



Herman Miller makes further investment in Australia

LIVING EDGE TO FORM KEY PART OF NEW NATIONAL DISTRIBUTION NETWORK

Herman Miller has today purchased the business and certain assets of the Living Edge company, one of its dealers in Australia.

This investment demonstrates our commitment to the Australian market at a time when we believe the opportunity for Herman Miller's unique product portfolio is rapidly growing.

We will work diligently to serve our customers, to restore stability and build confidence. As a global leader in the furniture industry Herman Miller brings unrivalled financial security to the table.

Living Edge has done a great job of promoting Herman Miller's offer in recent years but in the end the credit crunch overtook the business. We want to ensure that the people who did the hard work for us have the opportunity to contribute and grow so today we have stepped in to secure a future for this business and prepare it for independence.

So the good news is – Herman Miller products are still available and the Living Edge people who have been working to promote them in the market are also still doing that in a company now owned by Herman Miller.

We are creating a national dealer servicing model which will allow new organisations to become part of Herman Miller Australia's national capability.

We have been overwhelmed by the level of interest in becoming a Herman Miller dealer – particularly from competitors. Clearly our award-winning iconic products provide an excellent platform to meet the needs of this design conscious market.

Our long standing Sydney based dealer Work Arena continues to provide an excellent service to its growing client base and we look forward to an expanded future with them along with Living Edge and others.

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