

November, 2019

THE KMA SPEC

HOW TO SPECIFY SHADES!

Motorized Shades (Part 3 of 3)



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

Hi there! This is our last in the three-part series of "How to Specify Shades". Finally, we are discussing the ultimate in window management control: Automated shades by **Mecho**! Let's explore options that move with the Sun!

There really is an automated solution for every budget and site condition!

Technology exists for managing shade controls by way of using sensors that detect light levels in your interiors. If the sun shines bright, shades will lower. If the sun is in shadow, shades automatically rise, maximizing daylight. Mecho has various options in sensors.

Mecho Wireless Daylight Sensor. Small solar-powered unit that attaches to the window frame and accommodates up to 25 ft radius per sensor. Perfect for small areas or single elevations. Just need to automate one conference room or the executive suite? For roughly \$500 per sensor, you can isolate key areas for this upgrade over standard motorized shades.



Wireless Daylight Sensor

Sun Dialer. Using a radiometer on the roof to measure real sky conditions, paired with software that monitors and tracks time, date and location of the building on earth, you can operate 12 zones independently, for roughly a \$12,000 add to your total project budget.

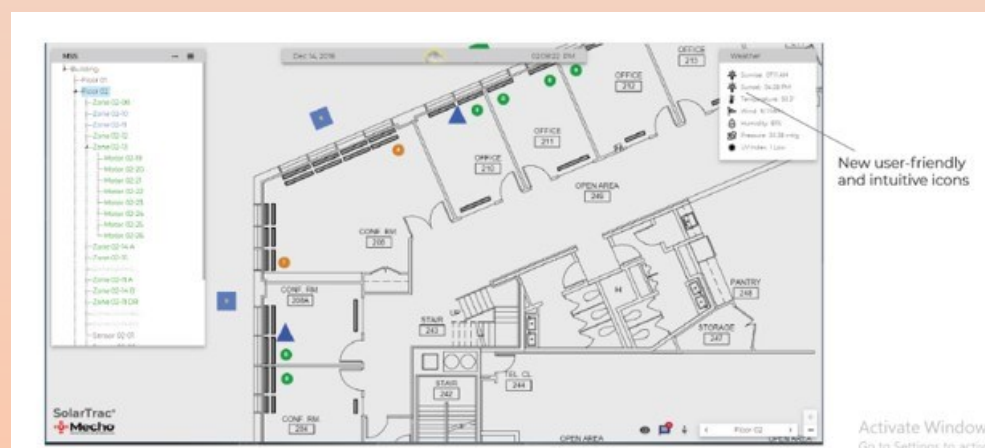
SolarTrac 50. Adding features including a dedicated computer and moving to 3 radiometers for accuracy, you can control up to 50 zones in a building for approximately \$23,000. Built in room schedulers, overrides, and shadow modules are just a few of the many options.

SolarTrac 4.0 (SolarTrac Infinity). For about a \$35,000 upgrade, ST4.0 accommodates an infinite number of zones, new digital interface, 3 radiometers, and all the bells and whistles! But not real bells and whistles, that would be rude!



To get started on specifying automated shades, Go to:

<https://www.mechoshade.com/resources/specifications/>



Above: A Mecho Radiometer - 6" diameter. How does it work?

This device is mounted on the roof to detect sky conditions and transmit the information to a computer to automatically raise and lower your shades. The Radiometer even makes calculations for your shade controls based on the time of year, and orientation of the building!

