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Workstation firm buys Open Plan

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A Richmond-based company has acquired the name and inventory of Open Plan Systems, an office workstation remanufacturer previously owned by The Supply Room Cos.

HMU LLC, also a workstation remanufacturer, did not disclose terms of the deal, which closed Friday.

HMU is owned and managed by spouses Dean and Pamela Williams. The company has 120 employees and a 200,000-square-foot warehouse and manufacturing plant on Deepwater Terminal Road.

Dean Williams said the company sees the acquisition as an opportunity to add to its growing business, which is projecting sales of \$20 million in 2008, up from \$500,000 in 2001 when it was founded.

"The market for us is terrific. We have seen substantial growth over the last five years," Williams said.

Open Plan Systems was one of the pioneers of re-manufacturing Herman Miller workstations in the 1980s and grew rapidly through the 1990s. It sought Chapter 11 bankruptcy protection in 2002 after struggling through several years of financial losses.

The company's assets were sold that year to The Supply Room Cos., a locally owned office supply and furniture company.

About 10 employees are expected to join the staff at HMU in the acquisition, Williams said.

The Supply Room Cos. still will sell Open Plan Systems workstations at its Mega Office Furniture locations, said Michael Baum, the company's vice president of marketing.

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