



# BIFMA

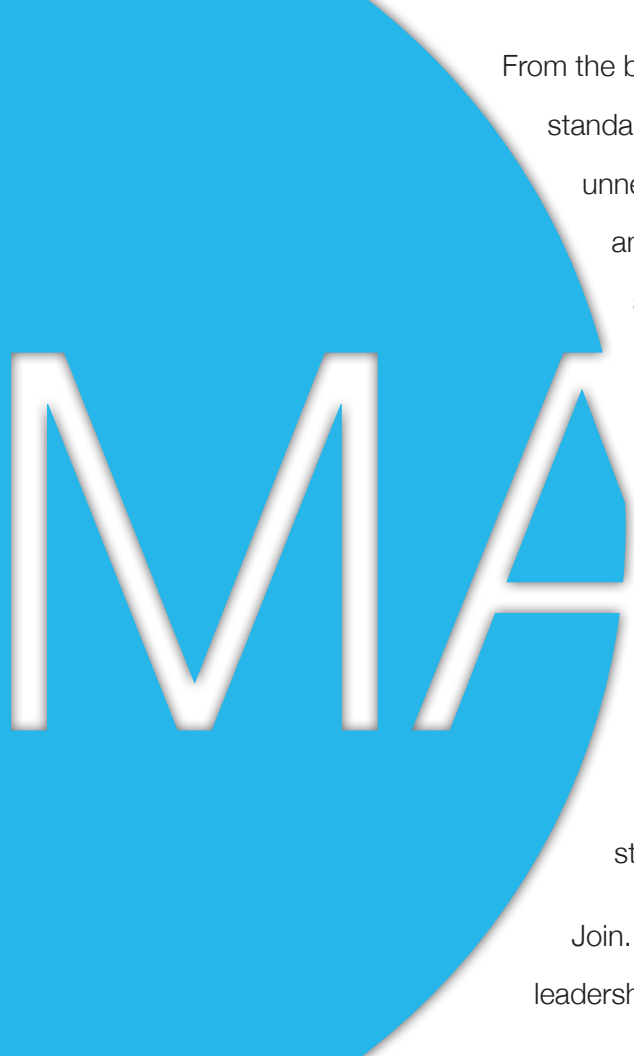
**Member Benefits**  
**Have a Seat at Our Table**

For 35 years, BIFMA has been the voice of the commercial furniture industry. We sponsor development of the standards, and we are the standard-bearer, for safety and performance. Join--so we can lead for the next 35 years.

“The fact that our products meet BIFMA standards gives us a market advantage over competitive products that don’t. We actively participate in BIFMA in order to help write these standards; it’s one of the most effective ways we see to eliminate the need for regulatory intervention.”

*Dan Tuohy, Tuohy Furniture Corporation*

A large, stylized logo for BIFMA. The letters 'BIFMA' are rendered in a white, bold, sans-serif font with a thick outline. The logo is set against a solid blue background that forms a large, partial circle on the right side of the image. The 'B' is the largest and most prominent letter, followed by 'I', 'F', and 'M'. The 'A' is partially cut off by the edge of the frame.



From the beginning, BIFMA has developed safety and performance standards that have made government regulation of our industry unnecessary. Our latest effort to improve the environmental, social and economic performance of the industry with a furniture sustainability standard has been hailed as groundbreaking. BIFMA is a leader, a clear voice, and an advocate for positive change.

Safety. Ergonomics. Sustainability. Whatever the issue, BIFMA delivers leadership for the North American office and institutional furniture industry. We serve companies large and small engaged in the design, development, marketing and fulfillment of these products--providing access to information, fostering a commitment to networking, raising a passionate voice and leveraging the influence of our members--to ensure a strong future for our industry.

Join. So you can see how we lead...and how you can be part of that leadership.

# The Benefits of Membership

## ACCESS to Information

Membership opens doors and provides access to resources that are not likely available elsewhere, from one convenient location.

- Access to monthly, quarterly and annual statistical data used to determine market size, trends and market share, and to benchmark company performance.
- Access to an industry-specific regulatory/legislative informational network.
- Access to the ANSI/BIFMA E3 Sustainability Standard implementation and evaluation “Tools” package.
- Complimentary copies of all new standards and publications immediately upon release and discounts on additional copies.
- Resource for technical information including standards, codes and regulations.
- Early insight and awareness regarding content of test standards under development.
- Opportunity for organizational-wide use of standards under a corporate license.

## NETWORKING

### and Creating New Relationships

Membership provides opportunities for you to meet with industry peers and colleagues.

- Participate in peer group gatherings and events and develop your professional network.
- Educational events and conference registrations at significant discounts.
- Access to key industry manufacturers, suppliers and service providers.
- Introductions to a wide variety of industry experts, designers, media, and other key industry professionals.
- Opportunities to meet with competitors in neutral environments.
- Exposure to global partnership opportunities.



## VOICE and Influence

Membership provides the opportunity for you to have an impact and your voice heard:

- Influence the content of standards under development.
- Help establish the technical services agenda.
- Contribute to, and influence, the statistical information program agenda and report offering.
- Provide company data to be aggregated into industry reports.
- Help establish the advocacy agenda.
- Engage in true “grassroots” advocacy efforts.

## CREDIBILITY in the Marketplace

Membership enhances the credibility and image of your company with:

- Participation in the BIFMA sustainability standard labeling program.
- Customers through positive association with other progressive companies.
- Commitment to the market that you endorse BIFMA standards.
- Use of Member logo.

“Until I became more involved as a committee volunteer, I thought that only the big companies were represented by BIFMA. I found that even though I have a small company, I was listened to and respected at the table. In fact, I was elected board president in 2008, the first woman-owned company president to hold this position.”

*Rebecca Boenigk, Neutral Posture*

# The Categories of Membership

BIFMA has four categories of membership:

- 1 Regular membership is for any business primarily engaged in design, development, marketing and fulfillment of office or institutional furniture in North America. Regular membership dues are based on annual sales of office and institutional furniture.
- 2 Supplier membership is for any business primarily engaged in supplying goods, parts or components to the office and institutional furniture industry in North America. Supplier member annual dues are based on annual sales to the industry.
- 3 Service membership is for any business primarily engaged in providing services to the office and institutional furniture industry in North America. Service member annual dues are a set annual fee.
- 4 International membership is for any person, partnership or corporation engaged in the manufacture of, or international commerce in, office or institutional furniture other than those qualified for regular, supplier and service membership. International membership dues are a set annual fee.

“BIFMA played a very constructive and valuable coordinating role in reversing the Public Works and Government Services Canada (PWGSC) plans to implement single-source government purchasing. They are probably the only organization that could represent Canada.”

*Daryl Logan, Inline Systems*

“BIFMA is the only reliable source of industry sales data. We use its for sales reports for benchmarking our performance against industry growth and for calculating our share of the market and of key product groups.”

*Stan Askren, HNI Corporation*

BIFMA gives you access, networking opportunities, voice and credibility. Join BIFMA and lead the commercial furniture Industry.

[www.bifma.org](http://www.bifma.org)

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