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## Case Study

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# Conklin Office Furniture

## CHALLENGE

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In 1981, the challenge for the Conklin Office and School Supply Company was to redefine itself. Since that time, the primary challenge for the renamed Conklin Office Furniture has been to maintain profitability through its growth and expansion. Today, like most multi-million dollar companies, Conklin focuses on the challenges of continued growth, improvement and change. The Vann Group has been with it every step of the way.

## SOLUTION

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Kevin Vann began working with Franco Arnold, Conklin's owner, as his business accountant and quickly evolved into Fran's primary business advisor. "Whenever we're thinking about a new direction or opportunity or dealing with a new challenge, I always call Kevin and Mike," said Fran. (And, there have been a lot of calls!).

From diversifying into used office furniture, discontinuing office supplies, restoring a 180,000 square foot warehouse and consolidating corporate offices, opening locations in New York City and Philadelphia, developing new services, and entering into the new furniture market, Conklin has been very active

"I've stayed with the Vann Group all these years because the relationship has been extremely valuable. Kevin has always helped me navigate and manage changes for the benefit of the business. He has such a good feel for business, and he completely understands the challenges entrepreneurs face. I've occasionally worked with other advisors with specific specialties, but I always have the Vann Group at the table as well, to protect my side."

## RESULT

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Conklin continues to grow: expanding its product lines and entering new geographic markets. The Company has become one of the leading sellers of used and new office furniture. With the 2nd generation of the Arnold and Vann families involved in the business, the successful business relationship started by Kevin and Fran should continue well into the future.

“The Vann Group has been instrumental in helping me set the course for this company...It has been a fun journey.”

*-Fran Arnold*