

WH^{the}OLESALE

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John D'Angelo, CEO of DANGELO Company in La Habra California, and Bob Cooper, President of Smith-Cooper International have defined how a true partnership between a Wholesaler and Master Distributor can evolve. Looking back, John is now celebrating his 30-year anniversary and success story with all of his loyal customers and vendor partners. Story begins on page 24.

Fortiline Waterworks opens branch in Texas

FRIENDSWOOD, TEXAS — Fortiline Waterworks, one of the largest waterworks distributors in the U.S., is now open in Friendswood, Texas, replacing Morrison Supply Co.'s waterworks branch. The Friendswood branch features a fully stocked 12,000-square-foot warehouse with a 10-acre yard. With this new branch, Fortiline has 44 distribution branches in 12 states.

Fortiline will provide local customers with a high-density polyethylene piping (HDPE) product line at the Friendswood location, as well as McElroy fusion equipment for rental

or purchase. Fortiline's HDPE Fusion Group is ready to assist customers with the growing use of HDPE products, particularly in water and wastewater applications.

"The Fortiline Friendswood branch has a knowledgeable staff in place, which will ensure the highest level of customer service from day one," said Mike Swedick, president and CEO.

(Turn to Waterworks, page 64.)



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DECORATIVE TRENDS

Top Trends from KBIS 2017

KBIS 2017 in Orlando introduced touch-free technology, colorful faucet sleeves and interchangeable hardware.

Orlando was the place to be in January and not just because of the beautiful weather and incredible theme parks. The city was host to the 2017

Kitchen & Bath Industry Show and we're excited to report on some of the most remarkable products that filled the Orange County Convention Center. From spa-inspired

bath shower systems to touch-free kitchen faucets, this event was a magical delight that inspired and impressed. Here is a recap of our top picks from the show!

Check out what **Ruvati** is doing to bring a pop of color to the kitchen! Its new Ibiza Faucet offers a fun interpretation of a traditional kitchen faucet with interchangeable color sleeves to match your mood or your decor. The faucet includes three pre-packed color sleeves, Pure White, Jet Black and Ruby Red, with more colors (Ocean Blue, Navy Blue and Coral Pink) available for purchase separately. The sleeves are made of a high-performance



BY LINDA JENNINGS
Kitchen & bath specialist



Ruvati. www.ruvati.com

silicone that is heat resistant and dishwasher safe. The silicone sleeve is comfortable to touch and has the added benefit of giving the user a good grip. And the flexible pull-down spout allows users to reach all corners of the sink. Also making its debut was Ruvati's new Valencia Accessories. Crafted in Spain, this beautiful bath hardware

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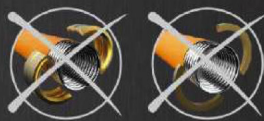
Step 1 : Cut



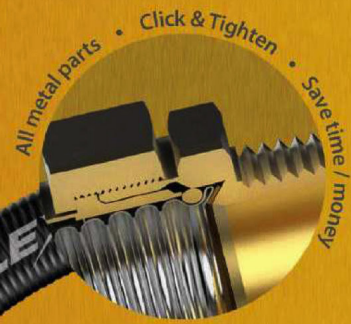
Step 2 : Push



Step 3 : Tighten



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features Swarovski crystal inlay elements and a solid brass construction for durability. www.ruvati.com

Let your creativity flow! The new Tableau Collection from **Atlas Homewares** allows the end users to unleash their imagination with interchangeable hardware inspired by a modernist take on classic geometry. The



Atlas Homewares. www.atlashomewares.com

versatile pieces come unassembled with shapes and finishes that can be mixed and matched to suit any décor or style preference. The end result is a custom configuration that celebrates clean lines and artistic freedom. The Tableau Collection features round or square bases that work seamlessly with rectangular or arc handles, and can be installed in a horizontal or vertical position. Handles may be installed without bases if desired. Mix finishes or use one style on cabinet doors and another for drawer fronts — it's all up to you! The Tableau line comes in a variety of sizes, from 1 7/16 inches to a sizable 3 inches. They are available in a selection of four beautiful finishes — Polished Nickel, Brushed Nickel, Polished Chrome and French Gold. www.atlashomewares.com

