

COLLEGES AND UNIVERSITIES



Why HLF?

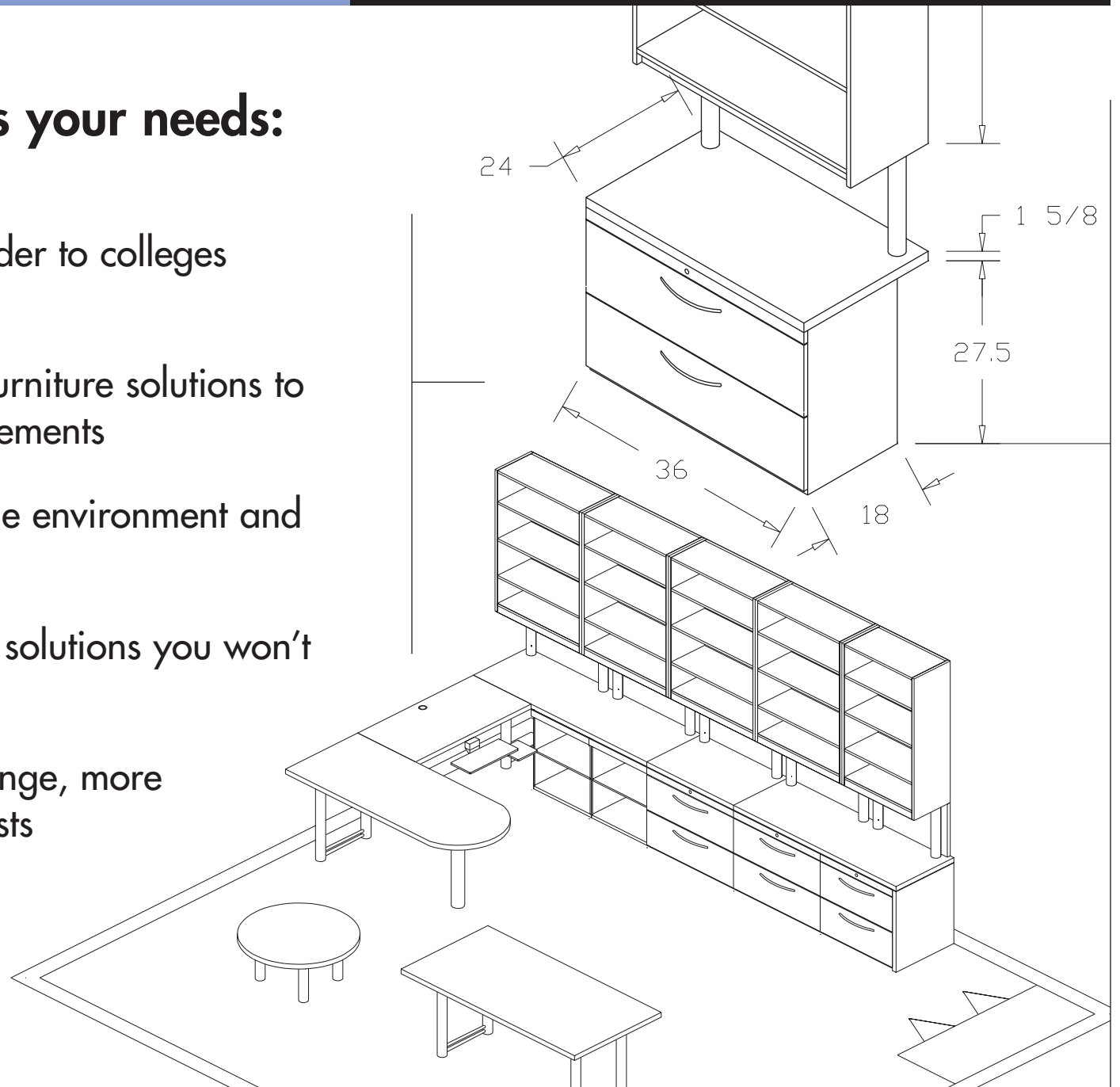
HLF furniture solutions offer Form, Function, Affordability

- **Form** – innovative thinking, attractive designs
- **Function** – durability, flexibility, range of products
- **Affordability** – excellent cost/value



HLF understands your needs:

- A recognized provider to colleges and universities
- Able to customize furniture solutions to meet specific requirements
- Understanding of the environment and approval process
- Offering innovative solutions you won't find anywhere else
- More nimble to change, more responsive to requests



Colleges and universities choose HLF for:

- 1 Wide Range of Solutions**
- 2 Excellent Durability**
- 3 Maximum Flexibility**
- 4 Greater Cost/Value**

1 Wide Range of Solutions

Products that meet all your needs.

- **Range of materials** – wood, laminate, metal, fabric, PVC, glass
- **Range of components** – systems, casegoods, seating, tables and cabinetry
- **Range of applications** – ex.: a veneer desk for Department Chairman to laminate and metal storage for graduate students
- **Range of looks** – tech & contemporary
- **Niche products** – occasional tables, lecterns, powered training tables



② Excellent Durability

Furniture that can take a beating.

- Can take the daily abuse
- Laminate, PVC, and powder coated metals, all designed to last
- Years of use and beauty



③ Maximum Flexibility

Easily configured.

- All product lines can be used together
- Compatible assembly/color/finish
- Excellent vertical storage capability
- Component based allowing you to mix and match



4 Greater Cost/Value

More for your money.

- Mid-market price
- High-end aesthetics
- Designs that will stand the test of time
- Maintain good looks for years



Typical HLF product lines recommended:



CounterPoint



Casegoods



Components



Tables



Seating



Casework

Applications:

- Faculty offices
- Conference & boardrooms
- Administrative areas
- Computers labs
- Student Union centers
- Residence houses
- Medical centers
- Classrooms



HLF College & University customers include:

- **University of Texas Southwestern Medical Center**
 - **Savannah Tech University**
 - **Georgia Tech**
 - **University of Georgia**
- **Michigan State University**
 - **Evangel University**
- **The Ohio State University**
 - **University of Texas**
 - **University of Michigan**
 - **Chico State University**

