

**Location**

St. Louis, Missouri

**Room Types**

Open Plan, Enclosed Offices,  
Conferencing, Lounge,

**Furniture Lines Used**

Perks, Xsede, Xsite, Stow,  
Priority, Conferencing  
Solutions

**Design Team**

Quintin Design Resources, Ltd. (QDR)  
Michael E. Bauer, Architect

**Industry**

Manufacturing

**Square Footage**

27,000

# Metal Exchange Corporation



## The Challenge

Metal Exchange Corporation was celebrating 40 years in business and had just transitioned to a new executive team under second-generation management. The executive team was ready to change the culture of the office and vision of the company. To support this goal they wanted to create a more collaborative and innovative workspace and they were looking for a single supplier that could address the various and diverse needs of their growing company.

Historically the company was “divided” – all trading groups on one floor and accounting and IT on another. Employees and the executive team felt this separation was ineffective for all aspects of communications between departments. The first task was finding contiguous space so all departments were accessible to one another. It was decided that the new space would occupy 27,000 sf within the same building the company has occupied for the last 40 years. Moving to a different floor, yet staying in the same building helped. The commitment to this location helped enormously with logistics. A second important consideration was how to upgrade the new space to a healthier, flexible environment.

## The Process

The executive committee included staff at all levels in the decision-making process because that was an important part of realizing the collaborative culture the company was seeking. An advisory committee was established to include staff from various departments and levels of responsibility. Quintin Design Resources, Ltd. (QDR) brainstormed with this committee to learn more about the way they work, their preferences for a new office environment, the needs that had to be met by the new layout, proximity of each department and the furniture configuration. Metal Exchange Corporation toured several manufacturer’s showrooms





with this advisory committee. The Kimball Office team, Kevin Cundiff and Jay Henriott, and Working Spaces, Nancy Apel, impressed the client's committee even during a very preliminary presentation addressing many of the critical points as well as helping to formulate criteria which included:

- Two types of configurations for work stations that would accommodate two work styles: "heads-down" employees (accountants, IT) needed more privacy while the traders were seeking a more open, collaborative environment.
- Be versatile for future needs or conversions; be able to add on or remove components with minimal disruption
- Easily incorporate storage options depending on work functions
- Integrate an electronic sit-to-stand work surface
- Wire management capabilities
- Take into consideration the "town center" café's impact on the open office environment and how can components support the more open environment

## The Selection

Kimball Office provided a mock-up workstation that incorporated the key criteria of their requirements and it was determined that Kimball Office was the right choice to create the collaborative, innovative office environment the client was seeking. Key differentiators that set Kimball apart:

Presentation – Kimball Office and Working Spaces made a huge impact with presenting both options. And they included their installation team during the presentation who showed the versatility of the components as well as alternate material selections.

Kevin Cundiff, the Kimball representative led the presentation and made it a truly interactive productive discussion. The mock-ups allowed the Client's advisory

