



“TQL continues to think outside of the box to meet our complex needs and requirements. The folks with whom we work at TQL care about the Steelcase relationship and we value their partnership.”

Brad Luttrell

Steelcase Logistics Procurement



RFP: Total Quality Logistics (TQL)
Project: Ivy Pointe Expansion
Date: June 2020

Dear Brad Shestina,

Thank you for the opportunity to respond to TQL's Request for Proposal for the Ivy Pointe campus. We are extremely excited to propose a comprehensive portfolio of products and services, all designed to deliver the greatest value, meet your project schedule and protect your investment.

We know what a crucial decision choosing a partner can be. Drawing from our extensive experience in delivering projects of similar scope and size for almost 130 years, our dedicated team is here to make this complex process easier.

We have extended a comprehensive response and as a means of transparency, included the following items for your review:

- o An **Executive Summary** that illustrates a compressed version of our solutions relative to costs, rebates, service team, risk mitigation and value Incentives.
- o A **comprehensive outline** of our organization and the way we would manage your project completed with a Standard Gantt Chart and an Extended Gantt Chart.
- o **Value Incentives** upon award of the Ivy Pointe Project
- o Completed **Furniture RFP Pricing spreadsheet**, inclusive of the general questions section.
- o **Workstation renderings**, drawings and square footage requirements.

LOTH welcomes this new project as a platform that will set the tone for aesthetics, value and service. Throughout our 128 years of experience, we offer a dedicated team that will deliver a work environment on time and within your budget.

Again, thank you for the opportunity and we look forward to the next step in the process.

Respectfully,



Andrea Berry
Account Executive
LOTH, Inc. | Cincinnati
aberry@lothinc.com



Chris Keller
VP, Sales
LOTH, Inc. | Cincinnati
ckeller@lothinc.com



Ed Driscoll
EVP, Sales
LOTH, Inc. | Cincinnati
edriscoll@lothinc.com



J.B. Buse Jr.
Chairman/CEO
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what we've learned



Just 13% of employees worldwide are satisfied with their workplace and highly engaged at work.



The most engaged employees have the flexibility to choose where they want to work based on the task at hand.



The vast majority of workers use fixed technology at work; with fixed technology exceeding mobile by 2:1.



Despite the rise of collaborative work, most individuals work in private offices or shared private offices.



Engaged employees tend to hail from emerging economies; the least engaged from countries in well-established markets.

interconnected workplace

Is your workplace prepared to create the future business results you need?

branding

collaboration

real estate
compression

workplace
wellness

attracting +
retaining talent

workplace lifecycle

Our solution comes together with the most cutting-edge furniture, architectural walls, flooring, and technology that are designed and configured in a way that facilitates workflow, enhances collaboration, builds culture, and not just for today's environment - we stay close to our customers, providing the services you need to maintain your environment through the entire Workplace Life Cycle.



TQL employee survey recap

Get things off the desks!

Not everything needs to be a locked door meeting --- change culture

Need flexibility with all furniture

Teams change over time

Work café needs to be workable

Your future workplace

Describe what you want your future space to be...

- collaborative
- clean
- flexible
- versatile
- utilized
- functional

things to solve for...

- o More collaboration areas
- o More functional, versatile meeting space
- o Turn private offices into collaborative spaces
- o Create efficient workstation
- o Space utilization

your team





your dedicated project team

At the end of the day, LOTH believes we are judged by the customers we serve. Over the years we have been awarded some of the most prestigious projects in the region. We were selected because of our creative solutions and, as important, the expertise that LOTH associates bring to each project.



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Project Manager
thixenbaugh@lothinc.com



Mason Webb
Business Development
Manager
mwebb@steelcase.com



LOTH Project: 84.51



LOTH Project: Empower



LOTH Project: Patient Point

your key contact



Andrea Berry
 Senior Account Executive
 aberry@lothinc.com
 c: 513.312.3858
 o: 513.554.8838

As a Senior Account Executive, I help my clients achieve their key business initiatives. By working closely with all parties, I am able to deliver a successful project on time, and exceed customer expectations.

My most important contribution in 17+ years is building and maintaining relationships with my customers. I strive to make every project, no matter what the size, a great experience. Each project is a unique experience to help a customer realize their vision and goals for their workspace. I work hard to provide the best solution on time and within each customer's budget.

enhancing the customer experience

I push my clients to think outside of the box and to get outside of their comfort zone. The primary objective being that they exceed their business initiatives at the end of the day.

You could be spending a lot of time together. Get to know your project manager.

Favorite family activity
traveling

proudest achievement:
my twin boys

Favorite Cincinnati eats:
Jeff Ruby's

Pets:
 dog - Spike

hometown:
Bright, IN

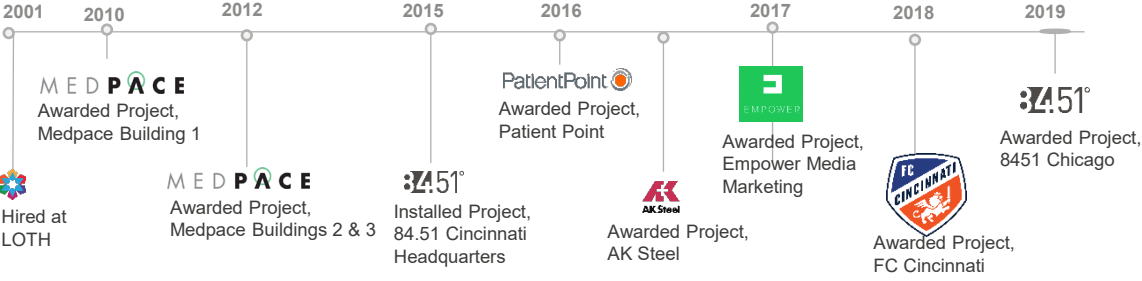
college:
Ball State University

best advice:
"Seek to first understand, then to be understood"

binge-worthy series:
Sopranos

If money were no object...
I'd travel around the world

my experience

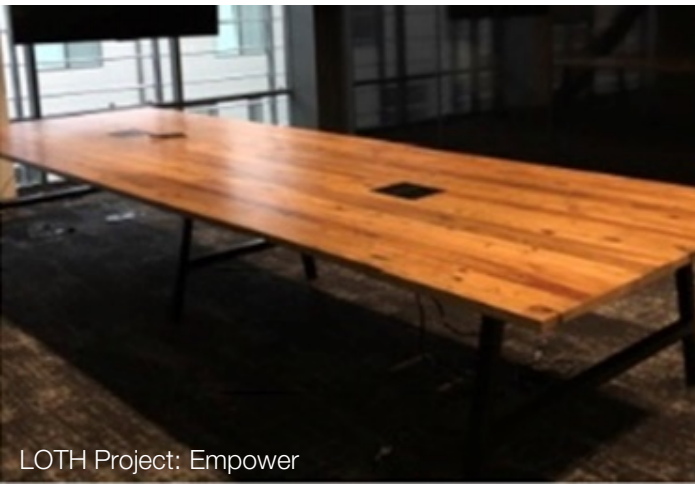




LOTH Project: Patient Point



LOTH Project: Festo



LOTH Project: Empower

your key contact



Tiffany Hixenbaugh
Project Manager
thixenbaugh@lothinc.com
o: 513.554.8773

I have an overall responsibility for the successful initiation, planning, execution, monitoring, controlling and closure of each project. LOTH has an excellent team environment ensuring that our customer service experience is exceptional.

enhancing the customer experience

I keep the lines of communication open and clear with my clients. Being transparent with our clients ensures trust, while removing any sort of second guessing or questioning regarding their space.

my experience

My experience resides in project management throughout my whole career. I have over 15 years experience in project management through field, process and customer management.

You could be spending a lot of time together. Get to know your project manager.

Favorite family activity
traveling

high school club:
choir

Favorite local restaurant:
PF Changs

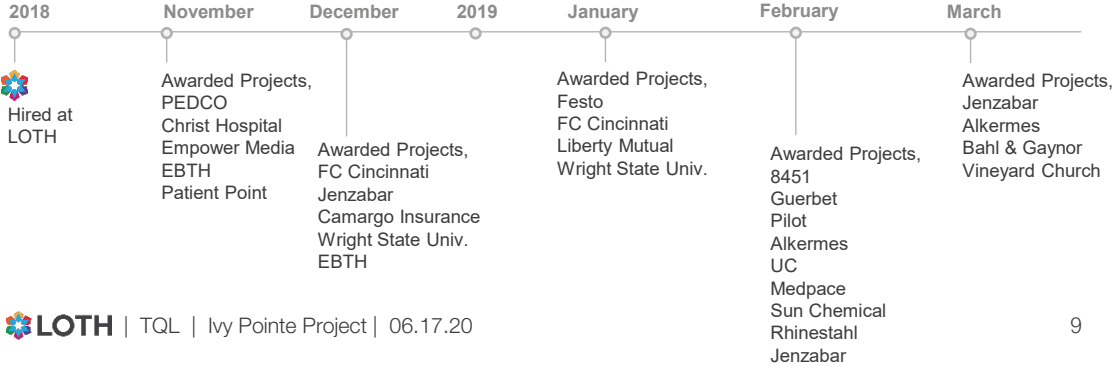
hobby outside of work:
running 5ks

hometown:
Cincinnati

something my coworkers don't know:
I enjoy doing karaoke!

binge-worthy series:
A Million Little Things

If money were no object...
I'd buy an island





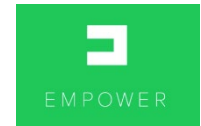
why LOTH

Campfire Collection | collaborative furniture



our valued clients

LOTH's experienced, professional team members solve business and facility issues for a variety of markets, including corporate, healthcare, higher education and government – both local and national entities.



Relationship Survey Results	TOTAL
Net Promoter Score (NPS)	73.2
Recommend	
Likelihood to Recommend Dealer	9.1
Likelihood to Recommend Steelcase	9.1
Overall Satisfaction	
Overall Satisfaction	8.9
Solutions	
Applies Research + Insights	8.8
Competitively Priced Products	8.0
Creates Effective Environment	8.9
Ease of Management	9.0
Sales + Service	
Sales + Service OSat	8.9
Keeps Customers Up-To-Date	8.3
Knowledgeable about Customer's Business	8.9
Maintains Regular Contact	8.6
Solves Problems Quickly	8.6
Product Benefits	
Design + Aesthetics	9.1
Designed Based on User Needs	9.0
Functionality + Ergonomics	9.0
Right Quality + Durability	9.1
Company Reputation	
Trustworthy	9.4
Makes Customer's Job Easier	8.9
Environmentally Responsible	8.8

LOTH overview | net promoter score

satisfaction guaranteed

When it comes to performance, LOTH has an excellent track record! Using a third party, Medallia, we track and administer our customer feedback process. This report to the left summarizes our feedback results across a variety of measurements from a pool of our 2018-19 clients.

Don't just take our word for it – here's some feedback straight from our valued clients.

“We were moving to a new headquarters for the first time in 30 years. We had little idea about the massive undertaking the move would be. ...LOTH made it very easy for us. They came to our existing headquarters at that time, researched the space and developed a plan for our furniture and office needs in our new space.”