University of Texas Southwestern Medical Center

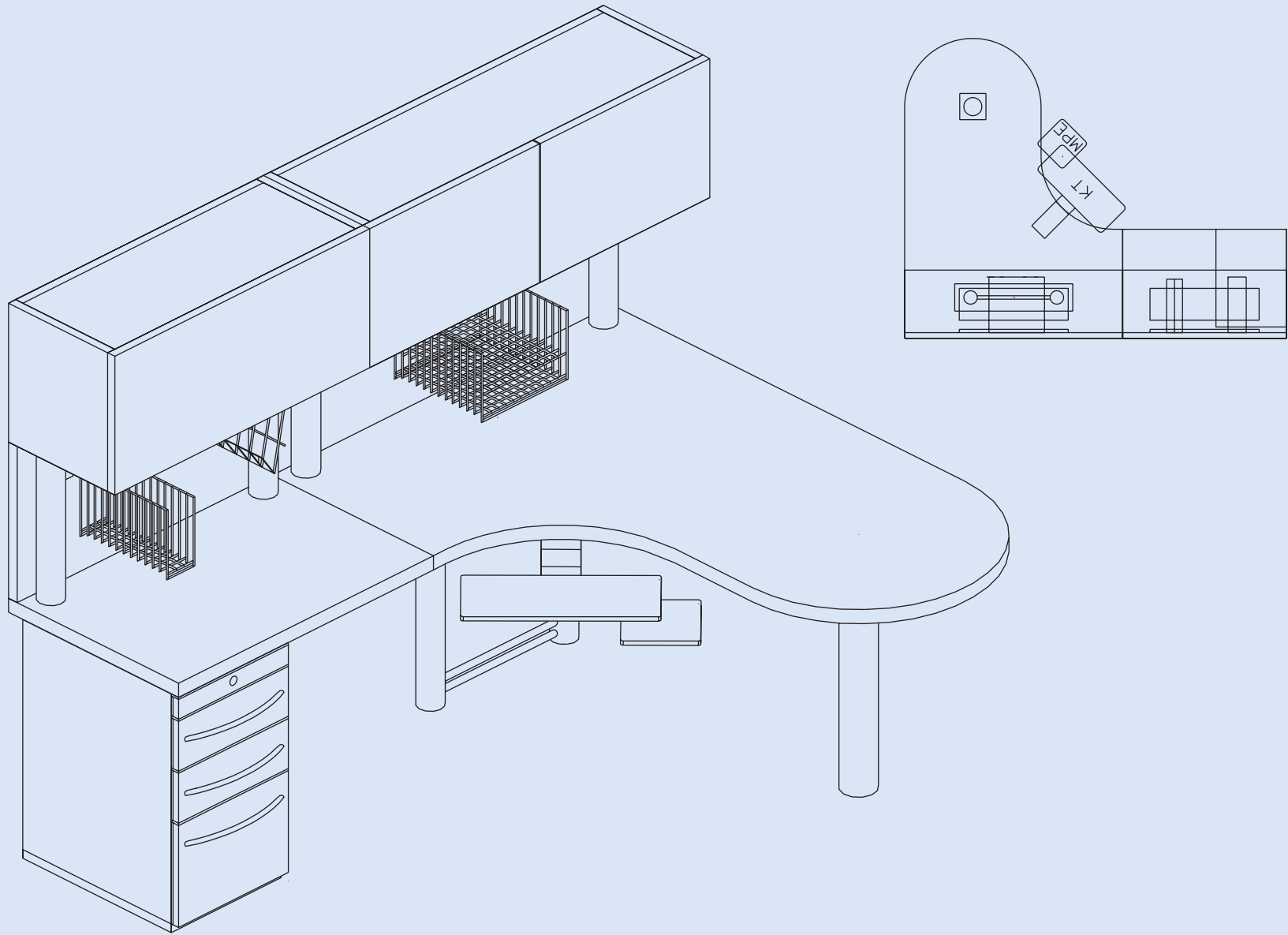
Dallas, Texas

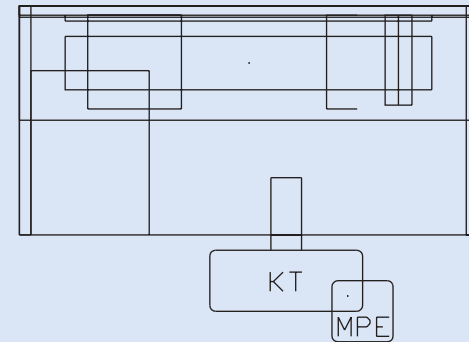
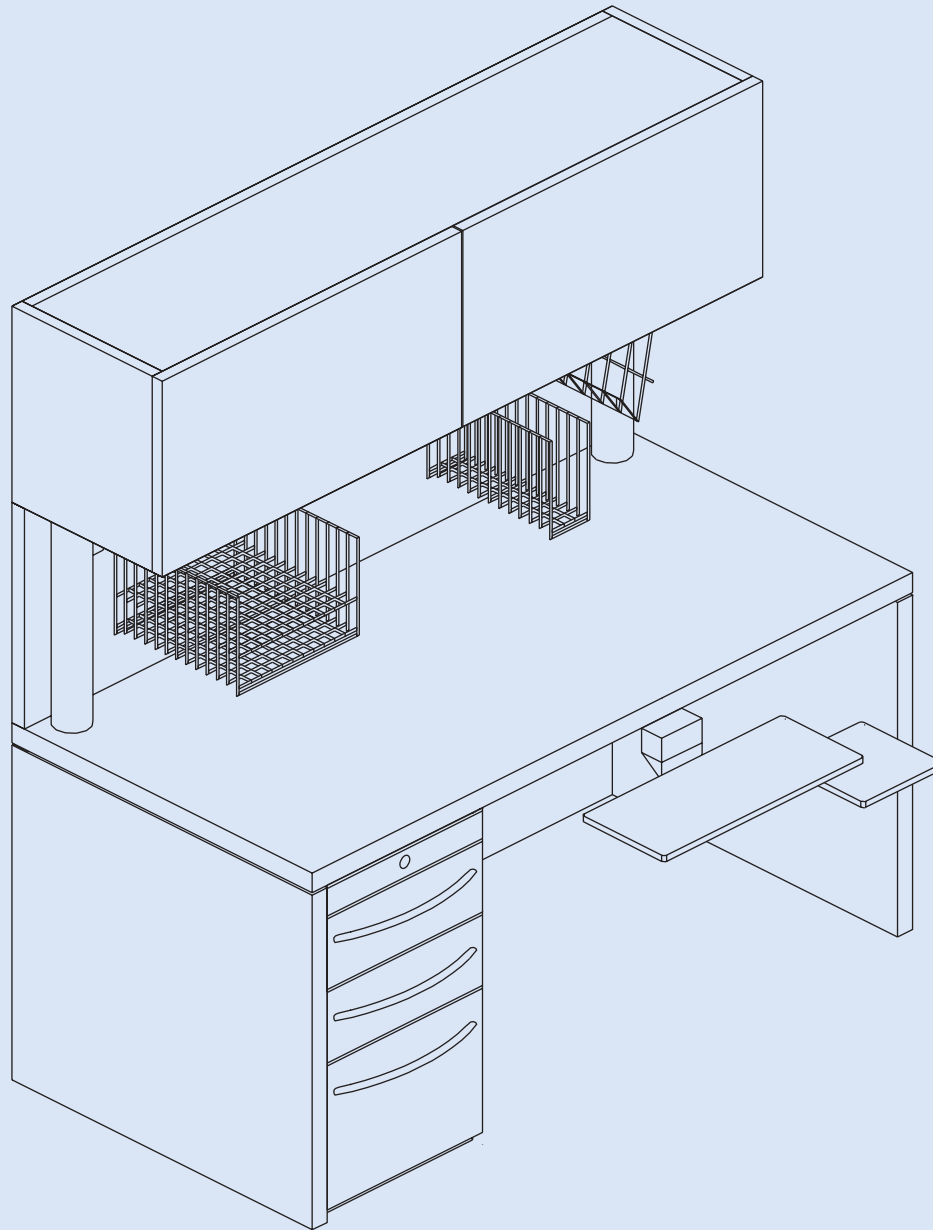
- Major medical university
- Wanted to standardize on a non-panel based furniture system
- Includes faculty, student, and administrative offices
- Flexibility, durability, aesthetics and cost/value achieved
- Continuing work throughout the campus

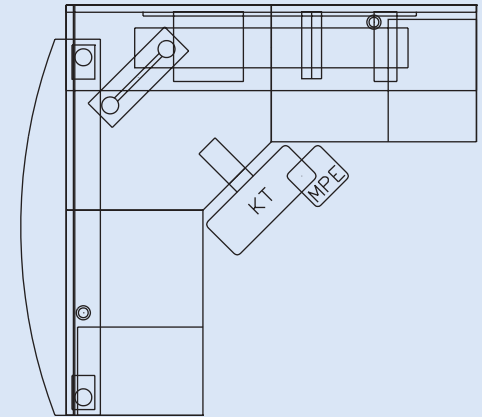
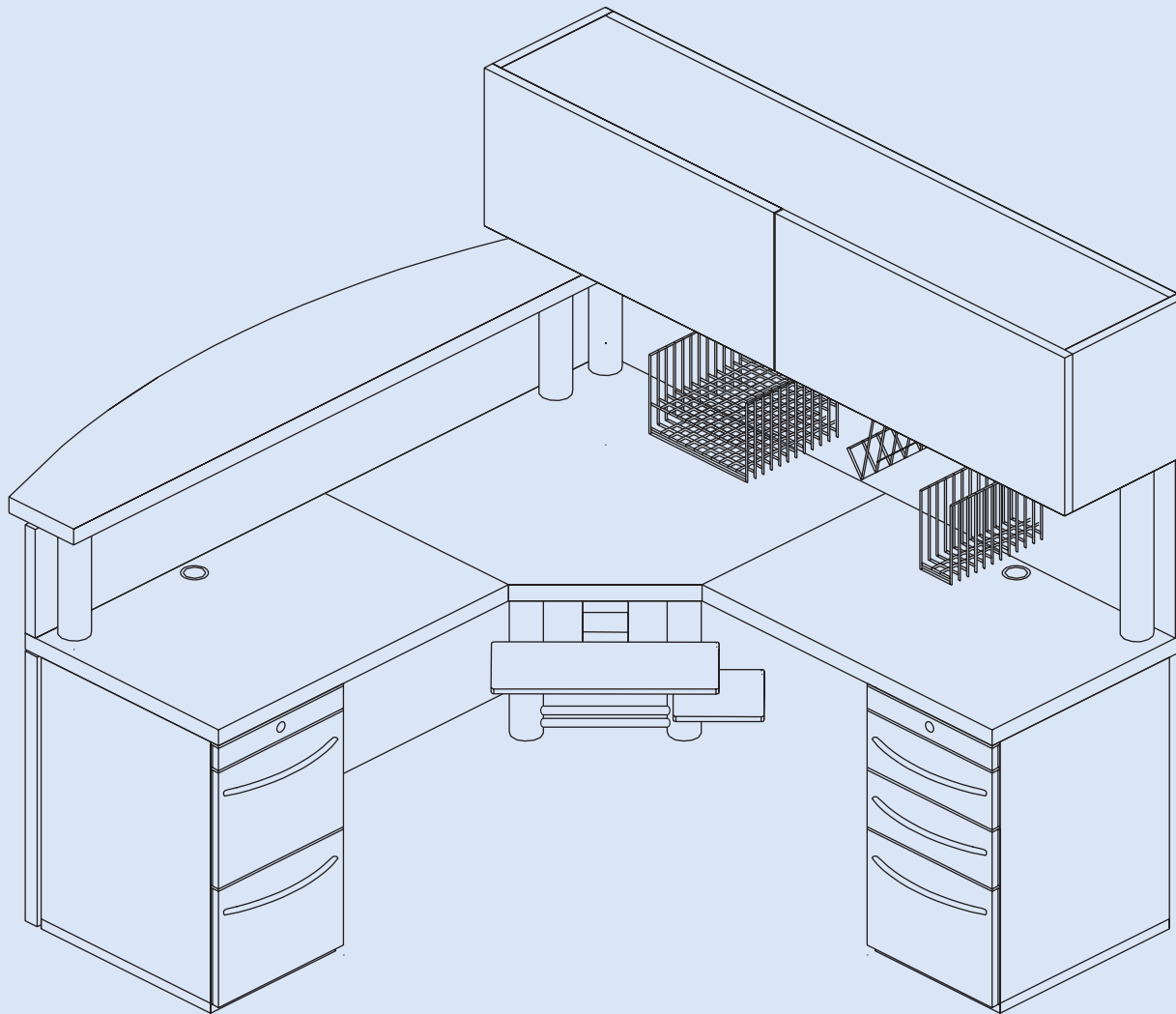


