

BLUE BOOK

Capabilities Examination

Name: Your University Project

Subject: Tables 101

Instructor: _____



Tables 101 Final Exam



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Q: When evaluating manufacturers for a university project, what factors should be taken into consideration?

A: There are several factors that can make a huge difference in the outcome of a university project, including:

- University experience.
- Commitment to US manufacturing.
- Personal and persistent customer service.



- Warranty. A typical university space is expected to last 30 years from the day it is built; the tables in the space should last just as long.



- Flexibility. Every project is unique. The furniture should meet the university's specific needs, and an ideal manufacturer will be able to create a custom solution for any project (see p. 16).

Berco offers a 30-year warranty, the best in the business

Q: Discuss the importance of **mobility and flexibility** in today's classroom and the role tables play in the creation of an agile learning environment.

A: With students in control of the learning environment more than ever before, the ability to move furniture to transform a room from classroom to student meeting space, or from small to large group discussions has never been more important.



Telesto classroom,
configured 3 ways



Mobi

Furniture designed for frequent movement is critical to creating an active learning space. Berco tables offer several features and benefits when it comes to mobility and flexibility:

- Cast iron spider for a stronger connection and zero deflection.
- Machine cut spider and column for a perfect level fit, ideal when moving and joining tables end-to-end.
- Folding, flip top, and nesting options for easy movement and storage.
- Stainless steel glides with 1" of adjustment.
Stainless won't rust over time
- Casters designed to roll easily over any surface and resist movement when bumped in locked position.



When nested each table only takes up 7"



Q: Compare the role of **technology** on college campuses today vs. a decade ago, and explain the implications for classroom furniture.

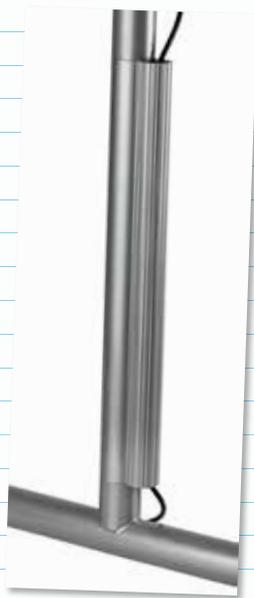
A: Technophilia \tek-no-**fil**-ee-uh\ : Abnormal attraction to, craving for, or love for, technology, increasingly found in college classrooms among students and, to a lesser degree, professors.

Technology is ubiquitous in today's university spaces, and demands for ways to access it are increasing every semester. Because few classroom technologies or student devices can operate for long without electricity, having adequate access to power has become mandatory in virtually every learning environment. In fact, it might be said today that:

NO POWER = NO LEARNING



Because today's classrooms are also highly agile, yesterday's wall outlets can't satisfy needs for power or data. Instead, the furniture itself (tables specifically) are being called upon to provide convenient access to both electric and USB charging.



Q: Compare the role of **technology** on college campuses today vs. a decade ago, and explain the implications for classroom furniture.

A: Berco offers dozens of options for handling wires, power, and data, and customizing technology for classrooms and lecture halls is just a routine part of what they do. From wire management to tabletop electrical and USB outlets (including center mount electrical), Berco has technology covered.



Center Mount Electrical



Villa Electrical System

Q: Adjustable height table sales are rising, as research confirms that less sitting/more standing can reduce musculoskeletal issues and lead to more comfort and productivity. List the pros and cons of the predominant adjustable height options.

Category	Benefits	Disadvantages
Mechanical (crank/pin height adjustable, etc.)	<ul style="list-style-type: none"> • Lowest cost • No electric connection needed (can be used anywhere, tables can be easily moved around) 	<ul style="list-style-type: none"> • Mechanisms hard to get to/inconvenient • Not well-suited for people with physical limitations
Electric	 <ul style="list-style-type: none"> • Fast/easy adjustment • Broadest range of height adjustment (Berco's FLEXcalibur ADJB goes from 22" to 48" height) • Highest weight capacity (FLEXcalibur can lift up to 264 pounds including top) • Wide management systems available 	<ul style="list-style-type: none"> • More expensive than mechanical options • Requires electrical outlet convenient to table
Counter-Balance	<ul style="list-style-type: none"> • No obstructive cross-beam • Easiest/fastest sit-to-stand adjustment • Silent • No electric connection required 	<ul style="list-style-type: none"> • More expensive than mechanical options • Lower weight capacity vs. electric (120-130 pounds including top)



 I hear Berco is introducing FLEXcalibur Counter Balance Summer 2014!

Q: What are the benefits of using modesty panels on classroom and lecture hall tables, beyond providing modesty?

A: Modesty panels can also:

- Give a classroom a consistent, organized appearance.
- Add a unique design element, giving a room a distinct look, especially given the large selection of modesty panel styles available.
- Hide wires needed in today's classrooms for power and data, giving the room a neater, less cluttered look.



