

March, 2021

THE KMA SPEC

Architectural Products & Furnishings
www.kma.bz



Early Spring Edition!

Bringing you up to date on KMA’s unique architectural product collection!



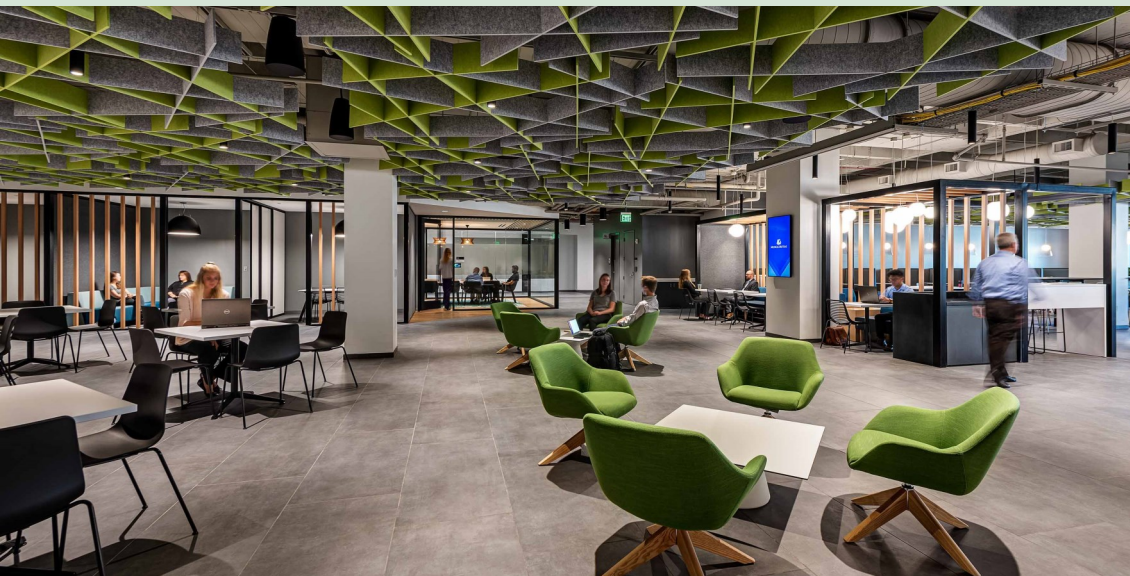
There is a lot of imagery and folklore that is associated with the month of March. Shamrocks and St. Patty’s Day come to mind. “Beware, the Ides of March”. The “Luck of the Irish”. Well, that one is certainly debatable! We recall an old saying that goes: “March comes in as a lion and goes out like a lamb”. We hope that is true! But regardless, we look forward to any hints of green beginning to show in the landscape. In an effort to open the door of spring, just a crack, we hope you’ll be inspired by our newsletter.

Just for fun, here are a few of our manufacturer’s products that sport a “Wearing ’O The Green.”

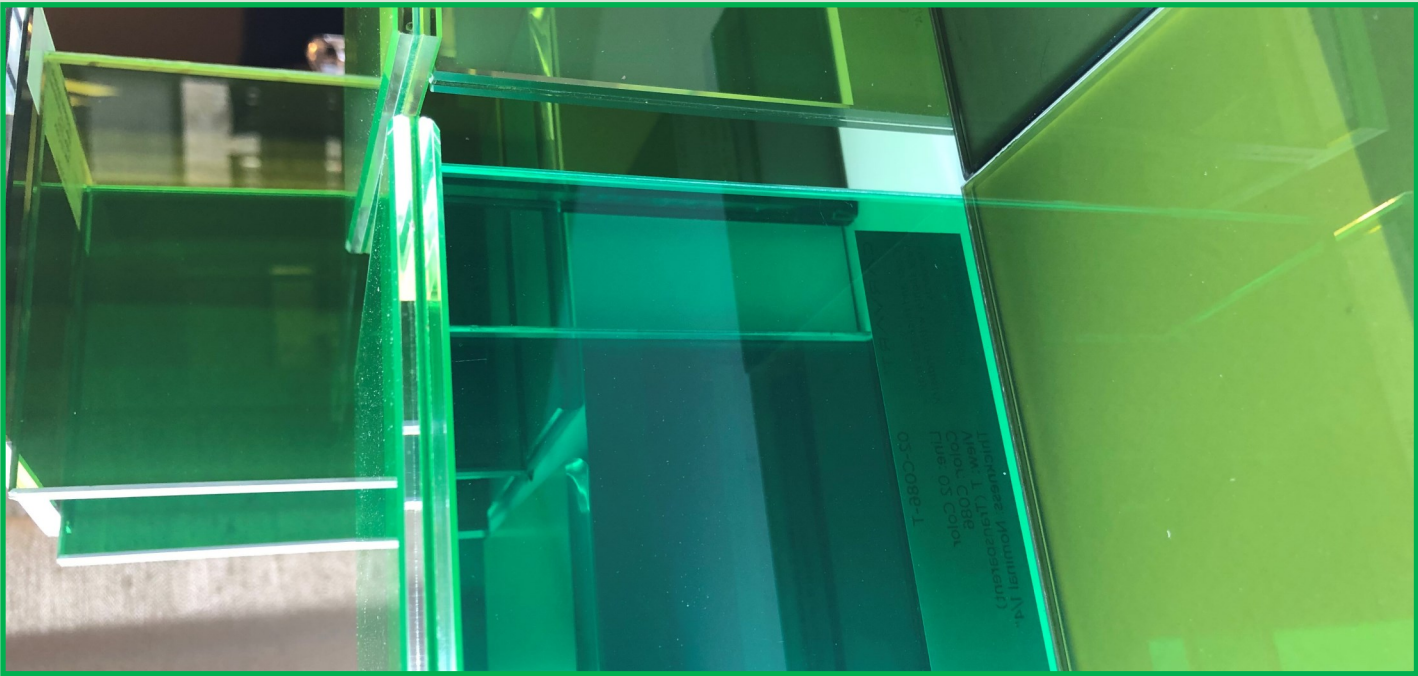
The Spirit of St. Patricks’ Day!