UTSWMC







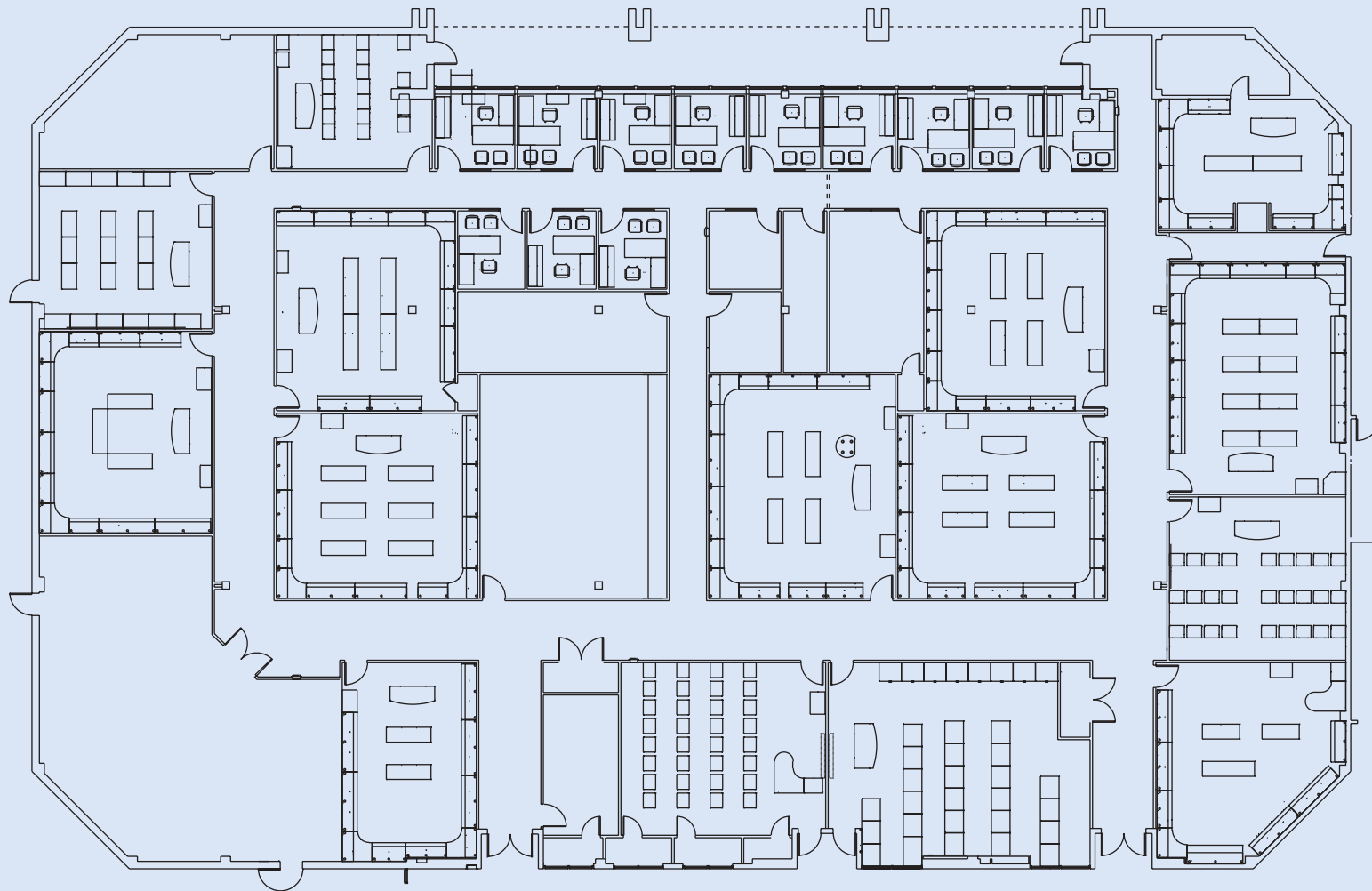


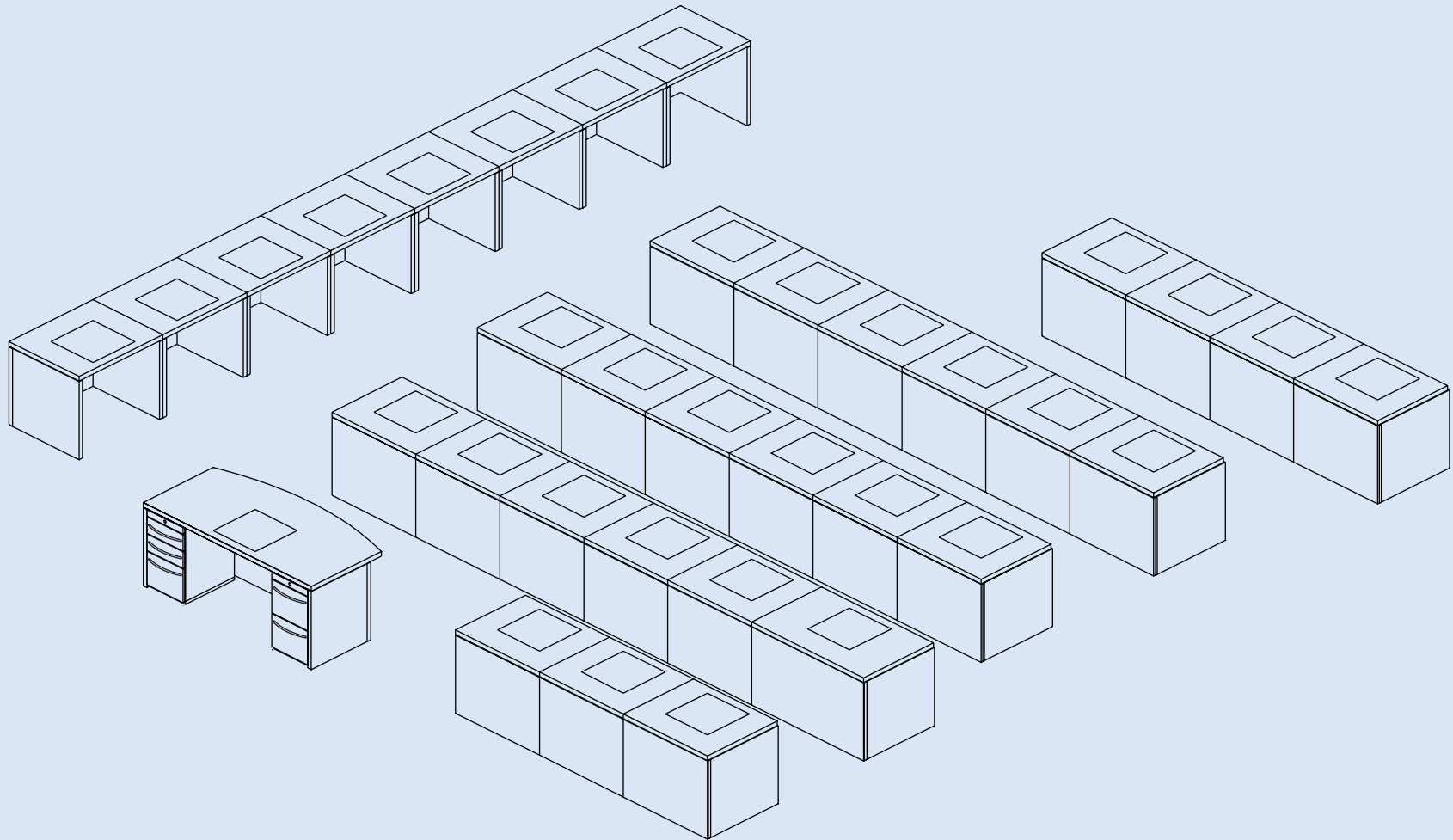
Savannah Technical College

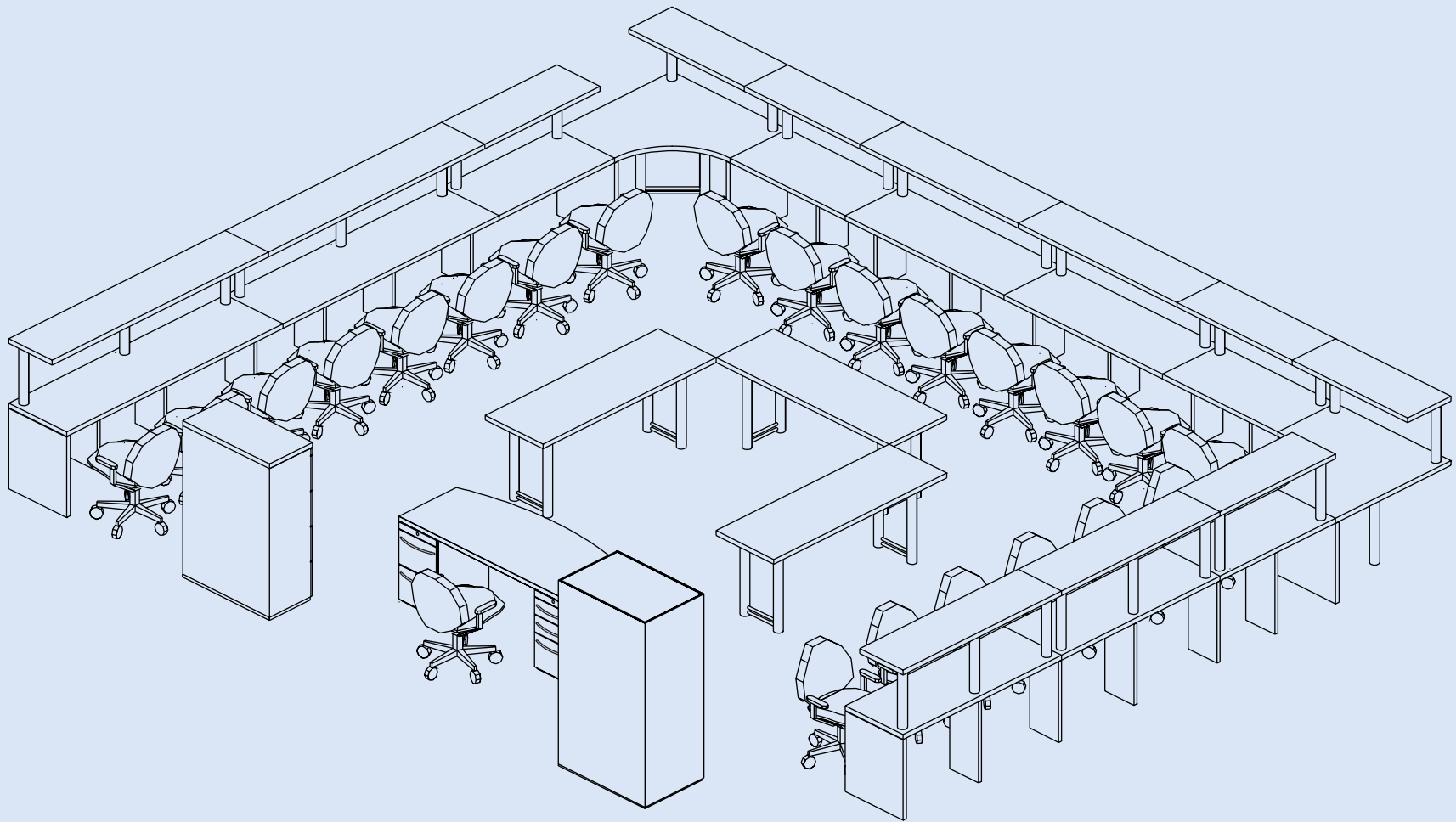
Savannah, Georgia

- Major southeastern technical college
- Classroom solution featuring multiple workstations and teacher's station
- Effective space planning, durability and flexibility achieved

