



ECLIPSE INSIGHTS: BEYOND THE BUILD

Why Pay More for U.S. Manufactured Furniture?

By: Chris McClung, Managing Director

As a business leader, creating a productive and comfortable office environment is a key to success. Whether you're setting up a new workspace or upgrading an existing one, the choices you make for office furniture can significantly impact both your day-to-day operations and your bottom line, but maybe not the way you would think.

It's tempting to opt for alternative and less expensive, off-the-shelf office furniture, but choosing U.S. manufactured commercial-grade pieces can be a smart investment for you and your employees. While the initial costs may be higher, the benefits of durability, enhanced comfort, a polished image, sustainability, and long-term savings may outweigh the upfront expense.

DURABILITY AND LONGEVITY

One of the most important reasons to invest in commercial-grade office furniture is its durability. **Unlike residential-grade or mass-produced furniture from office supply stores, commercial-grade furniture is designed and built to withstand the wear and tear of daily office use.** The difference is in the details of craftsmanship.

High quality and strong materials such as steel and solid wood, in addition to high manufacturing standards, and rigorous testing through quality control are essential. For example, a desk chair in a busy office environment is likely to be used by multiple employees for long hours each day, which means the furniture needs to hold up over time so that it will provide long-lasting value.

Many pieces can last 10 to 15 years or more.

With commercial-grade options, you're making a long-term investment. Furniture that has the potential to warp, stain or break after a short time can be an inconvenience and expensive to repair or replace. Higher-grade commercial pieces can and will last 10 to 15 years or more, reducing the need for frequent replacements and maintenance. In contrast, less expensive, lower-quality furniture may need to be replaced every few years, costing you more money over time.

By investing upfront, you're saving money in the long run and ensuring that your office remains functional and visually appealing for years to come.

ENHANCED COMFORT & PRODUCTIVITY

It's no secret that the modern workforce spends a significant portion of their day sitting at desks, in conference rooms, or at collaborative workstations. **For this reason, comfort is crucial—not just for the sake of your employees' well-being, but for their productivity as well.** When employees are comfortable, they're able to focus on their work, leading to higher job satisfaction, reduced absenteeism, and increased output.

Commercial-grade office furniture excels in ergonomic design.

Commercial-grade furniture typically also provides more options to ensure that employees have access to chairs, desks, and workstations that are adjustable, supportive, and tailored to promote good posture. **Ergonomics is about more than just comfort**—it's about reducing the risk of work-related injuries like back strain, carpal tunnel syndrome, and neck pain, all of which can result from poorly designed office furniture.



With commercial-grade furniture, you can offer your team adjustable chairs with lumbar support, height-adjustable desks for standing or sitting, and desks designed to accommodate proper screen placement.

These adjustments may seem small, but they can make a significant difference in how employees feel at the end of a long workday. **Employees who feel physically comfortable are more likely to be engaged in their tasks, think critically, and contribute innovative ideas.** This, in turn, leads to higher levels of job satisfaction, lower turnover rates, and a more motivated and efficient team overall.



A PROFESSIONAL IMAGE

In business, first impressions count. **When clients, partners, or prospective employees walk into your office, the design and quality of your workspace speak volumes about your brand.** Less expensive, and mass-produced furniture can potentially give off an unwanted impression and demonstrate a lack of attention to detail. On the other hand, well-designed, high-quality furniture projects an image of professionalism, success, and stability.

U.S. manufactured commercial-grade office furniture offers sleek, modern designs that not only look great but also convey a sense of reliability and longevity. Whether you're outfitting a minimalist tech startup or a traditional law office, there are commercial-grade furniture options that can be tailored to suit your brand's aesthetic.

A polished workspace can help boost employee morale and make clients feel more confident in your business.

It shows that you take your work seriously and are willing to invest in creating a positive, professional environment.

The impact of an aesthetically pleasing office goes beyond first impressions. A well-furnished, thoughtfully designed workspace can influence employee satisfaction and pride. Employees are more likely to feel a sense of ownership and connection to a workplace that is attractive and comfortable, contributing to higher job satisfaction and retention rates. The right furniture can help create an office environment where people want to come to work every day.



SUSTAINABILITY & ECO-CONSCIOUS CHOICES

In today's business landscape, sustainability is more than just a trend—it's a critical consideration for companies that want to align with eco-conscious values. ***This shift has led to a growing demand for environmentally friendly products, and U.S. manufactured commercial-grade office furniture often fits the bill.***

By choosing U.S. manufactured furniture, you are supporting local industries and reducing the carbon footprint associated with long-distance shipping from overseas.

Many American manufacturers have adopted sustainable practices, from using responsibly sourced materials to minimizing waste in production processes. Additionally, many American furniture companies are committed to environmental stewardship and incorporate recycled or renewable materials into their designs.

Sustainability is becoming a key factor when evaluating a company's values.

These eco-friendly practices allow businesses to furnish their offices without compromising on environmental responsibility.



By investing in sustainably made office furniture, your company can demonstrate its commitment to reducing its environmental impact. ***This decision can also resonate with employees, especially younger generations who often prioritize working for companies that align with their values.***

COST-EFFECTIVENESS

When considering commercial-grade office furniture, the higher upfront cost might be a deterrent, but it's important to look beyond the initial investment. ***The true value of this furniture lies in its long-term cost-effectiveness and ability for your office to remain functional and be visually appealing for years to come.***

While budget-friendly office furniture may seem appealing at first, its lower quality often results in more frequent repairs, replacements, and higher maintenance costs over time.

Commercial-grade office furniture, particularly when made in the U.S., is designed with high-quality materials and craftsmanship, ensuring durability and longevity.



WHY U.S. MANUFACTURING MATTERS

Aside from the quality and design benefits, choosing U.S. manufactured commercial-grade furniture supports American jobs and industries.

Purchasing furniture made domestically ensures a higher standard of quality control and compliance with stricter regulations, such as environmental and labor standards.

Additionally, buying American-made products reduces lead times, as you won't be waiting on overseas shipments, which can be subject to delays and added costs from tariffs or shipping fees. Moreover, by sourcing your furniture locally, you reduce your company's carbon footprint by cutting down on transportation emissions, which aligns with sustainability goals.

While it may be tempting to save money by purchasing less expensive office furniture, the long-term benefits of investing in U.S. manufactured commercial-grade pieces far outweigh the initial costs.

**Imagery provided by OFS*