

ISI Insider



Chicago's Biggest Hotel Project Since 1992 Makes Good Use of ISI Expertise

ISI has had furniture and millwork installers on site since February in the Marriott Marquis Chicago project. Opening August 2017, the 40-story steel and concrete skyscraper is the newest addition to the burgeoning McCormick Square entertainment and hospitality district flanking the McCormick Place convention center.

Given the diversity of products involved in furnishing the hotel's 1,205 guest rooms, ISI's scope of work offers an excellent demonstration of both installation and finish carpentry skills. A 10-man ISI team led by senior foreman Ted Vandersnick concentrates on a group of floors at a time, moving between them to install millwork, freestanding furniture, artwork, and ancillary product. Millwork specialist Dave Gonzalez is doing a masterful job overseeing the millwork details.

Close communication with the general contractor's team and other trades is crucial to keeping the project on schedule.

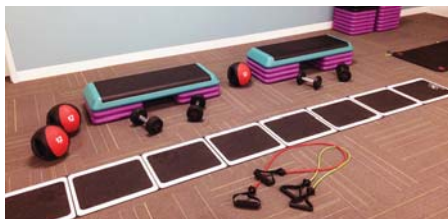
Boasting 93,000 square feet of event space including two 25,000 square-foot ballrooms, a skybridge connection to McCormick Place, views of Lake Michigan, and 1,205 guest rooms, the Marriott Marquis Chicago is the biggest new Chicago hotel to be built since 1992.



ISI's Versatile Multipurpose Room!

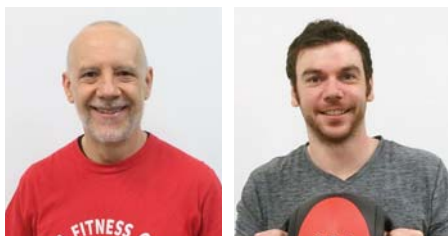
ISI Insider readers are surely aware of our easily reconfigurable room that is available free of charge for industry events. Lately, the room has started serving as the ISI fitness center.

Hearing of interest in some kind of organized exercise for the office staff, Rich Moore and Matt Sprengel—both very health-conscious guys—suggested a fitness class twice a week.



Our staff is taking full advantage of the after-hours workouts. Two gentlemen from the Itasca Park District—Eric, a fitness instructor, and Brian, a fitness coach—lead the group in routines designed to stretch and strengthen the bodies and de-stress the minds of our hard-working office folk.

The 30-minute sessions have been extremely motivating, even leading some staff members to make more time for workouts at home!



With a product list that runs into the thousands, tight coordination within the ISI Team is also vital. The artwork inventory alone numbers close to 2,500 items.

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New Inventory Monitoring Program

We would like all client dealers to be aware that we have further enhanced ISI's receiving process to enable (1) immediate tracking of product received against dealer purchase orders, and (2) automated email notification to the client when the product has arrived in our warehouse.

The notifications will include a request that delivery to the job site be scheduled within a given time frame. Storage charges will be assessed and invoiced for product that remains in ISI's warehouse after a designated time.

Remembering Jordan Stein

The ISI family lost a dear friend of many years with the passing of Jordan Stein, the former owner of S. Stein & Company. Succeeding his father, Jordan built S. Stein into a thriving dealer of new and used furniture in the Chicago area. S. Stein was a long-time ISI customer.

Matt Sprengel and Cathy Senchuk and many others from the contract furniture industry attended the funeral for Jordan in late April.

We extend our condolences to Jordan's family and friends, and especially to his wife, Beverly, and their children, Renee (Sam) Lallas, Brenda (Jeff) Sernick, and Sidney Stein.

HOLIDAY CLOSING NOTICE

ISI will be closed Monday, May 29, in observance of Memorial Day. We remember all men and women of the US military who have died in service to the country.