SAVANNAH
TECH





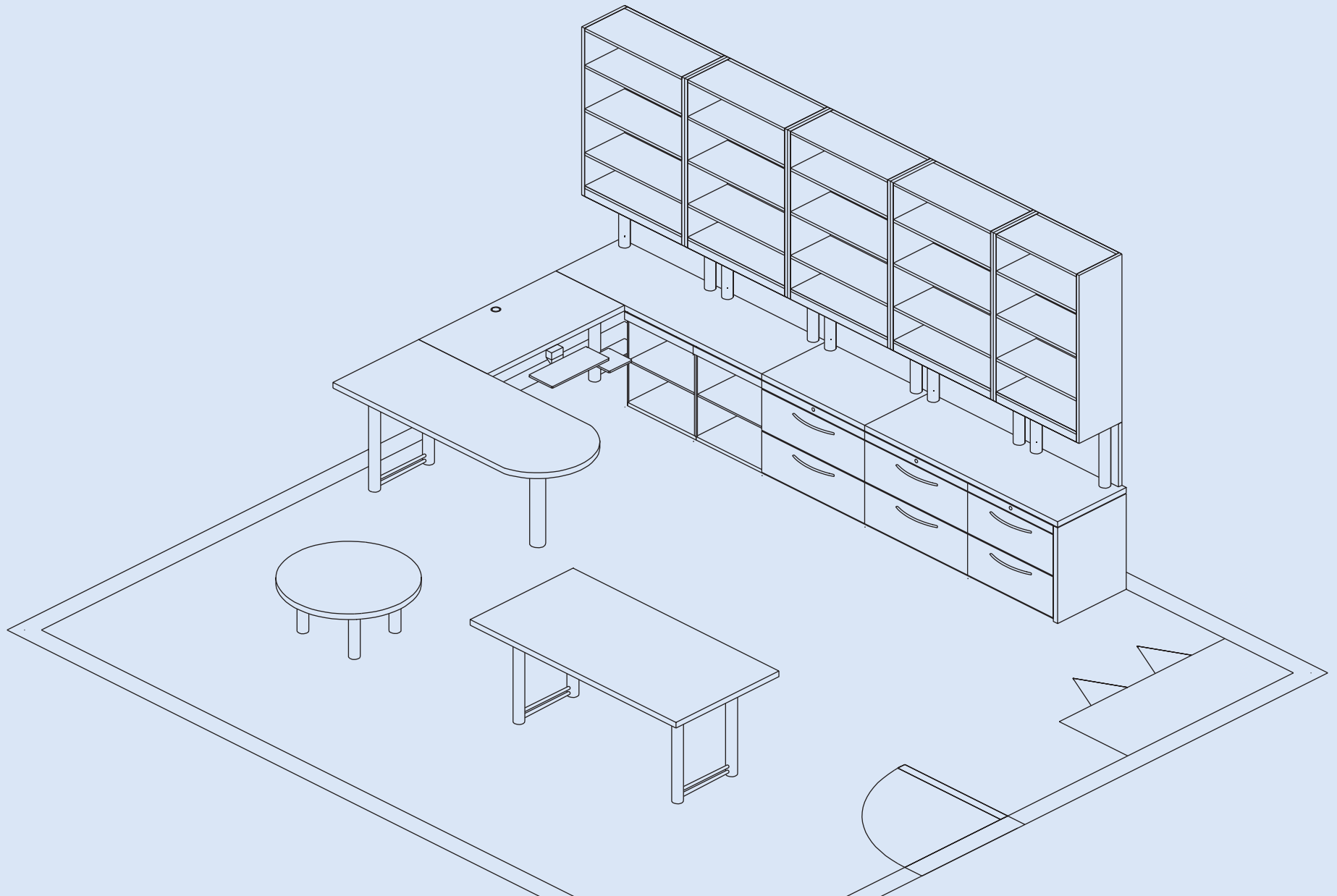


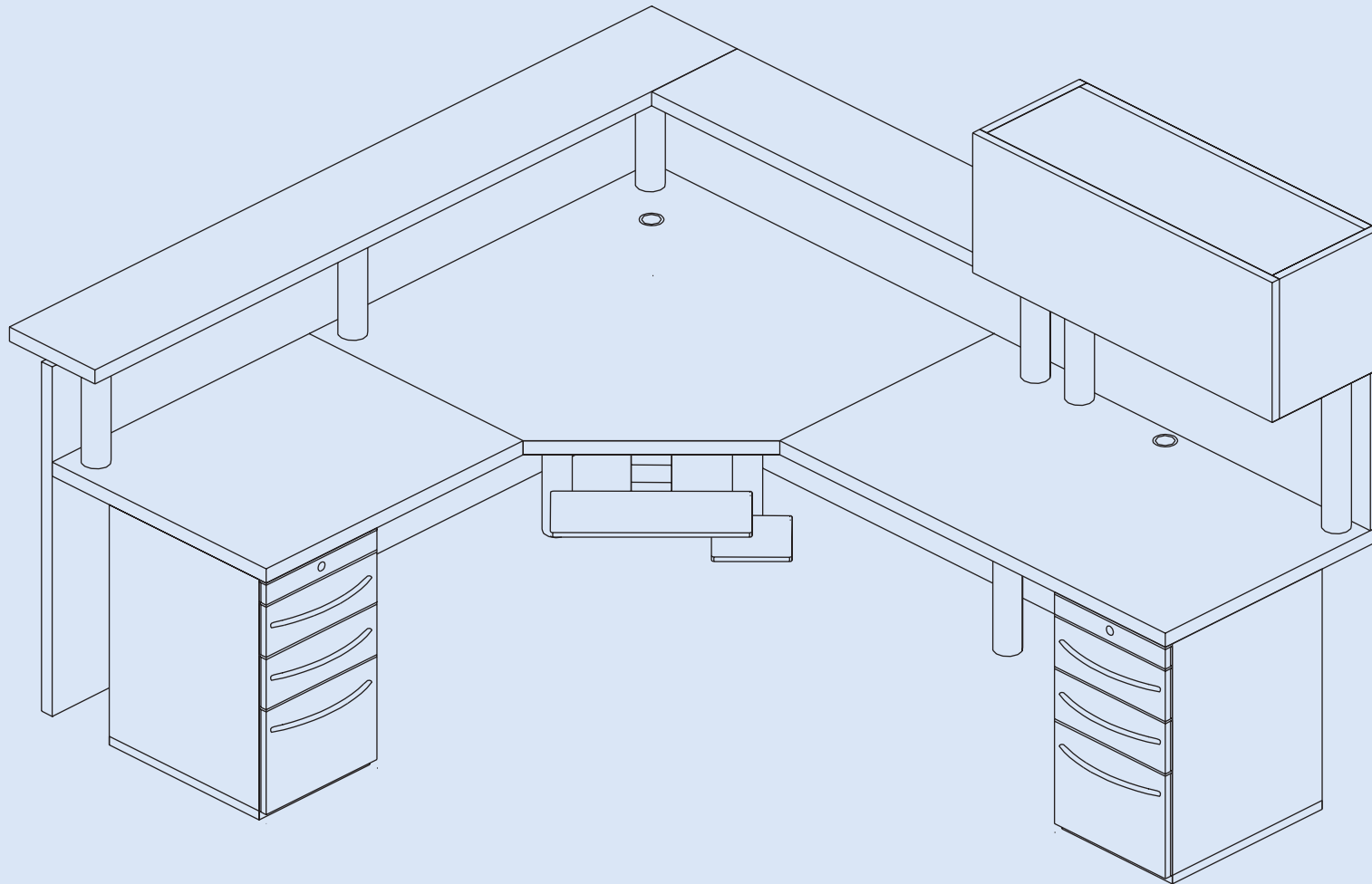
Georgia Tech University – MD4 Building

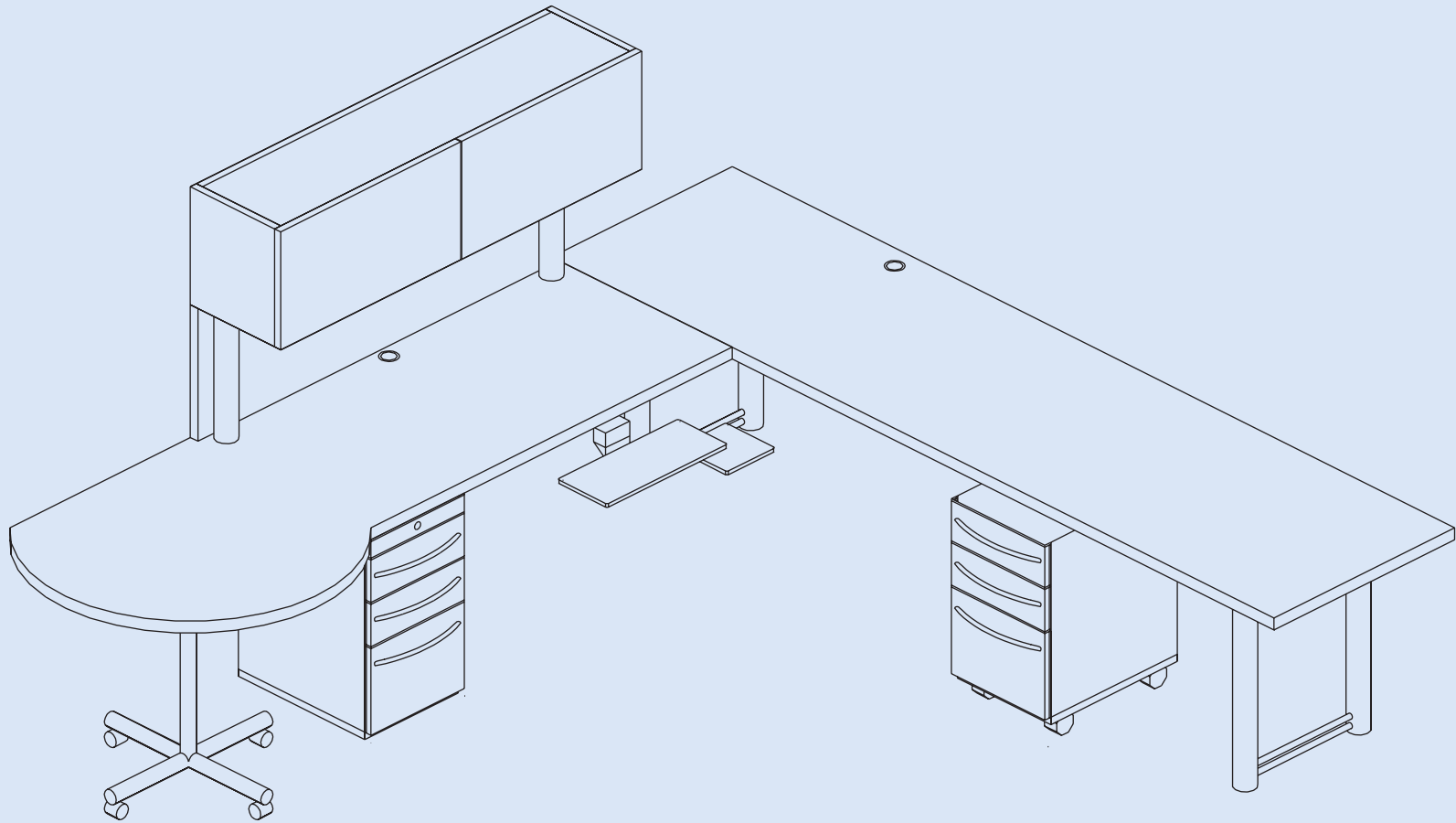
Atlanta, Georgia

- Major southeastern engineering facility
- Structural integrity, vertical storage, mobility achieved
- Worked around architectural elements such as columns, piers and alcoves
- HLF Counterpoint selected to meet the building's prestige

