



AWARD SUBMISSION – 2019 NYCCA SUPPLIER OF THE YEAR

COMPANY PROFILE (max 300 words):

ModernfoldStyles is the leading supplier of Space Management Design Solutions with the widest selection of glass wall systems and operable partitions within New York, New Jersey and the greater Philadelphia area. We are a professional resource for the top global and local architects, interior designers, general contractors and end users contributing to the success of more than 1,600 commercial and residential projects annually. Established in 1957, our mission continues to focus on an exceptional customer experience that delivers on the promise of creating value, exceeding customer's expectations and, above all, customer satisfaction.

SUPPLIER OF THE YEAR RATIONALE (max 1000 words):

With over 62 years in business, ModernfoldStyles has developed the knowledge and expertise to provide the architecture and construction community complete end-to-end Space Management Design Solutions; custom design, installation, project management and servicing of our glass wall systems and operable partitions. Recognized as the leader within the industry, our mission has always been to focus on our customer first. Our clients have come to depend on ModernfoldStyles collective years of experience, technical ingenuity, and high-quality products to deliver the optimum space design solution satisfying both their functional and aesthetic needs.

"ModernfoldStyles...is probably the best known and most respected partition distributor in the U.S. They also service all makes and manufacturers. It was clear from our meeting that John's knowledge of service and performance issues related to movable sound partitions is exceptional."

~ Jim Bradberry, James Bradberry Architects

PHILOSOPHY

Paired with decades of experience is ModernfoldStyles' obsession in delivering best-in-class customer service and exceeding our clients' expectations. Our customer-focused philosophy is entrenched within all aspects of our business and has helped forge our long-standing partnerships earning the trust and respect within the A&D communities, construction industry and end users. In addition to developing innovative solutions, we ensure each phase of the project is managed with the highest levels of personalization, timeliness and customer satisfaction. The strength of our reputation within the industry has helped ModernfoldStyles realize gains of over 20% compounded growth year over year.

PRODUCTS

Our products are used in multiple applications in renowned business organizations, schools, universities, hospitals, hotels, retail spaces, and residences throughout the region. We offer more than 45 systems from 12 different manufacturers ranging from horizontal and vertical retractable partitions with both manual and fully automatic operation and a full selection of partitions with industry-leading acoustical STC ratings. Customers have a wide selection of frame and finish options as well as their own finish approved by the manufacturer. Our robust product line is organized into three divisions; Glass Walls, Space Division and Fire+Smoke Protection, which are designed for every conceivable scenario.



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Our manufacturers were chosen through a stringent set of criteria – quality, innovation, flexibility and a customer-focused approach making them the most trusted and highly regarded partners in the industry. Our long-standing relationships with them and the substantial number of installations enable us to offer highly competitive price points. Every project we are contracted for is as unique as the architectural space it inhabits, each requiring its own custom solution.

STRATEGIC PARTNERSHIPS

At the heart of delivering an exceptional customer experience are the tightly-knit relationships we have built with our manufacturers. These strategic partnerships allow opportunities between ModernfoldStyles and our manufacturers’ engineers to create one-of-a-kind product solutions that are unique to our clients’ specific needs. This collaborative partnership is extremely valuable since every project contains space design challenges that cannot be solved using a “cookie-cutter” approach. In addition, they must be functional, durable, easy to operate, and provide the visual “Wow” factor.

As a result, we have helped create and improve upon existing products that set the standards high within the architectural wall industry. We are often the first supplier asked by our manufacturers to help perfect new prototypes. An example is the innovative 30’x12’ electrically-operated Modernfold ComfortDrive glass and solid partition installed in our Showroom. It is the first and only one of its kind on display in North America for customers to see and operate and will be available early 2020.



Modernfold Automated, Self-Driving ComfortDrive (Prototype)



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Modernfold Automated, Self-Driving ComfortDrive (Prototype)

CASE STUDIES

Having designed and installed thousands of custom partitions, ModernfoldStyles has developed a solid reputation that gives the architecture and construction community the confidence to partner with us to take on the city's most challenging projects. The following are just a few examples that highlight our design solutions and technical ingenuity:

SAP Hudson Yard: Executive Briefing Center. ModernfoldStyles created a one-of-a-kind conference room by combining products from two different manufacturers. Two Modernfold Encore partitions form an "L" shaped wall to create a large 60'x20' conference room with the building's adjoining exterior walls. Then, a Skyfold Classic vertical partition drops from the ceiling forming a "T" shape dividing the space into two smaller meeting rooms. With this unique configuration, maintaining a high acoustical rating was crucial to the success of the space. We were able to develop a customized solution and delivered on that goal.

