



# History

---

Valuebiz, office furniture was founded in 1993 in Charlotte, North Carolina. It began as a used office dealership serving the Greater Charlotte region. The founder would acquire tractor trailers full of used liquidation furniture in various quantities from around the region. It was then warehoused and sold locally at the central office in Charlotte. In 2005, Valuebiz, business furnishings was purchased by our current Owner & Chief Executive, Delaine Mead. Under our new management team, the company aggressively pursued the strategy to successfully become **“The Premier Open Line Dealer In Market”** to best serve the Charlotte region while simultaneously expanding our sales platform regionally and nationally. Delaine’s career experience in business development & marketing, alongside with her management team’s project & logistics management efforts were critical to this successful launch into a new type of dealership for VBI.

Within the first year of operation, Valuebiz became the only open line, direct importing stocking dealership in Charlotte and surrounding region offering for sale in the greater Charlotte and surrounding markets a blended sales platform of new, used and remanufactured product designs & solutions. Our mission has remained: “To offer A~ Grade quality product and solutions with B~ Grade pricing for our clients.” Since 2005, Valuebiz, office furniture has become The Premier Office Dealership in market, unsurpassed by others. Keeping true to our clients requirements first, our goods and services are kept at the lowest levels in market , while stocking our product so that it remains immediately accessible for immediate sales, while offering a fully dedicated staff of professionals from our highly seasoned and experienced business development & sales account managers, to our design & project management services managers, along with a fully manufactured certified in-house trained and authorized installers. We are proud to be called to recommend & source the best office product solutions for each of our client’s project needs.



# About Us

---

Valuebiz, office furniture is an open line B2B commercial office furniture dealership. This means we are not limited to selling only one manufacturers product line that may or may not fully meet client furniture product needs or budgets. As a Nationally certified Women Business Enterprise (WBE) we are a direct importer of desks, credenzas, hutches, files, seating, conference & additional accessory items. We stock our new and pre-owned inventory in over 25,000 square feet of warehouses located in Charlotte North Carolina.

In addition to our fully stocked new product offerings, we offer a pre-owned and remanufactured product option to be utilized as fill in to existing product a client may have on hand that minimizes costs substantially when looking to expand, reconfigure or consolidate. Our remanufactured inventories are warehoused offsite but are maintained at large volumes for purchase to consistently meet these project specific needs. Our company strategy, simply, is to put all our concerted efforts and focus in to procuring and securing strong client partnerships, by providing real value as we recommend and effectively manage product cost and efficiently manage installation schedules to meet and often times exceeding our client's project requirements.



## Delaine M. Mead, Owner & Managing Principal

---



Valuebiz, office furniture (VBI) is led by Delaine Mead our Owner and Managing Principal. As Managing Principal, she has the sole responsibility as the company's communicator, decision maker, leader, manager and executor that navigates the core values and mission directing our firms. Delaine is involved directly with our clients day-to-day, any affiliated press needs, as well as being the organization's chief manager of all company employees. Delaine leads while making critical decisions involving all standard day-to-day operations, and managing issues to any and all small to high-level decisions regarding all policies and strategies that impact our platforms and clients. VBI is a nationally certified NWBOC WBE, Woman Business Enterprise Company. VBI is an open line direct importer and supplier of all office furniture and equipment products. VBI has a wholly owned subsidiary sister company, Relocation Strategies (RSI). RSI is a construction management, relocation and general project management consulting firm. The combined business platforms serve her clients with the commercial office product purchases on the VBI Platform and full project cycle management in construction, commercial move, and storage & project management services on the RSI Platform. Valuebiz and Relocation Strategies are headquartered in Charlotte, North Carolina.

Delaine holds a dual Bachelor of Science degree in Marketing and Business Management, and a dual minor in Finance & Accounting from Canisius College. Prior to owning Valuebiz, business furnishings and Relocation Strategies, Delaine founded DM Mead Brokerage Company. Delaine has been recognized and awarded as a top producer on several sales platforms throughout her tenure in the corporate finance & commercial real estate industries. She has served as an executive senior manager with various firms, including Freddie Mac, Fleet Financial Bank, Norstar Bank, and the Allen Tate Company. Delaine is an active member of the Chamber of Commerce, serves as Immediate Past President for NAWBO Charlotte's Chapter for National Association of Women Business Owners Board, and is NC BICAR Licensed. In 2012, Delaine was named Women Business Owner of the Year by NAWBO-Charlotte. Delaine strongly supports various local charities with an emphasis on the Carolina Chapter of the Make a Wish Foundation, The Isabella Santos Foundation for Nueroblastoma research, The MACS Educational Foundation and The American Arthritis Foundation. Delaine is married to her high school sweetheart Mark and is the proud mother of three active young adults, a daughter, a graduate of Chapel Hill, and two sons, the eldest a graduate of The Naval Academy, and youngest currently attending The Naval Academy.



