

CMA MAKES EXEC CHANGES TO ACCOMMODATE GROWTH

(Frederick, MD) CMA, a leading marketer of interior furnishings to the U. S. and state governments, has announced shifts in its executive ranks to accommodate its continued growth. The company, with headquarters in Frederick and sales representatives world-wide, has grown in a little less than 20 years from marketing two product lines to an offering of over 50 lines including all types of quality furnishings as well as design, maintenance and renovation services.

Paul Snyder becomes senior vice president for sales and will oversee all sales efforts and personnel world-wide and reports directly to the president. Matt Yanson becomes vice president of market development and reports to Paul Snyder. Others newly reporting to Snyder include managers for Contract Administration, National Sales, and Flooring Programs. All sales support and administrative staff now report to Cindy Johnson, Operations Manager.

“The changes streamline our ability to serve the customer as we continue to grow in product and service offering. This will help us to keep our promise to our customer that we are indeed one source with more solutions world-wide,” explained CMA president Bruce McMahan.

In recent years, the company has added a layered offering of variously priced furniture, flooring, furnishing, bedding, appliance, lighting, art, accessory and service lines featuring major names in each category as well as a proprietary line of furniture aimed at specific housing markets called CMA’s American Spirit series. The ability to handle very large furnishing contracts has contributed to the rapid growth of CMA, doubling sales in recent years.