"The Skyfold Classic and Modernfold Encore partitions applied with COM fabric perform exceptionally well and maintains the STC ratings of 60 and 56, respectively."

~ Frank D'Ambrosio
JRM Construction Management



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SAP Hudson Yard: Modernfold Encore + Skyfold Classic 60



SAP Hudson Yard: Modernfold Encore + Skyfold Classic 60



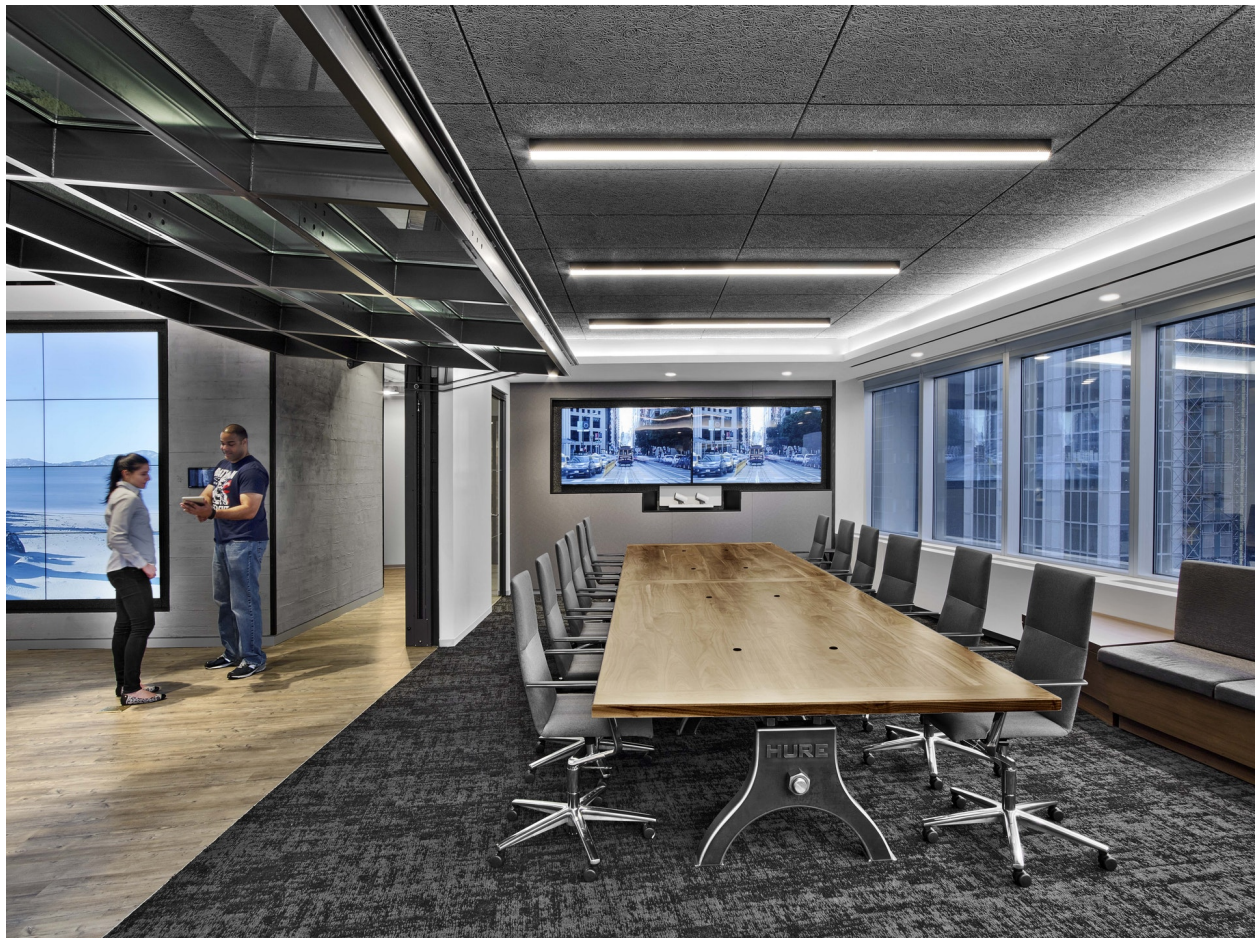
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Blackstone's Innovations & Infrastructure Office. An 18.5'x8.5' Renlita S-1000 Floataway glass door was specified dividing the large conference room from the open common area creating a flexible environment to inspire creativity and collaboration. However, the freight elevator, the only option for getting materials to the 22nd floor, was not large enough to accommodate the massive partition. ModernfoldStyles partnered with Renlita's engineering team to design a custom Renlita that arrived as 3 separate sections that could easily fit in the freight elevator. The door was then assembled on the floor of the office where it was installed.

