

4 YEARS



LINK Interiors
VISION FUNCTION COMFORT DESIGN



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PICTURED: FROM LEFT, LINK INTERIORS BUSINESS PARTNERS MONIKA WEIGLE AND KIMBERLY DUKE. PHOTO/SUBMITTED

LINK INTERIORS

BUILDING RELATIONSHIP WHILE MAKING BETTER SPACES

Business partners Monika Weigle and Kimberly Duke have worked together in the furniture industry since 1997, with a strong focus on design, sales and service. They understand the dynamics of running a full-service furniture dealership that partners with manufacturers to provide the best solution possible for every customer. These dynamics include interior design, purchasing and project management, all while maintaining the integrity of the client's budget. They also have longstanding relationships with manufacturers, which enables them to negotiate client discounts.

But Weigle said there's one main reason for the steady growth since 2013: "We believe people still buy from people."

"We really do enjoy building relationships and making better spaces," Duke added. "We're very passionate about the business."

Link Interiors creates distinctive environments that are not only aesthetically pleasing but also functional. It has worked with clients in the fields of education, health care, senior living, corporate and government, helping them to share their unique vision of what the space should be. Some of its clients include Kutztown University, Reading Hospital, Orthopedic Associates of Lancaster and Coatesville Veterans Affairs Medical Center.

"We're not looking to sell a chair in a catalog," Weigle said.

"We want to know how our clients work and how they envision their space. We take the time to understand the function versus just selling them a desk and a chair."

With degrees in interior design and architecture, respectively, Weigle and Duke are more than qualified to provide consultation services, design support, space planning, budget consultation, competitive bid preparation, furniture sales, delivery and installation. They can even help select carpet, fabrics, interior finishes, signage and artwork, from a single item to an entire fit out. Every project is unique and they mold to the needs of the client.

"It allows us to use our creativity," Weigle said. "I enjoy that the most. Just seeing the project from beginning to end is the most rewarding feeling."

Link Interiors is certified by the Women's Business Enterprise National Council and hold their own GSA contract directly with the U.S. General Services Administration, which allows the company to work with government agencies.

"The GSA contract has opened a lot more doors for us to explore," Duke said.

As such, Link Interiors has provided services not just in Pennsylvania but also in Florida, Indiana, Wisconsin, New Jersey and Delaware. Therefore, the plan is to hire one or two employees this year.

"I can see our business doubling in the next year or two," Weigle said.

2013	2	Kimberly Duke & Monika Weigle	PA	1
&	EMPLOYEES	PRINCIPALS	GEOGRAPHY COVERED	LOCATIONS
2017	2	Kimberly Duke & Monika Weigle	Nationwide	1