

The Business of Furniture | April 12, 2017

# BOF



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“When there is collaboration and teamwork, amazing things can be achieved,” says Tom Fitzgerald, CEO of E&I Cooperative Services. “We never grow tired of the level of superior commitment our business partners have shown toward our membership.”

The recipients were recognized at the E&I Member/Supplier Mixer during the National Association of Educational Procurement annual meeting in Reno, Nevada.

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**CAREERS**

## KI Names Ryan Usiak as Vice President of Operations - Architectural Wall



Usiak

☞ Ryan Usiak has been named vice president of operations — architectural wall at KI. He will lead the operations of KI’s architectural wall department and manage all aspects of the wall sales process. Ryan began his career with KI in in 2007 and most recently was the senior product marketing manager for architectural wall.

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**CAREERS**

## Karen Edwards Joins Friant - Senior VP of Sales & Marketing



Edwards

☞ Karen Edwards has joined Friant & Associates as the senior vice president of sales and marketing. Her tenured industry experience will provide leadership focusing on long-term strategic growth strategy, sales and brand development for the Friant & Associates team. Edwards has worked with Waterworks senior management, Bernhardt Design, Allsteel and, for the past seven years, as president of KnollTextiles. She received her bachelor’s and master’s degrees from the University of Texas at Austin.

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**CAREERS**

## BDI Promotes Vergil Arbuckle to Sales Business Development Associate



Arbuckle

☞ Furniture manufacturer BDI has promoted Vergil Arbuckle to the new position of sales business development associate. Arbuckle brings nine years of experience in customer relations to the position. In this new role, he will be a liaison between the sales division and internal teams at BDI’s corporate offices.

“Vergil will play a key role in enhancing communication between our external and internal teams,” says David Stewart, vice president of sales. “He will work closely with me and the other BDI departments in a variety of new sales initiatives, while also working to exceed our sales revenue and profitability targets for 2017 and beyond.”

Arbuckle has been with BDI for more than six years. Previously he served as customer service representative for the company and also as a liaison between the various BDI departments and retailers. He has additional experience as a community outreach manager and in architecture.

Arbuckle earned a degree in architecture from North Dakota State University. In his new role, he will be based at the company’s headquarters in Chantilly, Virginia.