

## RENEWABILITY CASE STUDY: INDIANA STATE UNIVERSITY

As often happens in life, purchasing furniture can send one through many obstacles until they find something that works for them. That is the case with Indiana State University and renewable furniture.

Brenda Monaghan, Assistant Director of Unit Operations, became responsible for furniture within her first few years at Indiana State. She was involved in the decision making process of ordering lounge furniture for residence halls. The Sauder Education representative introduced renewable lounge furniture to her, but at the time, ISU was not interested. Instead, the University purchased lounge furniture through an office supply store which proved to be very uncomfortable. "It was designed for the office environment and just didn't work in the residence hall lounges", says Monaghan.

The next time around, Indiana State chose to order from a company with a reputable name, who they have asked to remain nameless. Sofas, loveseats and gang seating were purchased. It was attractive and very comfortable. But, the expense to reupholster was almost as much as buying new. "It was also not very functional. It didn't allow communities of students to gather casually", states Monaghan. The gang seating also had major flaws in their design but the company was not interested in hearing about this. Just as Indiana State was experiencing these issues, the Sauder Education representative returned to the ISU campus and showed them the Wieland theory of upholstered chairs and how it could all be done much more economically. ISU felt this theory of replacing parts vs. whole made sense and was willing to give this furniture a try.



Even though Sauder Education is slightly higher priced, Indiana State considers it a matter of value. "The ability to replace partial fabrics or a broken component of the chair helps to justify the initial cost", states Monaghan. The product is very durable and the service/warranty with Sauder Education is excellent.

Monaghan has learned that you sometimes cannot replace the fabric on one arm of the chair when the entire chair is worn or faded. The new fabric will be too obvious. She has implemented a re-use program where they salvage pieces of fabric from damaged furniture whenever possible to use on other chairs that have matching fabric. Undamaged but older fabric pieces are often thus reusable.

With Renewability, Indiana State has furniture in some halls that is already 10 years old and still looking great. Their goal is to keep their furniture looking nicer, longer. Sauder Education's Renewability program helps them to do this more economically.

With a 3600 bed campus, furniture is a major part of the housing facilities. When working within a budget, it is always difficult to do all the things you want for your campus. Indiana State has found a good solution with Sauder Education's Renewability program. It saves time, money and keeps their residence hall lounges looking nice.

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