Mitch
Manufacturing Industry

“Customer Service and quality of product. Also product innovation and solutions. Working with the LOTH/Steelcase Team is always a pleasure. They are very responsive and understand our organizations' needs and my preferences.”

Alisa
Healthcare

“Steelcase's thought leadership and quality. LOTH's service commitment and overall responsiveness. And fine people in both organizations.”

Bill
Healthcare



LOTH: Steelcase Flex Case Study



our partnership with Steelcase

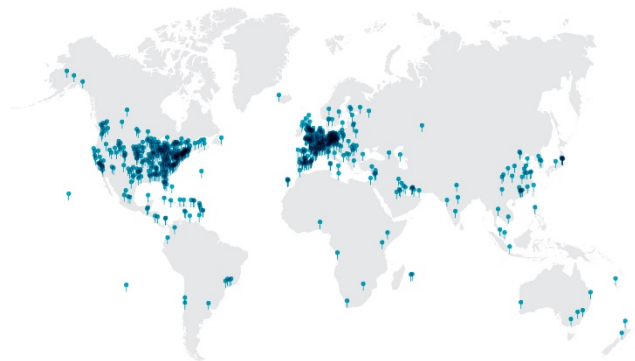
Steelcase®
2019 Premier Partner

LOTH, Inc. has officially been named a Steelcase Premier Partner recipient – placing us in the top 5% of dealerships throughout the U.S. and Canada. To be accepted as a Premier partner, LOTH was evaluated in the categories below:

- Branding guidelines
- Web and social media messaging
- Customer communication
- Event hosting
- Sales and design team training
- Work zone evaluations
- Customer footpath tour points
- Product updates displayed in the dealer showroom
- Solomon Coyle survey results proving financial fitness
- Meeting and exceeding the sales target set by Steelcase at the beginning of the year

800+
dealers

LOTH is more than one of 800 Steelcase dealers to make up the largest global dealer network in the industry, with experience second to none and the local knowledge + skilled labor to handle the most demanding projects.





our commitment to our people + community

what we believe. how we behave. experience we deliver.

For more than 125 years, LOTH has created smarter spaces that enhance creative learning and healing environments.

Our solution comes together with the most cutting-edge furniture, architectural walls, flooring, and technology that are designed and configured in a way that facilitates workflow, enhances collaboration and builds culture.



LOTH Values



customer experience



innovation



community



employee experience



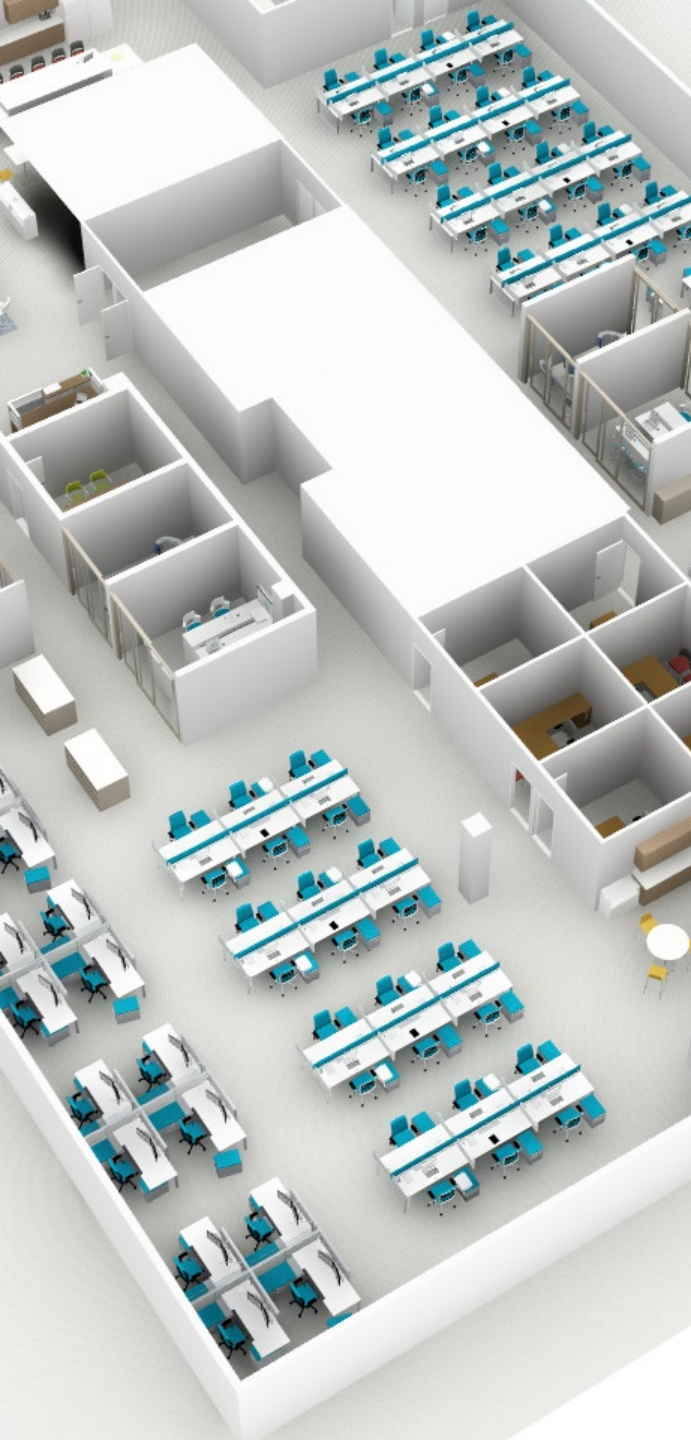
collaboration

Community Involvement

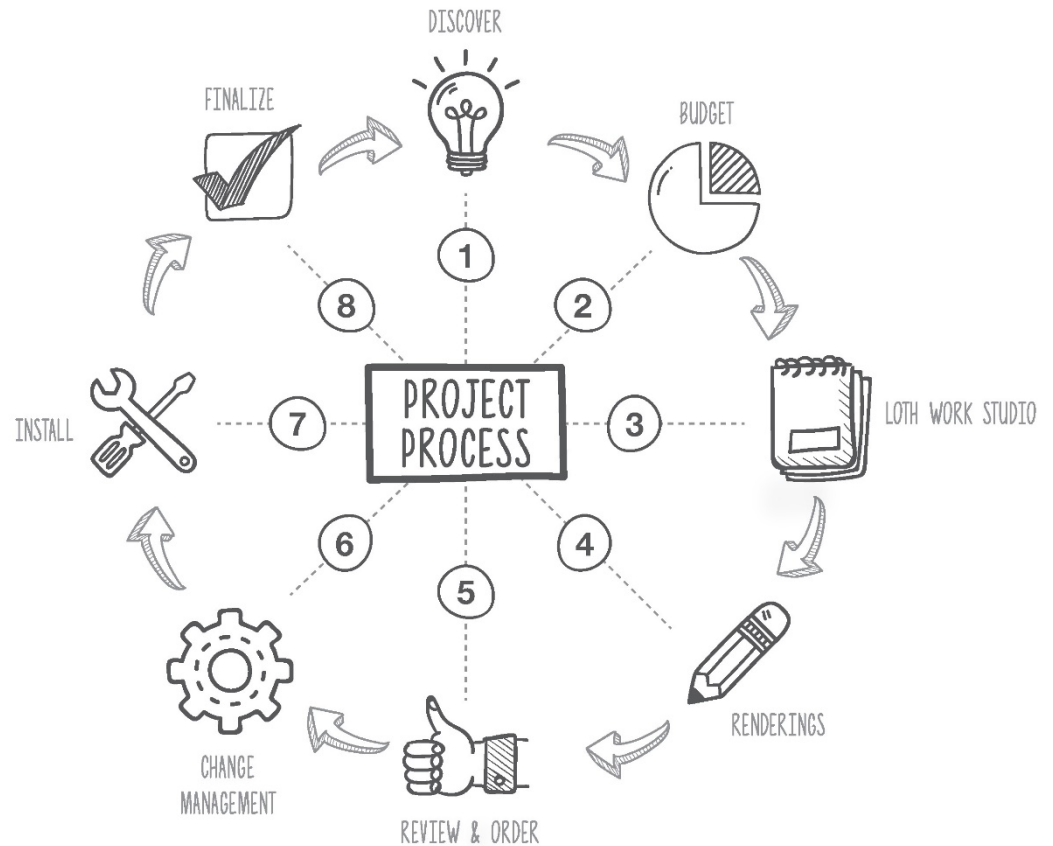




project approach



our project process



1. discover: LOTH & client work together to develop project requirements.
2. budget: LOTH will provide project budget and will share project discounting and project comps.
3. LOTH Work Studio: LOTH will host user groups at our Work Studio in order to determine their needs.
4. renderings: LOTH will provide project renderings or schematics with a final finish presentation to client for approval.
5. review & order: Once finishes and product are approved, LOTH will design a comprehensive floorplan for the client to review before placing an order.
6. change management: LOTH will facilitate a change management workshop to help prepare the client changes in the workplace.
7. install: LOTH will install the approved order.
8. finalize: Review any punch items and final touches. This marks just the start of our working relationship!



installation team

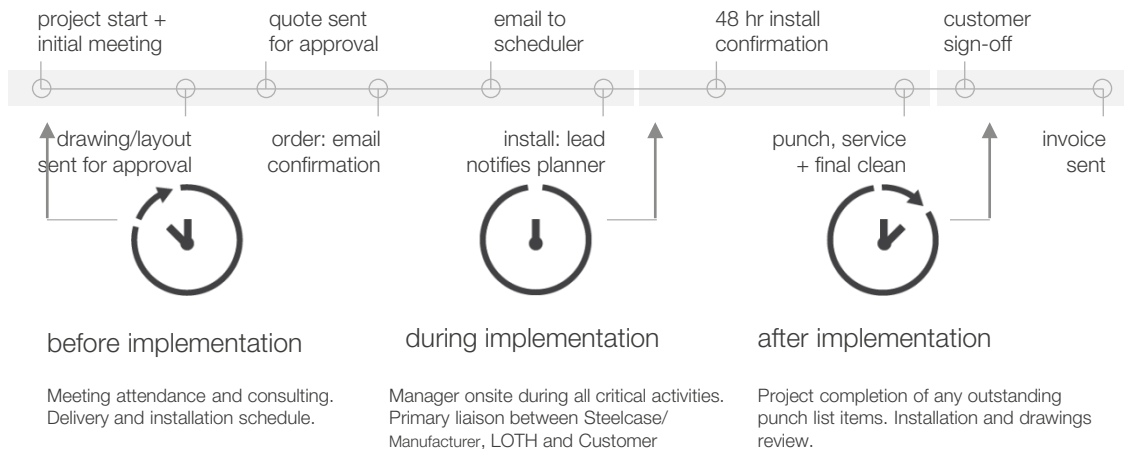
- Our installers are Steelcase-factory trained + certified on proper installation techniques.
- They are required to participate in an annual safety training and in monthly meetings for product updates and installation training.
- Our installers, delivery drivers, service techs and distribution-center personnel work in close cooperation with our planners and account executives to accommodate our customers' needs.

reserving your order

In some instances where there may be high volume requirements over short periods of time, we will reserve production time for your large orders through our manufacturing reservation process. Because of our production capabilities, capacity, resources and commitment to making your project a success, we are confident that we can accommodate your schedule requirements.

