

DPHA INNOVATIVE FURNITURE PRODUCT OF THE YEAR

Native Trails Inc. was honored with the DPHA Innovative Furniture Product of the Year for its Bordeaux Wall Mount. Native Trails provides artisan-crafted, eco-conscious furnishing and fixtures for high-end kitchen and bath design, and it is featured in more than 1,300 showrooms in the United States and Canada.



Naomi Neilson Howard, CEO and founder of Native Trails, said, "Bordeaux is a very unique item. It is part of our Vintner's Collection, which salvages winemaking materials from the heart of California's wine country. For Bordeaux, we reclaim oak wine barrels, disassemble and modify them, and transform them into unique bath or bar furniture with a rich history.

"We are honored to receive DPHA's Innovative Furniture Product of the Year Award, as it is testament to the creativity of our design team and the skill of our artisans," she said. "It is exciting to be able to create products that are gorgeous, sustainably made and that create a real human connection — and to be recognized for it."

DPHA INNOVATIVE HARDWARE PRODUCT OF THE YEAR



Du Verre Hardware received the DPHA Innovative Hardware Product of the Year Award for its Offset C-OF01 Knob.

Gina Lubin, Du Verre CEO and creative director, said, "Each of our designs is an original creation that is conceived exclusively for Du Verre. Talented designers such as Erin Adams or Clodagh collaborate with us to develop a new hardware series that represents both their aesthetic vision and is functional and satisfying in everyday use. Our hardware is used in residential, commercial and hospitality environments. We are specified by the brightest and most amazing professionals working in the industry today. Du Verre Hardware also has a green component as our die cast hardware is made from recycled aluminum and is compatible with Leadership in Energy and Environmental Design (LEED) objectives." ●

Distinguished Service Award: Jerry Williams



Jerry Williams received the 2011 Distinguished Service Award. Williams is the owner/territory manager at WMS Decorative Resource. He has been in the industry for 22 years and a DPHA member since 2003.

He said that while he does not expect recognition for his efforts in helping DPHA become a better association, he does appreciate the acknowledgement.

Williams said that having a passion for and a sense of the industry within your profession is important in being a successful DPH professional.

"I believe DPHA offers the best opportunities for individuals to continue to be inspired and have the desire to improve themselves within our industry," he said.

"Continue to educate yourself, both on the products you sell, as well as the professionalism in your field. It is not only important to be the expert on the products/service you're selling but to also refine your skill so you are the best professional in your field," he added.

Distinguished Service Award: Caspar De Jong



Caspar De Jong of DIF International LLC - Legacy Brass - De La Frontera was a recipient of the 2011 Distinguished Service Award. He has been in the industry since the 1960s and has been a member of DPHA since its inception.

De Jong said that receiving this award was "very surprising and gratifying to say the least."

"I have always been a strong supporter of and a strong believer in DPHA," he said. "Anything I've done for the benefit of DPHA has been done because of my commitment to the organization. For people to actually recognize and appreciate my efforts is quite unexpected. I'm very thankful to be part of this special industry."

He said that in order to have success in the DPH industry, "One has to be committed to customer service. Because we are dealing with higher-end and higher-priced products, it is very important to provide the value for those products. That value is in the service given to the customer.

"The other requirement is product knowledge. All our products have to be coordinated with other goods and services. Not only do the products have to be able to work together, but they have to conform to local codes and they have to be able to be installed properly to achieve a satisfactory result for the customer. The DPH professional's job continues well after the sale has been made," he added.



Frances Moffett is associate editor of DPHA's two publications — Newsleak magazine and Connections e-newsletter. Prior to working with DPHA, Moffett was the public relations coordinator and editorial assistant at the American Dental Hygienists' Association. She can be reached at fmoffett@dpha.net.

News

Victoria + Albert Participates in ASID New York Holiday Event



The GE Monogram Design Center in Manhattan, N.Y., set the stage for ASID NY Metro chapter's Nutcracker-themed holiday party. Attended by a record number of almost 200 ASID NY Metro design professionals and sponsored by 12 ASID Industry Partners, the event also raised money for local charity, Lower East Side Service Center's Bridge-2-Life program that supports children of families in recovery. Victoria + Albert was the sponsor of the Waltz of the Flowers Wing.

