

**We'd like to welcome the newest members of IOPFDA:**

[Edwards and Hill Office Furniture](#)

## Welcome New Board Members

IOPFDA's quarterly Board meeting was held on August 18th. During the meeting the board unanimously approved the addition of six new board members. It is with great pleasure we welcome the following new board members and thank them for their commitment to serving the industry.

Daniel Benjamin, [Benjamin Office Supply](#)  
Chris Crumpton, [Business Essentials](#)  
Mike Flaherty, [Great Falls Paper & Supply Co.](#)  
Scott Hart, [GOS Greenville Office](#)  
Kendall Smith, [Workplace Solutions](#)  
Elena Wuchner, [EON Office](#)

## In the News



### Distributors face competition from manufacturers NAW

With so many players vying for a piece of the pie, there is no doubt that we're witnessing an explosion in B2B marketplace innovation. The question is: how do distributors respond?

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### ECI announces LDS Product Integration

ECI Software Solutions has announced a new Private Supply Network (PSN) integration with LD Products for its Red Falcon office products e-commerce software.

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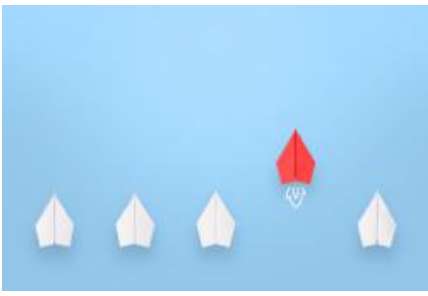


### ISG Announces Speaker for Industry Week

This year's Industry Week '22 General Session will focus on the crucial aspect of understanding the future of work and the workplace. From how and where people work, the change in business-to-business consumer purchasing behavior and the types of products and services now required in the workplace.

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## Furniture



### Look who's thriving...

Despite macroeconomic pressures and other concerns, the middle market — companies with annual revenue between \$10 million and \$1 billion — is continuing to thrive.

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### Corporate Environments Announces Merger with Office Services

Corporate Environments will expand its capacity to develop customized interior solutions with the help of Office Services sales and installation teams, office, and showroom space.

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## Technology



### LED retrofits are a disruptive but important step toward sustainability

LEDs are becoming a popular choice for warehouse lighting. Experts say that the lights are less expensive, cleaner and safer than traditional warehouse lighting.

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### The managed print services (MPS) renaissance of 2022

Greg Walters blogs about the differences of managed print services since 2007.

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## Advocacy



### Labor Board Proposes New Joint Employer Rule

A National Labor Relations Board move to ease the legal standard for deciding when one company jointly employs another firm's workers is a big step toward undoing the employer-friendly rule minted during the Trump administration.

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### Interested in Selling to the Air Force? Check out this webinar.

We invite you to participate in this initiative and support your local Air Force Base as a preferred supplier.

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## ISSA News



### NAW names chief strategy officer – Industrial Distribution

The National Association of Wholesaler-Distributors, which represents the \$7.4 trillion wholesale-distribution industry, has hired international business strategist and trade association leader Dianna Steinbach as chief strategy officer.

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### Register for ISSA Show North America 2022, Chicago

Did you know IOPFDA members get added benefits through ISSA? Join us at ISSA Show North America! IOPFDA members get free tradeshow floor access!

[Register Today!](#)

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