LOTH is able to 'reserve' manufacturing time to ensure competitive lead times are met for key products before an order is placed while your design team has more time to work through the details of the order, without jeopardizing the critical delivery milestones set forth within your project schedule.

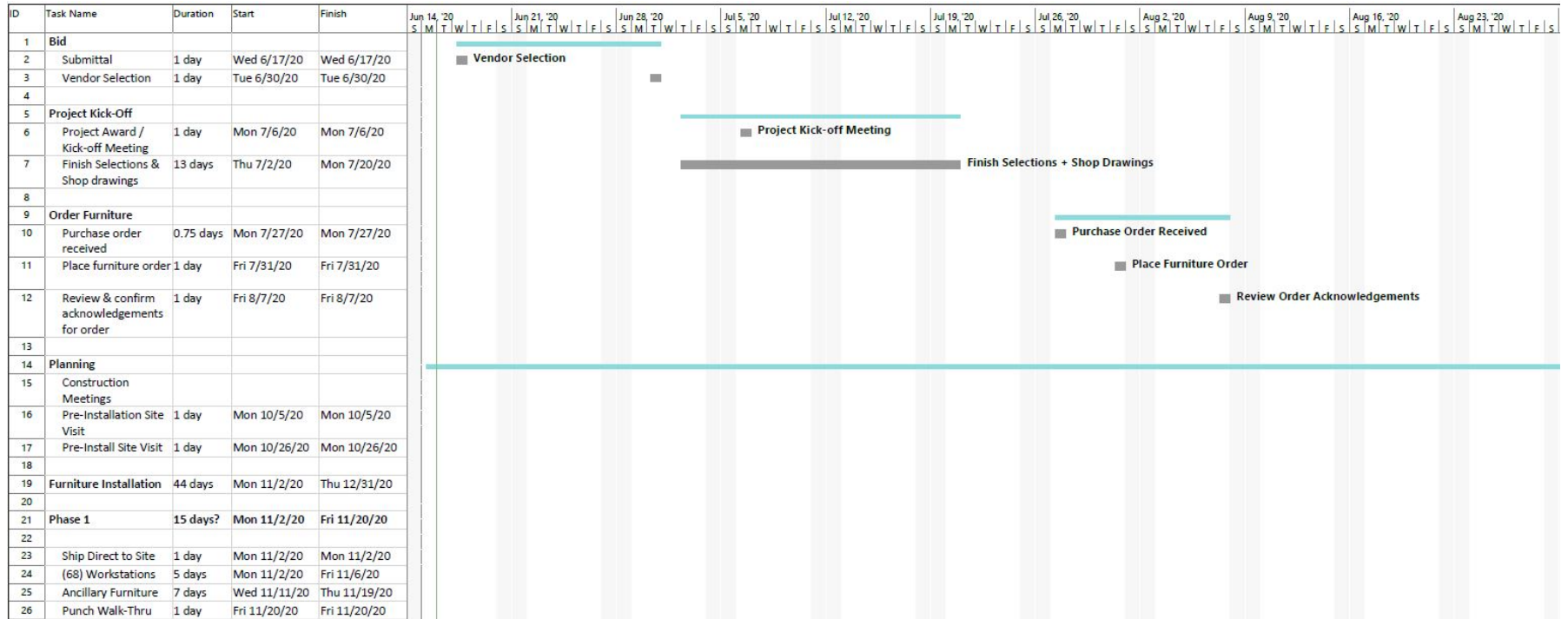
installation timeline



delivery

We operate our own fleet of delivery trucks, installation and service vehicles and maintain a staff of professional drivers and delivery personnel.

project timeline



VIEW FULL PROJECT TIMELINE

VIEW EXTENDED PROJECT TIMELINE

A modern office interior featuring height-adjustable workstations. The room has large windows overlooking a city skyline with several high-rise buildings. The workstations consist of white desks on adjustable legs, each with a green ergonomic office chair. Two white pendant lights hang from the ceiling. The floor is made of light-colored wood planks. The text "our value add services" is overlaid in white on the left side of the image.

our value add services

Ology | height-adjustable workstation



value add companies

With multiple products and service divisions under the LOTH brand, we are able to bring together the best strategies, products, and services to deliver powerful solutions for our customers – providing not only the furniture + installation, but also technology, architectural products and a range of services including corporate moves, project management, furniture reupholstering/refinishing, and asset management.



technology. Our Technology Division (EWT) provides consulting, design, installation and support of collaboration, presence and other technology solutions. With a strong understanding of the role technology plays in furniture design we are uniquely positioned to deliver harmonious solutions to achieve the goal of connecting people, place and technology to advance work and life.



move management. Our Workplace Solutions Division (SWS) provides premium integrated services such as: relocation management, project planning/execution, decommissioning services, inventory management and more. These services can be secured individually or combined with our furniture + design services to provide powerful solutions that reduce risk and cost while improving efficiency and quality.



architectural walls. Our walls team works hard to find the best architecture and space solution to create an open and light workspace, a separation screen, or a glass pod that fits the needs of today's workspaces. We can deliver on-demand space definition solutions to balance collaboration and privacy for your floorplans.



project management. Our project management team supports projects from the research phase to the finish line and beyond to make certain that we deliver your project on time and within budget. By working closely with our customers to understand the key players, their roles and expectations, we remain the main point of contact throughout all phases of the project to ensure excellence in service.



strategic workplace solutions



Relocation Management + Relocation Services

Manage contents, furniture and equipment for internal moves and to new spaces - or to wherever your assets need to go.



Decommission Services

Efficient, streamlined removal and transport of existing inventory. We also identify sources for recycling and charitable re-use.



Project Management Long + Short Term Projects

Turn-key services on one contract - from move planning to execution with a single point of contact to handle multiple subcontractors.



Furniture, Fixtures & Equipment

Servicing hospitality, retail, and new construction with warehouse handling, logistics, delivery and installation services.



Inventory Management

Customizable to specific needs. Warehousing available with flexible leases.

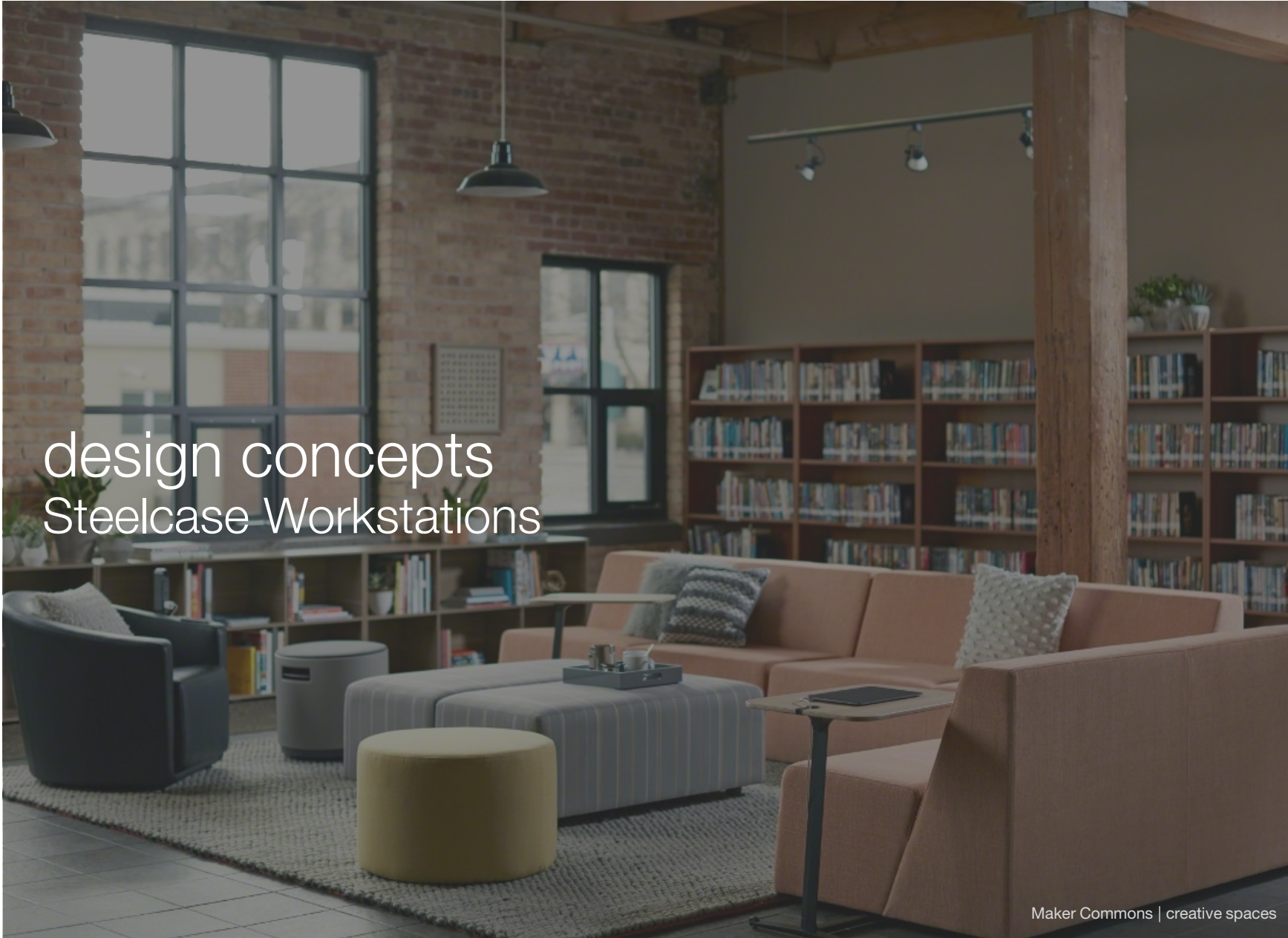


Design Services

Space planning and design to best suit company needs and requirements.



