

RESIDENTIAL BUILDING PRODUCT NEWS™

APRIL 2013

THE LEADING-EDGE RESOURCE FOR HOME-BUILDING PROFESSIONALS



Structural > 14



Stone > 15



Insulation > 16



Trucks > 17

ForResidentialPros.com

COVER STORY

SIDING DELIGHTS

Color options expand and product performance improves as homeowners demand more from their homes

> 10

CVGNUS
BUSINESS MEDIA

#BXNWXSS *****AUTO**SCH 5-DIGIT 34230
#0010576839/1#
LINDA JENNINGS
JENNINGS CO
436 WOODLAND DR
SARASOTA FL 34234-3772

Z2
019172



ISSUE FOCUS KITCHEN/BATH INDUSTRY SHOW 2013

More education plus a last-minute surge in exhibitors combine to create an improved experience for attendees and exhibitors > 18

Also inside

Home building industry stock report > 06

Exclusive survey: Product buying behavior > 08

Builders share their favorite products > 26

123

Products
Inside

KBIS

More education opportunities plus a last-minute surge in exhibitors combine to create an improved experience for both attendee and exhibitor

By Rob Heselbarth



Expect a larger crowd and more exhibitors at this month's Kitchen/Bath Industry Show in New Orleans.

Expectations are high for the 2013 Kitchen/Bath Industry Show in New Orleans this month, thanks in part to a late-in-the-game development only three months before opening day. The National Kitchen and Bath Association revealed in January it is collocating KBIS with the International Builders' Show for three years beginning in 2014. This news injected excitement into the housing industry, and has added exhibitors to this year's show.

"Since the collocation announcement, we've been overwhelmed with the number of exhibitors rushing to fill show floor space for the 2013 show," says John Morgan, 2013 NKBA president, and owner of Morgan Pinnacle, Glyndon, Md., a manufacturer's representative for cabinetry and technology brands. "There's a lot of excitement and preparation for the 2014 show, which we interpret as a sign that manufacturers have a more positive outlook on the economy."

Attendance at KBIS has been up for the past two years, and NKBA is expecting to see an increase again this year. "When I have spoken to NKBA chapters over the past two months, it has been a pleasure hearing people discussing what to do and where go in New Orleans, which is a much better discussion than whether they will go at all," Morgan says.

This year's KBIS features improvements to the education component. Two years ago when KBIS was in Las Vegas, only a handful of educational sessions were available, Mor-

gan recalls. "This year we have more than 80 sessions. In addition to focusing on design trends, we're taking a 360-degree approach to business topics, including increasing cash flow, hiring staff, best practices and more. The education is comprehensive for any type of business, whether someone is a kitchen and bath designer, a builder or a remodeler."



ADDITIONS AND IMPROVEMENTS

KBIS 2013 once again features successful elements such as Best of KBIS, as well as new programs such as design centers on the show floor, staffed by well-known designers and bloggers, where attendees can meet them, share ideas and discuss projects. "Another new program is the 30 Under 30, which highlights the next generation in our business," Morgan says. "These are professionals who already have achieved success

at a young age. We're going to bring them to KBIS, let them soak it in and ask them to share their knowledge."

The event Morgan is most excited about is the design competition awards. In past years, he says, NKBA has not given the awards the attention they deserve. "This year, the night before KBIS opens, we're having a special event at a great venue in the warehouse district. The awards will be the sole focus that night," he says.

SHOWS COME TOGETHER

The announcement of the collocation with the International Builders' Show, which is owned by the National Association of Home Builders, has rejuvenated a housing market in need of rejuvenation. The positives of this agreement far outweigh the negatives, Morgan says, which is why NKBA could not pass up the opportunity to be a cornerstone of a mega event such as what's being called "design and construction week."

"For the past several years, there has been a push by KBIS attendees and exhibitors to transform KBIS. The opportunity presented itself and we had to take it," Morgan explains.

The combined audience in 2014 should be roughly 75,000. IBS and KBIS will retain separate identities and separate floor space within the Las Vegas Convention Center. The three-year collocation agreement ends after the 2016 shows, but, Morgan says, "We can't imagine it *not* continuing." ■



Cabinet Custom Finish Program

The Custom Finish Program from **Wellborn Forest Products** allows for the customization of any paint color for kitchen cabinets. The company can match a paint chip, fabric swatch or existing finish technique using the program.