"We were delighted to be a sponsor of this year's ASID NY Metro Chapter's holiday event," stated Charlie Tull, Victoria + Albert regional sales manager for the South East, covering London and the Chelsea Harbour Showroom. "It was a fabulous event and gave us a great opportunity to meet and communicate with the local New York design community."

Duravit USA Appoints New Sales Agency

Duravit, a manufacturer of bathroom sanitaryware, furniture, whirltubs and accessories, recently hired Franklin James, LLC to assist with its expansion in the Rocky Mountain region. The agency will support Duravit sales in Colorado, Montana, Utah and Wyoming through a variety of custom-tailored programs and a focus on local specifications. Franklin James, LLC joins a growing roster of recent Duravit hires, which include The Joyce Agency, The Russ Walk Group, Ltd., QMI and Quality Marketing, all of whom reaffirm the company's strong growth position in the key American markets.

SIGMA Designer Faucetry Announces New Lead Times

SIGMA Designer Faucetry recently changed its expedited shipping times. All products ordered in Polished Nickel PVD from the SIGMA catalog will ship in one to five days. This finish is an addition to the already available one- to five-day lead time for SIGMA catalog products ordered in Chrome, Polished Brass PVD, Sable Bronze and Satin Nickel. For the first time, a shipping time of one to five days will also apply to products ordered in Chrome and Polished Nickel PVD from the Reserve Collection catalog, SIGMA's high-end faucetry line.

Dornbracht's ATT Declared 'Best of Year'



The architectural and design community bestowed top honors on Dornbracht in Interior Design magazine's annual awards program, naming ATT "Best of Year" in the Bath Accessories & Hardware category. Other Dornbracht products including DEQUE, Eno and Water Dispensers were finalists in the competition.

The Best of Year Awards program invites architects and interior designers to select favorite residential and contract products and projects. Interior Design received more than 500 submissions in 45 product categories.

"Since the inception of Best of Year in 2006, Dornbracht's bath and kitchen fittings have consistently received Best of Year awards," said Ingolf Matthée, president of Dornbracht Americas. "We are especially proud to once again be recognized by Interior Design magazine and the A&D community for a groundbreaking product like ATT, which solidifies our place at the forefront of bath and kitchen design."

BLANCO Participates in The Storehouse of World Vision Program

BLANCO recently donated BLANCO STELLAR™ Equal Double Bowl Kitchen Sinks

to the National Kitchen & Bath Association (NKBA) World Vision Program. NKBA has worked with The Storehouse of World Vision for the past decade focusing on addressing the needs of Americans suffering from personal crisis, disasters or economic hardship.

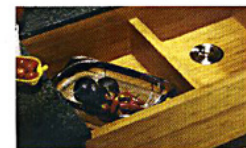
"We are excited to be part of the NKBA's mission to help Americans in need through The Storehouse of World Vision," states Tim Maicher, director of marketing for BLANCO. "We hope these beautiful new STELLAR sinks will help families build a better future."

Hansgrohe North America Increase Exports to Key International Markets



Hansgrohe recently announced that it is increasing production at its Alpharetta, Ga., headquarters to expand export distribution of its American-assembled, German-engineered products. So far, India, Turkey, South Africa, China and Mexico are benefiting from the U.S. expanded product assortment. This offers Hansgrohe the opportunity to provide these countries with efficient products that conserve water. To account for this worldwide activity, the factory is planning to increase its annual output. Hansgrohe's international production strategy is to manufacture on the continents where they do business and then export product offerings that are unique to the market.

Lenova Featured in Food & Wine Magazine



DPHA member Lenova was recently featured in the November issue of *Food*

& Wine magazine with its sustainable Bamboo Kitchen Sink. This issue reaches more than 950,000 consumers with a passion for food and wine. The environmentally friendly sink was included in the magazine's round-up of "smart sinks" for the kitchen. **continued on page 24** ➤

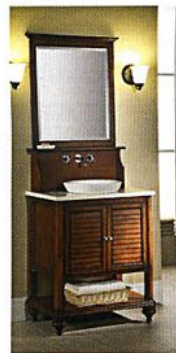


Hansgrohe North America Launches New Website

Hansgrohe and its designer brand Axor are heading into 2012 with a sleek, new multi-interface website. The site will offer even more consumer friendly information, while engaging professionals through the new “Hansgrohe PRO” portal, which caters to the needs of architects, designers and trade. It will also incorporate a wealth of helpful and interactive features, such as design and trend ideas, planning programs, a “Water Savings Calculator,” an enhanced “Shopfinder,” as well as easy “point and click” access to the company’s social media pages and feeds.

