

Issue  
**08**  
Q2  
2016

QUARTERLY  
JOURNAL OF  
STUFF THAT  
WORKS &  
OTHER FUN  
SOLUTIONS

BRAVO

# Bulletin

## New Direction for The Bulletin

Our editions up to now have been written for a very broad audience—dealers, designers, end-users. This required us to write in more broad strokes for more diverse group of readers—often at the expense of who we really wanted to affect—our Dealer Sales Reps who are on the front lines! We feel you could really use the stuff we wanted to share the most!

## So Starting with this issue.

We will be writing this for and sending this only to the Dealer Sales Reps we work with. This will allow us to offer more specifics on products, pricing, and competitive placement—and let you decide what and with whom you want to share this with.

We'll be interested in your feedback—good and not so good—so please don't hesitate to share—and knowing most of you—I know that won't be an issue!



## this issue

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# SSSHHHH!

## Bringing Some Quiet Back.

One of the most noticeable victims of the new “Open” Office planning philosophy has been quiet! The din of where we work has gotten loud to the point of distraction. So loud are some of our office environments people are seeking sanctuary to concentrate at home and even the local coffee shop.

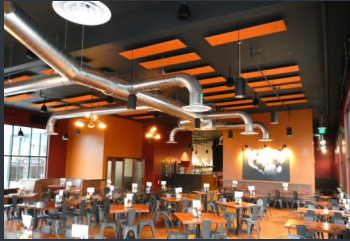
Although this may be an unintended consequence of office space compression – driven as much by economic rational as work purposes – collaboration, energy, communication – it nonetheless is reality in most of today's offices.

The real culprit isn't the volume of people talking and machinery whizzing – it's

the reverberation that turns sound into buzz and noise! Reverb is caused when sound hits a hard surface and bounces off in all directions. Reverb causes all of us to speak louder to be heard – and a nasty cycle is created. Another word for Reverb is echo!

So how can we defeat reverb? Mostly by strategically adding sound absorbing surfaces where it will do the best good. Walls. Ceilings. Freestanding. Desks. Virtually any hard surface is a candidate for absorbing panel placement. Placement isn't as important as having the correct amount of surface covered. To figure out the correct amount of surface coverage we have created our own software program

## Snowsound Solutions



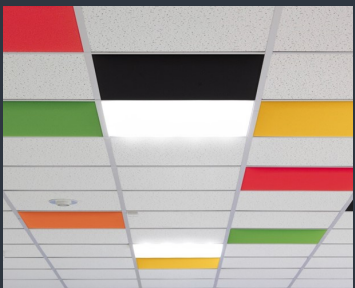
Restaurants



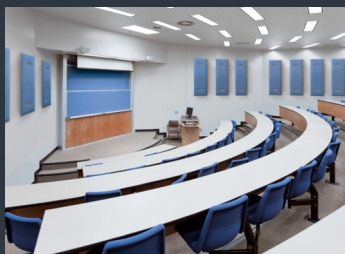
Labs & Healthcare



Café & Meeting Spaces



Replacement Ceiling Tiles



Classrooms & Lecture Halls



Privacy Nooks

# Snowsound

to quickly calculate stunningly accurate coverage recommendations. Called the *Snowsound Panel Calculator*, it factors in how large the space is, purpose; conference, training, café, office – floor and ceiling coverage – and within minutes a recommendation is offered and analytics provided. It's the only type of program available of its kind today!

Snowsound, born in Milan, Italy almost a decade ago when the current "Open" office planning philosophy driven by a economic factors driven by commercial real estate squeeze began to spread through Europe. Created by some of Europe's leading designers and produced to typical European high quality standards – the end result is phenomenal! The Mitesco panels obtain an al-



NEW Snowsound Mitesco Cloud Tiles

most perfect 1.0 NRC rating! Available in a variety of styles, sizes, shapes, and colors, Snowsound panels offer the industry leading performance while providing the ability to introduce color and flair to any space.

From Private offices to Conference Spaces, from Restaurants to Libraries, from classrooms to lecture halls – We have proven solutions that not only look great – but work exceptionally well! Even replacement tiles for existing ceiling grids—both in 2X2 and 2X4 sizes. A quick and affordable way of boosting the acoustic qualities in existing spaces without having to rip-n-replace existing infrastructure.

Cost and Availability are typically barriers to execution. The most popular Mitesco panel, 63" tall is less than \$400 List! Compared to several other less well built options, this is truly a bargain. Paired with the competitive cost is the huge inventory stocked in Los Angeles in warehouses twice the size of your typical Costco – and the fact that they can ship FedEx – availability is a compelling closing tool for you to wow your clients. Speed kills!