Selection

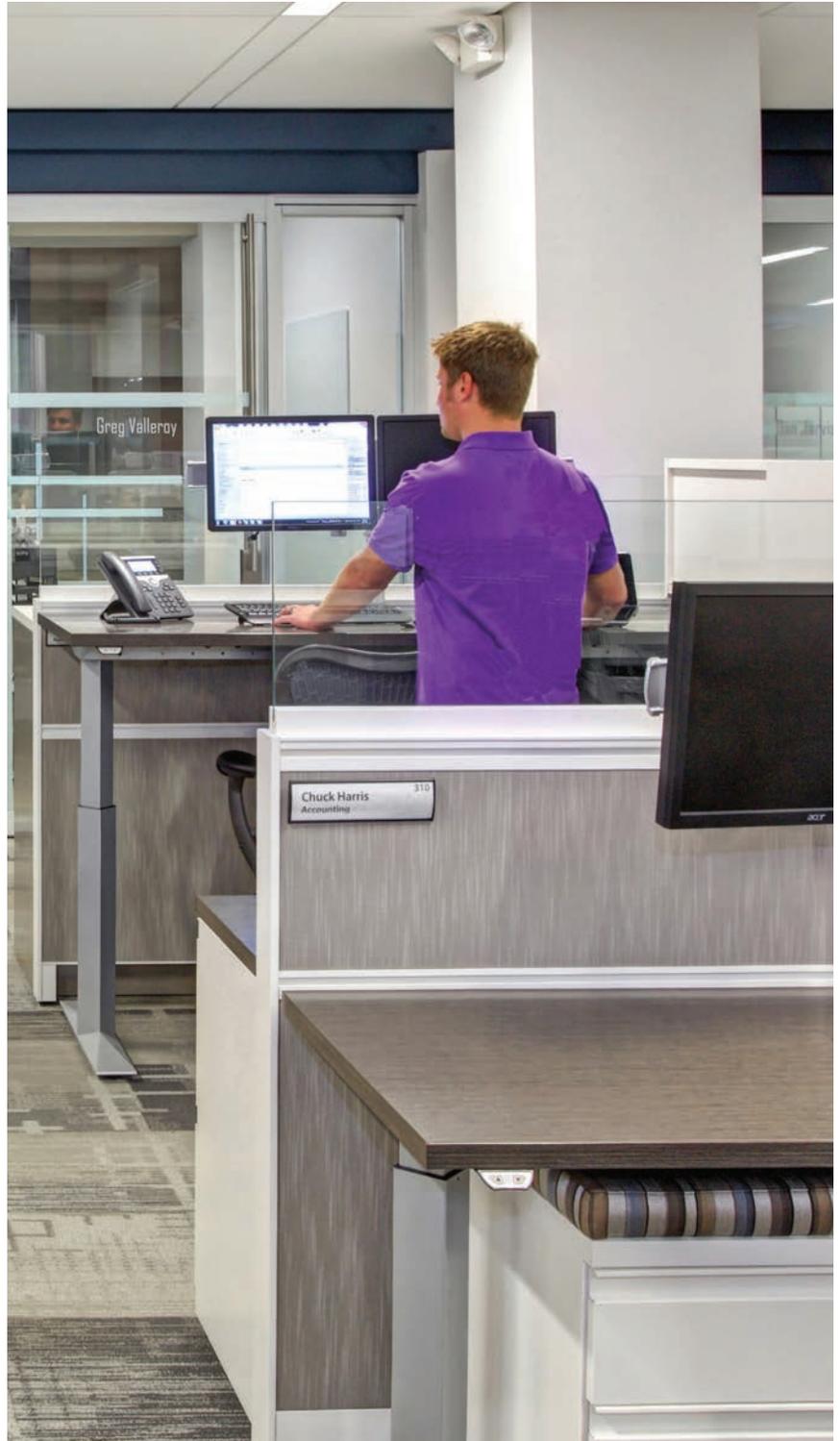
team and the designers to both see and experience the designs before making their selection.

The Kimball Office and Working Spaces team were professional, knowledgeable, clear, and included substantial discussion about the research they have done for office environments. It had a very positive impact on the executives and advisory team. This was mentioned several times during the deliberations. "Our experience working with Kimball was outstanding. Our first meeting was in the Chicago showroom. I was impressed with the product knowledge of the people we met with. I was even more impressed as they discussed the amount of R&D that Kimball does and the thought that goes into determining how people really work, and then designing products to meet those real life situations", stated Mike Lefton, Chairman and CEO of Metal Exchange Corporation.

Xsite and Xsede, partnered with the Wish Mesh chair, was the solution chosen for the workstations that provided one footprint that could accommodate two work styles. The accessories that were available within Xsite and Xsede include flexibility that allows the company to offer employees the ability to personalize their workspace with the pieces that best fit their needs. This was an important part of the collaborative culture the company was working to create and gave each employee input and a feeling of ownership during this time of significant change. In addition, the wire management solutions were versatile for the users and added increased functionality.

Metal Exchange Corporation chose Stow because of its great storage options. It provided excellent storage capabilities and looked beautiful doing so.

The Kimball Office design utilized Priority that provides a sit-to-stand feature in a desking solution that incorporated a





smooth and seamless height adjustable option. This allowed Metal Exchange Corporation the ability to offer solutions that reinforce their new, healthier environment. Kimball Office Conferencing Solutions provided a beautiful, warm space that aligns nicely with the new culture of the environment for Metal Exchange Corporations conference and meeting areas.

### The Outcome

Using beautiful, functional furniture created by Kimball Office for workspaces, conference rooms and private offices, we were able to exceed the expectations of Metal Exchange Corporation. “In a project as large as ours, building out 27,000 plus square feet of office space, you expect there will be some surprises along the way. The Kimball Office experience was a bright spot in the overall project. At Metal Exchange Corporation we pride ourselves in doing exactly what we say we are going to do.

Kimball Office obviously shares those same values, as they did what they said they would, when they said they would. Kimball Office exudes professionalism. Quality product, quality people, quality service,” concludes Lefton.