

CMA OWNERSHIP CHANGES HANDS, FIRM ANNOUNCES NEW PLANS

Two business partners have purchased Frederick, Maryland-based CMA, an international firm that provides interior furnishing products and services primarily to the federal government.

The partners, Bruce McMahan and Paul Snyder, were already stockholders in the company, but recently bought out three other partners, including the founders of the 23-year-old corporation. Don and Elayne Kauffman founded the company in 1986 to sell Milliken Carpet and Shelby Williams furniture lines to the United States Government through GSA contracts. Don Kaufman, an interior designer and former CEO of CMA, has retired. Under the agreement, Elayne Kaufman will remain as contract administrator.

In 2003, McMahan was promoted to president and CMA began a vigorous expansion of its line of products and services. Today, CMA offers the broadest selection of interior furnishing products available to the government buyer.

"This is a natural evolution, based on the needs of the marketplace," explains CMA president Bruce McMahan. "Don and Elayne built this business on a solid foundation with a reputation for integrity and exceptional service among government buyers.

In recent years, the average government buyer became more interested in 'one-stop shopping' for furnishing military barracks and government office buildings, so we greatly expanded and enhanced our offering while making it even easier to deal with us. We are grateful to Don and Elayne for their vision and the way in which they built this business."



Sr. vice president Paul Snyder and president Bruce McMahan.

CMA has grown from two product lines to an extensive offering of furniture, flooring, and accessory lines, as well as interior design, renovation and project management services. That offering now includes American of Martinsville, Falcon, Howe, IOA, Milliken Carpet, Shelby Williams, Thonet, Teknion & Tuohy, and is supported by the new CMA marketing promise: *One Source. More Solutions. Worldwide.*

"In a time when it's so important for the government to spend its money wisely, CMA is increasingly the best choice," explains CMA senior vice-president Paul Snyder. "We're not just selling one brand or product or service. With one phone call, the government project manager can design the space, select attractive and practical furnishings, and get the project management they need to complete the project on time and on budget."

It's that dedication to serving the needs of its clients that has led CMA to become one of the fastest growing dealers of its kind over the last decade. CMA has introduced eight new product lines in the last 3 years, including dormitory & lodging furniture and wall covering under the CMA brand name.

McMahan moved to CMA in 1997 from The Staubach Company. He holds a degree in Environmental Design from Texas A&M University as well as an MBA from the American University.

Snyder spent eight year in sales for Milliken Carpet before joining CMA in 1994. He is a graduate of Towson University.

In 2005 CMA was selected as a member of The Aggie 100, a program at Texas A & M University that recognizes the success of the 100 fastest growing businesses in the world, owned or managed by Texas A&M former students.