

Novo Group® is thrilled to announce that our client, National Business Furniture, hired Allan Klotsche as their new President, as of October 23, 2017.

Allan was most recently President & CEO of Mayline in Sheboygan, Wisconsin, a manufacturer of office furniture. Before Mayline, Allan spent 25 years at Brady Corporation in various leadership roles including 12 years as the President of Asia Pacific and 3 years as the SVP of Human Resources, leading the development and execution of human resource initiatives across Brady's 7,000 employees and 30 countries. Klotsche received his Executive MBA from the Lubar School of Business at the University of Wisconsin – Milwaukee in 1994.

## About National Business Furniture (NBF)

Founded in 1975 by George and Julie Mosher, National Business Furniture began with a simple goal of providing "Beautiful Offices at Affordable Prices®." They are headquartered in Milwaukee, Wisconsin and have satellite offices throughout the United States, including metropolitan areas such as New York City, Chicago, Los Angeles, Philadelphia, San Antonio, Houston, Washington, DC, Boston and others.

NBF has served over 300,000 businesses and institutions in all industries, including 477 of the Fortune 500, 93 of the largest universities, the White House and Pentagon, as well as thousands of small businesses. Their furniture experts provide solutions for any size project.

## About the partnership between NBF and Novo Group, Inc.

Novo Group is a full service recruiting firm with offices in Milwaukee and Chicago, serving clients nationwide. As a full-cycle recruiter, Novo partnered with National Business Furniture to find their next President, an executive to lead the company through a business and cultural transformation. NBF wanted to engage with a recruitment partner to evaluate both internal and external candidates.

NBF chose Novo over one of the largest US search firms because of our record of finding them excellent talent, our industry experience, and the mutual trust and respect between our organizations. Novo's differentiators were the transparency of information, quality of candidates and executive consulting provided during the selection process.

Throughout the search, Novo provided guidance and advice about prioritizing NBF's selection criteria, facilitated NBF's global private equity firm's selection committee process spanning the U.S. and Germany, and submitted a strong set of external candidates to add to NBF's internal candidates, whom Novo also assessed.

Here are just a few comments about what the client enjoyed regarding working with Novo Group: "(Novo's) level of professionalism," "(Novo's) expertise and responsiveness" and "personalized access to the top."

For more information about Novo Group and our Executive & Professional Search services, visit us at [www.thenovogroup.com](http://www.thenovogroup.com) or contact Kelly Renz, President & CEO, at [kellyrenz@thenovogroup.com](mailto:kellyrenz@thenovogroup.com)