Acrylic, available in any Benjamin Moore paint color



Integrated Metal Modesty



Fabric



Powernet



Removable Laminate



Slim Laminate

Q: Designing and manufacturing lecture hall furniture is a specialty; which manufacturer(s) would you consider if you were charged with designing a new lecture facility?

A: Few manufacturers have the product line, in-house engineering staff, and experience to handle today's complex, technology-laden lecture halls. Berco's ability to customize (see page 16), combined with the company's engineering and project management expertise, make them the logical choice for a lecture hall project.

Titan Lecture

3" diameter round post combines strength with sleek design



iQ Plus Lecture

Oval-shaped column and offset foot design with integrated, hidden wire-management



Q: List the advantages of utilizing tables from Berco's Basic Collection in a university setting.

Many schools have discovered the advantages of **Berco Basic Collection** tables (Sense and Starfire) in projects ranging from classrooms to university cafes and cafeterias. Basic tables are generally selected for their:

- Industry-standard construction with an industry-leading 30-year warranty.
- Durable style at an entry level price point. Sense and Starfire are ideal for projects with large numbers of tables when budget is critical.
- Starfire's cast iron construction will withstand frequent movement, bumps, and students leaning on the table, critical in today's student-centered learning spaces.
- Essential options available, including nesting/flipping, technology and power add-ons, modesty panels, and more.

Especially for standing height

** Don't forget about Berco's QuickShip program...get up to 30 Sense classroom tables in just 10 days!*



Sense



Starfive



Starfive



Sense

Q: List the tables in Berco's Better Collection, along with any unique features, that are appropriate for university settings.

A: Universities use tables from **Berco's Better Collection** when they need quality, polished design, upgraded construction, and versatility.

Voyager: tubular steel base, versatile enough to use in classrooms, meeting areas, and university dining settings.

** Voyager has been trusted for higher ed projects for over 40 years.*



Voyager

AnyWay: slim, clean look, flat foot, keeps table base out of the way, non-intrusive.



AnyWay

Mobi: Arched foot design keeps table base out of the way, unique top shapes for added modularity and collaboration, two-tone color combinations available.



Mobi

Telesto: SUSTAINABLE! Made with 80% reclaimed aluminum and "green" textured powder coats. 100% recyclable. Built-in wire management in the table leg.



Telesto

Titan (Lecture Hall): 3" diameter round post, wire management capability, multiple modesty panel options available.



Titan Lecture

Q: Agree or disagree and support your position: Specifying tables from Berco's Best Collection makes perfect sense for many higher education applications.

A: When a project calls for an architectural design aesthetic, top quality construction, high-end features, and virtually unlimited finish and function options, **Berco's Best Collection** is the logical place to turn:

iQ Plus: contemporary styling paired with environment- and tech-friendly features. When you need a classroom or lecture hall table with a "wow" factor, select iQ Plus.



iQ Plus

It's just smarter than the other tables out there

Excalibur: Great for high-traffic café/cafeteria settings or for gathering or touch-down areas, Excalibur has the strength and stability of solid bar stock steel and a slim, unobtrusive base profile.



Excalibur

Discus: Ideal for meeting spaces as well as dining facilities, the classic Discus base lends a clean look to any space and comes with 6 adjustable leveling glides, so joined tables will always be even.



Discus

Q: Berco prides itself on its ability to handle special orders and find solutions to unique challenges. List the 3 steps in Berco's "Making Custom Customary" process.

A: To get a custom table from Berco:

1. Complete the online intake form found on bercoinc.com under "Custom Tables"
2. Berco will send confirmation that they can handle the custom order, including a price range, approximate lead time, and any special considerations related to the project.
3. Upon approval of pricing and lead time, the Berco team will create final drawings and detailed pricing for approval and creation of a Purchase Order.



By the end of the next business day.



Q: Extra Credit: What is The Berco Difference?

A: Berco prides itself on having the expertise and capabilities of much larger furniture companies, while maintaining the flexibility and responsiveness you expect from a small company. Here are just a few of the things that make us different:

- No order is too small (or too large) for Berco.
- We love special orders. Custom sizes, shapes, or special features are just part of what we do.
- We find solutions. Bring us a challenge, and our team won't rest until we've found the ideal solution for you.
- Our Customer Service is personal, and it is relentless. Our people will do whatever it takes to find and get you the tables you need for your project.



B e r c o F u r n i t u r e S o l u t i o n s

For additional information on our all of our table lines, finishes, specifications, warranty and pricing, as well as a list of our reps by state, visit us online.

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*Reference herein to any specific university by name or otherwise does not necessarily constitute or imply the endorsement of that institution.

