



What's New from KB

January 2023

I Appreciate You!



Thank you for supporting my small business last year. I am so grateful for the relationships, old and new. There are great things coming this year for KB & CO. and I cannot wait to share with each of you.

Bad News First...

Inscape and Office Specialty closed their doors earlier this month. I was hopeful this would be a good option for my customers, but instead they are gone. Most employees lost their jobs without any notice, and my heart goes out to them.



As an independent rep, one of the hardest things for me is to just move on after bad news like this but there are better things in store.

And the Good News-

In San Antonio and South Texas I am now representing three new manufacturers. Each of these brand partners has something unique to offer. If you aren't familiar with them, let's set up a time to do an update.

BuzziSpace does it all in a most beautiful way! With a focus on acoustics, they manufacture lighting, wall-mounted solutions, and furniture.



Ofgo Studio is a manufacturer of laminate casegoods, tables, lounge seating, and reception stations.

MergeWorks is a San Antonio manufacturer of acoustic products, space division, and ergonomic accessories.



Jete from Via Wins Again!

Jete from Via Seating has won three awards! Best of NeoCon, ADEX, and HIP- This is a beautiful, sleek chair that is affordably priced. You can find the details on Via's Spec It tool [here](#)



Visitors to Our Area



Managers from Via Seating, Workrite, and Clarus will all be visiting in the next few weeks. I am reaching out now to schedule meetings. If you would like an update let me know.

Small Order Fee from Workrite

Workrite has implemented a new small order fee. This is on items that require special packaging for just a few items.

Workstation Rectangle Tops

- Small Orders (3 or less Rectangle Tops) & Residential Shipment Order Packaging Charge
- USD\$45.00/CAD\$60.00 Net Charge Each Top Ordered

Workstation Corner Tops

- Small Orders (3 or less Rectangle Tops) & Residential Shipment Order Packaging Charge
- USD\$45.00/CAD\$60.00 Net Charge Each Top Ordered

Workstation Corner Tops

- Small Orders (2 or less Corner Tops) & Residential Shipment Order Packaging Charge
- USD\$70.00/ CAD\$90.00 Net Charge Each Top Ordered

Mobile and Hanging Pedestals

- Small Orders (4 or less Pedestals) & Residential Shipment Order Packaging Charge
- USD\$25.00/CAD\$33.00 Net Charge Each Pedestal Ordered



Float Transition for Signage



Float Transition from Clarus is a unique way to display art, bulletins, or wayfinding. This is a cleanable and beautiful alternative to plastic signage. The patented mechanism inside applies forward pressure to the document. Learn more here: [Float Transition Video](#)

Book Recommendation - A Man Called Ove

I mostly read professional development books, but I like to switch it up sometimes. Earlier in January I read this book which was made into a movie starring Tom Hanks. Ove is seemingly a "grumpy old man" who doesn't really like people. You learn how and why he got this way over the course of his life. I think the lesson is how to understand and love the unlovable. This book was enjoyable to me and I can't wait to see the movie.

A Man Called Ove



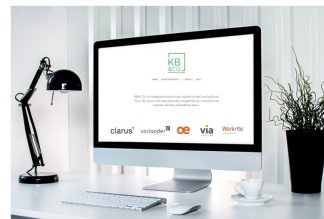
Unique table from Coriander



This Mia table from Coriander is an interesting take on a desk, parsons, or conference table. It is available in three heights and many laminate or veneer options. Coriander is a woman-owned small business located in Seattle and they have a GSA contract. More [here](#):

Contracts and Pricing

There is a private page on my website where you can find contract information as well as current price guides. Reach out if you would like to know how to access this.



Let's Connect

Reach out and let's set up a time for coffee, lunch or a Lunch & Learn.

Have a great week!

-Kristen

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