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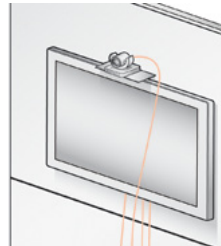
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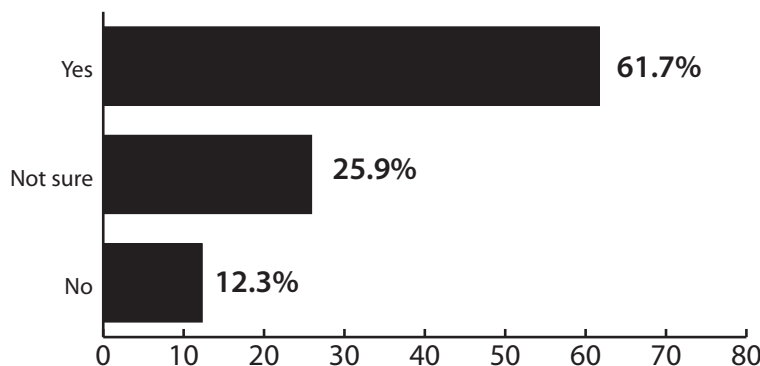
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Is the future of task seating simplified or automatic adjustability?



The Monday Morning Quarterback - The Business of Furniture

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All Locked Up

Locks might not be the sexiest part of the office furniture industry, but it is good to know Wesko Locks is doing its part of innovate.

By Rob Kirkbride

Wesko Locks has much of the metal office furniture market locked up and it is now hoping to do the same with the wood furniture market. The company has a new Woodline product that gives wood furniture makers the same quality and reliability that metal furniture makers have known for 35 years.

It is a major new launch for the company that manufactures specialty locks, including: cam locks, flange locks, tubular locks, handle locks, ratchet locks and plunger locks, file cabinet locks. The company also makes locking systems, including: anti-tipping systems and central locking systems.

their costs. With rising commodity prices globally manufacturers are looking to reduce costs any way they can."

Wesko has more than 100 customers in North America, the United Kingdom and Europe including Knoll, Teknion, Inscape and KI, to name just a few. In addition to the office furniture and wood furniture industries, Wesko also provides locks for displays and point of sale cabinets, lockers and storage, gaming and vending equipment, electronic, fire and security enclosures, van and truck storage, cash registers and metal fabrication.

Wesko says its strength is in its people and the knowl-



Locks might not be the sexiest part of the office furniture industry, but it is good to know Wesko Locks is doing its part of innovate. And the company's move opens up an entire new market. "It has been a long project for us," said Wesko Locks' John McLeod. "When the market got tough, we decided to expand our product line. We have supplied the office furniture industry for many years, but this is completely new for us."

Wesko's Woodline products are interchangeable with products from other manufacturers which makes conversion easy to manage. Wesko's Woodline has many new innovations: all-in-one anti-tip and locking system supporting more than four drawers; lockbar and anti-tip systems come pre-assembled on one channel with no loose components; central locking systems for all major lateral filing systems; Safe-T-Tenon Lock ensures alignment on drawer installed locks and prevents damage through misuse or tampering; file frame system for wood drawers supporting legal, letter and lateral file drawers; and solid zinc construction, mechanical combination locks with override master key (no batteries)

"2010 was our biggest year ever for new product development," said President Florian Westwinkel. "What's really driving our 2011 business is that our Woodline is interchangeable with our customers' existing suppliers so they can convert components on their schedule. They can take advantage of our high quality parts, innovative new features and still reduce

edge gained from many years of working with its customers. Wesko's quality, service and turnaround times are the highest ranked in the global industry. Wesko has manufacturing facilities in Toronto, Canada as well as offshore manufacturing facilities. By combining offshore manufacturing with its local facilities, Wesko provides customers with benefits such as: fast turnaround for specialty items including keying and finishes; local inventory management; local quality assurance; and alternate product sourcing.

"We are a high quality vendor with high quality locks and our prices are fantastic," McLeod said. "Our offerings before were not as extensive and we didn't have a complete line. Now we have everything that our customers could need in one stop."

Though Wesko has been in metal office furniture a long time, the new line opens up another large market. "There has been some demand from our customers," McLeod said. "Some of our customers have both lines (metal and wood furniture). We saw a market opportunity. We invested in tooling and products that our customers require. A bit of it was from demand, a bit of it was our own desire to expand. It is surprising how many wood furniture manufacturers there are in the world. They are in North America, South America and throughout Europe. Ours is a global business and we are certainly prepared to serve our new customers." 🏠