GEORGIA
TECH





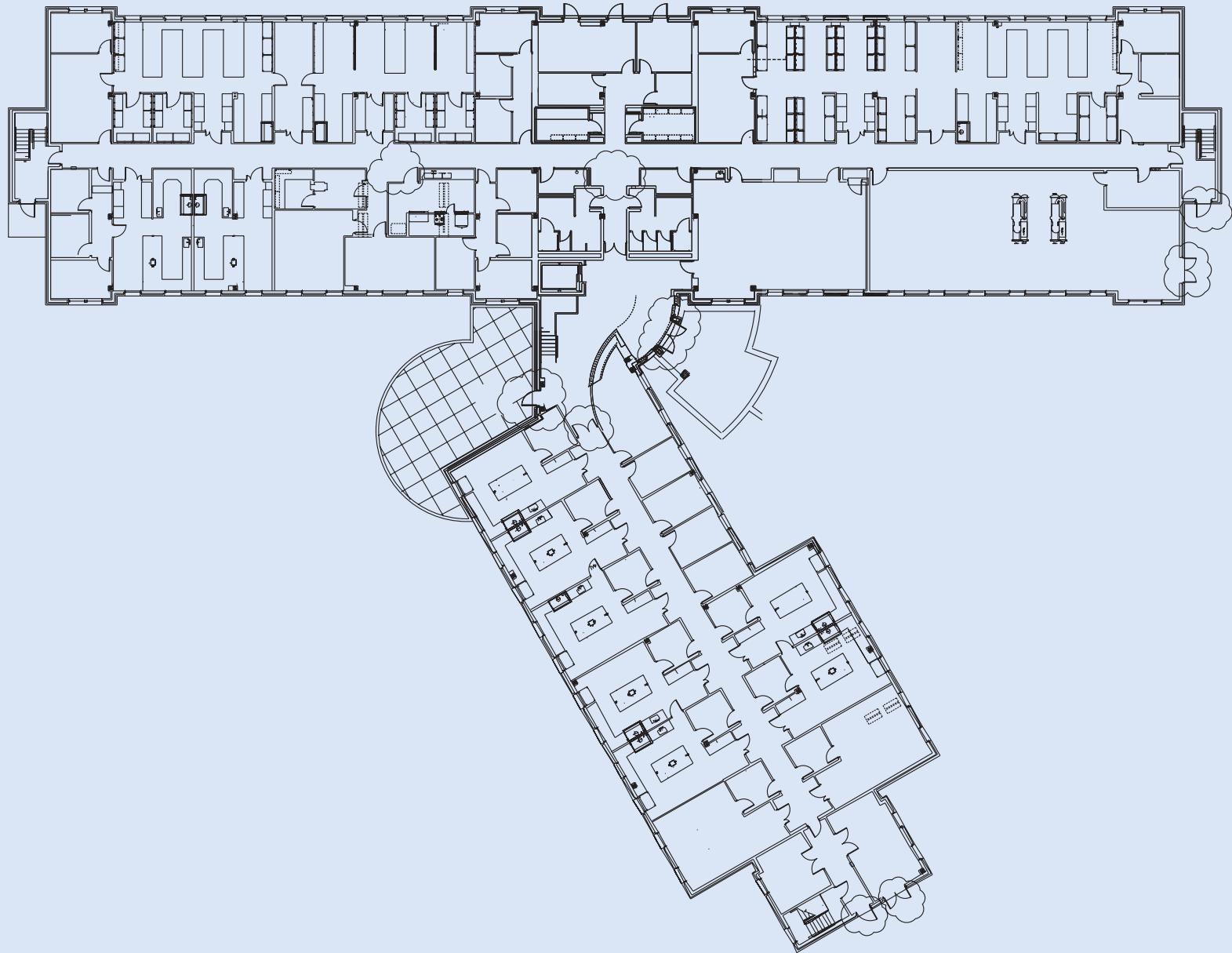


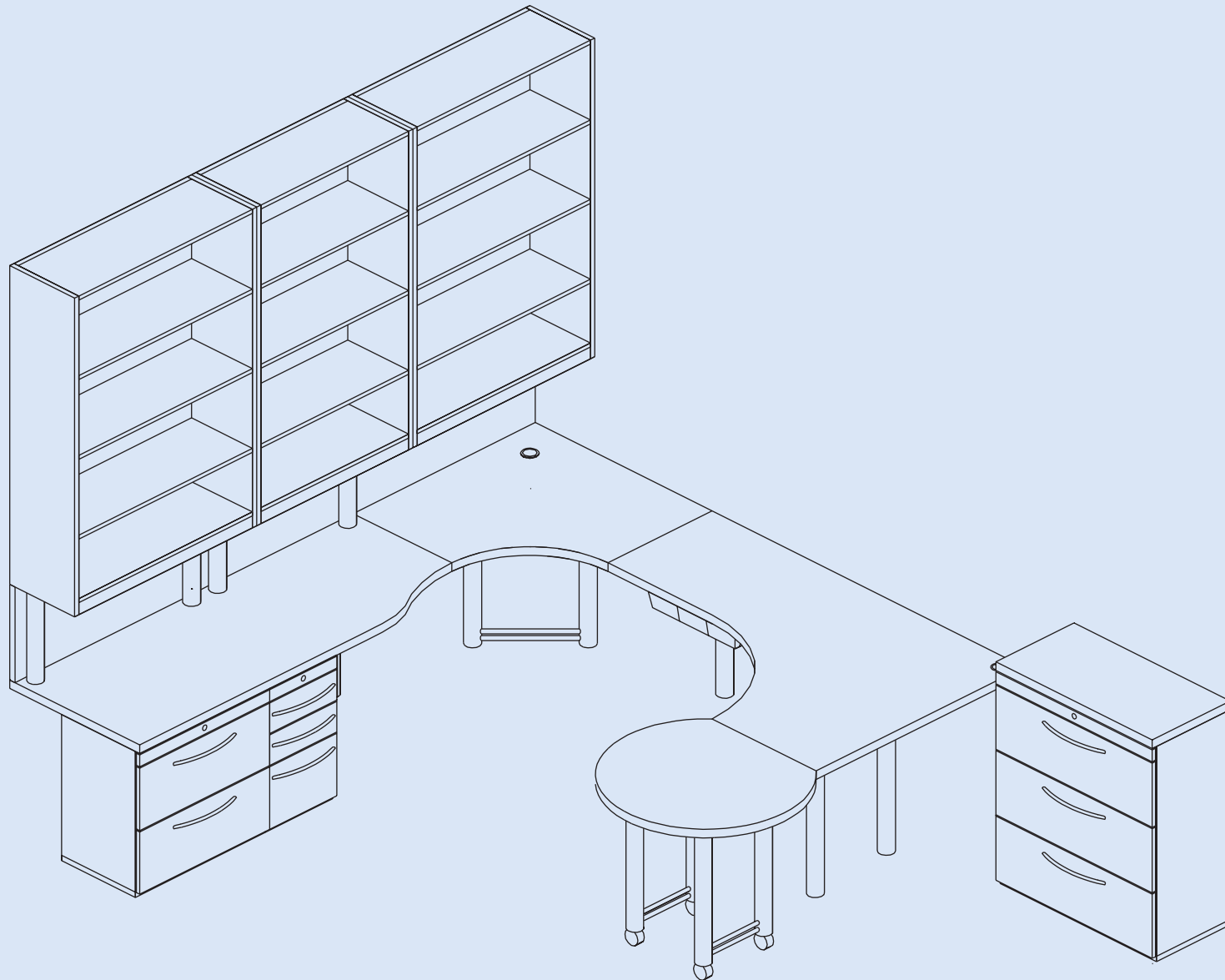
University of Georgia

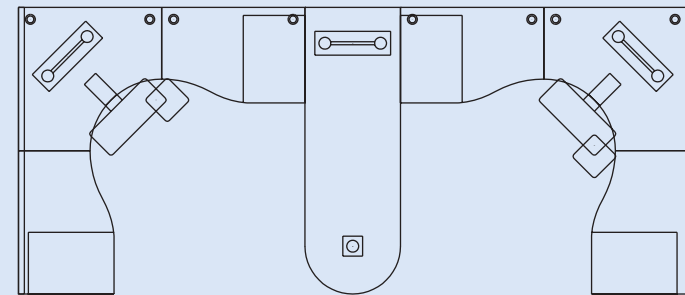
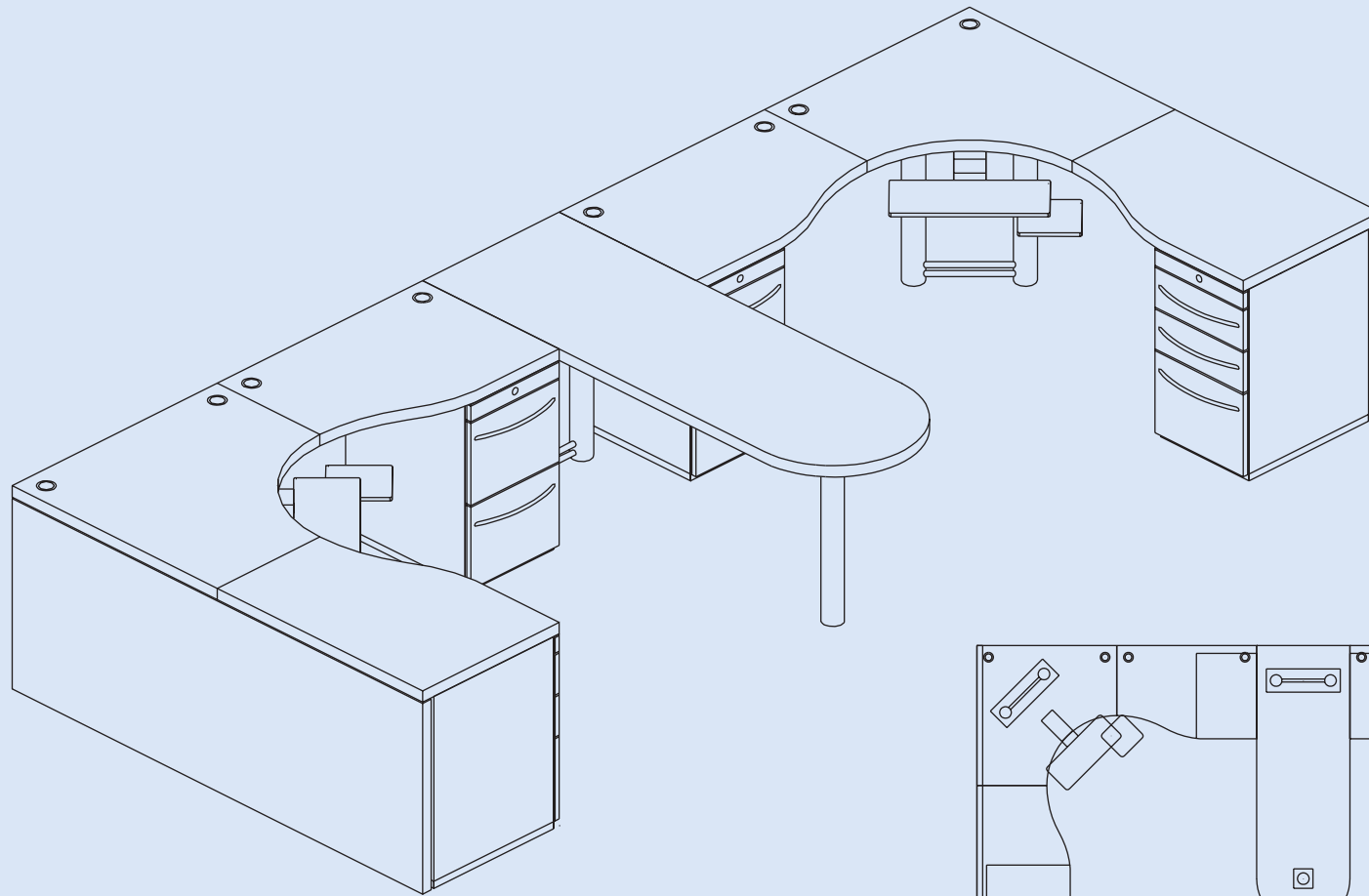
Athens, Georgia

- New agricultural technology building
- Expansive worksurfaces, vertical storage and mobile conferencing achieved
- Open Fall 2001