Sneak peek at return to the office cleaning solutions



design concepts
Steelcase Workstations

Inspiring Designs: Workstations

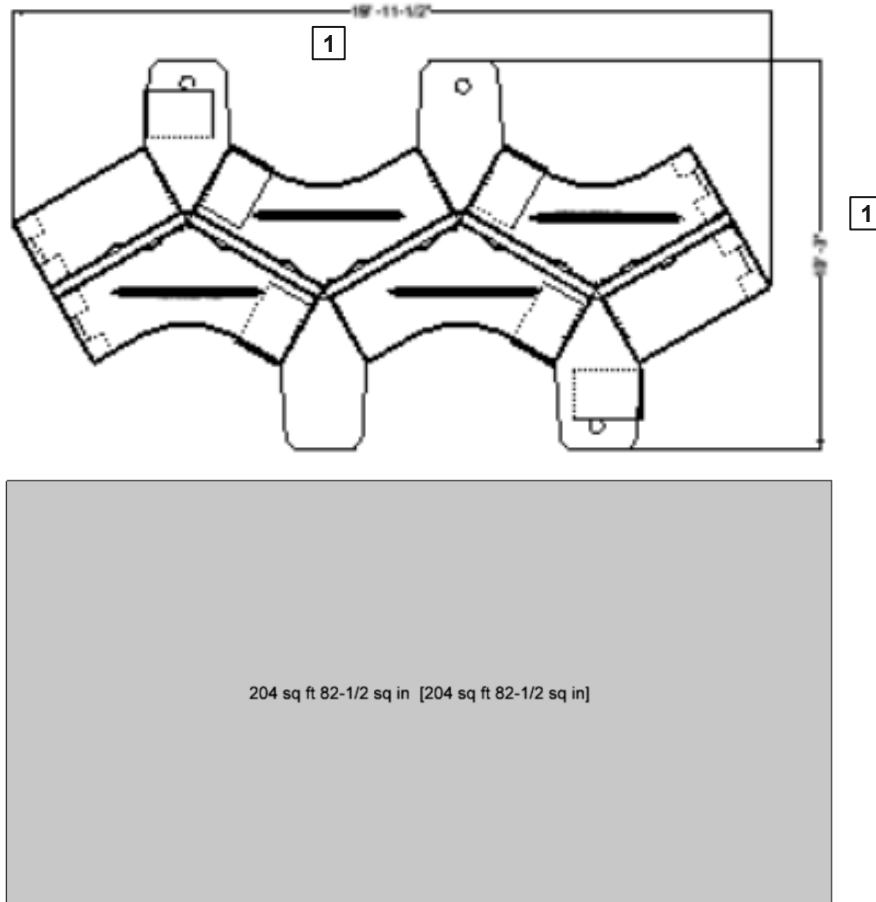


Inspiring Designs: Workstations

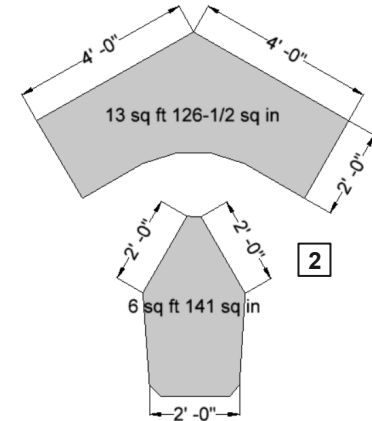


WORKSTATION OPTION 1

120 DEGREE WITH 48" PANELS AND PENINSULA RETURN SURFACE



SQ FT/WORKSURFACE



DESIGN CONSIDERATIONS

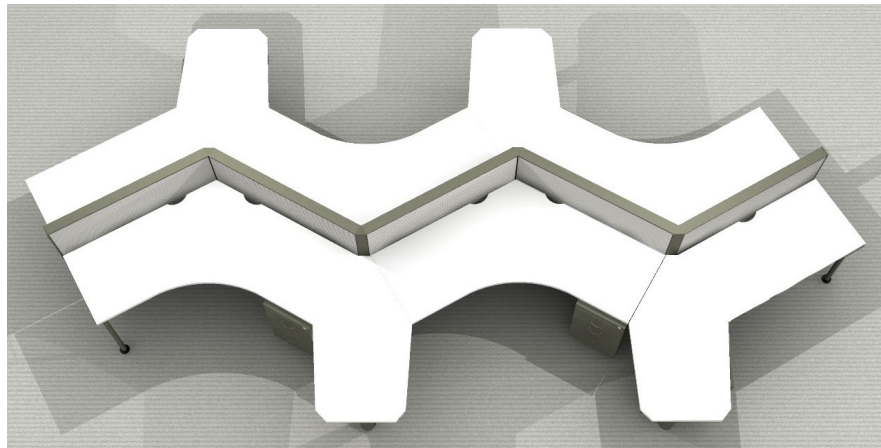
- 1 19' -11.5" x 10' - 3" =
204' - 6" sqft / 6 workstations
- 2 2 different worksurface sizes
4'-0" x 4'-0" x 2' = 13 sq ft 126-1/2 sq in
2'-0" x 2'-0" x 2'-0" = 6 sq ft 141 sq in
- 3 Fixed 120 degree worksurface
w/shared bullet top and mobile
pedestal file.

WORKSTATION OPTION 1

120 DEGREE WITH 48" PANELS AND PENINSULA RETURN SURFACE

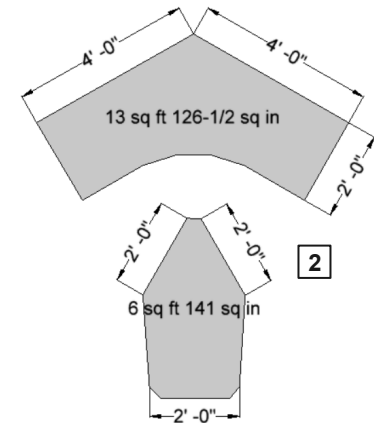


1



2

SQ FT/WORKSURFACE



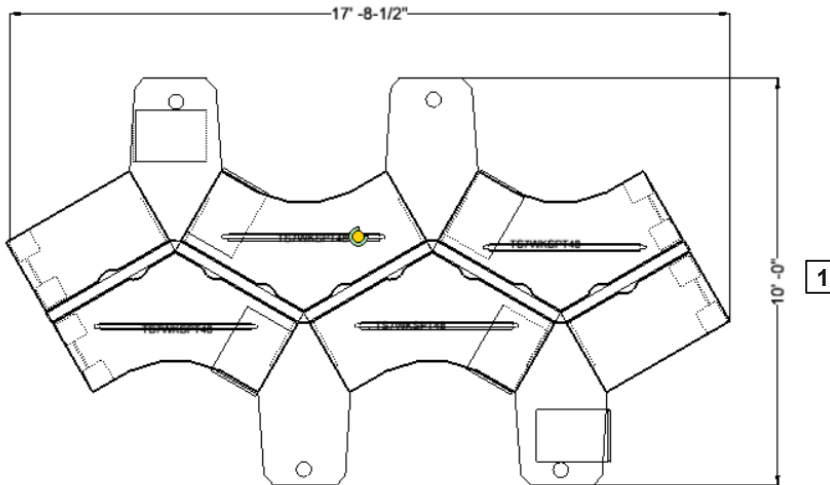
2

DESIGN CONSIDERATIONS

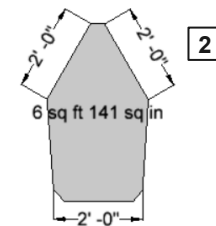
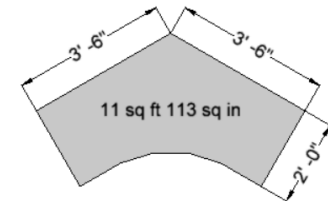
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204' - 6" sqft / 6 workstations
- 2 2 different work surface sizes
4'-0" x 4'-0" x 2' = 13 sq ft 126-1/2 sq in
2'-0" x 2'-0" x 2'-0" = 6 sq ft 141 sq in
- 3 Fixed 120 degree worksurface
w/shared bullet top and mobile
pedestal file.

WORKSTATION OPTION 2

120 DEGREE WITH 42" PANELS AND PENINSULA RETURN SURFACE



SQ FT/WORKSURFACE



DESIGN CONSIDERATIONS

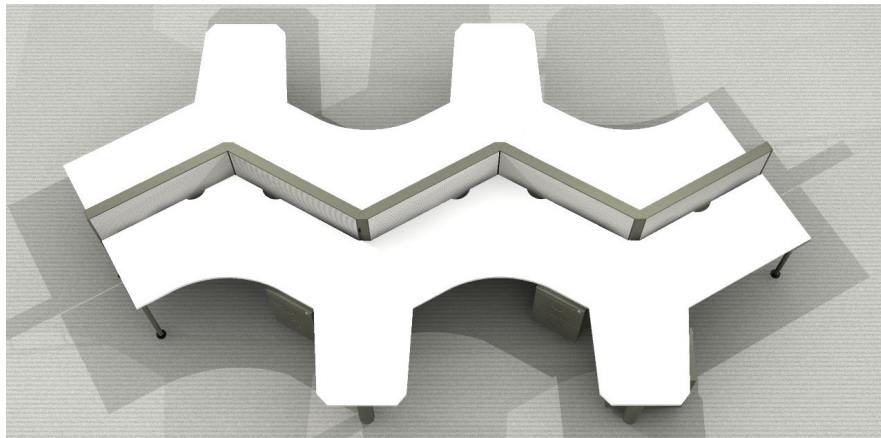
- 1 $17' - 8 \frac{1}{2}'' \times 10' - 0'' = 177 \text{ sq ft } 12 \text{ sq in} / 6 \text{ workstations}$
- 2 2 different worksurface sizes
 $3' - 6'' \times 3' - 6'' \times 2' = 11 \text{ sq ft } 113 \text{ sq in}$
 $2' - 0'' \times 2' - 0'' \times 2' - 0'' = 6 \text{ sq ft } 141 \text{ sq in}$
- 3 Fixed 120 degree worksurface w/shared bullet top and mobile pedestal file.

WORKSTATION OPTION 2

120 DEGREE WITH 42" PANELS AND PENINSULA RETURN SURFACE

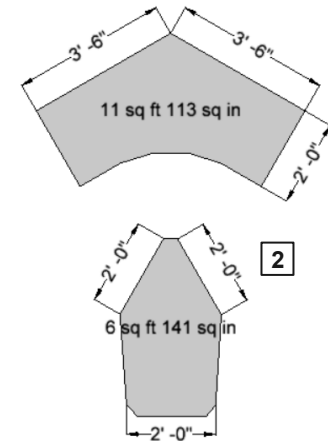


1



2

SQ FT/WORKSURFACE

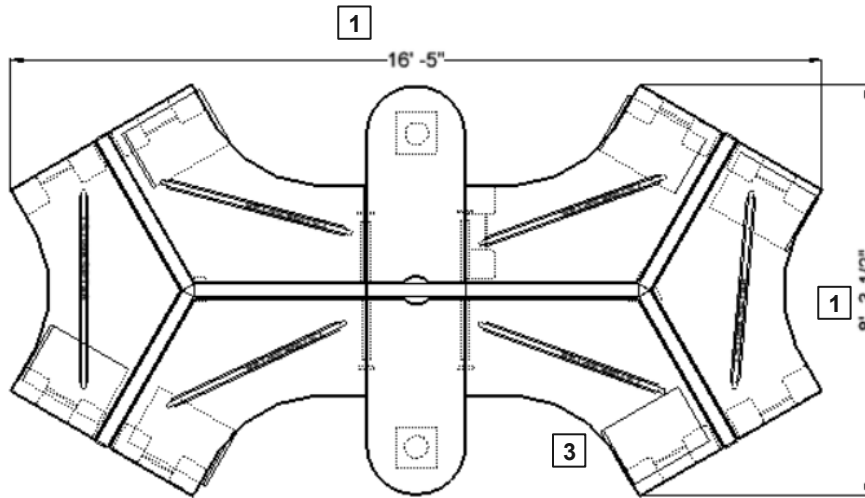


DESIGN CONSIDERATIONS

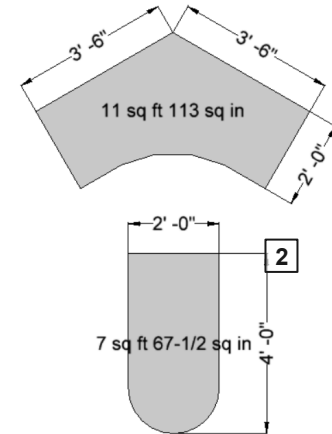
- 1 17' -8 1/2" x 10' -0" =
177 sq ft 12 sq in / 6 workstations
- 2 2 different worksurface sizes
3'-6" x 3'-6" x 2' = 11 sq ft 113 sq in
2'-0" x 2'-0" x 2'-0" = 6 sq ft 141 sq in
- 3 Fixed 120 degree worksurface
w/shared bullet top and mobile
pedestal file.

