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50

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PRINT COSTS OFTEN RUN DEEPER THAN YOU CAN SEE.

HERE ARE THE MOST COMMON 3 FACTORS BELOW THE SURFACE

Despite rapid digital transformation, printing and copying remain essential functions in most offices. Yet many organizations unknowingly allow inefficiencies to erode productivity, increase costs, and frustrate employees. Here are the top three factors that most commonly diminish print and copy productivity in today's office environment.

Continued on next page

from my desk

WEATHER RECOLLECTIONS FROM 50 YEARS AGO

BY NEVILLE CHANEY

Any time my WJ Office team members complain about the winter weather (and we've had a lot to complain about recently) they must listen to my tales about the weather in that first winter after I bought West Jefferson Office Equipment in December 1976.

The winters of 1976-77 and 1977-78 were the worst two winters that I remember. That first winter was marked by extremely deep snow, high winds, and thank God I had a dependable four-wheel drive. The house that we moved into that summer was part way up a hill with a very treacherous road to navigate with snow and ice. Even though I had a garage to park my International Scout, the retaining wall in the driveway caused waist-high snow drifts. I had to dig out of that part of the driveway daily to get "Sam Scout" (my International Scout) out of the garage.

I lived in Boone. The road to West Jefferson where our store was located was accessible by a 30-mile trip on a two-lane highway the entire distance AFTER taking my wife to her school for teacher work days in Boone. High winds, deep snow, occasional drifting made for an interesting trip to work. However, it was not just getting to work and being there to work in an office all day. My job was to produce revenue – sell and deliver office supplies, office furniture, and office machines.

There were three of us. Sandy was the secretary/bookkeeper/customer service person. Preston was the service technician who worked on typewriters, mechanical adding machines, and electronic calculators. I also had the role of installing the furniture that we sold which sometimes meant "assembly."

My competition had stores in two of the markets where we were selling and delivering (Boone and Wilkesboro). I had worked for them previously in Boone. They were much larger and bought products at a significantly lower price than we did. But I immediately began contacting my old customers that I was calling on previously while working for them the previous 15 months and between my persistence and the fact that they didn't have "Sam Scout" (my four-wheel drive) I was able to win a lot of business because the snow prevented them from making any deliveries -- for weeks!



ANYWAY

VOL 6, ISSUE 1

Weather Recollections

03

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America's First Gold Rush

07

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Making a Mesh Of Things

08

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your space

MAKING A MESH OF THINGS TOP 5 BENEFITS OF MESH SEATING

As modern workplaces continue to evolve, so do expectations around comfort, health, and productivity. Gone are the days when office seating was chosen solely for appearance or cost. Today, organizations are prioritizing ergonomic solutions that support employee well-being throughout long workdays. One standout option that has become increasingly popular is mesh seating. From startups to corporate headquarters, mesh chairs are redefining how people sit at work. Here are the top five benefits of mesh seating in today's workplace.

Superior Breathability
One of the most widely recognized benefits of mesh seating is its exceptional breathability. Unlike traditional foam or upholstered chairs that trap heat, mesh materials allow air to circulate freely around the body. This airflow helps regulate temperature, keeping users cooler and more comfortable—especially during long periods of sitting. In offices with limited climate control or in warmer environments, this can make a noticeable difference in daily comfort. Employees who are not distracted by heat or discomfort are more likely to stay focused and productive throughout the day.

Ergonomic Support

Mesh seating is often designed with ergonomics at the forefront. The flexible nature of mesh allows the chair to contour to the user's body, providing dynamic support rather than a rigid sitting surface. Many mesh chairs offer built-in lumbar support or adjustable features that promote proper spinal alignment.

This adaptability helps reduce strain on the back, shoulders, and neck—common problem areas for desk workers. Over time, better posture support can contribute to fewer aches, reduced fatigue, and a lower risk of musculoskeletal issues, benefiting both employees and employers.

Continued on next page



from our history

NORTH CAROLINA: AMERICA'S FIRST GOLD RUSH

When most folks think about gold rushes in the United States, visions of California in 1849 probably pop into their heads first. But long before people flooded the West Coast with dreams of striking it rich, North Carolina was where the gold fever first took hold.

It all started back in 1799, when a 12-year-old boy named Conrad Reed was playing near Little Meadow Creek on his family's farm in Cabarrus County, North Carolina. He spotted something shiny in the water and hauled home a hefty 17-pound rock that turned out to be a giant nugget of gold! At first, the family used it as a doorstop because nobody knew what it really was.

Three years later, in 1802, a jeweler finally told Conrad's dad, John Reed, that the "doorstop" was actually gold.

Once word of the find got out, folks from all over started poking around in stream beds and farms, hoping to uncover their own fortunes. That excitement kicked off what we now call the Carolina Gold Rush - the first gold rush in the United States.

North Carolina became a gold-producing powerhouse through the early 1800s, leading the nation in output until the California rush stole the spotlight in 1848. So from random creek panning to full-blown mining towns and even a branch of the U.S. Mint in Charlotte, it all traces back to those first nuggets found in the Tar Heel State.

