



## Commercial Real Estate Guide: Office Furniture: About AFR Furniture Rental

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Ron Lanzo

What support should you expect during a Pandemic from your vendors?

What we've seen at AFR Furniture Rental during times of crisis is that many of our customers are looking to us to provide solutions. They're not looking for promises, hyperbolic responses or empty promises, but rather honest assessments of their needs and prompt resolutions to their problems. We are seeing a wide berth of requests from many of our clients. Some companies are seeing significant growth in their businesses due to the COVID-19 pandemic, while others are unfortunately seeing significant downturns. We recently did two large fast track projects for a company in both Fort Worth and Aledo, TX. They are a healthcare-centric organization with several subsidiaries, one of which rents medical equipment like wheelchairs hospital bed lifts and other devices to provide relief and assistance to those needing on-site care. Their other facility makes and markets electrostatic cleaning machines that as you can imagine are in huge demand today as all kinds of businesses planning to reopen need to clean their facilities at least once per day, and in some cases several times per day.

We are also hearing from firms that are seeing a downturn in business and not sure how they plan to reopen. For the most part they are reaching out to us directly or to their contract furniture dealership providers to inquire about how to best reopen their facilities. Questions that they're asking run the gamut from how can we open safely and maintain safe distancing, to how can we best keep our employees healthy and still return to profitability? We've quoted some of these companies partition systems like SCREENFLEX an accordion based panel system that's 72" high and 24 feet long. It can be run in a straight line to divide a room or it can be set up in an "L" shape, or a "U" shaped configuration to accomplish the desired outcome for space division.

We also just recently completed a large cubicle order for The U. S. Army Corps of Engineers that is to be delivered and installed shortly that will help that important Federal Government Agency get operational so that they can better serve their customers and the communities that are in such critical need of assistance.

At AFR Furniture Rental Inc., we're working diligently to provide fast solutions, a wide range of

options, flexible terms and a commitment to keeping your staff employed and safe. We look forward to working with you in the coming months.

Ron Lanzo is the national account manager at AFR Furniture Rental Inc., New York, N.Y.

About Ron Lanzo: With nearly 40 years of experience in the office furniture industry, Lanzo has been with AFR's commercial division for 11 years. He was recently promoted to national accounts manager, where he's spearheading the company's efforts to develop its major accounts.

Ron's emphasis in working with the commercial sales team to secure new business opportunities within Fortune 500 accounts and large national law firms.

He has also led efforts to establish a loyal following for rental customers across several vertical market segments including contract furniture dealers and modular office trailer suppliers—as well as federal government agencies such as the General Service Administration and the Department of Justice. Lanzo has also completed major rental projects for pharmaceutical companies like Novartis, Radius Health and Merial. His major project rentals have included national law firms King & Spaulding and Cravath, Swaine & Moore, LLP.

Lanzo earned his MBA from the University of Bridgeport. Committed to lifelong learning, he remains active in sales training as his career continues. He has actively chaired both the career services and networking committees with the New York Chapter of the International Facilities Management Association (IFMA).

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