

EXCLUSIVE Q & A WITH KLARA STANBRIDGE LTD

What inspired you to start Klara
Stanbridge Ltd

SARAH GRANT



Whilst I was an area manager for Hallis Hudson, I spoke with so many furnishing makers that wanted to grow their business but the thought of another salary on the books was not appealing. When they found out about my background and my level of knowledge, many wanted to hire me on an adhoc basis. It was during this time I gained the dream of becoming a consultant for furnishing makers.

KLARA STANBRIDGE



How do you approach a new project?

SARAH GRANT



With confidence and clarity. Two characteristics I live by. People just want to feel like they are in safe hands that can provide a beautiful product, so it all starts with believing in yourself and learning every product as much as possible. Honesty is our main core value. We give honest and transparent consultations so the client knows exactly what to expect. We give as much guidance and clarity as possible on every project we manage.

KLARA STANBRIDGE



What trends are you seeing in the soft industry?

SARAH GRANT



I'm finding that pelmets are having a resurgence which I love! They can be used to introduce impact into a room by using contrast fabrics, borders, tapes or trimmings. Shapes are becoming more modern and angular which allows for an abundance of style options. Not to mention their practical uses for the level of blackout or allowing a curtain to project comfortably past a radiator.

KLARA STANBRIDGE



What future plans do you have for Klara Standbridge Ltd?

SARAH GRANT



Exciting times ahead for us. We are just about to introduce a new member to our team of Project Managers. And we are currently looking at moving to a larger premises that can house all elements of our business, from the workroom to the showroom and to the offices. Watch this space!

KLARA STANBRIDGE



Why do you find ACE Online so essential for your business operations?

SARAH GRANT



Because it is tailor made to assist curtain makers in every feasible way possible!
I find my clients sometimes get stuck into a routine and the 'familiar'. Yes, these changes in routine usually require some short-term time investment to get used to the programme, however I am yet to speak with one ACE user who doesn't wish they had started using it sooner!

KLARA STANBRIDGE