Today, you can visit places like Reed Gold Mine to pan for gold yourself and walk through the same tunnels where early miners once worked - a fun reminder that America's gold-rush story didn't start out west after all!



WEATHER RECOLLECTIONS

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from my desk

WEATHER RECOLLECTIONS

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There was no such thing as a computer when you were a business as small as we were at that moment in history. The previous year before we bought West Jefferson Office Equipment, Mr. Lyle and Preston made sales of around \$100,000 for the entire year. We refined the manual invoicing and ledger system that they used, improved a lot of processes, and put our heads down and moved forward. Preston did not react too well with change. He had a free hand to do what he wanted to do and when he wanted to do it. Simple things such as having the customer signing for the merchandise that was being delivered or signing the service ticket was not something he was doing before my arrival. He was almost 40 and he now had to take orders from the new owner who was 26. We were not a good combination, and he decided to move on.

Fortunately, I had another option when a colleague that I worked with at my previous employer joined us. He was a better technician, and I had a lot less drama.

As I said earlier, the weather was atrocious. It was the most snow that had fallen since the huge snows from 1960. If my memory bears me out, the school system closed for Christmas break around the 18th of December and could not reopen for students until the first or second week in February! Imagine that! Remote learning was not even a concept in those days as there was no internet. Personal computers were just beginning as a fancy game machine.

Many things came to a halt, but West Jefferson Office Equipment didn't. We were at the store and on the road calling on customers, delivering merchandise, fixing equipment every day as needed. Talk about being ready for Spring!

The Winter of 1977-78 was different. It was colder and icier. Travel was so slow and there were so many wrecks and situations where folks slid into ditches or blocked the roads with their cars because it was so icy. We still had the same two-lane highways to get from Boone to West Jefferson or West Jefferson to Wilkesboro or Wilkesboro to Boone or West Jefferson. Each drive was about 30 miles, but the mountain elevations and terrain really got your attention on the trips to Wilkesboro from Boone or West Jefferson.

Sandy became pregnant in 1977 and was out with her baby most of the winter. Helen stepped into handle bookkeeping then. However, my house was a few miles east of Boone. I had to drive in to Boone each day, pick up Helen, take her to work in West Jefferson, drive to Wilkesboro or Boone (where the majority of our active customers were, and then drive back to West Jefferson to pick up Helen and take her back home because she did not like driving in the snow or ice.

This experience and the fact that the service tech AND I both lived in Watauga County and most of our business came from Boone caused us to move the business to Boone in June 1978. One of my best business decisions was moving the store to Boone.

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PRINT PRODUCTIVITY

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Poorly Managed Print Infrastructure

Aging printers, copiers, and multifunction devices are a major productivity drain. Slow print speeds, frequent paper jams, inconsistent print quality, and unexpected downtime force employees to wait, troubleshoot, or seek alternative devices. Without proactive maintenance or centralized management, IT teams often operate in reactive mode, fixing problems only after productivity has already suffered.

Impact: Increased downtime, employee frustration, and higher support costs.

Lack of Standardization and Visibility

Many offices operate with a patchwork of different printer models, drivers, and vendors. This lack of standardization complicates support, increases training requirements, and makes supply management inefficient. Additionally, without visibility into print usage, organizations struggle to identify waste, overprinting, or underutilized devices.

Impact: Inefficient workflows, higher consumable costs, and limited ability to optimize resources.

Inefficient Workflows & Manual Processes

Print and copy productivity is also reduced by outdated workflows. Manual steps such as walking to shared devices, reprinting due to errors, or scanning and re-keying paper documents consume valuable time. In environments without secure print release, users may also experience delays retrieving documents or risk printing sensitive information incorrectly.

Impact: Lost time, security risks, and unnecessary rework.

A Local Provider Makes the Difference

While print and copier manufacturers offer assessments, they often focus narrowly on their own hardware and product roadmaps. A local service provider brings a broader, more practical perspective. A local provider like WJ Office understands the realities of your day-to-day operations because they support businesses in your area, not just device portfolios. Their analysis is brand-agnostic, centered on performance, workflow efficiency, and cost control—not on pushing a specific model or upgrade cycle.

Additionally, local providers offer:

- Faster response and on-site expertise, with technicians who know your environment
- Customized recommendations aligned with your business goals, space constraints, and growth plans
- Ongoing accountability, ensuring improvements are implemented and sustained—not just recommended

In short, a local analysis is grounded in real-world usage and long-term partnership, not one-size-fits-all manufacturer guidance. If these challenges sound familiar, it may be time for a closer look at your print environment. WJ Office offers a [free Print Productivity Analysis](#) designed to uncover hidden inefficiencies, reduce unnecessary costs, and improve print and copy performance across your organization.

This no-obligation assessment evaluates your current print usage, identifies opportunities for optimization, and delivers clear, actionable recommendations you can trust. Call 828.264.3283 or email wj@wjoffice.com.

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MAKING A MESH OF THINGS

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Durability and Long-Term Performance

Mesh chairs are known for their durability. High-quality mesh materials are engineered to withstand daily use without sagging, flattening, or losing shape—issues commonly associated with foam cushions over time. This resilience makes mesh seating a smart long-term investment for busy workplaces.