NEW Snowsound Desktop Panel Brackets

New stuff is coming our way in just a few weeks! Some of our new products are enhancements pioneered in Europe—while others are unique to the North American market and driven by requests several of you have been making.

- Oversized 48x48 Cloud Tiles
- Streamlined Desktop brackets
- Privacy Nooks (aka Head-sheds)
- Oversized Acoustic paneling for complete workstation surrounds
- New Acoustic Shapes
- Acoustic Panel based shelves
- Freestanding Oversized Panels
- New Colors
- Larger inventories for quicker delivery

As you can tell—we are only just getting started and not letting success go to our heads! Check out more of our Success Story photos on our Website and download our Programming Form to get any project started. You will be amazed how quickly you and your clients will hear results...it'll blow you away (pun intended)!

[www.snowsoundusa.com](http://www.snowsoundusa.com)

# RollinProducts

## Work Tools for a More Functional & Fun Office

It's the little things that can make the *BIG* difference! Challenge is where you can find those *BIG* "little" things!

From **Mobile Marker Boards**, both in **magnetic porcelain**, **Whiteboard/Tackboard Combo** and **Frosted Glass & Acrylic**—we got 'em!

**Divider screens** in **tackable fabric**, **metal**, **whiteboard** or **frosted acrylic**—we got 'em!

**Flip-top training tables**—got 'em!

**Height and width tables**—got 'em!

**Mosaic Urban Walls** to help divide space and bring color to any place—got 'em!

Dallas-based RollinProducts offers a full array of work tools that will help you complete any project!

**Competitively priced**—we've been winning more than our share of projects. Added to the pricing is the ability to **Ship Quickly**—and you have a killer App for ancillary Products that can help you capture more **project dollars!** Check us out!

[www.RollinProducts.com](http://www.RollinProducts.com)



START  
INNOVATIVE TECHNOLOGIES



### SIMO-START NEWS

Exciting news out of Calgary - and of little surprise to those of us who know all the parties involved, Simo has spun off their Technology Division—maker of all the AV embedded furniture products and will soon become a Division of DIRTT. Operated as a completely separate entity—they will now have the financial strength to continue the pioneering work of developing and constantly evolving this emerging category of products in the commercial furniture industry. As most of you know, technology in the AV world changes quickly – in fact just the flat panel (TV) technology obsoletes itself every six months—so keeping up is a challenge unto itself.

Our commitment is to be your resource for complete turnkey furniture-based AV Solutions.

[www.start-technologies.net](http://www.start-technologies.net)



Systems



Casegoods



Seating & Meeting

[www.tayco.com](http://www.tayco.com)

## Fast! Affordable! Full-Service Support!

Looking for furniture that is well built, well priced, and supported by a team of people who love to WOW—look no further! Toronto-based Tayco is nearing its 50th birthday and celebrating those things that brought this far—well built products delivered on-time, complete and supported from **Proposal to Punchlist** by a team of people who really love what they are doing!

Now this says easy—does hard! Our goal is to be a “GO TO” resource for you...and we know often times given your dealerships’ alignment we will be your #2 offering—and we get that and are OK with that. In fact we relish that position—a position to help you win business that might otherwise go to someone else with some other line.

Here’s what we ask—give us a shot! Send us your layout in either PDF, or CAD—heck we’ll even take a napkin drawing if you can feed it into the fax machine. Within 48-hrs we’ll turn around a completely priced Bill of Materials as well as drawings and discounting. Our hope is to make doing business with us as **painless** and **profitable** as possible!

We’ve had some great success stories already around the region—and would love to tell you about them. One of the most valuable things we’re committed to is **limited distribution**—having been dealers ourselves before we know the feeling of creating a buzz for a product in the marketplace then all of a sudden everyone has access to it! Not going to happen with us!

We want to earn our place at your table—give us the test—we love challenges and mostly we love helping our dealers win profitable business that might have previously gone somewhere else! **Try it—you’ll like it!**

## Who Are Bravo Partners

**Bravo Partners** was created to help Architects, Furniture Dealers, and End-users provide client-centric solutions for businesses that demand enabled, reliable, and easy to use work environments, especially in Collaboration spaces. With our manufacturing partners; **START Innovative Technologies**, **Tayco**, **Snowsound**, **RollinProducts**, **Bouty Seating**, and **VDO360**.

We also represent the Pacific Northwest’s most comprehensive Professional-Grade single source provider of AV, IT, Security, Telephony, Electrical & Low-voltage Contractor designed to integrate with the Commercial Furniture Dealer network; **ConnecTecs**.

Together, we are **Bravo Partners!**



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