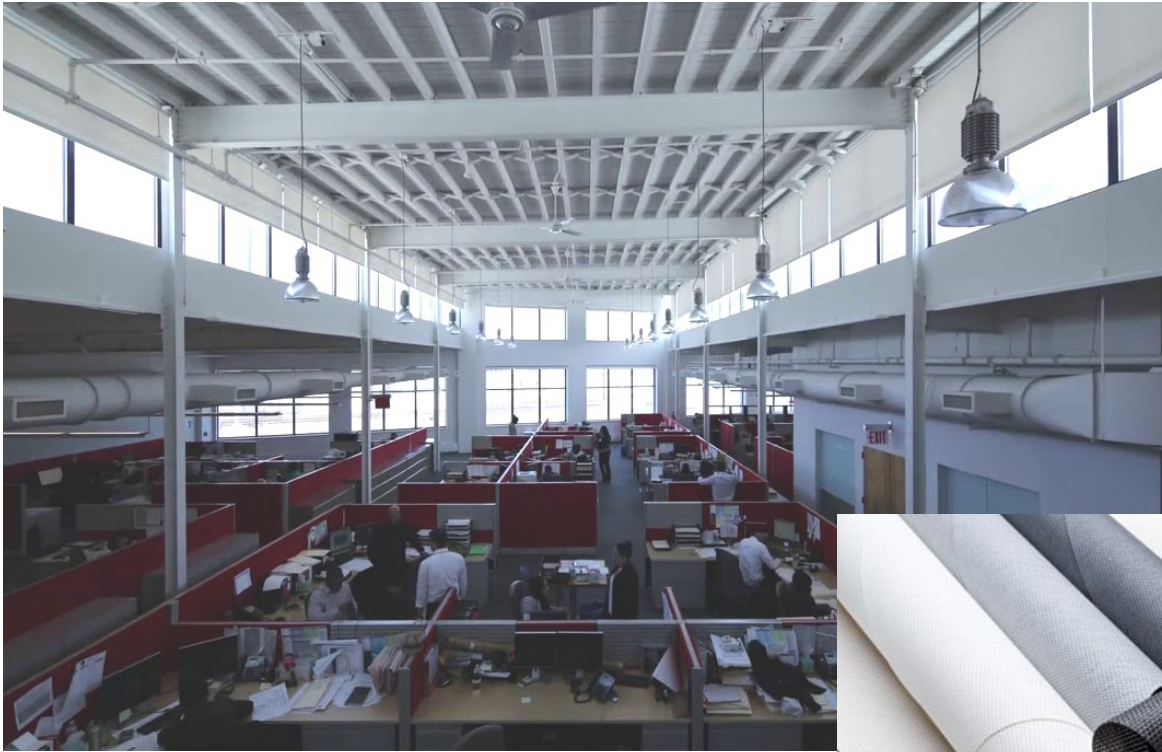
Why Specify Automated shades?

Automated roller shades are the specification of the future. With automation of shading tied to lighting controls, you can reduce HVAC and lighting costs by up to 70%! In large buildings, that represents an enormous savings over the life cycle of the project.

Ask your KMA rep for "white papers" written on existing buildings that have incorporated automated shading, to see the outstanding results!

Using a Lutron or Crestron third-party control system??

Mecho automation works in conjunction with ANY lighting or A/V manufacturer's third-party controls!



Above: Mecho headquarters, Long Island City, NY, is a fully automated building and serves as a working example of how to facilitate shading and lighting controls into a project.



ABOVE: Our featured shadecloth of the month:

ECOVEIL SHEER SHADECLOTH

This 100% polyester series is woven in a broken twill weave from individually pigmented yarns, allowing for sophisticated patterns, and is offered with a reversible face. It is a part of Mecho's fully certified Cradle to Cradle shade system and is the first solar shade to pass NFPA 701 without chemical additives.

In addition, this shadecloth supports the Healthier Hospitals Program with solar-shading systems that meet the Safer Chemicals Challenge (Healthy Interiors Goal v2.0, November 2015.)

REMEMBER: Mecho is ready and willing to provide you with samples! Go to: <https://www.mechoshade.com/swatches/>

Mecho provides complimentary swatches sent overnight to ensure the fabric you specify meets the design, daylight and solar control that your project demands.

MORE BIG NEWS! Mecho is pleased to announce the results of 3rd party acoustic testing for some of the shadecloth collections!

Acoustic control is becoming more and more important in design/specification for open office environments and other commercial buildings. There are more mixed-use areas in today's buildings and the number of hard surfaces in design continues to grow, resulting in the need for better sound absorption.

FABRIC	OPENNESS	STRUCTURE	NRC (Noise Reduction)	SAA (Sound Absorption)
Mecho SoHo	1%	2x2 Basketweave	0.60	0.64
EcoVeil Sheer	1%	Broken Twill	0.50	0.53
Acoustiveil	0-1%	Tight Woven	0.60	0.64
Equinox Blackout	0%	Blackout	0.05	0.05

**Until next time!
Happy Thanksgiving from
KMA & Associates!**