WORKSTATION OPTION 3

120 DEGREE W/ P-TOP IN "DOGBOONE" PLANNING



SQ FT/WORKSURFACE

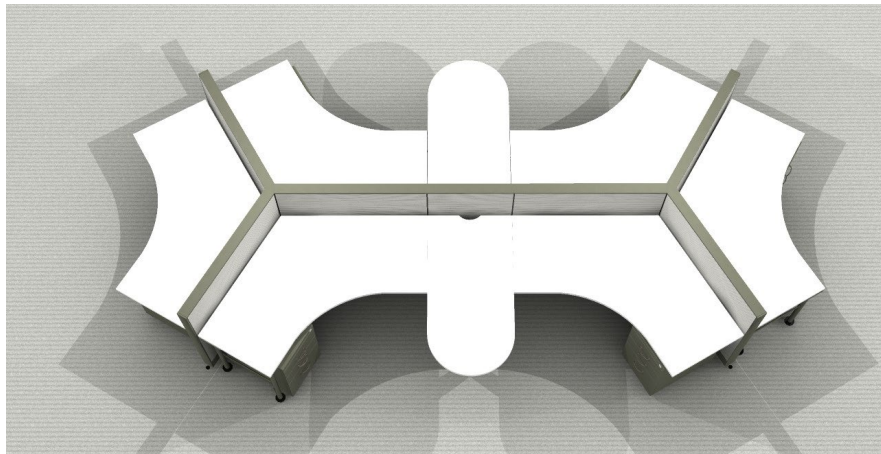


DESIGN CONSIDERATIONS

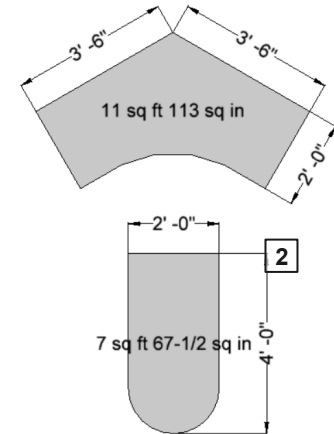
- 1 $16' -5'' \times 8' -3 \frac{1}{2}'' = 136 \text{ sq ft } 17 \frac{1}{2} \text{ sq in} / 6 \text{ workstations}$
- 2 2 different work surface sizes
 $3' -6'' \times 3' -6'' \times 2' = 11 \text{ sq ft } 113 \text{ sq in}$
 $2' -0'' \times 2' -0'' = 7 \text{ sq ft } 67 \text{ sq in}$
- 3 Fixed 120 degree work surface w/shared bullet top and mobile pedestal file.

WORKSTATION OPTION 3

120 DEGREE W/ P-TOP IN "DOGBONE" PLANNING



SQ FT/WORKSURFACE

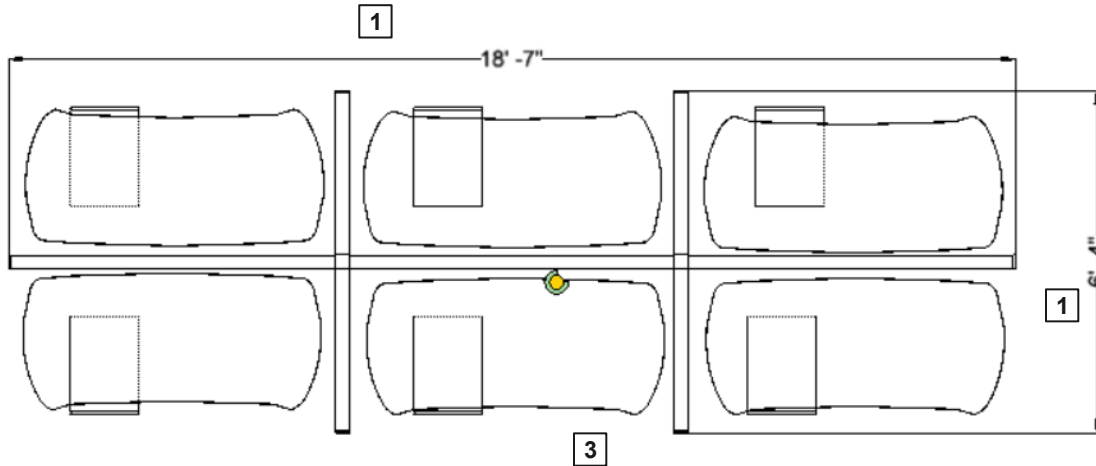


DESIGN CONSIDERATIONS

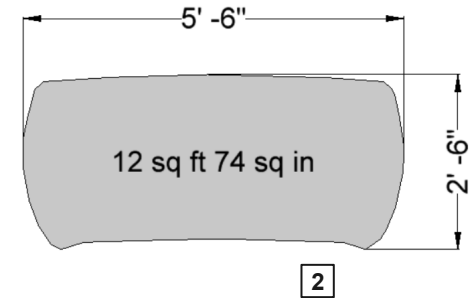
- 1 16' -5" X 8' -3 1/2" =
136 sq ft 17 1/2 sq in / 6
workstations
- 2 2 different worksurface sizes
3'-6" x 3'-6" x 2' = 11 sq ft 113 sq in
2'-0" x 2'-0" = 7 sq ft 67 sq in
- 3 Fixed 120 degree worksurface
w/shared bullet top and mobile
pedestal file.

WORKSTATION OPTION 4

66" KIDNEY SURFACES W/ STRAIGHT PLANNING



SQ FT/WORKSURFACE



DESIGN CONSIDERATIONS

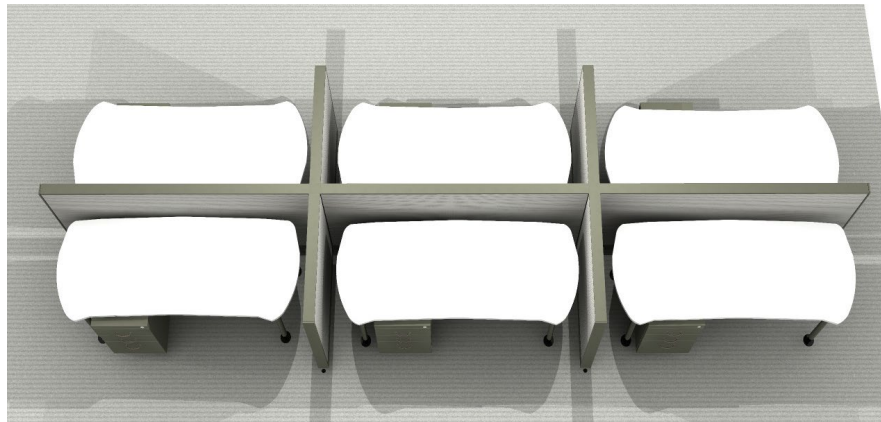
- 1 18' -7" X 6' -4" =
117 sq ft 100 sq in / 6
workstations
- 2 Singular WorkSurface
5' -6" x 2' -6" = 12 sq ft 74 sq in
- 3 Mobile Kidney shaped top allows
individual flexibility. Mobile Pedestal.

WORKSTATION OPTION 4

66" KIDNEY SURFACES W/ STRAIGHT PLANNING

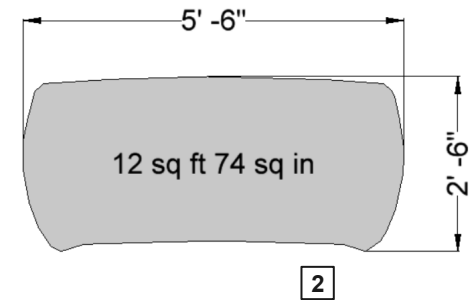


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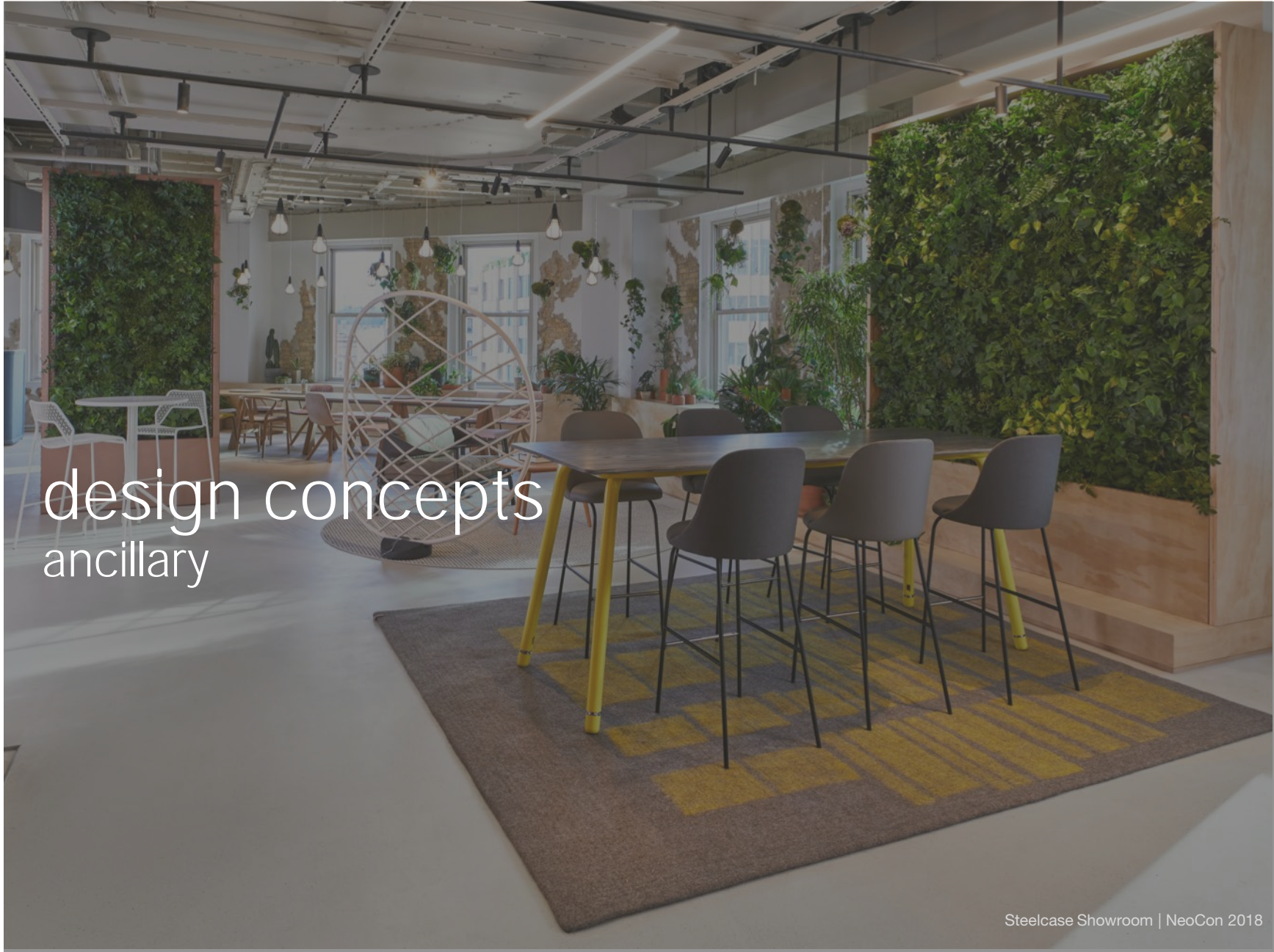
2