## Mark Mead, President & Executive Project Management Director

---



Mark is President & Executive Project Management Director of Valuebiz, office furniture. Under his day to day management, VBI's Project Management Office (PMO) is the area of our company that identifies and maintains all of our standards of operation for all our awarded client projects. Mark manages VBI's Project Management Office that strives to standardize and maintain our efficiencies of scale model that ensures we meet all the cost savings that we've committed to fulfilling to each of our awarded client projects. Through VBI's coordinated standard operating procedure of repetition, we demonstrate time and time again that we can successfully manage all of our client projects in an effort to reach a successful project deliverable. VBI's PMO is the source of all our various project documentation and guidance as we fully utilize our dedicated project management teams to efficiently complete all daily planning and management of each client installation project.

Mark holds dual Bachelor of Science degree in Finance and Business Management, and dual minor degree in Accounting and Marketing from Canisius College. Prior to becoming President of Valuebiz, business furnishings and Relocation Strategies, Mark founded MP Mead and Sons, a real estate holding & development company with holdings throughout the United States. He has served throughout his tenure as a Senior Executive Manager with Bank of America, Lending Tree, Freddie Mac, American Management Systems, and Empire of America . Mark is married and is the proud father of three active young adults, a daughter, a graduate of Chapel Hill, and two sons, the eldest a graduate of The Naval Academy, and youngest currently attending The Naval Academy. Mark is a 4th Degree Knights of Columbus, and is Six Sigma Green Belt certified.



## Andrew Mead, National Account Manager

---



Andrew started with Valuebiz, office furniture (VBI) in 2005 after relocating from Buffalo, New York. He is skillful in GIZA 20-20 design software and participates in Charlotte Chamber Events. Andrew is also a member of the Charlotte Business Professionals group and Charlotte Young Professionals group on LinkedIn.

Andrew holds a Bachelor of Science in Business Administration with a concentration in Marketing, and a minor in Business Law from State University College at Buffalo. Prior to working with Valuebiz, Andrew was a sales representative for Global Group in Amherst, New York specializing in wine and spirit sales. Andrew is married to his wife Natalie and is a proud father of three sons. He enjoys golf, lacrosse, skiing and kayaking.



## Phil Saccente, National Account Manager

---



Phil has been with Valuebiz, office furniture (VBI) since 1995. Valuebiz is a direct importer & supplier of office furniture and equipment. Phil started his career at Valuebiz, business furnishings as the Showroom Manager from 1995–2004. Under Valuebiz’s new ownership in 2004, Phil was asked to assist in expanding the platform regionally and nationally as his industry experience of over 25 years was required at that time. To date Phil has continued to grow his client base, expanded his accounts with new business development, and has remained one of their top Account Sales Reps since 2004.

Originally from New Jersey, Phil started his career learning the business with General Office Environments, a large Steelcase dealer in New Jersey, gradually earning a sales position with Allied Office Supplies & Furniture. In 1995, Phil and his wife relocated to North Carolina. Phil is a licensed NC Broker, as well as an avid hockey, baseball and football fan. He travels, enjoys great food, and is a passionate wine connoisseur.



## Jeff Kahlich, National Account Manager

---



Jeff started with Valuebiz, office furniture (VBI) in 2002. He is responsible for developing new business through networking, customer referrals, and cold calling. Jeff is certified in Giza Design Software and has attended numerous sales training seminars during his career. Jeff is a consummate sales professional, dealing with every one of his customers with complete integrity and working hard to continually earn his clients' trust.

Jeff grew up in the Washington, D.C. area, and studied Mass Communications at George Mason University in Fairfax, Virginia. Prior to joining Valuebiz, Jeff worked in sales and marketing for Marriott Vacation Club International in Hilton Head, South Carolina. Jeff is married and has one daughter. He roots passionately for his favorite sports teams, and enjoys playing tennis and basketball.





## Joey Crenshaw, National Account Manager

---

Joey joined Valuebiz Office Furniture in September of 2018. He is responsible for developing new business through networking, customer referrals, and cold calling. Joey has a Bachelors degree in Management Information Systems. He is a resourceful & responsive sales professional, dealing with every one of his customers with complete integrity and working hard to continually earn his clients' trust.

Joey was born in Raeford, NC, but now lives in Charlotte, NC. Prior to joining Valuebiz, Joey worked for Roger Keys in Greenville and Charlotte. In his spare time, Joey enjoys exercising, drawing, reading and socializing with friends.



