

*CDS solves real challenges  
in today's real business world*



### Challenges:

Desks and credenzas to meet the needs of specialized staff engineers must stand test of time, no chipping, keep appearance. Competing with several other dealers. Office chairs of varying types, for different staff members. Satisfy design, comfort, ergonomics and budget.

Needs modular, floor-to-ceiling wall systems that fit with the style and design and allow for future maximum flexibility so as operations expand, the walls can easily be re-arranged into smaller offices.

### Solutions:

Created 3-D illustrations of typical desk and credenza situations so client could visualize final outcome.

Proposed Crest Manufacturing as best option for case goods: custom manufacturer with superior workmanship.

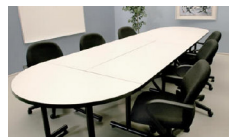
Toured client through CDS showroom and Wall Innovators factory to show selection and craftsmanship of the product. CDS had the middle price; the modularity of the product, its increments, installation and construction standards contributed to the decision.

Seating needs were satisfied because of CDS's immense showroom inventory. Chairs were brought straight to the customer's office, numerous trips, until all parties were satisfied.

### Products:



- Laminate desks and credenzas



- Modular wall systems



- 2401 chair



- VL852 Chair



*"They were truly appreciative of our help at a time when it was greatly needed. They shared that they felt treated as the only client we had even though their budget wasn't huge as compared to a lot of big companies."* Doug Phillips



Finfrock Industries, Inc.

### Industry:

The largest designer, manufacturer and constructor of parking structures in the U.S.

### Project Scope:

Office Furniture  
Floor-to-ceiling  
Modular Walls  
Seating  
Apopka, FL



Beyond Office Furniture. *Office Solutions.*

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