Look Mom! No hands! **Cinaton** brings touch-free technology to the mainstream with its new K2005 faucet. Using the company's patented iSense technology, this incredible faucet allows easy hands-free operation. Five infrared sensors provide complete control over 13 functions, from temperature to water flow, for the ultimate in germ-free cleanliness and con-

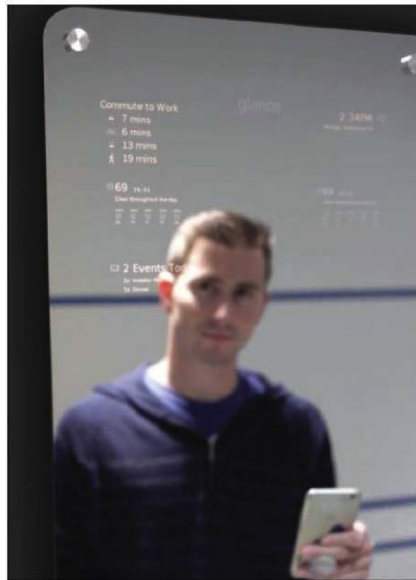


Cinaton. www.cinaton.com

venience. A 150-degree spout rotation gives this workhorse of a faucet uncommon flexibility and ease of use, while solid brass construction provides exceptional durability. The K2005 has a chic, contemporary vibe and comes in a choice of two finishes with a PVD coating for long-lasting beauty. Thoughtfully designed in every detail, the faucet includes a "pause" function, three user-defined presets for added convenience, a maximum temperature setting to prevent an accidental scalding, and a battery backup for

continued use during a power outage. Its intermittent water flow and automatic shut-off combine for an eco-friendly design with up to 70 percent water savings. www.cinaton.com

Start your day in the most productive way. The new **Glance Mirror** is a "smart" bathroom mirror that can remind you about your meetings and give you the latest traffic report while you're brushing your teeth. Pretty amazing! Offered by Glance Displays Inc., these internet-connected mirrors are the perfect balance of beauty and technology. Users can select display information via an easy-to-use app, then while in front of the



Glance Display. www.glancemirror.com

mirror, they can automatically see any information they've configured — weather, traffic, appointments, reminders, sports, etc. Glance uses voice recognition to identify specific users in the household, displaying custom information for individual preferences. The mirrors feature a high-definition LCD display with built-in defogger and use wi-fi and Bluetooth low energy. Glance mirrors are built to be part of smart-home connectivity and integrate with other smart-bathroom peripherals. So whether you're in the privacy of your home or in a luxury hotel, Glance allows you to get the information you want no matter where you are. www.glancemirror.com

Isenberg makes saving water look stylish. The company just unveiled a new line of eco-handshowers



Isenberg Faucets. www.isenbergfaucets.com

called Waterflo and these little numbers are chic and sophisticated. Definitely something you'd choose to have in your bathroom on looks alone. Add in the fact

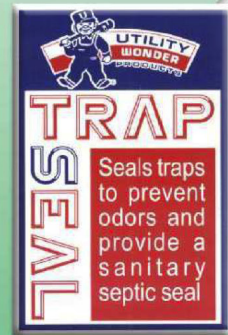
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that Waterflo can help you save on your water usage and it's a win-win. Isenberg is known for its water-saving savvy, along with its superior quality, coordinated collections and affordable prices. Constructed of the highest quality materials for unsurpassed durability and long-lasting beauty, WaterFlo handshowers offer a 2.0 GPM flow rate and meet WaterSense criteria.