## Jack Fassler, National Account Manager

---

Jack joined Valuebiz Office Furniture in December 2018. He is responsible for developing new business through networking, customer referrals, and cold calling. Jack graduated from the University of South Carolina with a B.S. in Sports Management with a focus in sponsorship sales and brand activation. He is a resourceful & responsive sales professional, dealing with every one of his customers with complete integrity and working hard to continually earn his clients' trust.

Jack was born in Youngstown, Ohio but moved to Charlotte shortly after his first birthday. He has three years of experience in outside sales. Starting in college Jack worked in sales for a healthcare company based in Charlotte and cold called on pediatricians for child specific health care service. After leaving healthcare he spent time with Compass Group selling large scale vending to manufactures in Columbia, SC. He does not have any children, but he does have a 100 lb labradoodle named Bailey. In his spare time he enjoys hunting, fishing and playing golf. He is also an avid football fan and religiously follows both the University of South Carolina Gamecocks and the University of Notre Dame Fighting Irish.



## Matthew Farlow, National Account Manager

---

Matthew joined Valuebiz Office Furniture in February of 2019. He is responsible for developing new business through networking, customer referrals, and cold calling. Matthew graduated from the University of North Carolina at Charlotte with a major in Graphic Design and minors in Art History and Film Studies.

Matthew was born in Asheboro, North Carolina and now lives in Charlotte. He has 2.5 years of experience in the industry. Prior to joining Valuebiz, Matthew worked at Long Island Logistics and Office Solutions, Inc. In his spare time, he enjoys painting and doing graphic design work. He has always had a passion for doing abstract art and sharing his creative thoughts with an audience. Matthew has also been involved in a couple art shows and has some of his work hanging around the NC area.



## Mike Forsythe, Installation Manager

---



Mike joined Valuebiz, office furniture (VBI) in June 2013. As Installation Manager, Mike oversees the day-to-day management of the VBI in-house installation team. He also acts as a liaison between the sales and installation staffs, assisting the sales team in pre-installation site visits and planning. Mike's efforts help to ensure that every VBI project is completed in an timely, cost-effective manner, without sacrificing quality and workmanship.

Mike brings extensive installation and project management experience to the position, having worked in the commercial furniture industry for over eighteen years. Prior to joining Valuebiz, Mike worked for White Office Furniture, in Rock Hill, South Carolina. A native South Carolinian, he still resides in his home town of Rock Hill. In his free time, Mike enjoys playing golf, riding his Harley Davidson motorcycle, and spending time with his wife.



## Christy Seagle, Purchasing Project Manager

---



Christy joined the Valuebiz, office furniture staff in April of 2013 as Purchasing Project Manager. Christy is solely responsible for the purchasing of any and all product; coordinating the logistics and shipments with manufacturers; scheduling all deliveries, installations, and service calls with clients; and handling any service, warranty, or customer service related issues. Working hand-in-hand with both the Sales and Operations teams on a daily basis, her goal is to not only meet, but exceed our client's expectations.

Christy brings more than a decade of combined interior design and administrative experience to her new position, including an Associates Degree in Interior Design from Central Piedmont Community College. Prior to joining Valuebiz, she worked for Custom Industries and Lee Lighting. A native of Gastonia, North Carolina, Christy now resides in nearby Belmont with her husband and two children. Christy enjoys gardening, attending her children's sporting events, and volunteering in her local church.



## Sarah Bryan, Designer & Sales Support

---



Sarah joined the Valuebiz, office furniture (VBI) team in 2011 as a Designer and Sales Support. Her responsibilities include Auto-CAD/Giza space planning, presentations, and online sales management. She works with the sales team to develop furniture solutions that meet our clients' needs and desires while remaining value-conscious.

Sarah holds a Bachelor of Science in Interior Design from Carson-Newman College in Jefferson City, Tennessee. Prior to joining Valuebiz, she worked as a design intern for Fowler's Office Interiors in Athens, Georgia. Sarah is also a practicing visual artist, producing art in a variety of media. She is active in her local church, and enjoys traveling, ballroom dancing, and co-running an online blog about creative living.



## Carli Blackwell, Controller

---



Carli joined Valuebiz, office furniture (VBI) in April 2010 upon returning to Charlotte from Denver, Colorado. As Controller of VBI, Carli is solely responsible for all corporate financials. Full Accounting Cycle management and Human Resource Management all fall under her day to day management duties. Carli's responsibilities include but are not limited to the preparation, maintenance and conducting the required analysis for all corporate financial transactions, reporting, and financial statements.

