

Herman Miller Names Alfred Williams & Company Designer, Gilbert Olds, Dealer Designer of the Year

This month Herman Miller recognized designer Gilbert Olds of Alfred Williams & Company, the winner of the Herman Miller Dealer Designer of the Year Award. This is the second year Herman Miller presented the award, which celebrates individuals who exemplify interior design excellence. Nominated by a colleague or peer, the award recognizes superior talent, performance, and the critical role design plays in the success of a dealership.

Recognition of outstanding dealer performance is typically correlated to sales volume with acclaim and accolades directed to top performing salespeople within the organization. And while it is acknowledged that sales is the leading indicator of financial success at a dealership, an often-overlooked contributor to the selling process is the dealer designer.

“The relationship Herman Miller holds with its dealer designers is special and unique in that it fosters our foundational tenant of design,” said Lori Anthony, Design Readiness Manager at Herman Miller. “This year we had a nominee that rose to the top on every scorecard. With his work ethic, eye for design, and contagious passion there wasn’t any discussion. We unanimously agreed that Gil Olds from Alfred Williams embodies the spirit of this award and should be the 2018 Herman Miller Dealer Designer of the Year.”

Gilbert Olds is described as someone who always does the right thing and is constantly thinking of ways to help the dealership. He is a trusted advisor for product knowledge, expertise, and ideas. Olds is level headed, an avid proponent for what is right, and has an incredible eye for design. Furthermore, he is generous with his time and works tirelessly to help others. The combination of his attention to detail, great design, personality, and enthusiasm led his project manager to consider Olds as the best designer she’s ever worked with in her 30 years of dealership experience.

“This whole experience has been overwhelming,” states Olds. “I’m humbled that my peers and colleagues would take the time to complete the nomination with such thoughtfulness and energy on my behalf. I’ve been a dealership designer for the last 5 years and truly love the client interactions that produce wonderful places for their employees to work. My goal is to always be a resource for my customers and design firm associates—bringing together the Herman Miller portfolio in the true spirit of a collaborative partner. I’m honored to be this year’s Herman Miller Dealer Designer of the Year.”

About Herman Miller:

Herman Miller is a globally recognized provider of furnishings and related technologies and services. Headquartered in West Michigan, the 113-year-old company has relied on innovative design to solve problems wherever people work, live, learn, and heal. With recognizable designs as part of museum collections worldwide, Herman Miller is a past recipient of the Smithsonian Institution's Cooper Hewitt National Design Award and has been ranked number one on Contract Magazine’s list of “Brands that Inspire” for four straight years. Known and respected for its leadership in corporate social responsibility, Herman Miller has earned numerous global sustainability and inclusivity awards including the Human Rights Foundation’s top rating in its Corporate Equality Index for 11 years in a row. In fiscal 2018, the company

generated \$2.38 billion in revenue and employed nearly 8,000 people worldwide. Herman Miller trades on the NASDAQ Global Select Market under the symbol MLHR. www.hermanmiller.com/about-us

About Albert Williams & Company:

Established in 1867, Albert Williams & Company is based out of Raleigh, North Carolina with showrooms in the Carolinas and Tennessee. Albert Williams & Company provides research-based workplace solutions for healthcare, higher education, commercial, and government organizations throughout the United States. At its core, Alfred Williams & Company understands that space should be an asset that reflects and organization's culture and brand—enabling top talent to achieve extraordinary results. <https://alfredwilliams.com>

Resources

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