



### The Financial Guys - 305 Spindrift - Williamsville, NY



*"We were under extreme time constraints. The clock was ticking - we purchased our new building and wanted to move-in quickly. Demountable walls were the way to go for us. From the initial design phase to installation - NxtWall demountable walls were easy to work with and fast to ship and install. The best thing about our NxtWall wall is that as our company grows we will be able to reconfigure and reuse our existing walls and there will be no messy demolish of drywall to contend with. We are extremely happy with the way our offices turned out. They look great."*

**- Glenn Wiggle, Partner/CCO, The Financial Guys.**

#### Project Profile:

The Financial Guys are an independent wealth management firm. They have recently relocated within Williamsville, a suburb outside of Buffalo, New York. Their independence allows broad access to financial products and services that gives their clients the opportunity to consider almost all investment, insurance and wealth management products available on the market. They put the customer first as they strive to bring appropriate solutions to their client's financial needs.

#### Challenge:

The Financial Guys purchased property that was constructed in 1998. The property had been well maintained however, the interior office configuration was wide open with cubicles for a high employee count. The Financial Guys' needs were completely different. They wanted private full height glass offices throughout their space. Since the task was so comprehensive, the challenge was to find a demountable wall system that could go from concept-to-completion quickly. Cost was also a concern and The Financial Guys wanted to stay within a set budget. By using Section 179 of the IRS tax code, The Financial Guys were able to deduct the full purchase price of their NxtWall demountable walls during the current tax year, as opposed to depreciating the improvements over several decades. When all those things were considered, NxtWall was the obvious choice for their demountable walls.

#### Solution:

The Financial Guys took advantage of NxtWall's free design service and one-of-a-kind customer service. The Financial Guys chose from stock finishes, hardware, and wallboard for the sidewalls, and their project was shipped in only 7 days. The fast turnaround time was exactly what they were looking for in a demountable wall solution. Timing was a critical concern and NxtWall was able to deliver.

#### PROJECT INFORMATION:

**Client:** The Financial Guys

**NxtWall Products:** Flex Series full height single pane glass walls w/ aluminum framed glass swing doors, solid vinyl-covered side walls. MS Silver frame finishes.

#### NxtWall

5200 South Sprinkle Rd  
Kalamazoo, MI 49002

Tel: 269-488-2752  
Email: [info@nxtwall.com](mailto:info@nxtwall.com)  
[www.nxtwall.com](http://www.nxtwall.com)