Carli holds a Bachelor of Science in Accounting with a minor in Business from Methodist University. Prior to joining Valuebiz, Carli was an accounting assistant with Lockhart Geophysical in Denver, Colorado. In her spare time, she enjoys watching the Pittsburgh Penguins, spending time with her husband, and playing with her two dogs.



## Megan Hargrove, Administrator Assistant

---



Megan joined the Valuebiz (VBI) team in June 2017 as Administrator Assistant. Her responsibilities include administrative duties, sales support, presentations, and online sales management. She works with the sales team to develop furniture solutions that meet our clients' needs and desires while remaining value-conscious.

Megan holds a Bachelor of Science in Marketing from The University of North Carolina at Charlotte. Prior to joining Valuebiz, she worked at PenSys, Inc. and Remi. Megan enjoys music, running, figure skating, and spending time with her boyfriend and family. She also enjoys playing with her dog, Bentley.





# Mission Statement

---

Value First. . .it's always been in our name. . .

Our mission as a direct importer and stocking open line dealership has always been to develop a sales platform which offered A~ Grade products at B~ Grade pricing. We are closely aligned with a broad selection of manufacturers, and we leverage those relationships to provide our clients with the best possible value. Our extensive selection, including new, pre-owned, and re-manufactured furniture, enables to meet our client's needs, wants, and desires time and time again. We truly believe in finding affordable solutions to our customers' needs.

The Valuebiz, office furniture staff offers a depth of resources with many years of handling a diverse array of furniture projects. We provide dedicated account management for each client, backed by the support of our design team and in-house delivery and installation team, alongside our project management teams. We can also provide our clients with leasing options through our leasing network partners to better accommodate our clients purchases. And as an added value, we offer expert project management services from the relocation specialists at our sister company, Relocation Strategies.



# Services

---

- Direct Importer
- Stocking Dealer
- Open Line Dealer
- Certified, Dedicated Project Management
- Certified Installers, Assembly, and Delivery
- Space Planning Services
- CAD/Giza Design
- New Product
- Remanufactured Product
- Pre-Owned Product
- Workstations
- Filing and Storage
- Seating
- Shelving and Racking
- Desks
- Tables
- Accessories



# Products

---

We Offer New, Remanufactured, and Pre-owned...



Workstations



Desks



Tables



Lounge Furniture



Seating



Reception Desks



Accessories



Files & Storage



Racking

# Awards and Recognitions

---

Valuebiz, office furniture is proud to be acknowledged in these various certifications, awards and recognitions.



*Proud to be Nationally Certified as a Women Business Enterprise Company*

**Best of Charlotte for New and Used Office Furniture Dealership 2009–2012**

**Best of Charlotte Office Furniture–U.S. Commerce Association for Office Furniture for 2 consecutive years**

**Delaine Mead awarded Top 25 Women in Business in 2013—Charlotte Business Journal**

**Delaine Mead awarded 2013 NC Women’s Business Advocate of the Year—U.S. Small Business Administration**

**Delaine Mead awarded 2012 Woman Business Owner of the Year Award Winner–NAWBO National Association of Women Business Owners– Charlotte**

**Delaine Mead Awarded Top 50 Most Influential Women – Mecklenburg Times Awarded**

**Delaine Mead awarded Top 50 Entrepreneur**

**Delaine Mead awarded Top 25 Women Extraordinaire**

**Delaine Mead awarded 2012 Stevie Award for Female Entrepreneur of the Year – Business Products – 11 to 2,500 Employees – Bronze Level**

**2013 Awarded #21 out of Top 50 Diversity Owned Businesses in North Carolina**

**2012 Awarded # 32 out of Top 50 Women Owned Businesses in North Carolina**

**2012 Awarded # 73 out of Top 100 Privately–Held & Diversity Owned Businesses in North Carolina**

**2012 Best of Charlotte for New & Used Commercial Office Furniture Dealership**

**2011 Top 300 Small Businesses in the South East – Business Leader Magazine**

**2011 Awarded #37 out of 50 for the Top 50 Woman Owned – Diversity In Business. Com**



# Contact Information

---

## Valuebiz

11435 Granite Street, Suite C

Charlotte, NC 28273

Phone: 704-522-1968

Fax: 704-522-1699

[www.valuebiz.com](http://www.valuebiz.com)

### **Delaine Mead, Owner/CEO**

704-522-1968, ext 121

[dmead@valuebiz.com](mailto:dmead@valuebiz.com)

### **Mark Mead, President**

704-522-1968, ext 124

[mmead@valuebiz.com](mailto:mmead@valuebiz.com)

### **Carli Blackwell, Controller**

704-522-1968, ext 127

[cblackwell@valuebiz.com](mailto:cblackwell@valuebiz.com)





11435 Granite St, Ste C  
Charlotte, NC 28273