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## Fellowes Growth and Expansion Leads to Organizational Evolution

ITASCA, IL June 18, 2020 – Today Fellowes Brands is announcing a comprehensive channel division structure for its North American business. Driven by its expansion into multiple channel industries over the past two years, this structure is designed to enable clarity within its organization, which supports a wide variety of resellers.



**Fellowes Workspace Solutions** division serves the ‘Business Products Industry’ through its legacy partnerships including Office Superstores, Business Product Dealers, E-Tailers, Mass Market Resellers, and Wholesalers. Beth Wright, VP of Commercialization, North America will continue to lead all customer-facing elements of this division.

**Fellowes Contract Interiors** division will manage the ‘Contract Furniture Industry’. This cohesive organization has been developed through merging the ESI and Trendway organizations into one functional team under the leadership of Mark Rhoades, President, Contract Interiors and Rob Day, EVP Commercialization, Contract Interiors. This division will continue to offer its solutions through its trade partners.

**Fellowes Curative** division includes service-oriented business units which provides ergonomic consultative services for corporations. This division consists of Posturite (UK) and Neo Forma (France), which both operate in the European marketplace. The US organization services global contracts, which have been established within European customers head offices.

“Over the past three years, Fellowes Brands has grown in revenue by +38%, expanding its channel reach along the way. This result is driven by our strategy of reinvention, bringing greater relevance to our business in a rapidly changing world,” commented John Fellowes, President and CEO, Fellowes Brands. “As Fellowes has continued to broaden its offering and distribution reach, it has been important for us to evolve our organization and go-to-market strategy. This new structure preserves our ability to intimately serve our existing customers, while tapping into the capabilities, solutions and scale across our entire Fellowes Brands global organization.”

By way of this channel structure, existing customers of Fellowes will experience no changes in their Fellowes contacts or engagement.

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### About Fellowes Brands

Celebrating its 103rd year under the private ownership and executive leadership of the Fellowes family, Fellowes Brands is a global leader of broad-based business solutions which help professionals be their best and feel their best. Headquartered in Itasca, Illinois, USA, Fellowes Brands operates from 24 locations across the globe. For more information, please visit: [www.fellowesbrands.com](http://www.fellowesbrands.com)