

## An Overview

KnollTextiles, founded in 1947 by Florence Knoll, was the first company to address the fabric needs of the commercial interior. Today, KnollTextiles is one of the largest textile suppliers in North America. Under the creative direction of Dorothy Csonas, KnollTextiles offers some of the most technically advanced materials in the industry, combining beauty and function in the Modernist tradition. KnollTextiles collaborates with cutting edge designers and artists in an exploration of new materials and constructions to produce a collection that is at once forward thinking and easy to use.

Our success is built, year after year, by partnering with long term clients like you. While there are many resources for contract textiles, KnollTextiles offers a combination of product, people, and perspective unrivaled in the marketplace:

**Half of Century of Contract Experience** - No other textile company has been serving the contract marketplace longer than we have. More than a half century ago, KnollTextiles pioneered upholstery fabrics with the aesthetics and performance necessary for modern corporate interiors. Thirty years ago, KnollTextiles introduced panel fabrics for office systems. Today, we offer 40 panel fabric designs— the most expansive collection in the marketplace. Over the years, the KnollTextiles line expanded to include a broad assortment of drapery and wallcovering options. In 2000, KnollTextiles introduced Imago™, a revolutionary hard surface material that marries the texture and color of fabric, with the strength and versatility of high performance resin.

As the KnollTextiles line has grown, so has our client base. While many KnollTextiles products are utilized on Knoll furniture, the vast majority of KnollTextiles products are used on other applications.

**A Cohesive Approach** - We don't strive to do everything - we strive to provide clean, Modernist designs for high performance environments. As a result, we offer a collection of wallcovering, upholstery, drapery, panel fabrics and Imago™ that work seamlessly together, an approach we call the *Integrated Interior*™. Our products are designed to not only integrate with one another, but blend harmoniously into your environment, ensuring that they withstand the test of time and taste.

**Off the Rack or Tailored Solutions** - We believe in the power of good design to solve a problem or enhance an environment. Every year we introduce hundreds of inventoried textiles that reflect emerging needs, issues, and ideas. Because every project is unique, our custom solutions team is there to help you with special requirements. Leveraging longterm relationships with suppliers in 14 nations, our custom textile designers work one on one with clients, ensuring a solution hand crafted to your needs.

**Certainty in Selection** - We don't just design textiles, we engineer them. Since our inception, we've worked closely with Knoll's furniture divisions to ensure that our textiles are not just aesthetically pleasing, but also easy to apply. Every upholstery and panel fabric is pre-tested and pre-approved on Knoll's vast array of systems and seating, providing us with an in-house test laboratory unparalleled in the furniture industry. As a result, our textiles have a proven track record before they even

ship. Moreover, because so many of our products are used on other manufacturers' furniture, we maintain extensive approval information and a network of contacts across the industry to help expedite your order.

**Geographic Reach** - With offices in 35 North American cities, KnollTextiles does business where you do. And unlike those at other companies, all of KnollTextiles' US sales representatives are company employees, ensuring that they have the focus and skills to service you. If you need international support, KnollTextiles has a network of partners in 9 nations overseas.

**Perspective** - Friendly service is a good thing. But, you also need the knowledge, insight, and expertise gleaned from doing what we do consistently well, decade after decade. Our average sales representative has been with KnollTextiles for more than 8 years. The leaders of our warehouse, customer service and purchasing teams have been with the company for 20, 25, and 35 years respectively. We have a proven team that knows how to get results for you.

**Deep Inventory** - Everyday, we service one of our most demanding customers— Knoll Office. To meet the needs of Knoll Office requires extensive inventory; to meet the needs of all of clients requires even more. As a result, KnollTextiles maintains one of the largest inventory levels in the industry, with millions of dollars of textiles in stock and ready to ship.

**Environmental Concern** - Knoll has been a leader in environmental protection since the 1960s. KnollTextiles was among the first companies to offer panel fabrics from 100% solution-dyed polyester fibers, a process that eliminates waste and uses pigments devoid of detrimental heavy metals. Today, virtually every new textile is certified by the Greenguard Environmental Institute, providing third party certification for low chemical and particle emissions in interiors products. As a result of these efforts, most KnollTextiles fabrics can assist you in achieving LEED certification.