SQ FT/WORKSURFACE



DESIGN CONSIDERATIONS

- 1 18' -7" X 6' -4" =
117 sq ft 100 sq in / 6
workstations
- 2 Singular WorkSurface
5' -6" x 2' -6" = 12 sq ft 74 sq in
- 3 Mobile Kidney shaped top allows
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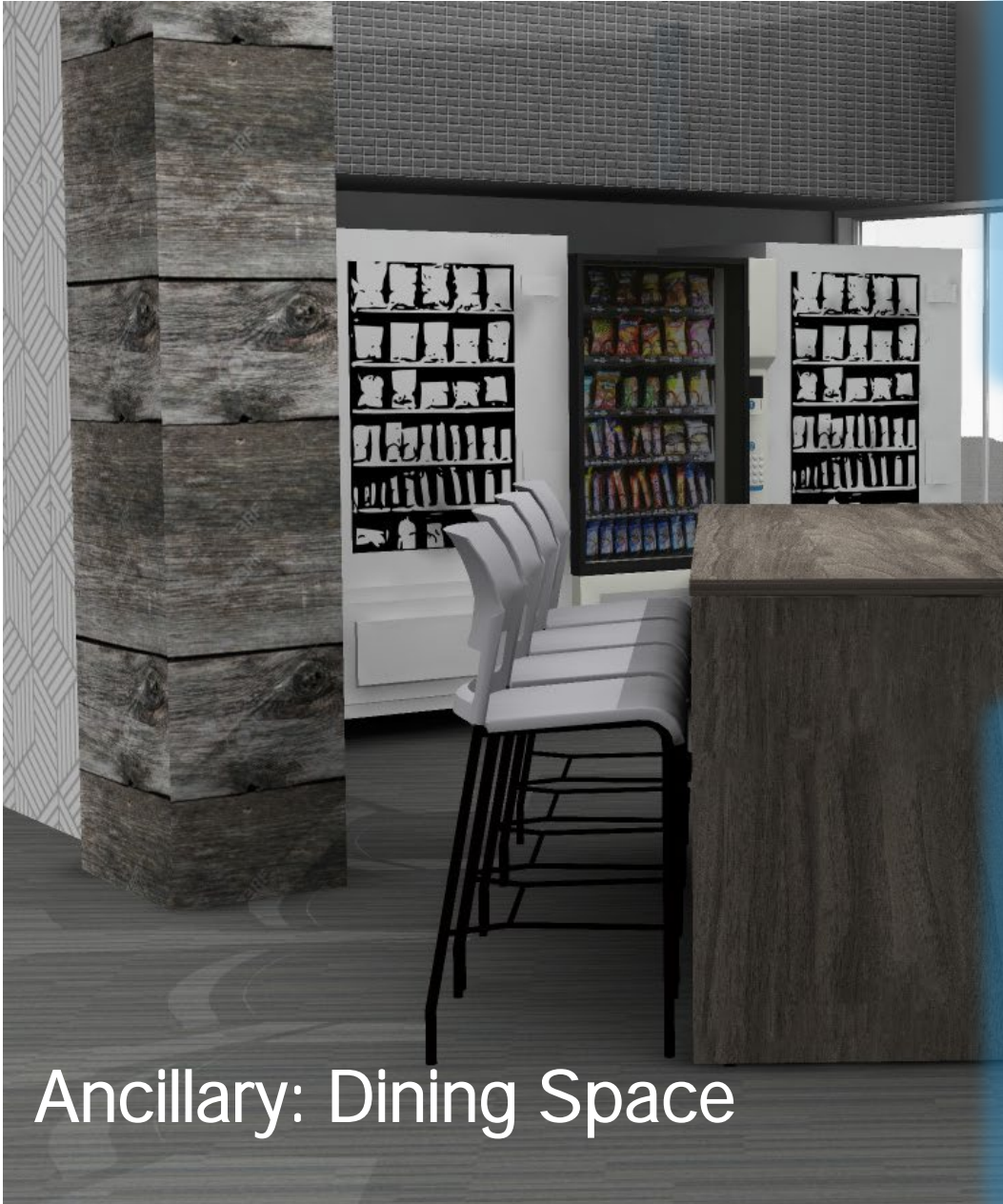
design concepts
ancillary

Steelcase Private Office Rendering





Ancillary: 2nd floor
HUB space 202



Ancillary: Dining Space



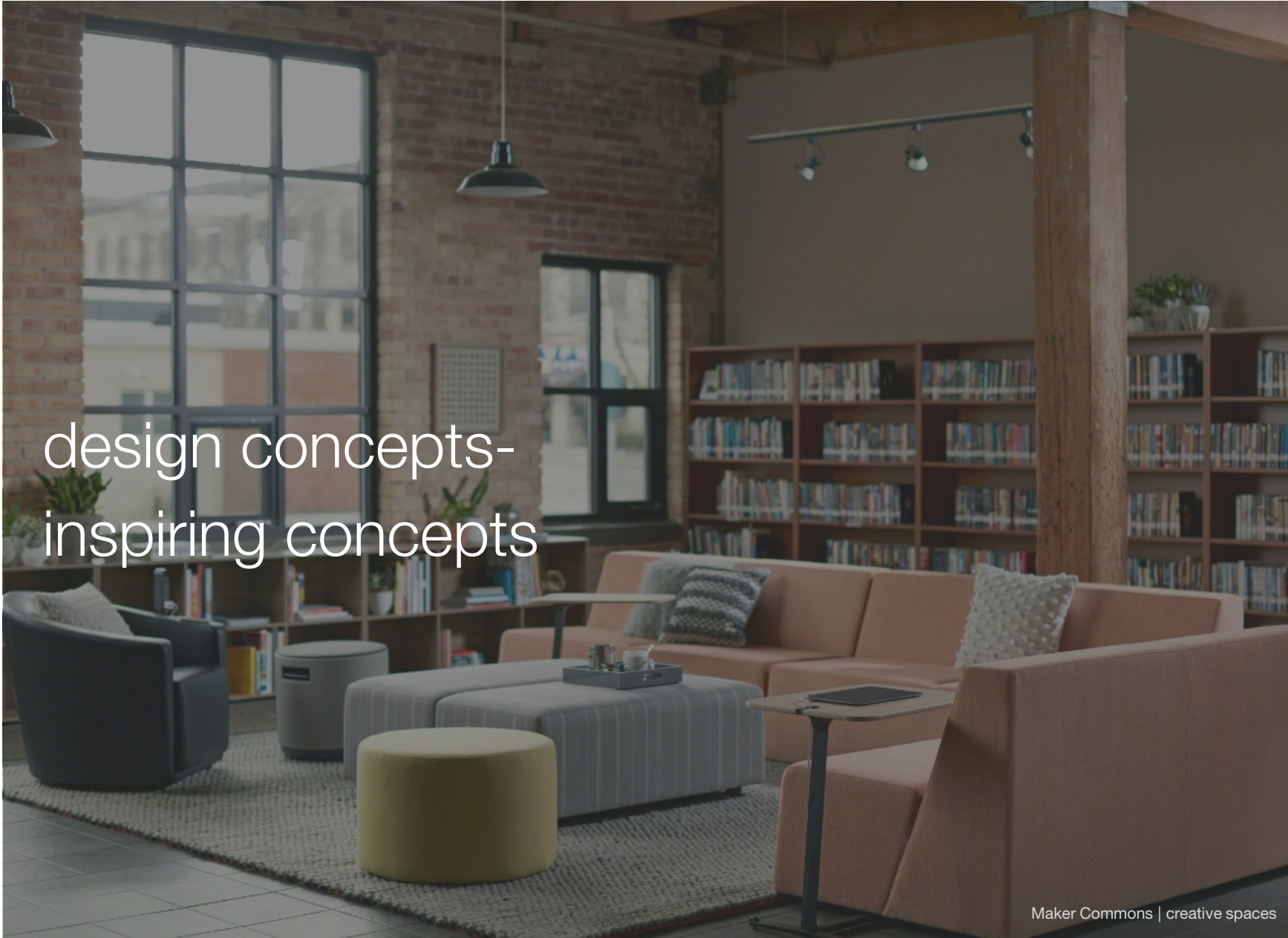
Ancillary: Executive Reception Space



Ancillary:
Conference Space



Ancillary:
Lounge Space



Inspiring Designs: Marketing Collaboration & Marketing Work Room



*Note: Product included in quote as per Bid request. Renderings show typical product. Chair Quantities and table sizes may vary.

Inspiring Designs: Conference Spaces



*Note: Product included in quote as per Bid request. Renderings show typical product. Chair Quantities and table sizes may vary.

Inspiring Designs: Ken's Office



*Note: Product included in quote as per Bid request. Renderings show typical product. Chair Quantities and table sizes may vary.