Conserving water is so important, and Isenberg wants to make

it easy to do. To that end, it is offering FREE WaterSense aerators to anyone who wants one, customer or not. The process is simple — just an online form to complete. Aerators can be picked up at dealer locations. Isenberg would like to extend this program to dealers to promote in their own showrooms. Contact your Isenberg rep for more information. The free aerators available through the Isenberg offer will upgrade

an existing faucet with a standard flow of 2.2 gallons per minute to a more eco-friendly 1.5 (1.2 in California). The potential savings are significant — up to 700 gallons per year for the average family. www.isenbergfaucets.com

Lenova drew crowds with its spa-inspired Thermostatic Shower Panel! This impressive system is a sleekly sculpted marvel of plumbing technology that offers today's most popular bells and whistles, such as



Lenova. www.lenovasinke.com

a rain shower top, multiple body sprayers and a hand-held shower. The end result captures everything you could want in a home shower environment — luxurious yet practical, invigorating yet relaxing — and it delivers an amazing spa-inspired experience that is doubly impressive considering its affordable price tag. Perhaps even more notable is the exceptional quality and engineering that sets this Lenova product apart from its competition. The single handle design offers high pressure resistance and dual control over both water flow and temperature. The system provides remarkable stability over water temperature, maintaining temperatures within one degree even when the rain shower and body sprayers are used simultaneously. As an added safety measure, Lenova offers its Cool-Touch handle, which stays cool even when the water is hot. The Thermostatic Shower Panel is the perfect addition to any upscale bathroom with its contemporary good looks and minimalist design. Also on display was Lenova's impressive new lineup of bathroom vanities and a brand-new linear drain collection. www.LenovaSinks.com



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Visitors were impressed by the latest look from **MCN European Enterprises**. With a minimalist vibe and strong geometric lines, the Extend Collection puts a new spin on a contemporary aesthetic. The star of this col-

lection is the stunning Wide Spread Faucet. The silhouette of the faucet itself is sleek and sophisticated, while the handles offer a singular mix of flat edges and curved profiles. The overall effect is both dramatic and striking — an elegant complement to today's modern bathrooms. The Extend Collection features a variety of pieces to make it easy to create a coordinated look, including a



MCN European Enterprises. www.mcnfaucets.com

wall-to-wall finish. Also on display was its award-winning WallDrain. Designed to sit flush on the wall, this ingenious design creates a sleek and unobtrusive look where the shower drain is almost invisible. As the first American-made WallDrain of its kind, it features a 316L stainless steel body with the company's patented Sure Flow System that leaves no standing water in the drain

body and is the easiest way to achieve a true curbless shower. WallDrain provides total water evacuation, eliminating hard water deposits, odor and debris in the drain. www.quickdrainusa.com



QuickDrain USA. www.quickdrainusa.com

Roman tub set with hand-held shower, a tub spout, and a variety of hardware for pressure balanced and thermostatic showers. Each piece is available in three beautiful finishes — Polished Chrome, Brushed Nickel and Polished Nickel. www.mcnfaucets.com

Step up and take notice of the truly curbless zero-entry shower perfected by **QuickDrain USA**. Its new Retrofit Drain has an ultra-low profile recessed design that is nearly seamless. It's perfect for healthcare settings, as well senior living and hospitality scenarios. The Retrofit Drain is the fastest, most cost-efficient method for tub-to-shower conversions. It offers easy installation for ADA rooms by not having to cut

body and is the easiest way to achieve a true curbless shower. WallDrain provides total water evacuation, eliminating hard water deposits, odor and debris in the drain. www.quickdrainusa.com

Linda Jennings is President of Jennings & Company, a public relations agency specializing in the decorative plumbing and luxury hardware industry. For more than 20 years, she has worked with significant editors and journalists in the consumer home market, identifying trends and providing newsworthy products. Jennings can be reached at linda@jenningsandcompany.com.

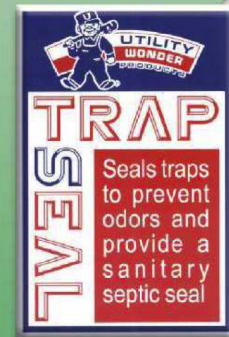
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