

Business and Institutional Furniture Manufacturers Association (BIFMA)

November 2017

Sylvain Garneau

**Chairman of the Board – BIFMA
Chairman and CEO – Groupe Lacasse**



What is BIFMA?

- **Founded in 1973, BIFMA is a non-profit organization that represents the business and institutional furniture manufacturers mostly located in North America.**
- **Represents more than 200 members; manufacturers, suppliers and partners.**
- **Members employ between 50,000 to 75,000 industry people with consolidated sales of more than 15 billion US dollars each year.**

What Does BIFMA Do?

Standards, Statistics, Advocacy, Conversation

1.

We are a forum for members to cooperate and collaborate on industry issues.

2.

We lead, advocate, inform and develop standards primarily for the North American office and institutional furniture industry.

3.

We serve businesses primarily engaged in design, development, marketing and fulfillment of office and institutional furniture products.

The Market In 2015

(Business and Institutional)

| | |
|------------|-----------------------|
| USA | \$15,5 billion |
| CND | \$1,7 billion |
| MEX | \$0,9 billion |

| | |
|--------------|-----------------------|
| Total | \$18,1 billion |
|--------------|-----------------------|

| | |
|----------------------|-----------------------|
| Business | \$14,5 billion |
| Institutional | \$3,6 billion |

| | |
|--------------|-----------------------|
| Total | \$18,1 billion |
|--------------|-----------------------|

Institutional: Healthcare and educational. Does not include hospitality, etc.

- **Canada is the United States' main export market and vice versa.**
- **China's exportations to Canada and the U.S. are worth \$1,5 billion yearly, mostly seating products.**

BIFMA's "Biggest Asset" - STANDARDS

- **Are open;**
- **Are consensus-based;**
- **Are reviewed and updated regularly;**

The intent is:

- **Inform, guide and comply;**

All of these affect design and quality of products.

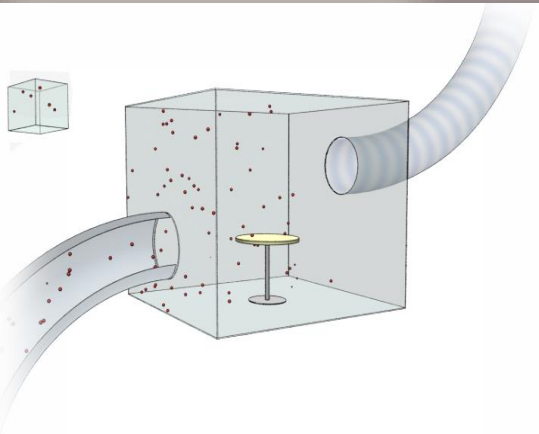
BIFMA "Matters"

Why Do BIFMA Standards Matter?

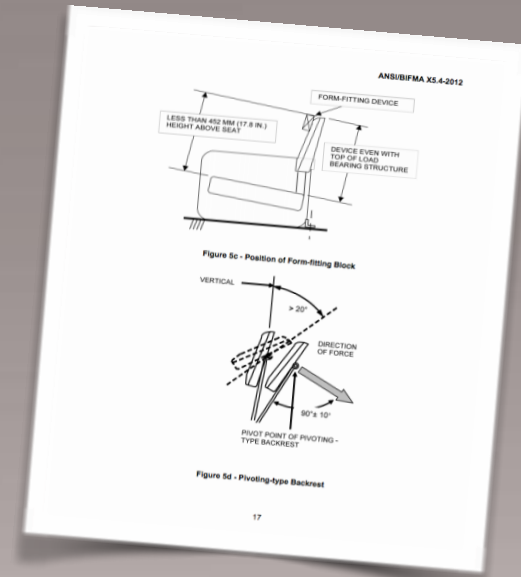
Furniture tip-over accidents send 40,000 people to the ER every year



Health and Wellness,



Ergonomics,



Performance and Quality,
(example of a bad product. Class action)



Flammability



Where Are The BIFMA Standards?

| Standard | Title | Office | Educational | Healthcare | Hospitality |
|----------|-----------------------------------|--------|-------------|------------|-------------|
| X5.1 | Office Seating | P | | | |
| X5.11 | Large Occupant Office Seating | P | | | |
| X6.1 | Educational Seating | | P | | |
| X5.4 | Lounge and Public Seating | P | P | P | P |
| X5.9 | Storage | P | P | P | P |
| X5.3 | Vertical Files | P | | | |
| X5.6 | Panel Systems | P | | | |
| S6.5 | Small Office/Home Office | P | | | |
| X5.5 | Desk Products | P | A | A | A |
| M7.1 | Test Method for VOC Emissions | P | A | A | A |
| X7.1 | Standard for VOC & Formaldehyde | P | A | A | A |
| e3 | Furniture Sustainability Std. | P | P | P | P |
| HCF 8.1 | Healthcare Furniture Cleanability | | | P | |
| G1 | Ergonomics Guideline | P | P | P | P |

We are also here

ANSI/BIFMA e3

Furniture Sustainability / Responsible manufacturers

The purpose of this voluntary Standard is to provide measurable market-based definitions of progressively more sustainable furniture by establishing performance criteria that address environmental and social aspects throughout the supply chain.



Certifications And Credits



is to



AS



is to



BIFMA “Matters”

- When you care about;
 - performance of products;
 - ergonomomy of products;
 - quality and warranty of products;
 - lifespan of products;
 - flammability and other risks;



Then you need to specify products that meet BIFMA Standards.

- When you care about responsible and sustainable practices from furniture manufacturers;

Then you need to ask for BIFMA “Level” certified manufacturers.