Products

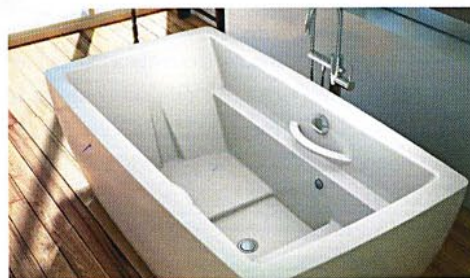
Xylem Presents the ISLANDER Bathroom Vanity



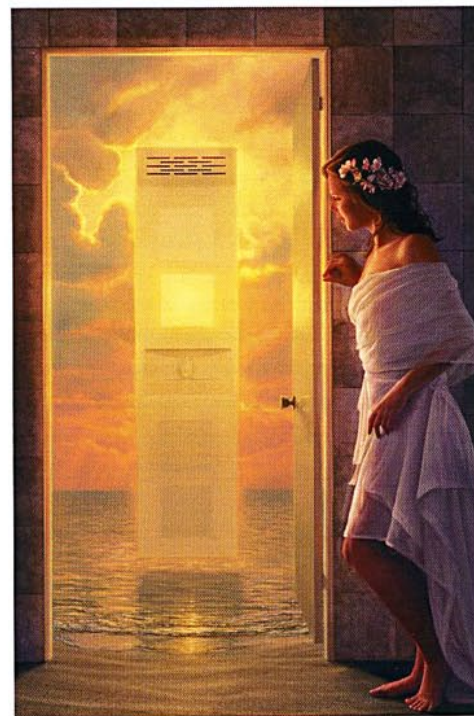
The ISLANDER bath vanity, hutch and matching-mirror set offer a combination of elements that mix and match to accommodate myriad design options. The vanity’s two width selections and “adjust-a-height” legs allow for maximum space optimization.

The collection is constructed of CARB compliant solid birch with cherry veneer and is available in Tropical White or Weathered Dune finish. The ISLANDER vanity is available in 24-inch and 30-inch widths with complementing mirror and hutch. The hutch is well-suited for wall-mounted faucets, as well as applications where wall-accessed plumbing is not possible. The “adjust-a-height” feature allows the vanity to be raised and lowered to accommodate virtually any sink choice. The ISLANDER collection is available at select dealers and showrooms nationwide.

BainUltra Introduces the Essencia Rectangular



A part of the Essencia Collection, the Essencia Rectangular is a freestanding bath with a sleek design and comfort. The inner shell features two seats that work also as footrests and two armrests that run the entire length of the tub. A backrest with a built-in inverted V props up the back, and there is a dual row of air jets and a Hydro-thermo massage®. The one-person Essencia Rectangular is designed to make a big impact in small spaces, measuring 68” x 38” x 26”, it is suitable for rooms as small as 90 square feet.



BainUltra also recently introduced Four Guided Aromatherapy experiences for their Vedana® Care Unit. Designed for the shower or bathroom environment, Vedana® provides a combination of alternative therapies to help relieve stress and improve health and well-being. Essential oils are diffused in the Vedana® Care Unit and programmed in 15-minute sequences, each presenting a different intensity. Lavender and Sage combine in “FREEDOM” to purify the body of toxins. Rosemary, Sage and Lavender blend in “HARMONY” to create beneficial properties that clear the mind. Ylang Ylang, Orange, Bergamot and Nutmeg in “WONDER” calm the emotions. Chamomile, Rose and Lavender in “LOVE” revitalize.

Duravit Launches the Darling New Collection



Affectionately referred to as “everybody’s darling,” a Duravit classic first created with Dieter Sieger in 1994 has been reimaged by his sons, Michael and Christian Sieger of Sieger Design. Darling New combines high-end design with an affordable price and is the most extensive program of furniture and ceramics available from Duravit. With 52 furniture components and 25 complementary ceramic pieces, fresh updates to the series include vividly colored cabinets and shelves, as well as glowing bathtubs with LED-illuminated surrounds. The collection encompasses a comprehensive range of combinations and can be easily configured using a new online tool at www.mynewdarling.us.

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