

Dempsey Weiss & Associates



Challenge

With roughly 22 to 25 employees split across investments and life insurance, customer service, and health insurance administration, Dempsey Weiss had outdated cubicle areas that hadn't been updated in years. To manage the cost responsibly, leadership made the decision to phase the project across three years rather than tackle it all at once. The first phase was handled by a different vendor — but when it was time to move forward, a referral from another insurance agent led them to Boomerang Office Furniture instead.

Dempsey Weiss & Associates, an insurance and financial services provider serving Southern New Jersey, needed to modernize cubicle spaces across three distinct departments — but with a catch: they wanted to do it without disrupting cash flow or operations. The company had already worked with another furniture vendor for the first phase of the project, but when it came time to continue, they decided to look elsewhere.

Solution

Boomerang Office Furniture stepped in to handle the remaining phases of the project, working closely with Operations Manager Vince Young to design and execute a space plan that fit Dempsey Weiss's specific constraints.

Custom Space Planning

Adam Horning, Boomerang's point of contact throughout the project, visited the office in person with a notepad in hand to sketch out design concepts on the spot — solving a real challenge: fitting six employees from one department into a tight, limited footprint without sacrificing function or comfort.

Multi-Year Pricing Flexibility

Understanding that Dempsey Weiss needed to spread the investment across multiple years, Adam structured pricing to support that approach — and when costs rose industry-wide, he held their original price point in recognition of the prior relationship.

Full-Service Installation

Once the furniture arrived, Boomerang's installation team completed the entire setup in a single day, described by Vince as "very easy to work with" and "very pleasant" throughout the process.

Ongoing Support After the Sale

When Dempsey Weiss later realized they needed a few additional pieces, Boomerang was immediately responsive — reinforcing that the relationship didn't end once the invoice was paid.

Conclusion

By partnering with Boomerang Office Furniture, Dempsey Weiss & Associates was able to modernize their office in a way that respected their budget, their timeline, and their need for a vendor who would stay engaged well after the furniture arrived. The project is a clear example of what Boomerang delivers for clients managing a phased, multi-year investment: consistent pricing, hands-on design support, and a team that shows up — not just for the install, but for everything that comes after.

Whether it's a single department refresh or a multi-year office-wide transformation, Boomerang Office Furniture brings the same standard of design expertise and follow-through — proving that the right furniture partner sticks around long after the trucks pull away.

Results

The partnership delivered exactly what Dempsey Weiss needed, at every phase of the process:



Three departments redesigned

— investments/life insurance, customer service, and health insurance admin — phased intentionally over multiple years to manage cost



A tight six-person department successfully

reconfigured into a small footprint without compromising comfort or workflow



Locked-in pricing honored

even after industry-wide cost increases, a direct result of the ongoing relationship with Adam Horning



Full installation completed in a single day, with zero disruption to daily operations



Continued post-sale support, including help sourcing additional pieces after the initial install

In Vince's Own Words:

"Boomerang really provided everything we were looking for — from the initial sales process throughout the entire install — and that got us to where we needed to be."

He added that what set Boomerang apart wasn't just the initial sale — it was that "these guys followed through, through every aspect of the process."



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