Above: The inviting and comfortable **Leaf Chair** from **Nienkamper** in a refreshing shade of spring green



Above: **Arktura’s Soft Grid Switch** in shades of gray and kiwi. – One of the many fabulous ceilings offered by Arktura, This installation at Medical Mutual of Ohio, Cleveland certainly commands attention.



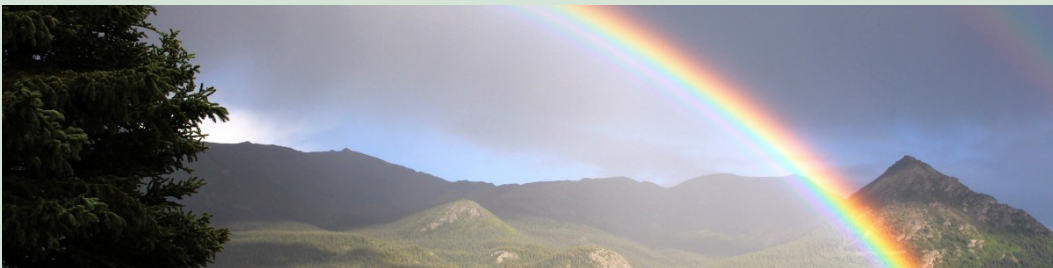
Left: Here is a collage of shimmering shades of emerald colored glass from **CARVART**. This company has greatly expanded into other exciting finish materials in recent years. However, there is no denying the endless possibilities **CARVART** offers in glass. Whatever color, texture, opacity or feature you need, **CARVART** can do it. If you’re looking for glass railing, partitions, doors, back-splashes, or shelving, we can help you create with **CARVART**.

InSpec is a newer division of **Sandler Seating**. Included among InSpec’s offering is Lammhults, one of Sweden’s leading corporate furniture manufacturers

We admire the simplicity and straight forward look of the **Lammhults s70-57.1** sofa designed by Börge Lindau & Bo Lindekrantz. This piece is created with a chromium plated or powder coated tubular steel frame and cushions of upholstered, highly resilient polyurethane foam. Delightfully easy!

Clarity of design, truth to materials, and industrial production are the essence of **InSpec** furniture. **InSpec** offers the high level of service and quality built on Sandler’s reputation of over 40 years. You can easily navigate to the **InSpec** website through www.sandlerseating.com.





The KMA Rep Corner

It is said someplace in Irish folklore that for good luck, search to the end of the rainbow to find the “Bag o’ Gold”. But for any product rep, luckier than any bag of gold, is to have relationships with design professionals who will list our name and company’s contact when specifying our products. This is incredibly helpful to your sales reps for so many reasons! First, we are compensated based on our work in specifications and when our name is shown on your bid documents, it is proof of our efforts in collaborating with you. Plus, it helps bidders to locate the correct person with whom they may get pricing which saves them valuable time. This is so critical especially if your project is located outside of our territory. So, if possible, won’t you have a heart for reps and extend this kindness to us? We appreciate it more than you could know!



Above: Aside from the color green, many of our represented products have positively green stories to tell! Example: **Reclaimed wood** table tops from **Soft Touch Furniture**. What could be more environmentally conscious than re-purposing old growth wood that saw a previous life in a building prior to 1930! It’s just like reincarnation! If you are on the hunt for quality re-claimed wood furniture, let us show you what **Soft Touch Furniture** can do.



Left: From Unika Vaev, the Ecooustic Drift Tile. Its gentle rhythm of soft yet confident lines and its inherent sound absorption capability provides visual and acoustic calm to a space. This acoustical tile will earn an NRC rating of 0.85 when ordered with the optional infill. Drift tile install in a “snap” with a simple clip system that is easily pre-positioned by use of an accompanying template.

Below: Close-up of the Matrix Tile installation clip.

Left: Now is the time to plan for outdoor seating! Perfection on the patio: The **Arc Collection** by **Sandler Seating**. Come on, Spring!



Don’t Miss Next Month’s KMA Spec Newsletter where we will be discussing what you need to know for specifying motorized roller shades!

KMA & Associates strives to be your # 1 resource when it comes to specifying shades, furniture, and architectural products. Please reach out if we can assist with your next project.

KMA & Associates

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