Inspiring Designs: Huddle Spaces



*Note: Product included in quote as per Bid request. Renderings show typical product. Chair Quantities and table sizes may vary.



design concepts – hub flex space

Campfire Collection | collaborative furniture

Inspiring Designs: Hub Space with FLEX – Birdseye



Inspiring Designs: Hub Space with FLEX



Inspiring Designs: Hub Space with FLEX

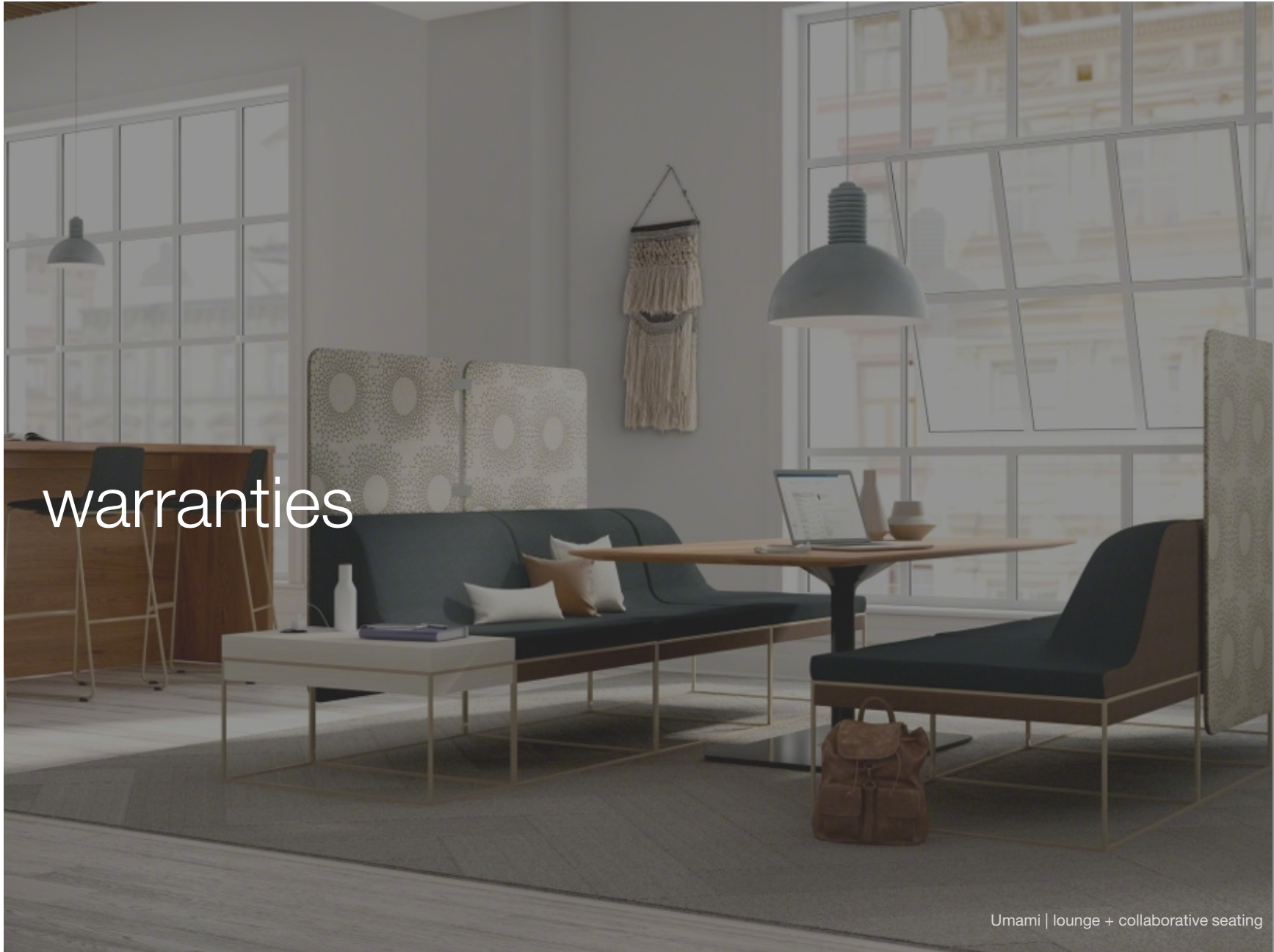


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warranties

Umami | lounge + collaborative seating



the strongest warranty in the industry

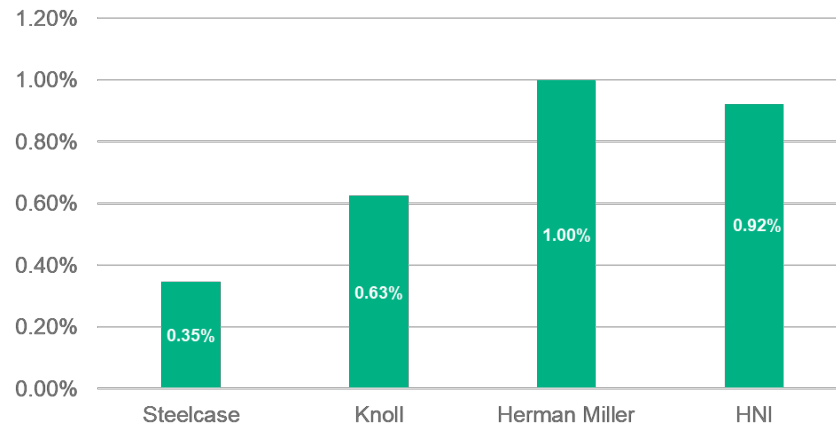
Steelcase's Limited Lifetime Warranty is the strongest warranty in the industry—that you may never need.

The quality and durability of our products is demonstrated in lower warranty expenses per sales dollar, compared to that of our competitors. Steelcase's warranty also covers both parts and labor.

In the graph featured, you can see how our 2018 Global Warranty Ratio compares to those of our competitors.

[VIEW WARRANTY](#)

2018 WARRANTY RATIO : GLOBAL



manufacturer warranty information



Lifetime Warranty

Global warrants that all commercial products are free from defects in material and workmanship, for the life of the product, to the original purchaser. Global will repair or replace, at Global's option, as the sole remedy for any defect covered by the warranty. For detailed conditions, refer to the current Global Price List.

This warranty covers the following product categories.

- General Seating
- Filing
- Panels
- Desks, Modular Furniture and Tables

Global will repair or replace, at Global's option, as the sole remedy for any defect covered by the warranty. The warranty applies to products manufactured after January 1, 2011.

[VIEW WARRANTY](#)



OFS Warranty

OFS Casegoods, Tables & Reception, and Seating products are guaranteed to be free from defects in design, material and workmanship, given normal use and proper care, for **12 years** of single-shift service with the exceptions noted below. OFS will repair or replace, at our discretion without charge to the original purchaser, any product or part thereof which fails as the result of such a defect during the warranty period. OFS assumes no responsibility for repairs to products that result from user modifications, attachments to a product, misuse, abuse, alteration, or negligent use. Except as stated above, OFS makes no expressed or implied warranties as to any product, and makes no warranty of merchantability or fitness for any particular purpose. OFS shall not be liable for consequential or incidental damages arising from any product defect.

[VIEW WARRANTY](#)

[ADDITIONAL WARRANTY INFORMATION](#)



manufacturer warranty information



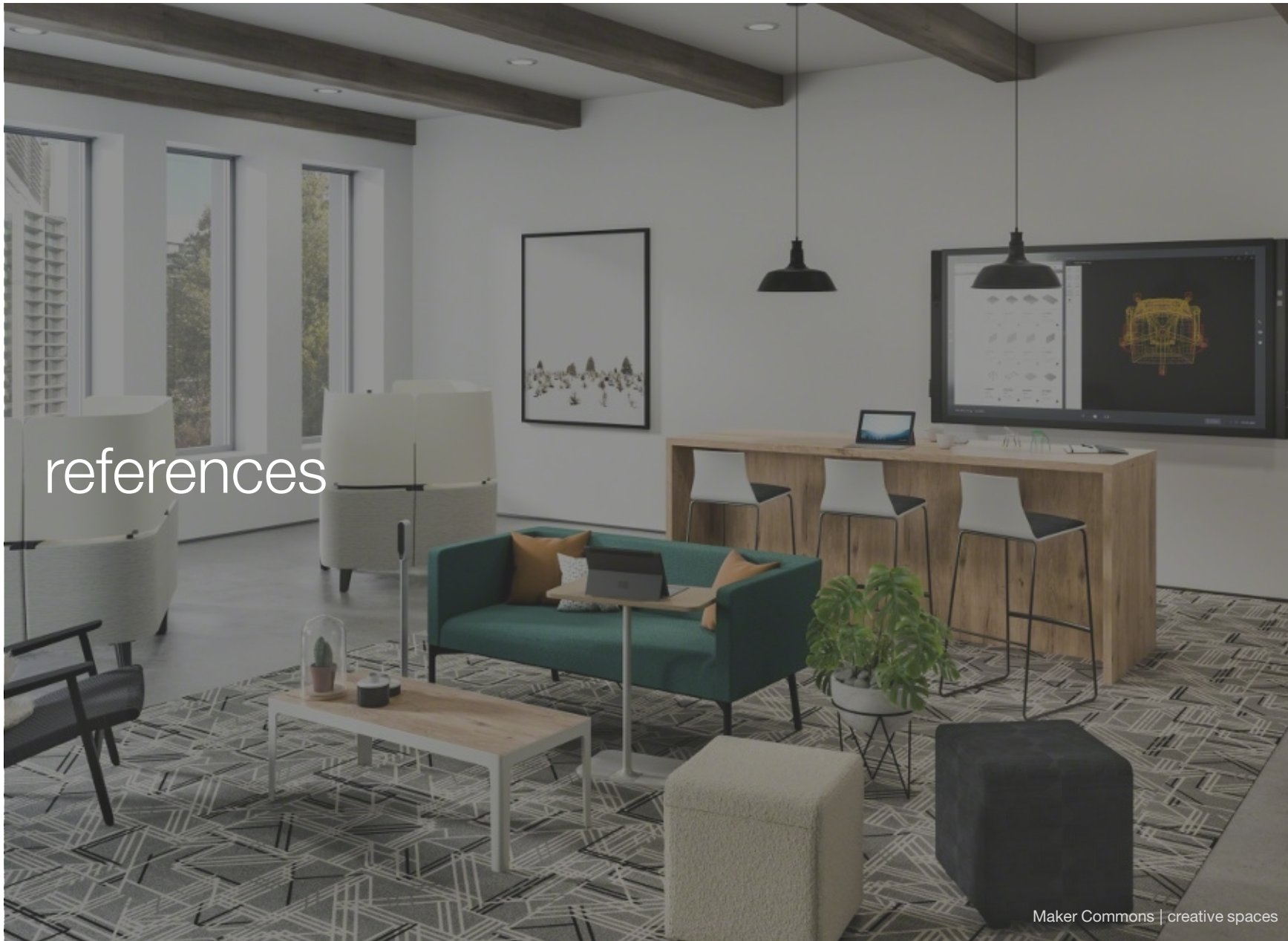
ALL-NEW-SYSTEMS

Open Plan Systems (OPS) at 4700 Deepwater Terminal Road, Richmond, VA 23234 warrants the products to be free of defects in materials and workmanship for as long as the original purchaser owns the product. This warranty extends from the date of installation and is based on normal usage of the product. This warranty does not apply to possible damage or misuse of the product and does not cover normal wear and tear such as laminate chipping or the soiling / fading of fabrics. The Limited Lifetime Warranty applies to all Open Plan Systems' products with the exception of those high wear components noted below.

