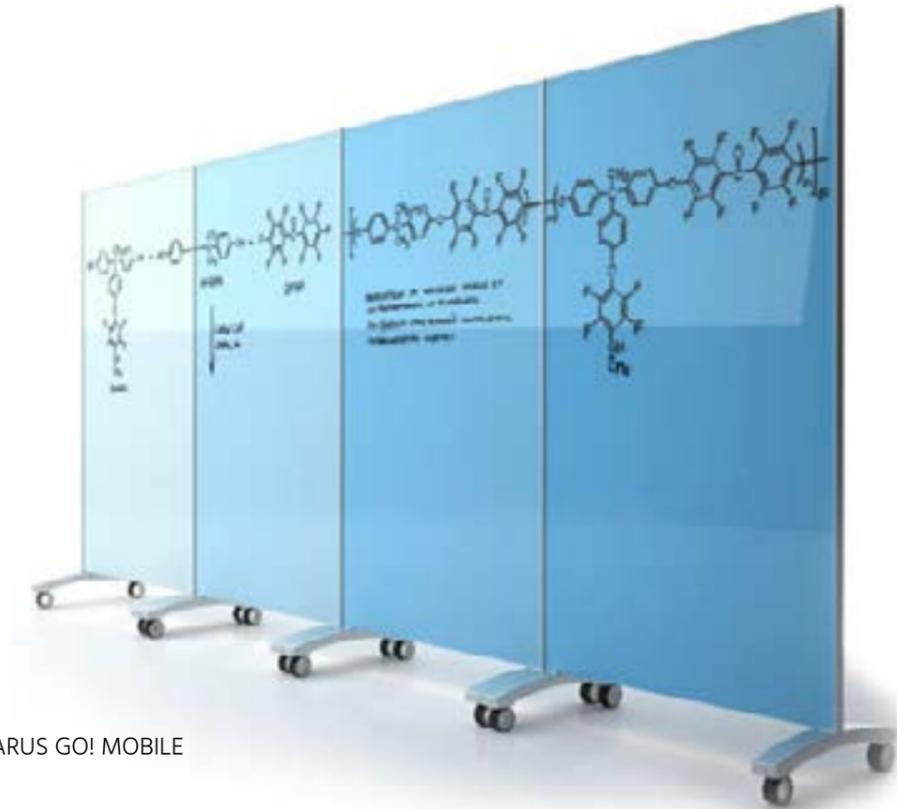


PS AGENCIES PRODUCT INFORMATION

CLARUS – Go! Mobile allows you the freedom to creatively express, design and inspire in your own way. Go! is Winner of Interior Design Best of Year 2013 and Best of NeoCon for Innovation 2014.

LOFTWALL – BLOX is a premium engineered acoustical panel designed to absorb 85% of noise in open areas. BLOX won Best of NeoCon 2016 Silver Award.

WEB – WEB is a unique panel with overlapping web design elements that allows light transfer and interaction in the open office. WEB won Interior Design Best of Year 2014 and Architizer A+Award 2015.



CLARUS GO! MOBILE



LOFTWALL BLOX

ps agencies

PS Agencies is an Independent Sales Agency that has been marketing to Office Furniture Dealers, Architects and Interior Designers since 2003. PS agencies represents manufacturers with high quality products and excellent customer service. Our goal at PS agencies is to provide a high level of product knowledge, fast response times and creative product solutions that will ensure your client's satisfaction. CLARUS Glassboards is represented by PS Agencies in Ontario and Manitoba. LOFTwall is represented by PS Agencies in Ontario and Quebec

Unique solutions for creative collaborative workspaces.



DIRTT PRODUCT INFORMATION

FACE MOUNTED TILES – In these walls you'll find the answer to true sustainability. The DIRTT Face-mount Walls bring opportunities to horizontally support all new and legacy furniture, appliances and fixtures. Each wall side performs independently of the other. Tiles can be altered and switched out for small changes and the entire wall can be reconfigured for large changes. Never losing the ability to support the modules it supports or damaging power and data running inside it.

CENTER MOUNTED TILES – Elegant. Architectural. Unique. Long vistas of uninterrupted glass designed to suit your space with monolithic or horizontal elevations, mitered corners and a vast array of frame finishes. The DIRTT Butt Joint Walls also integrate with the base building and rated walls, and other types of DIRTT Walls for clever combinations.

DIRTT BESPOKE – Curves, combinations, unique sizes; they already sound pretty special. But we also like to push the envelope further when we get the chance. These walls play with angles, dimensions and shapes. Our Product Development team is proud of continually improving and adding innovations suggested by the Design Community and the needs of their clients. Let's face it – we like a little DIRTT in the sandbox.



DIRTT Build better.™

DIRTT is a leading technology-driven manufacturer of highly customized interiors. DIRTT combines its proprietary ICE® 3D design, configuration and manufacturing software with integrated in-house manufacturing of its innovative prefabricated interior construction solutions and an extensive Distribution Partner network across two continents. DIRTT is underpinned by a strong entrepreneurial culture and provides a unique, end-to-end customer solution for the inefficient and fragmented construction industry.

Doing It Right This Time.



POI SERVICES

- MOVE SERVICES
- AV INTEGRATION
- CREATIVE FURNITURE APPLICATION
- TECHNICAL DESIGN
- LEASING
- E-COMMERCE
- CUSTOM MILLWORK
- DELIVERY & INSTALLATION
- RENTAL FURNITURE
- USED FURNITURE
- DISPOSAL / DECOMMISSIONING
- FACILITY SERVICES
 - ASSET MANAGEMENT
 - INVENTORY SERVICES
 - STORAGE
 - FURNITURE MAINTENANCE
 - REFINISHING
 - REPAINTING
 - REPAIR
 - RE-UPHOLSTERY
 - OFFICE EQUIPMENT CLEANING
 - WARRANTY SERVICES

AV INTEGRATION



POI's AV & Technology Integration Group develops and provides innovative products and services for your audio-visual plans and challenges. From boardrooms, to any size of collaborative space, from sound-masking, room reservation technology to installation / pulling of voice + data cabling, our team is available to provide the fully integrated technology and furniture solution that is right for you.

Our team of highly trained technicians has an unparalleled level of knowledge and expertise. They have completed hundreds of custom installations in the commercial, healthcare and education environments.

MOVE SERVICES



When POI began offering complete relocation and facilities services to the market place, we knew we would be different than the rest of the traditional move industry. In addition, we wanted to be the best solution in the market place for your total relocation needs. POI's Move Services business has grown substantially but more importantly we have set new standards of excellence in the commercial relocation business.

POI's installation and service capabilities offer a superior move experience in comparison to traditional move companies. The initial planning, tools and processes, and the quality of our team and leadership in the field make us the right solution for your relocation needs. This applies to projects large or small, whether it is moving across the hall or across the country.

RELOCATION SERVICES



The Relocation Move Management Team understands that office moves are time consuming to plan, and have an impact on the company's productivity if not managed correctly.

POI takes a holistic approach when it comes to relocation move management by examining all factors that may affect the outcome. We make it our goal to understand you and your business objectives so that we can tailor our services to meet and exceed your specific needs and expectations.

We have extensive experience in all aspects of relocation and change management.

We take full ownership, making your move a positive experience.



You Make Smiles Like These Possible



Ten's of Thousands of people in the GTA live without furniture and a true home. You and your clients unwanted furniture and home furnishings will change that. Call Furniture Bank to schedule a pick-up of your unwated furniture. We'll pass it on within days to families transition out of homelessness or displacement, and provide you a tax receipt for the value of your donation



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www.poi.ca

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