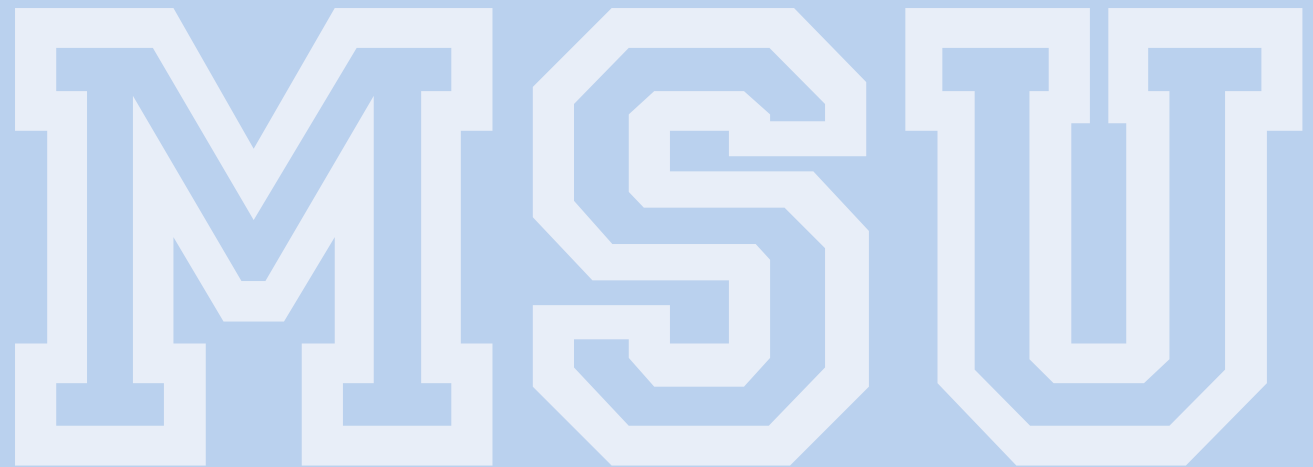


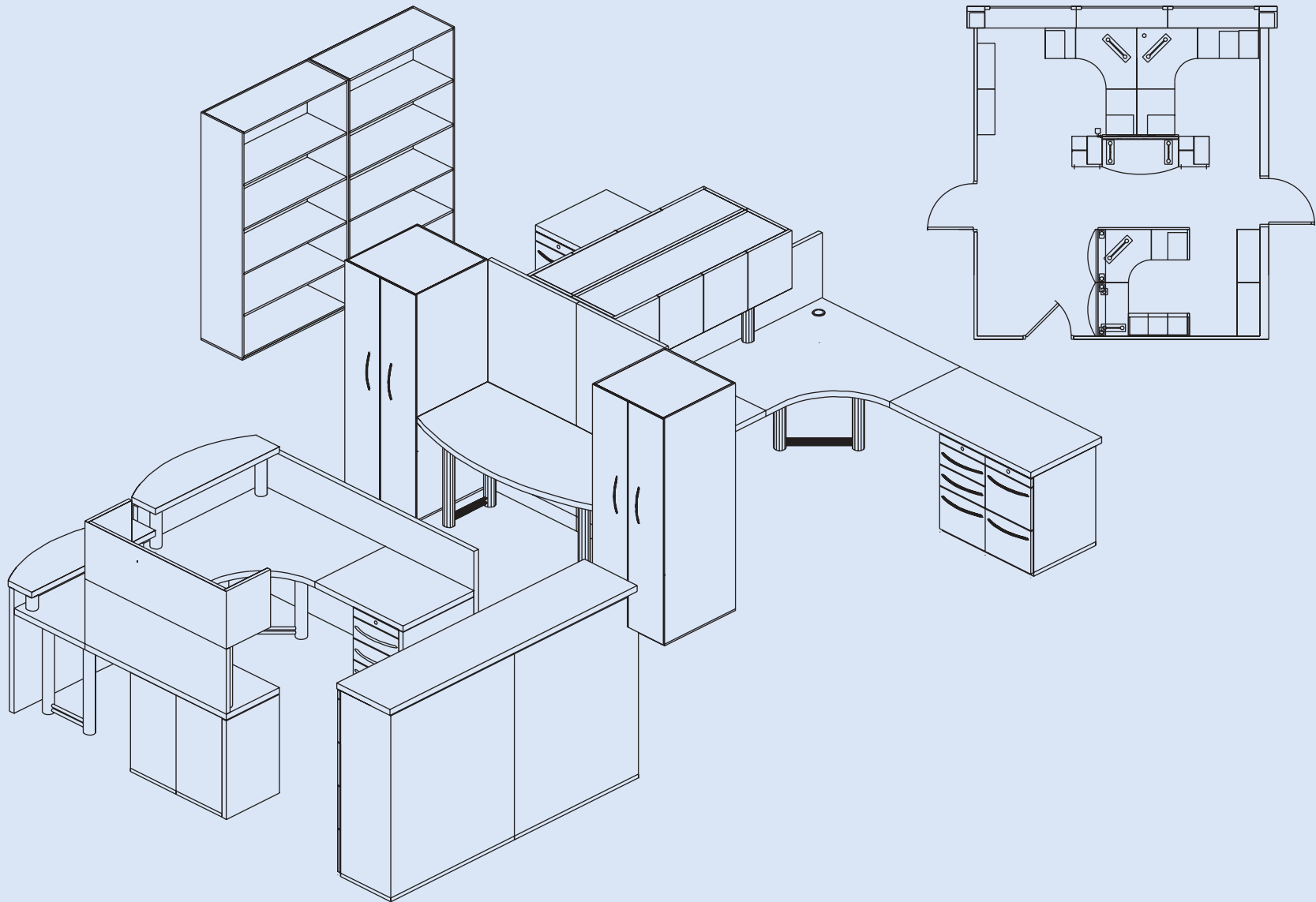


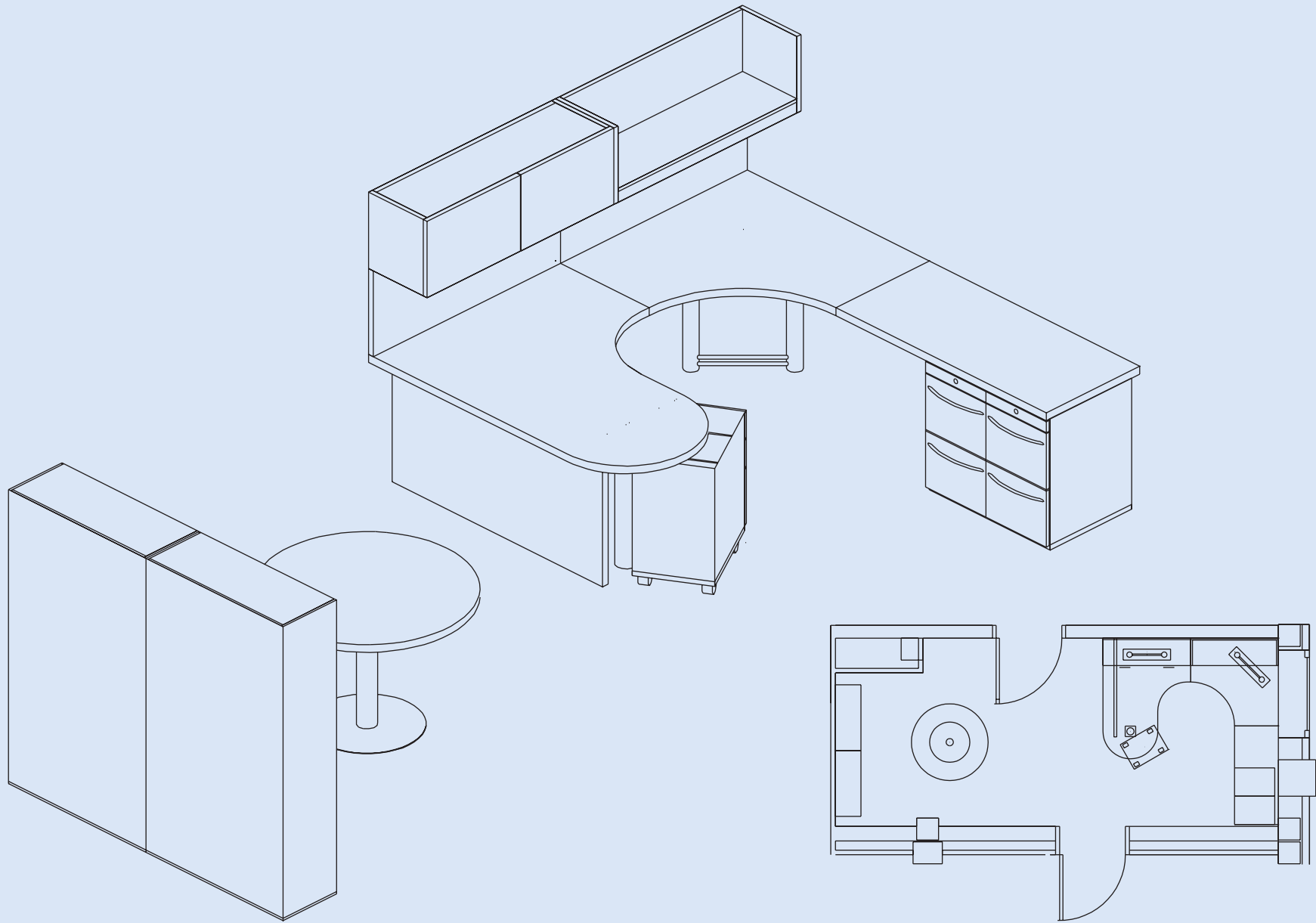
Michigan State University

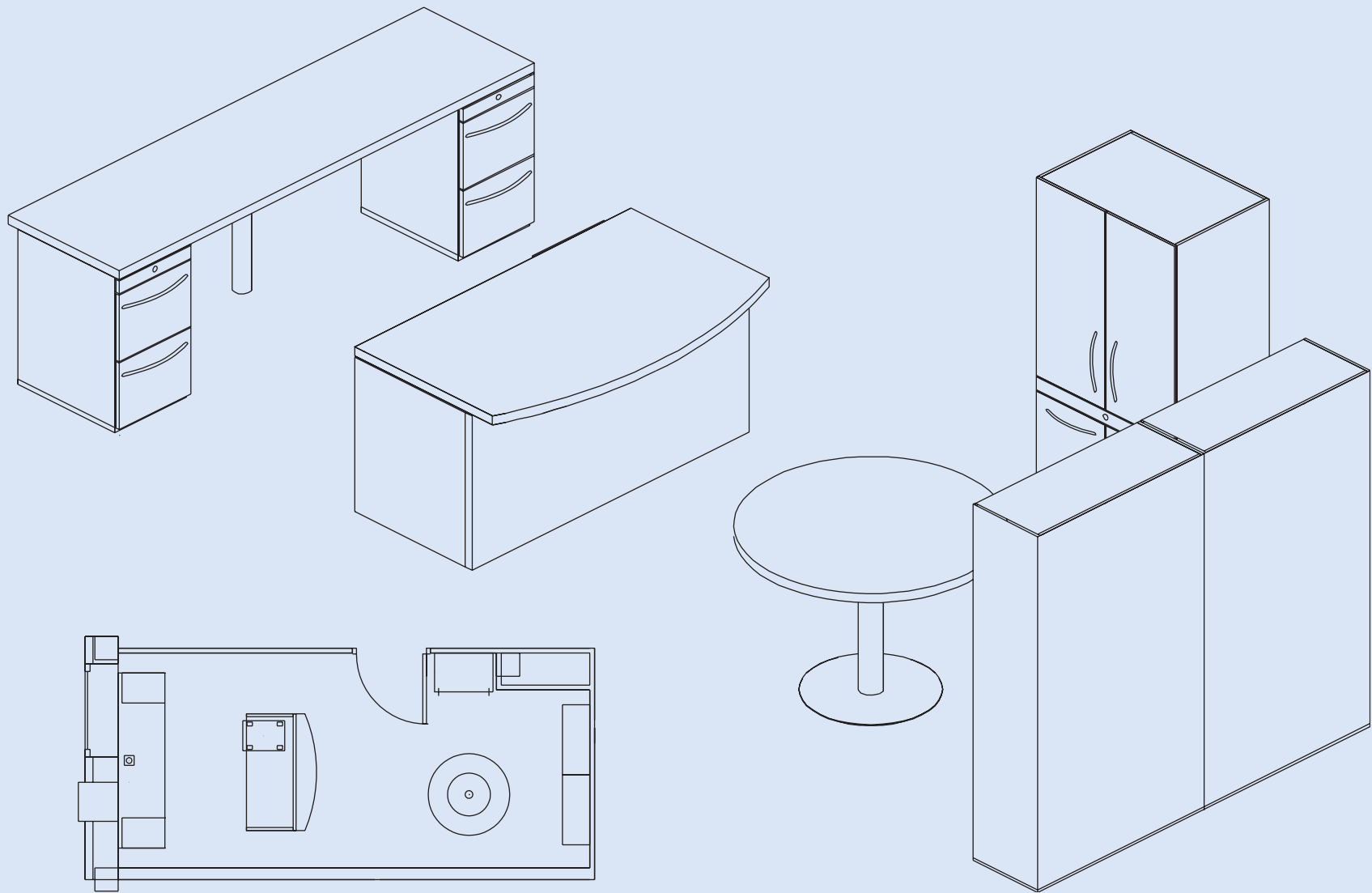
East Lansing, Michigan

- School of Veterinary Medicine
- Economical and flexible solution
- Retrofit an existing research facility

The logo consists of the letters 'MSU' in a large, bold, white-outlined serif font. The letters are set against a light blue background. The 'M' and 'S' are connected, and the 'U' is separate.