ForResidentialPros.com/10712888

FOR MORE INFO CIRCLE 68



Quartz Surfaces

New designs and colors have been added to **Vicostone Quartz Surfaces'** collection of materials. Among the new products are Calacatta (shown), botticino classic, empire, Alaska white and carrara.

ForResidentialPros.com/10811577

FOR MORE INFO CIRCLE 71



Canopy Range Hood

Vent-A-Hood's JDH/C2 canopy hood from its Designer Series offers decorative options and several finishes. The hood features the firm's signature Magic Lung single or dual blower, halogen lights, standard

widths of 36- to 66-in. and 300 to 1,200 CFM.

ForResidentialPros.com/10879161

FOR MORE INFO CIRCLE 74

Sand Stone Vessel Sink

Each Sand Stone Vessel from **Lenova** is a singular work of art. The creation of each vessel begins with a solid block of 100 percent natural stone that is then given a rough shape. Craftsmen then hone and polish each sink to its final form. The sink measures 16 by 16 in. and weighs 30 lbs.



ForResidentialPros.com/10879037

FOR MORE INFO CIRCLE 75



Tiered Cutlery Drawers

Rev-A-Shelf offers four sizes of its tiered soft-close cutlery drawers for kitchen cabinets. The distinctive design provides two tiers for double the storage capacity, and the pre-assembled drawer box allows for easy installation. The drawers are available for 15-, 18-, 21- and 24-in. base cabinets, and come complete with Blumotion soft-close undermount slides.

ForResidentialPros.com/10832200

FOR MORE INFO CIRCLE 69

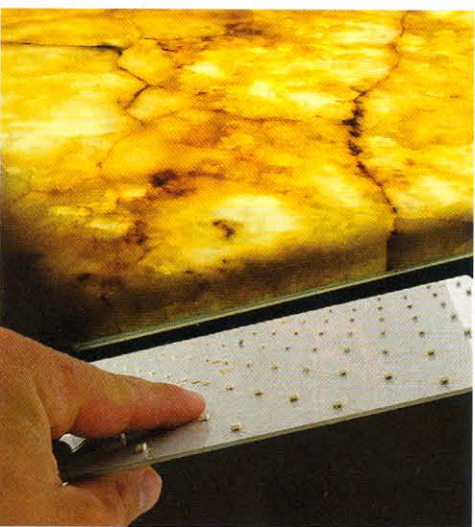


Recycled Solid Surface

Meganite has established a group of 18 popular colors to be incorporated into its National 70, a group of colors that will be carried by all of the company's distributors. The 18 colors are part of Meganite's Recycled Series, certified by SCE Global Services to contain a minimum of 6 percent recycled content.

ForResidentialPros.com/10811323

FOR MORE INFO CIRCLE 72



LED Backlighting Panels

Suited for use in tight applications with as little as 1 1/2 in. of installation depth, 1/16-in.-thick Tri-Mod LED backlighting panels from **Outwater Plastics Industries** are offered as interlocking and connectable panels in six different sizes. The low-voltage panels can be arranged in many varied configurations and used to backlight onyx, Corian, Silestone, glass and translucent plastic countertops, backsplashes and walls.

ForResidentialPros.com/10655090

FOR MORE INFO CIRCLE 76



Avanti Bath Faucet

The transitional styling of the **Rohl Avanti** series is shown through a combination of smooth curves and linear elements. Translating from the Italian word meaning forward, the bath faucet's style is heavily influenced by the Piedmonte region in Italy.

ForResidentialPros.com/10879135

FOR MORE INFO CIRCLE 70



Shower Booth

One of the newest additions to **Toto's** Neorest Suite of bath products is the shower booth, which offers bathers a customized shower experience. Featuring Italian glass panels, the shower booth provides full control over water temperature and air-infused volume via a touch-button control panel. An LED light powered by Toto's EcoPower technology displays the water temperature on the panel.

ForResidentialPros.com/10757785

FOR MORE INFO CIRCLE 73



Katana Frameless Cabinetry

Canyon Creek Cabinet's Katana offers frameless cabinetry in 19 door styles and five wood species. A range of colors are offered, and glazing is available. The low-VOC finish provides a durable surface.

ForResidentialPros.com/10878420

FOR MORE INFO CIRCLE 77