"The installation of the Renlita door is one of the more sophisticated looking projects I've worked on. The ModernfoldStyles' team was very organized and the installation went smoothly."

~ Danny O'Connor, JRM Construction



Blackstone NYC: Renlita S-1000 Floataway Door



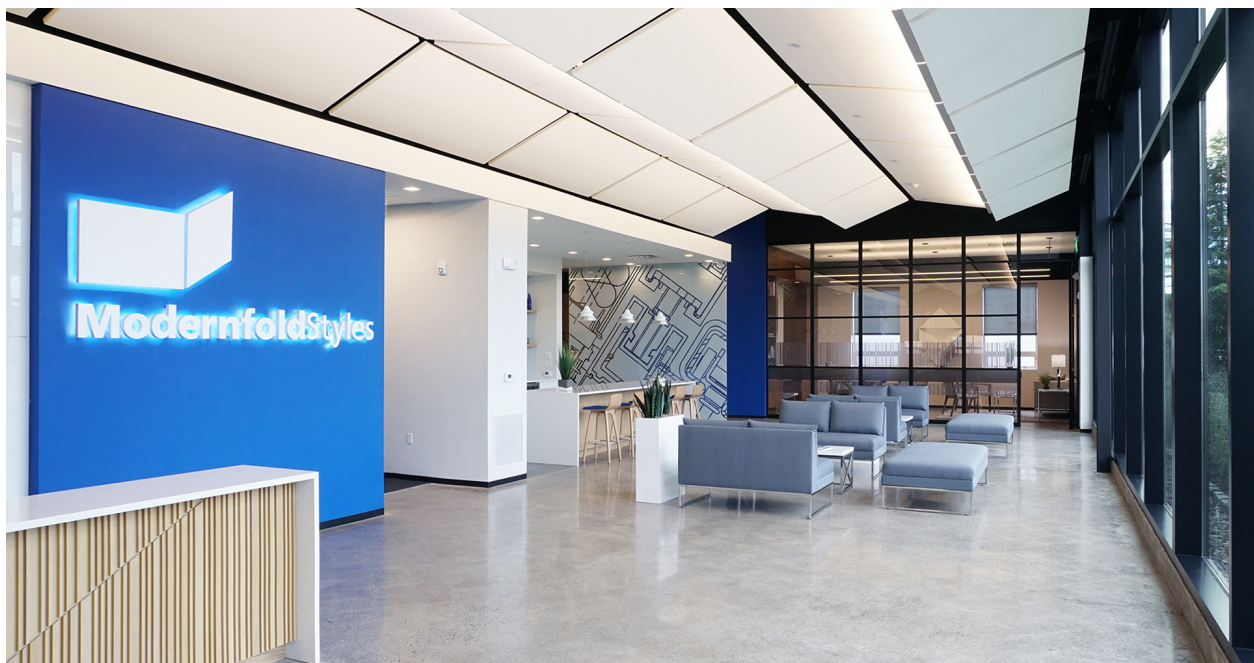
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Blackstone NYC: Renlita S-1000 Floataway Door

SHOWROOM + ACOUSTIC DESIGN LAB

In 2018, ModernfoldStyles launched its new Showroom + Acoustic Design Lab, our newest resource to broaden the customer experience. Architects and builders can explore and compare our line of glass wall systems and operable partitions side-by-side. Our Showroom offers a true spatial experience where our products can be touched, moved and experienced in a real working environment. In the Acoustic Design Lab, visitors can experience a unique demonstration of our acoustic partitions.





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GIVING BACK

As a way of giving back to the communities we serve, ModernfoldStyles is excited to be hosting its second Student Design Competition for students majoring in Architecture and Interior Design. We are deeply committed to our communities, our partnerships, and the success of our clients.