OPS Furniture Systems	Limited Lifetime	Electrical Components	Five (5) Years
Fabric (Furniture Systems)	Five (5) Years	Drawer/drawer glides, casters, and adjustable work surface mechanisms	One (1) Year

[VIEW WARRANTY](#)

references





references | 84.51 Chicago

84.51°

\$2M **56,000** **300**
Budget Square Feet Employees

LOTH and 84.51° partnered together 6 years ago when they completed their Cincinnati work space. Their Chicago team was in need of a larger space which called for us to go against 2 competitors due to the size of the project. In the end, they felt we had the right team, right product, and right value to earn their business.

We hosted the client on two trips to Steelcase HQ to introduce their new Flex product line that was perfect for their agile space. LOTH set up the product in a test space at the Cincinnati location. The employees were in need of flexible work spaces that were easy to move/change/adapt to their agile work style. The Flex whiteboard solutions and standing height desks allowed for more active collaboration between teams.

Solving for Key Issues:

- Room for growth
- Areas for collaboration
- Attract + retain talent
- Brand building

Fast Facts:

- 300 Benching Workstations
- 20 Huddle Rooms
- 10 Lounge Areas
- 4 Conference Rooms

Manufacturer Partners:

- Steelcase
- Coalesse
- Blu Dot
- Mitchell Gold Bob Williams
- West Elm



[84.51 Chicago](#)
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references | University of Cincinnati 1819 Innovation Hub

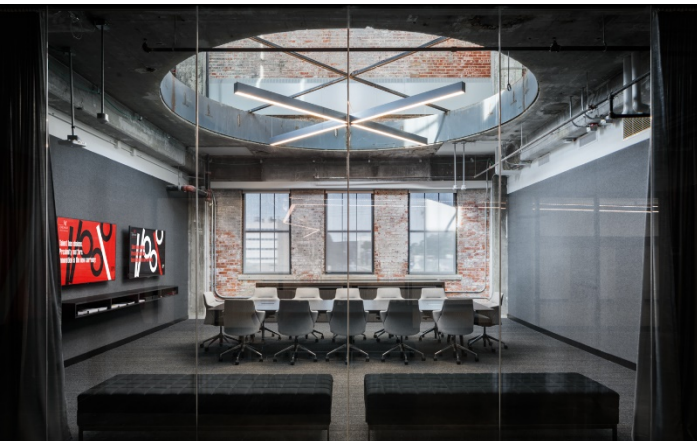


107,000
Square Feet

7 different
Tenants

LOTH and Steelcase were recommended to A359 Architects by University Architect. A359 Architects interviewed a few local dealerships and selected LOTH to exclusively work with on the project. LOTH expanded the original project scope from just offices and closed spaces to incorporating in numerous open collaboration spaces and shared conferencing spaces. There are 3 classrooms and a maker space used throughout the day by the student population.

The Innovation Hub's space goals were to attract and retain talent, solve their issue of not enough collaborative work surfaces as well as being able to build up their brand and being able to use this space as part of their brand.



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references | empower media

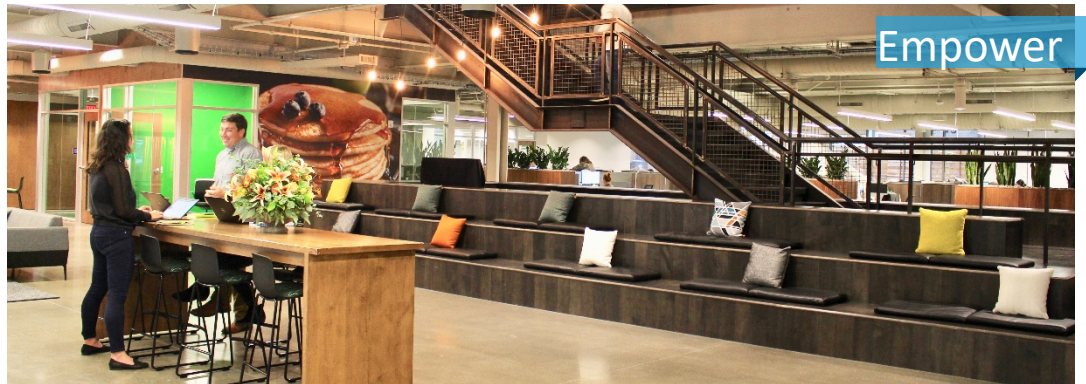


\$1.3M **400,000+** **170**
 Budget Square Feet Employees

This project demonstrates the benefits of working exclusively with LOTH and its internal resources to flawlessly execute a turn-key solution. Our real estate alliance connected our team to Empower’s owner/CEO and introduced how our capabilities, combined with Steelcase’s involvement, would rule out having to bid out the project and allow us to take the lead in providing them with a workplace that “works” for its employees.

Empower chose us because of our turn-key solution, value added services, expertise, pre-move and space planning, resources, product, move management, integrated technology services and their relationship with LOTH employees.

LOTH set a new standard with this project in proving that by keeping all services under one provider is beneficial to the client, design firm, and the provider itself. Our employee workshop held for our client’s employees along with a trip to Steelcase HQ with the CEO, showed the ease and organized manner of how our process works.



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references | Disabled American Veterans (DAV)



“I have been working with the LOTH team for years, and they have never disappoint in delivering remarkable service and on time delivery. The entire team at LOTH has proven to be diligent and agile in our most difficult projects. When challenges arise, they are quick to draw on their vast resources and provide solutions to keep the project moving forward and on schedule. Their responsiveness to urgent matters makes them far and above one of the best suppliers, DAV works with.

DAV has projects all across the country both large and small. Being a non-profit we have to keep budget at the forefront of our process and were thrilled with the solutions LOTH, Inc. provided. The level of service is outstanding and the design team, exceptional. To date we have never missed a deadline and always delivered as anticipated with quality product, functional design and amazing customer service. What we have come to expect and value is the quick turn around and problem solving as well as feeling like an extension of our own team, a true partner.

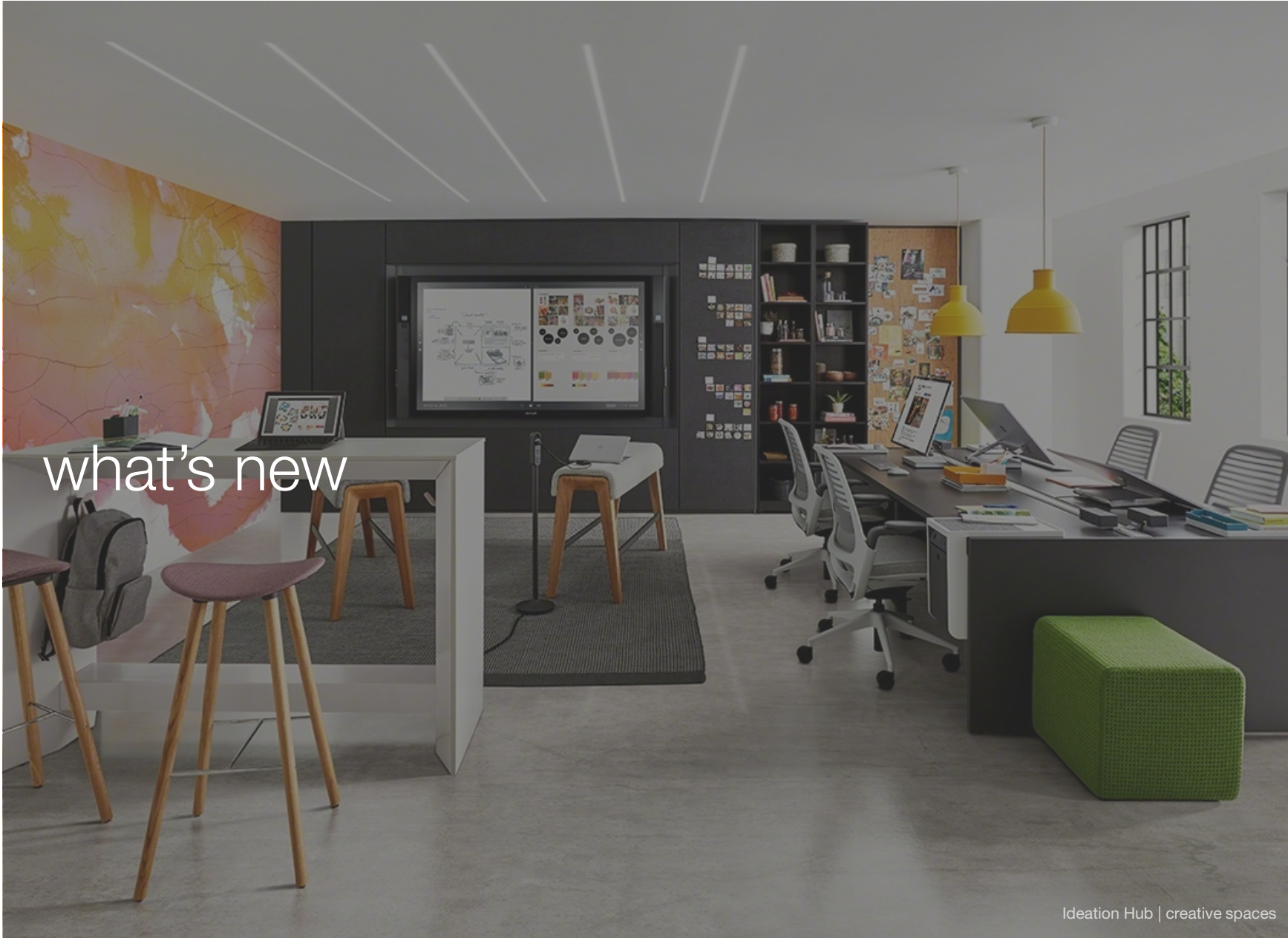
I am confident in recommending LOTH's furniture and design services. They will not fail. They have allowed DAV to standardize their offering nationwide, stay in budget and deliver exceptional results.”

2020 Project

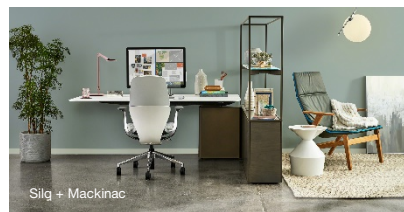
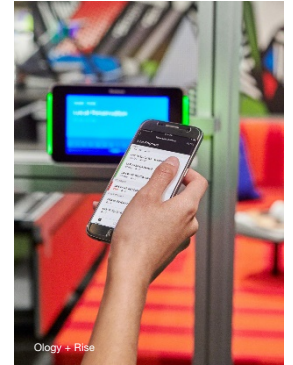


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new products. new partners. new innovations. Ask us about incorporating these into your space.



what's next?

Here are just a few of our offerings to help complete your work area and keep you organized.



Dash LED Task Light with Charging Station



SOTO Monitor Bridge



Slatwall Accessories



Victor2, Waste + Recycling



Forco Monitor Stand



SOTO Personal Console w/ Keyless Lock



FYI Monitor Arm



West Elm Linear Wood LED Table Lamp



SOTO Wireless Charger



Thread Power



Powerstrip Mount



SOTO Functional Screen

thank you



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