LEED Contributions

BIFMA standards regarding harmful emissions are recognized by LEED. A pilot program is also underway to confirm the recognition of LEVEL products.

- ANSI/BIFMA M7.1 & X7.1 Furniture Emissions standard
- ANSI/BIFMA e3 Furniture Sustainability Standard and level certification via Pilot Credit 112
- ANSI/BIFMA e3 credit 7.6.1, and 7.6.2 (emissions)
- ANSI/BIFMA e3 credit 7.5.3.2 (Material chemical transparency)



The WELL certification recognizes the ergonomic aspects of BIFMA standards.

Cool, Yes?

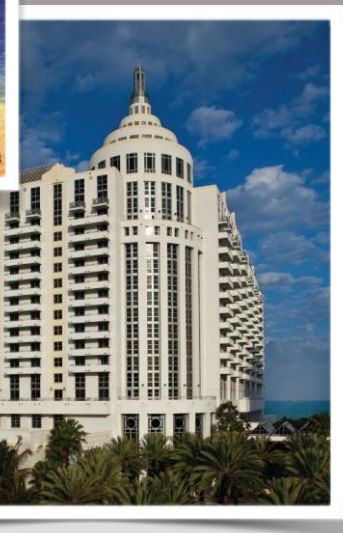
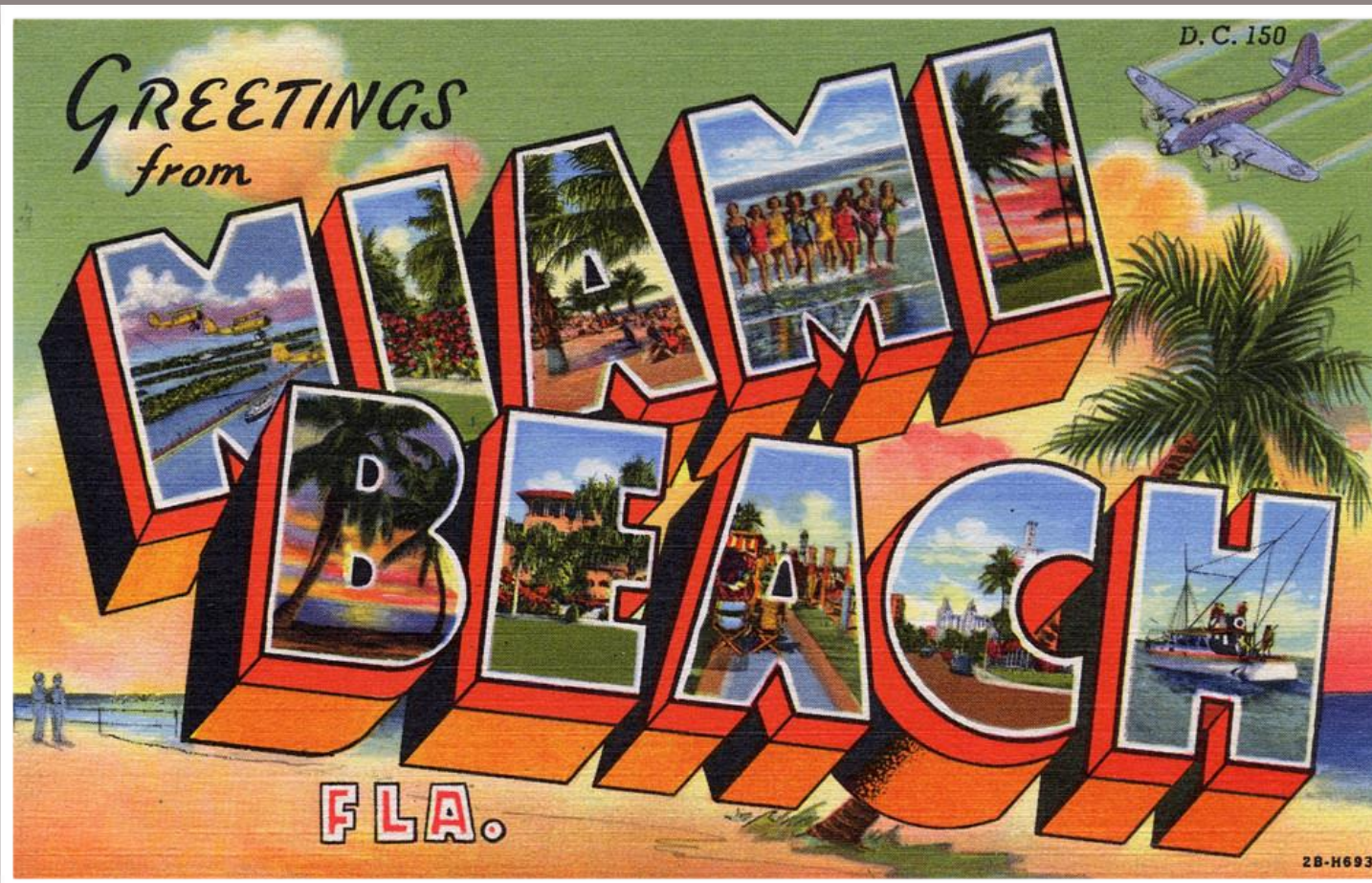
Caution!



BIFMA Membership

Core competencies include:
Technical (Standards, Codes, Regs)
Market Data
Advocacy

<http://www.bifma.org/?page=JoinUs>



Loews Miami Beach
January 29 - 31, 2018
bifmaleadershipconference.com

THANK YOU!

BIFMA

678 Front Avenue NW, Suite 150

Grand Rapids, MI 49504

(616) 285-3963

www.bifma.org

Presentation by Sylvain Garneau