

BIFMA QUARTERLY PRODUCT CATEGORY SURVEY FORM					
Please report US DOLLARS in THOUSANDS					
	FIRST QUARTER Year-To-Date Sales Through March 31 Office Furniture Categories**	Net Sales*			
		2018	2017	2018	2017
		Level A		Level B	
A100	Work Chairs				
B110	Executive Work Chairs				
B120	High-Performing Work Chairs/Stools				
B199	Other/Miscellaneous Work Chairs				
	Total Work Chairs			0	0
A200	Other Chairs/Seating/Stools				
B210	Fixed Height Non-Swivel Stools				
B220	Side/Multi-Use Chairs				
B230	Stacking/Nesting Chairs				
B299	Other/Miscellaneous Other Chairs/Seating/Stools				
	Total Other Chairs/Seating/Stools			0	0
A300	Lounge Seating				
B310	Lounge/Soft Seating				
	Total Lounge Seating			0	0
A400	Filing/Storage				
B410	Bookcases/Open Storage				
B420	Fixed/Freestanding/Mobile Pedestals				
B430	Lateral Filing				
B440	Storage Cabinets, Wardrobes, Lockers				
B450	Towers				
B460	Vertical Filing				
B498	Other/Miscellaneous Filing				
B499	Other/Miscellaneous Storage				
	Total Filing/Storage			0	0
A500	Work Tables				
B510	Conference Tables				
B520	Occasional Tables				
B530	Training Tables				
B599	Other/Miscellaneous Work Tables				
	Total Work Tables			0	0
A600	Workspaces - Freestanding Desks				
B610	Freestanding Desks				
B620	Height-Adjustable Desks				
B699	Other/Miscellaneous Workspaces - Freestanding Desks				
	Total Workspaces - Freestanding Desks			0	0
A700	Workspaces - Casegood Systems				
B710	Casegood Systems				
B720	Storage-Spine-Based Systems				
B799	Other/Miscellaneous Workspaces - Casegood Systems				
	Total Workspaces - Casegood Systems			0	0
A800	Workspaces - Panel Based Systems				
B810	Panels and Panel Based Systems				
B899	Other/Miscellaneous Workspaces - Panel-Based Systems				
	Total Workspaces - Panel Based Systems			0	0
A900	Workspaces - Non-Panel Based Systems				
B910	Benching Systems				
B920	Deskings Systems				
B999	Other/Miscellaneous Workspaces - Non-Panel-Based Systems				
	Total Workspaces - Non-Panel Based Systems			0	0
A1000	Workspace Accessories				
B1010	Boards/Easels				
B1020	Computer Accessories				
B1030	Lighting				
B1040	Power & Data Accessories				
B1050	Privacy/Boundary Screens				
B1099	Other/Miscellaneous Workspace Accessories				
	Total Workspace Accessories			0	0
	OFFICE FURNITURE - SUBTOTAL	0	0	0	0

BIFMA QUARTERLY PRODUCT CATEGORY SURVEY FORM					
Please report US DOLLARS in THOUSANDS					
	FIRST QUARTER Year-To-Date Sales Through March 31 Specialty Product Categories** (Excluding Residential)	Net Sales*			
		2018	2017	2018	2017
		Level A		Level B	
A1100	Specialty (Non-Office, Non-education) Products				
B1110	Healthcare-Specific Products Furniture - Seating				
B1120	Healthcare-Specific Products Furniture - Non-Seating				
B1150	Fixed Seating				
B1160	Outdoor Seating				
B1170	Outdoor Tables				
B1180	Public Seating				
B1190	Demountable Walls				
B1199	Other/Miscellaneous Specialty Products				
	Total Specialty (Non-Office, Non-Education) Products			0	0
A1200	Education Specific Seating				
B1210	Young Student Chairs (10"-16")				
B1220	Student Chairs (17"+)				
B1299	Other/Miscellaneous Education Specific Seating				
	Total Education Specific Seating			0	0
A1300	Education Specific Desks				
B1310	Student Desks				
B1320	Combo Units (Tablet Arm, Desk/Chair Attached, etc.)				
B1399	Other/Miscellaneous Education Specific Desks				
	Total Education Specific Desks			0	0
A1400	Education Specific Tables				
B1410	Classroom Tables				
B1420	Cafeteria/Food Service				
B1430	Science/Makerspace				
B1499	Other/Miscellaneous Education Specific Tables				
	Total Education Specific Tables			0	0
A1500	Education Specific Visual Boards				
B1510	Fixed				
B1520	Mobile				
B1530	Interactive				
	Total Education Specific Visual Boards			0	0
A1600	Education Specific Carts				
B1610	Carts				
	Total Education Specific Carts			0	0
A1700	Education Specific Storage				
B1710	Lockers				
B1799	Other/Miscellaneous Education Specific Storage				
	Total Education Specific Storage			0	0
	GRAND TOTAL	0	0	0	0

"Contributor: BI" is the member number which BDO assigned you for reporting your information.

* Net NA Sales = See website definitions.

**Categories = See website definitions.

<https://www.bifma.org/page/statsprogram16>

Instructions:

Participants must choose whether to report at "Level A" or "Level B" detail. If a member participates at "Level A" they will not be provided "Level B" detail results.

- Level A participants should fill in all applicable shaded cells.
- Level B participants should fill in all unshaded applicable cells.

Report your year-to-date sales through the current quarter in US Dollars in thousands.

Completed forms may be returned to:

E-mail: bifmastatistics@bdo.com

BDO contacts for information or questions: Rebecca Ahlquist (rahlquist@bdo.com) or Glen Buter (gbuter@bdo.com)