



Monthly Newsletter

April 2021

Product of the Month : VIBE Architectural Systems

Vibe partners with owners and designers to deliver beautiful, authentic, and unique materials that drive your customers experience through biophilic design. They deliver these materials in a seamless, easy way, all while providing services that show true empathy for your needs. Vibe is transparent, direct, and communicative.

If you want very noticeable signage, reach out to Anne Smith. She has signage that will help you get noticed. The moss sign is amazing!

<https://www.vibe-as.com/>



Brace Yourselves! Herman Miller to Buy Knoll

“Office chair maker Herman Miller Inc said on Monday it would buy peer Knoll Inc for \$1.8 billion in a cash-and-stock deal, a move that would help the company expand as offices around the world start bringing their employees back to work.”

“Herman Miller’s shareholders will own about 78% of the combined company, which comprises 19 brands and has a presence across over 100 countries.”



<https://www.reuters.com/article/us-knoll-m-a-herman-miller/furniture-maker-herman-miller-to-buy-peer-knoll-for-1-8-billion-idUSKBN2C61C9>

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Rep of the Month

Honoring reps that go
above and beyond

Steve
Gibbs



1. Would you rather truth or dare ?

Dare – no doubt!

2. Where is your favorite outdoor space Mountains?

I have always headed to the mountains to relax.

3. How has your music taste changed from your 16 year old self?

Funny – Not at all! I listened to 70's rock back then – and I still do. The Eagles are my favorite. However, my family continues to try and get me to listen to Country.

4. Why do you do what you do?

I have enjoyed a long career as a rep – much longer than most. I started in 1985. Over the years, I have really just enjoyed the people. Architects, designers, contractors all have been good to me and I enjoy helping them find solutions to their creative thoughts.

5. Who do you root for on Sunday or Saturday?

Ohio State Buckeyes! Brainwashed as a kid - still a big fan.

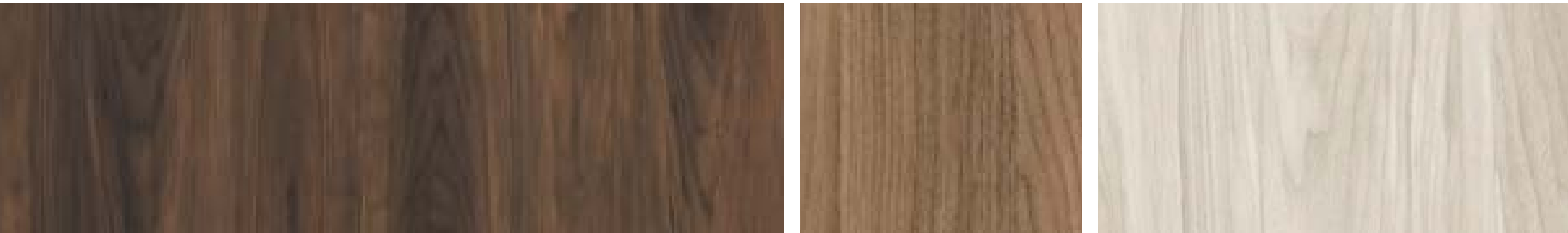
Laminate and TFM : New Changes to A+D

Thank you reps for all the questions answered. Changed low pressure category in A+D Lookup to TFM. So go to laminate and you will see a subcategory.

Not a lot of rep changes 4 updates between Atlanta, Nashville and Tampa. The biggest change is the Laminart and Arborite change. With the merger of the two companies both your Arborite and Laminart rep are still in place.

They now offer both lines and will be splitting the territory.

Thank you Crosby Design for pointing this out!



Design Industry News:

Wilsonart:

Wilsonart has a new rep, Christine, formerly with MDC, contact info now updated!

Tile Updates:

Pace pickle has landed, he will be a new Caserstone rep! Architectural Ceramics is now Architessa.

Textile Guidelines:

Change is on the way for textile guidelines, Home Safety Act CALTB 117-2013.

Laminart and Arborite:

With the merger of the two companies both your Arborite and Laminart rep are still in place. They now offer both lines and will be splitting the territory.

Chemetal and Treefrog:

Do you have a box? So much information/samples in such a small shelf space!

Knoll:

Knoll is a graded in fabric on Keilhaur now... enjoy the creative.

About Us + Our Services

DESIGN DATABASE

A+D LookUp is a digital library of manufactured commercial product for architects and interior commercial designers. With over 280+ categories of interior products, our designers utilize A+D Lookup as their “go to” search engine to find flooring, furniture, textiles and much more.

LIBRARY ORGANIZATION

We offer comprehensive library management for commercial design firms ranging from general upkeep to moving services and anything in between.

Markets served include Atlanta, Tampa, and Nashville areas.

PRESENTATION SCHEDULING

We have vast knowledge of and open communication lines with many local manufacturer reps, making us a valuable tool for setting up presentations to show off the latest and greatest. Let us know if you would like this service!

