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WHOLESALER

News of Plumbing • Heating • Cooling • Industrial Piping Distribution

National sales manager Ray Coskery of Your 'Other' Warehouse discusses fixtures with Allan Dick of Vintage Tub and Baths, based in Mountain Top, Pa., at the 2010 Kitchen & Bath Industry Show. For the full story on Your 'Other' Warehouse, see page 32.



MASTER DISTRIBUTION

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Franke creates partner loyalty program

HATFIELD, PA. — This spring, Franke Luxury Products Group launched a unique brand integrity program called the Franke Authorized Reseller program. Its goal is to protect Franke wholesalers, showrooms, dealer partners and their customers, leveling the playing field (Turn to Unique new... page 73.)



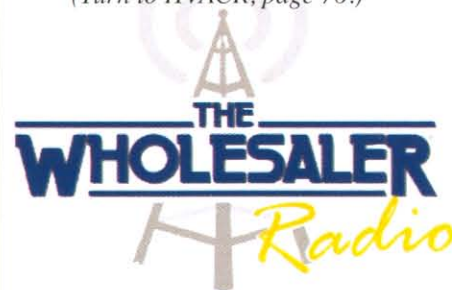
Comfort Supply opens fourth Tenn. location

CLARKSVILLE, TENN. — Comfort Supply Inc., a wholesale distributor of Ruud HVAC products, opened a fourth location in mid-April. The new warehouse/showroom at 1460 New Ashland City Road in Clarksville joins Comfort Supply's stores in Nashville, Murfreesboro and Cookeville. (Turn to 4th location... page 73.)

Noland opens its first HVACR facility in La.

DAYTON, OHIO — Noland Company has opened its first location in Louisiana to distribute HVAC and refrigeration equipment. The new operation, in Baton Rouge, provides commercial and residential contractors with equipment and supplies in a seven-parish area.

"We're very pleased to open the (Turn to HVACR, page 76.)



K/BIS 2010 post-show report

What's new and hot with K/B products

There were many new and hot products shown at K/BIS 2010. Yes, I had to work harder, longer and smarter during these challenging economic times to find the gold! I want to apologize in advance and acknowledge the many great and visible bath and kitchen manufacturers that are not included in this article, but still developing innovative new products, especially

in these tough times.

Bathroom trends and new products

For the past four years in my columns, I have written about "electronics" in bathrooms becoming bigger and bigger. From electronic faucets, floor warming, chromeotherapy showers and baths, magnification mirrors and back-lit lighting systems, washlet seats and bidets, heated

toilet seat, steam baths with sound systems, saunas, towel warmers, night lights with wall switches, and much more. Now we have "The Shower Goes Digital" from **Levaqua** (www.levaqua.com) that is operated with the easy-touch remote control panel. Yes, this shower offers a "One touch" pause massage and pre-set programs in a high-end luxury shower experience. **TOTO USA** (www.totousa.com)



BY PETER SCHOR
Showroom specialist

showed "Luminist" lighted lavatories which create a soothing ambience and The LED lighting system that comes with the product is very easy to use. You can turn the light on and off at the power source. Luminist lavatories also had the light color on the drain from blue (cold) to red (hot) so you knew what the temperature was before you touched it. Aptions/Kimball and Young (www.kimballyoung.com) has their magnification mirrors and lights with LED energy-saving lighting which last 50,000 hours of time before replacement. Truly green!

Plumbing fixtures manufacturers

Kohler Company (www.kohler.com) had some nifty new and innovative products such as the "Karbon" and "Stance" faucets and some cast iron bubble massage bathtubs. The company I see with some of the best high-end plumbing fixtures and the one that will be making some bold industry in-roads in 2010 and 2011 is **American Standard Brands** (www.americanstandardbrands.com). I went to New Brunswick, N.J., to visit their new Design Center recently and saw many new and exciting products from three of their brands: American Standard, Porcher and Jado. Their new management team and the addition of Sun Capital Investment will surely energize product innovations and sales!

The **Kingston** (www.kingstonproducts.com) Body Dryer offers a unique drying experience that is energy efficient and environmentally friendly (green). It will eliminate or minimize the need for towels resulting in lower energy and water consumption costs. Speaking openly, I envision the Body Dryer being one of the top picks for the 4- to 5-star hotel industry bathrooms. Can you imagine the savings in hotel bathrooms – energy, water, labor, detergent, and much more, even if the guests only use it 50% of the time?

Best new bath products

One of the hottest first-time exhibitors was Electric Mirror (www.electricmirror.com), which has been selling their exclusive, innovative and extraordinary Back Lit Lighting System in the 5-star hotel bath industry for 10 years.

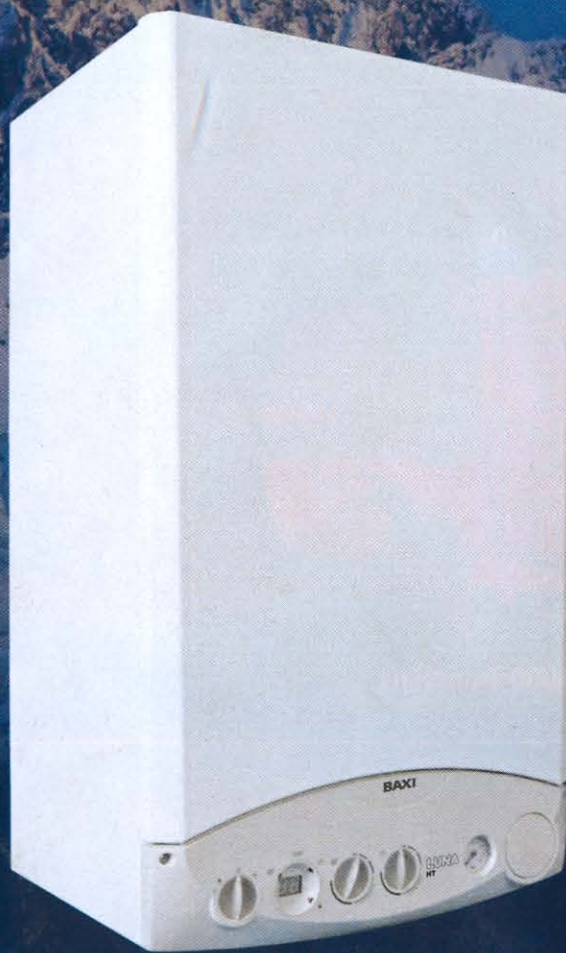
Diamond Spas (www.diamondspas.com) has a complete line of stainless steel, copper and patina copper – bathtubs, countertop lavatories, pedestal lavatories, shower bases and walls, and outdoor spas. While the shower still dominates, the bathtubs with whirlpool air massage, air-whirlpool, chromotherapy, aromatherapy, sound immersion speaker system, automatic ozone sanitation system, digital

(Turn to After K/BIS, page 56.)

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