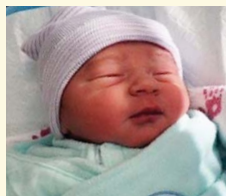
CAREER MILESTONES

We wish to recognize the accomplishments of the ISI staff members with employment anniversaries in the first quarter of 2017:

JANUARY	Years of Service
Al Ziarko	32
Rich Green	27
Jim DeVries	26
Jeff Grau.....	21
Mike Schmutz	13
Mike Burke	8
John Miniuk.....	8
FEBRUARY	
Gary Wyman	27
Dave Oudin	12
Joe Schmutz	8
MARCH	
Tom Antonik	35
Cathy Senchuk.....	24
Mike Troesch.....	24
Marlon Lopez	17
Bruce Paterson	7

IN THE FAMILY

Congratulations to **Nick and Marina Klem** on the birth of their son and first child, Evan, on March 28. Evan was 7 lbs 5 oz and 19 inches at birth and is doing great.



SAVE THE DATE: SEPTEMBER 21
 THE 2017 ANNUAL COMPANY MEETING IS SCHEDULED FOR THURSDAY, SEPTEMBER 21. PLEASE MARK YOUR CALENDARS AND WATCH FOR DETAILS.



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 ISI-Companies.com

Proven Progressive Professional

KUDOS

Thank you to everyone at ISI for your professionalism and consistent efforts to make each project a success. We appreciate that our clients have taken the time to recognize the hard work of those mentioned below.



From: Account Manager, Dealer
Foreman: Gary Gocal

"You have been amazing to work with. Thank you for all your hard work! I hope to work with you again."

From: Sales Coordinator, Dealer
Foreman: Kevin Burgard
PC: Debbie Postma

"Kevin and Debbie really went above and beyond yesterday to help me out. I forgot to send in the purchase order for some additional work to be done. It was not looking so good to make it happen but Kevin did it! A big thank you to him! Thanks to both of them! It was greatly appreciated."

From: Director of Project Management, Dealer
Installers: John Palka (foreman), Al Ziarko (foreman), Javier Angulo, Dave Banialis, Dave Bezak, Bob Cullen, Tait Erikson, Juan Escamilla, Rich Green, Tom Hum, Dave Kiley, Nick Klem, Paul McGrath, Tom Miglieri, Raymond Monahan, Kevin Palka, Brian Peyton, Adam Post, Thomas Riley, Dan Rogers, Javier Saucedo, Mike Schmutz, Jim Sheridan, Joe Skubak, Mike Sprentzel, Craig Swiecki, Chris Vermeulen, Mark Wakitsch, Rick Ziarko

"John, once again, your expertise, diligence and attention to detail have made this project successful. You were a hero out there! We could not have done this without you and your team. I cannot thank you enough."

Dealer's Account Executive: "I want to echo our PM's gratitude. I don't know how we would have done this without you. We truly appreciate your hard work and dedication and brain power! This was probably the most complicated reconfiguration I have ever been involved with. You, your gang of merry men and our PM did a remarkable job! We are very lucky to have such great people to partner with. Many thanks."

From: Business Development Manager, Dealer
Installers: Dave Selep (foreman), Juan Escamilla, Steve Hansen, Jeryl Hemphill, Fred Howard, Greg Jamrozy, Marlon Lopez, Mike Palka, Javier Saucedo, Mike Sprentzel, Tim Webster
PC: Mitzy Aviles

"Thank you for your diligence and attention to recover from the manufacturer's shipment issues. Your help in making it all happen is greatly appreciated!"

From: Account Executive, Dealer
Installers: Derek Lorens (foreman), Ron Abernathy, Juan Gallegos, Matt Wyman, Jesus Zanabria

PC: Mitzy Aviles
Sales: Tom Robbins

"Thanks very much, ISI Team! Your accommodations throughout are much appreciated.

Mitzy, you are incredible! Thanks so much for being one of the few action-oriented people in this whole process! I owe you."

From: Sr. Account Manager, Dealer
Installers: Gary Gocal (foreman), Jose Alvarez, Javier Angulo, Collin Armistead, Preston Blimke, Juan Escamilla, Greg Jamrozy, Kurt Logan,



SAVE A SAMPLE!
DESIGN SAMPLE RECYCLING DRIVE

ISI donated the use of a truck and driver again this year for Save A Sample!, the non-profit, nationwide recycling drive that makes it easy for designers to reduce the burden on landfills by donating materials and samples to local design students. Our driver collected and delivered over 60 cartons. The university design department recipient was extremely grateful.