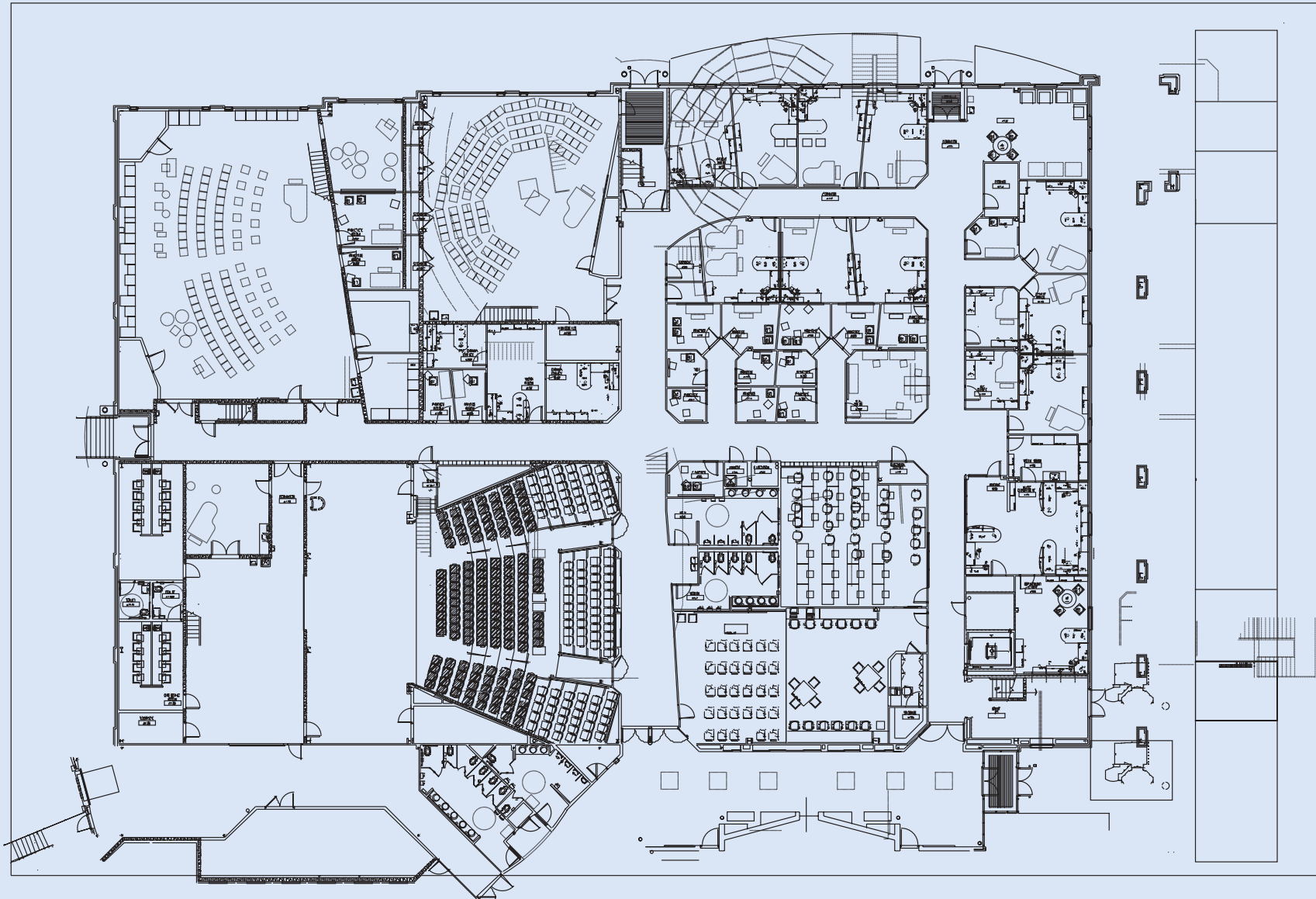


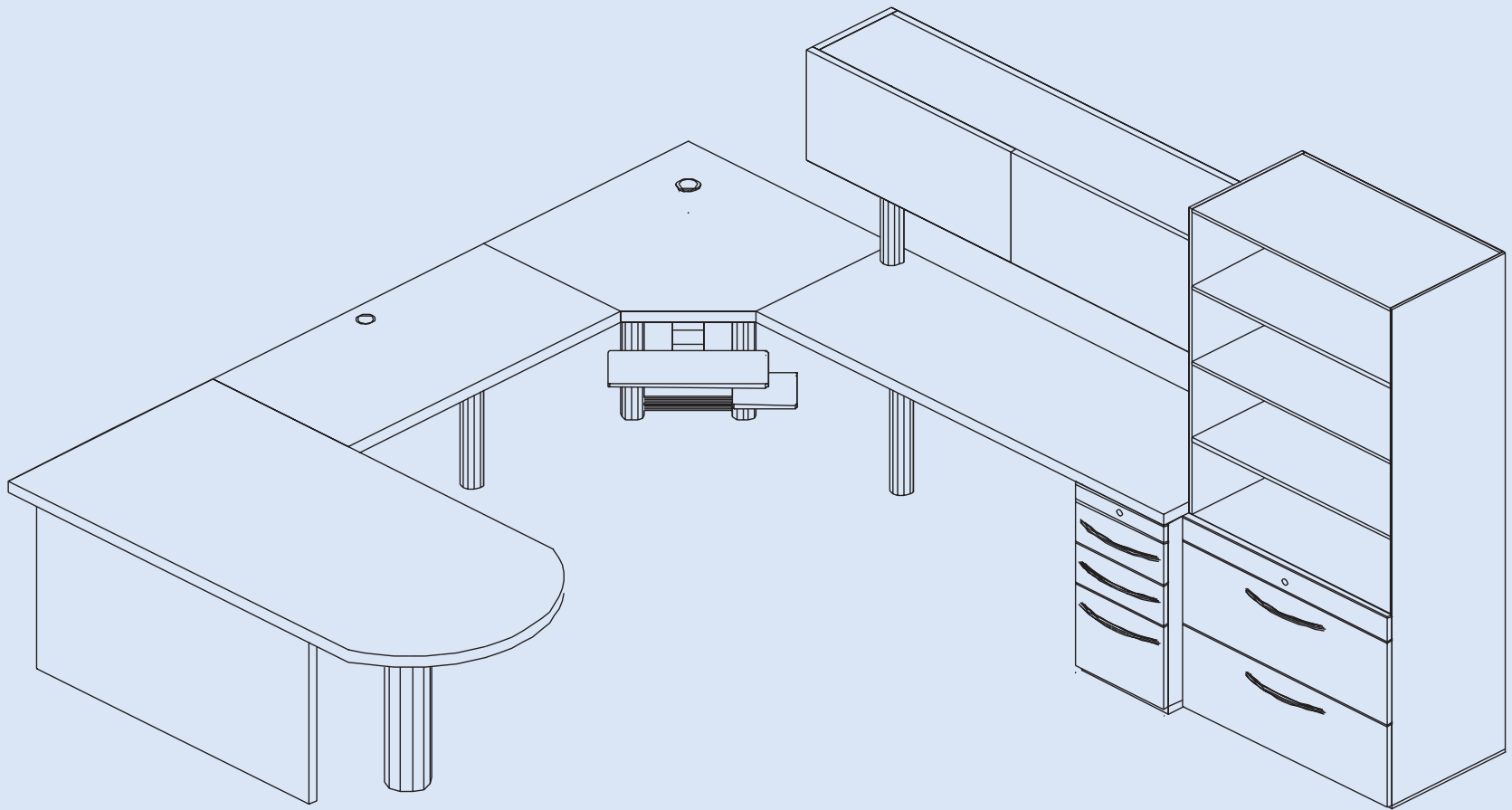
Evangel University

Springfield, Missouri

- An HLF Furniture customer since mid-1990s
- Newest project: Fine Arts Center
- HLF Counterpoint used in offices, open areas and task-specific applications

EVANGEL



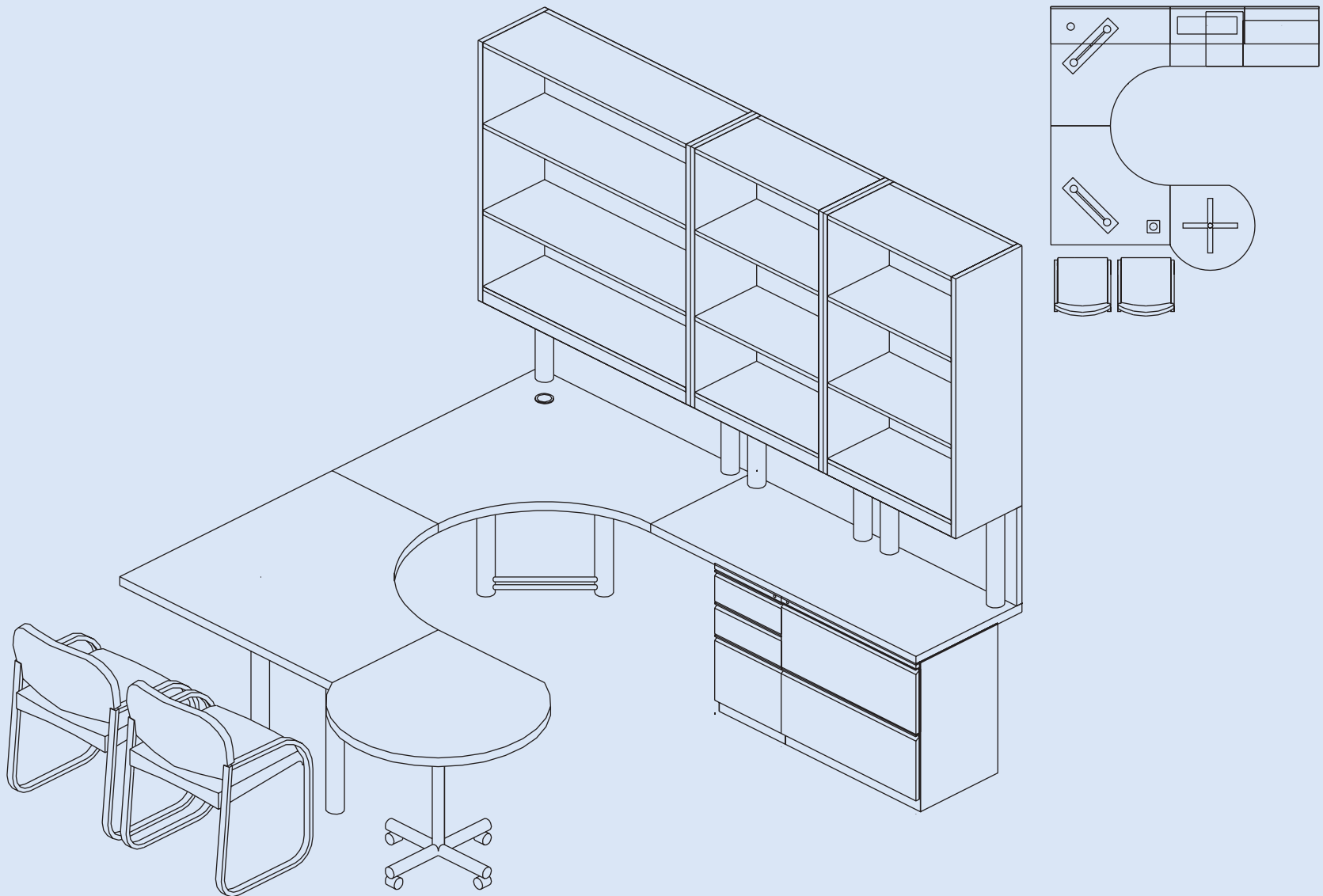


The Ohio State University

Columbus, Ohio

- Typical faculty office application
- On display now at the OSU bookstore
- Demonstrates effective space planning, durability and quality





How HLF will approach your furniture needs:

- **Project Review**
- **Needs Assessment of That Project**
 - **Review Budget Parameters**
 - **Provide Proposal**
 - **Refine Requirements**
- **Specification Assistance for Bid Proposals**
 - **Phased Installation**

**COLLEGES AND UNIVERSITIES
TRUST HLF TO DELIVER
FORM, FUNCTION
AND AFFORDABILITY**



**GIVE US THE OPPORTUNITY
TO DO THE SAME
FOR YOUR CAMPUS**