Because mesh does not compress in the same way as traditional padding, chairs tend to maintain their comfort and appearance for longer periods. This reduces the need for frequent replacements and helps organizations control furniture costs over time.

Easy Maintenance and Improved Hygiene

Another practical advantage of mesh seating is its ease of maintenance. Mesh materials are less likely to absorb dust, spills, or odors compared to upholstered chairs. This makes them easier to clean and helps maintain a more hygienic work environment.

In shared or high-traffic office settings, such as hot-desking areas or conference rooms, easy-to-maintain seating is especially valuable. Cleaner chairs not only look better but also contribute to overall workplace wellness.

A Smart Seating Choice for Modern Offices

Mesh seating offers a compelling combination of comfort, support, durability, and style—qualities that align perfectly with the needs of today's workplace. By investing in mesh chairs, organizations can create healthier, more comfortable environments that support employee well-being and productivity while maintaining a modern, professional look.

As the focus on workplace ergonomics continues to grow, mesh seating stands out as a practical and forward-thinking solution.



your space

WJ OFFERS A NEW WAY TO VISUALIZE AND FURNISH YOUR WORKSPACE

Shopping around for furniture can be a time-consuming task when you have so many things to do and even less time than ever before. It's also a little difficult to see what's available in style, aesthetics and price without walking around showrooms or flipping through catalogs during your lunch break.

We've changed that with a whole new connection that you can make online, anytime. Just visit our **WJ Connexions** website where you may view the many options available to you depending on your environment or budget.

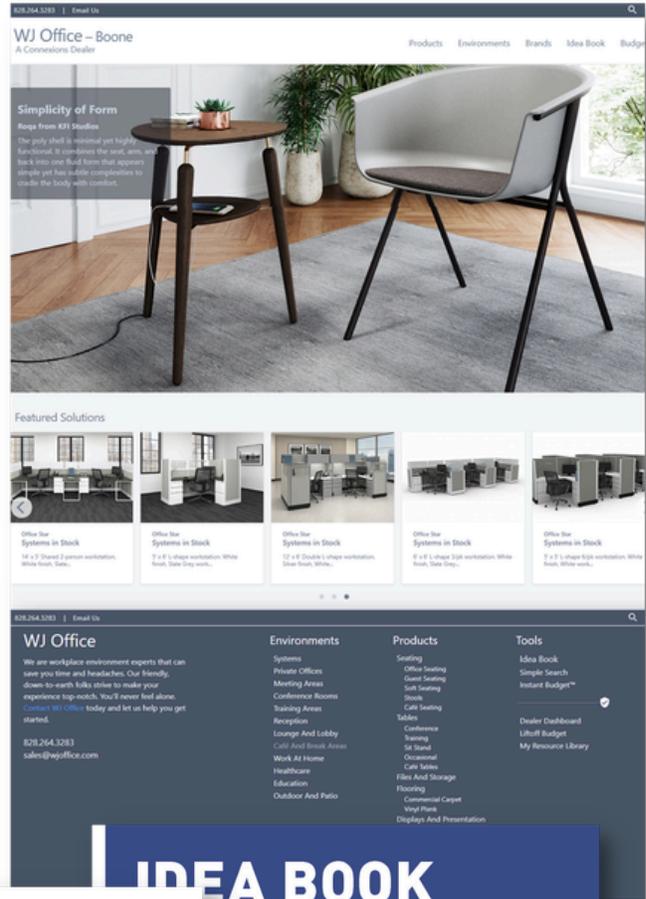


Table of Contents	
2 Open Area	2-26
Systems	26-29
Height Adjustable Workstations	29-35
Privacy & Wellness Systems	29-35
27 Private Offices	27-35
Executive Suites	27-35, 40-43
Mid-Level Offices	36-38, 47-52
44 Work at Home	44-52
Home Office	44-52
Mid-Level Offices	44-52
53 Conferences, Meeting & Training	53-59
Conferences Tables	53-59
Meeting & Training	53-59
Visual Display & Communications	53-59
71 Lounge & Lobby	71-81, 85, 90, 99
Lounge Seating	71-81, 85, 90, 99
Reception Stations	71-81
86 Bar, Breakroom & Outdoor	86-90, 92
Bar & Breakroom	86-90, 92
Indoor/Outdoor Transitions	86, 90
<small>View a potential impact of weight, prices are subject to change.</small>	
91 Seating	91-95, 100-105, 113-121, 125
Executive Seating	91-95, 100-105, 113-121, 125
Guest Chairs	91-95, 100-105, 113-121, 125
Stools	91-95, 100-105, 113-121, 125
Stacking/Reclining Chairs	91-95, 100-105, 113-121, 125
131 Healthcare	131-132
138 Education	138-143
144 Files & Storage	144-147
File Cabinets & Lockers	144-147
Print/Scan & Storage	144-147
Bookcases	144-147
153 Specialty	153
Walk-In	153
Chair Mats	153, 155
Ergonomic Accessories	153, 157
Folding Furniture	153, 158
Ladders	153

IDEA BOOK

Office Furniture



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