Tom Miglieri, Dave Selep, Mike Tarara

"Looks wonderful! Thank you again for all your hard work. It's a pleasure working with ISI."

From: Account Executive, Dealer
Installers: Rob Manley (foreman), John Duncan, Tait Erikson, Willie Gildart, Tony Jansto, George Melendez, John Miniuk, Willie Payton, Raul Rivera, Javier Saucedo, Craig Swiecki, Chris Vermeulen, Mark Wakitsch, Rick Ziarko

"Thank you to Rob. See the note below."

General Manager, Corporate Client: "It turned out great; just what we envisioned. Robert and team did a great job."

From: Sales Team Member, Dealer
Installers: Norm Stuba (foreman), Eric Strom, Greg Kuczer

"Thank you, thank you, thank you! As usual, you guys hit it out of the ballpark. My island went back perfectly and am suspecting better than the original install! Norm, Eric and Greg were just great, and also assisted in moving my other furniture back. So grateful to have such stellar guys professionally and personally."

From: Project Manager, General Contractor
Installers: Gary Gocal (foreman), Jim Sgrignoli

"Thanks again for a great project. You guys did a great job!"

From: Project Design Consultant, Dealer
Installers: Ted Vandersnick (foreman), Tom Antonik, Kevin Burgard, Nate Cahnman, Travis DeRossett, Dan Faucher, Ro Fierro, Mike Grzych, Jack Halter, Modelle Jonkins, Nick Klem, Greg Kuczer, Jim Mack, George Melendez, Jim Oesterle, Ed Pulido, Erik Robbins, Jeff Robbins

"Ted, thank you so much for all your patience on this job! You have been wonderful to work with."

From: Facilities Specialist, Corporate Client
Installers: Vic Lampasona (foreman), Tom Antonik, Steve Markasovic, Ed Wittke, Jesus Zanabria

"Vic is a tremendous asset and a great guy to work alongside. ISI has been fantastic to work with overall."

From: Account Manager, Dealer
Installers: Al Ziarko (foreman), Bob Cullen, Willie Gildart, Rich Green, Matt Jankuski, Dave Kiley, Terence Kohout, Ken Kruk, Paul McGrath, John

Marriott Marquis Chicago Continued

Kudos to Ted Vandersnick, Dave Gonzalez, and the other members of the team now on site: Dave Fiore (photo to left), Kaz Jablonski, Jeff Jacobsen, Allen Kuzas, George Melendez, Raymond Monahan, Pedro Romero, and Craig Swiecki.



The ISI sales and marketing team looks forward to seeing clients and industry associates at the 49th edition of NeoCon, June 12-14. Please join us at the Merchandise Mart as we look at the latest offerings for commercial interiors.

NeoCon

Miniuk, Mike Palka, Brian Peyton, Frank Pileggi, Adam Post, Dan Rogers, Joe Skubak, Mike Sprentzel, Jeff Strliko, Eric Strom, Mike Tarara, Angel Vizcarra

"Nice job! Thanks for all your hard work. See client's email below."

Dealer's client: "I must say, they did a stellar job! Thank you."

From: Director of Distribution, Corporate Client
Installers: Joe Failla (foreman), Raul Rivera

"Can we get Joe and Raul back for the reinstall? They're awesome!"

From: Business Development, Dealer
Installers: Jim Oesterle (foreman), Mike Grzych, Jeryl Hemphill, Jorge Quinonez, Dave Rydberg, Mike Tarara

"Thanks, Jim. You and your team did a great job!"

From: Account Executive, Dealer
Installers: Gary Gocal (foreman), Paul Edens

"My client is beyond thrilled and incredibly complimentary of you and the ISI team. Thank you so much for making our customer happy!"

May Stumper

What famous architect designed this signature Illinois residence?



\$25 gift card to the first person who submits correct answer by 5/17/17 to kellie@isi-install.com. Please put **May Stumper** in subject line.

January Stumper: Joe Lim from Henricksen.
Answer: The Chicago Lincoln statue was originally placed in a traffic island at the intersection of Lincoln, Lawrence and Western Avenues. The site was later deemed to be one of the city's three most dangerous intersections, so the statue was moved about 50 feet east to its present location.