

"The project went extraordinarily well... from ordering, to updates to hitting delivery dates, to installation. OstermanCron and Wessels demonstrated a commitment to service and quality that ensured a successful project."

PROJECT GALLERY

Jeff Cryder, Executive Vice President/Chief Financial Officer
Executive Jet Management

A wholly owned subsidiary of NetJets Inc., a Berkshire Hathaway company

Executive Jet Management

Corporate Offices



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The Challenge: Executive Jet Management (EJM), a nationally-recognized charter and aircraft management company, was building a new corporate office at Lunken airport in Cincinnati. They needed to furnish 48 private offices, including nine vice president offices that would each have a signature look. They needed to build and furnish over 100 workstations, 2 training rooms, a conference room, boardroom, and a break room.

When EJM began the furniture selection process, the new office building was already well underway. The furniture options had to work within the fixed space dimensions of each workspace, provide flexibility for future moves and changes, create a consistency in design across the various workspaces, and be delivered and installed to meet their tight deadlines.

Ultimately, EJM wanted to work with an office furniture dealer that could truly partner with them throughout the project to provide not only the best furniture solutions, but also the expertise and personal service to guide them through the project.

The Solution: OstermanCron integrated three product lines from Kimball Office to provide the desired flexibility, functionality, and professional look.

Initially, OstermanCron earned EJM's business by demonstrating the flexibility and integration capabilities of the furniture solutions from Kimball Office that included Reasons, Interworks and TRAXX. Ultimately, they earned a long-term business relationship with EJM by delivering on quality, value and service.

OstermanCron met with each vice-president to create an individual look for the private offices, which still fell within pre-selected design standards. OstermanCron managed the overall project while Wessels Workplace, OstermanCron's furniture installation partner, coordinated efforts to ensure EJM's tight deadlines were met.

"We got flexibility, an integrated look, value, and uncompromised service," commented Jeff Cryder. "Our furniture - as well as our relationships with both OstermanCron and Wessels - will last well into the future."