

WHOLESALE

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Dion Quinn (left), president of AC Pro, began at a single location in 1986 and has grown the company into an HVAC distribution powerhouse with nine locations in Southern California and three locations in Nevada, and is keeping up to date by moving into e-commerce as well. His son Blake Quinn, AC Pro vice president of e-commerce and marketing, spearheads the effort. Story on page 34.

HTP and Ariston Thermo Partnership

NEW BEDFORD, MASS. — With the recent acquisition of a majority share of HTP Inc. effective July 31, 2017, Ariston Thermo has built the necessary foundation in North America with the goal of strengthening its leadership in the global high efficiency heating and water heating markets.

HTP Inc. is headquartered at New Bedford, Massachusetts, where it employs more than 235 people and operates two manufacturing plants. The company is enjoying significant growth based on strong demand for its newest iterations of space and water heating equipment. With more than 43 years of history and a well-established presence both in the U.S. and Canada, HTP offers a range of green technology products including high efficiency commercial and residential space

heating boilers and combi's, condensing tankless water heaters, thermal solar solutions and a full range of industry leading tank type energy efficient water heating equipment. The company enjoys a distinctive positioning supported by a well-recognized brand and a strong reputation in terms of quality and reliability of its products and services developed over the years.

"We are delighted to welcome to the Ariston Thermo family such a renowned company as HTP, with which we share the passion for the most advanced technologies and the strategy to strive for high efficiency.

(Turn to Ariston... page 62)



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PRODUCT NEWS



Victoria + Albert Vetralla Tub

This product is a double-ended tub that combines modern aesthetic with a smaller footprint, to create a focal point for any sized bathroom suite. The Vetralla tub was designed to provide the bather with an increased comfort through a greater angle of recline and support. Measuring a generous 21⁵/₈ inches tall x 28³/₄ wide x 65 inches long, it is also offered in a larger format called Vetralla 2. The product is available in seven external finishes, including gloss white, gloss black, matte white, matte black, anthracite, stone grey and light grey. It is made using ENGLISHCAST; a blend of limestone and high performance resins with a number of beneficial properties. The product is warm to the touch, to ensure you never step foot into a cool bath while also retaining heat for longer. Each bath comes with a 25-year consumer and 8 year commercial guarantee. **VICTORIA + ALBERT.**

vandabaths.com



Bradley Corporation WashBar

Designed to enhance the fundamentals of hand-washing, the WashBar is comprised of a single piece of chrome-plated stainless steel that combines soap, water and dryer in one fixture. LED lighting and easy-to-identify icons on the bar help the user through the hand-washing process. The bar's design complements the OmniDeck's sleek aesthetic, elevating its washroom flexibility. The product's technology saves on maintenance costs. The OmniDeck with WashBar are ADA compliant, and are ideal for washrooms in offices, banks, museums, retail locations and restaurants. **BRADLEY CORP.**

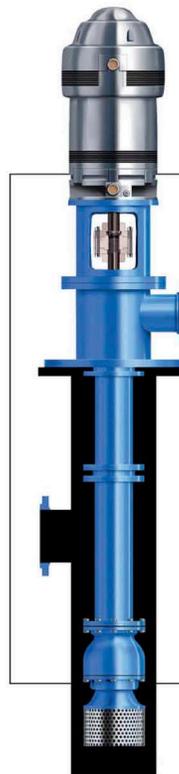
www.bradleycorp.com

Laars Outdoor NeoTherm Boiler/Volume Water Heater



The Outdoor NeoTherm is a direct vent, sealed combustion, condensing boiler or volume water heater designed specifically for outdoor installations. These systems meet or exceed all applicable ANSI testing demands for outdoor use, and reach thermal efficiencies as high as 97 percent. The product features an ASME stainless steel heat exchanger, direct spark ignition system, low NO_x emissions, and modulation with a 5:1 turndown, for a package that's easy to use, and easy on the environment. These products are natural gas or propane-fired, and with eight sizes ranging from 150 to 850 MBH. **LAARS.**

www.laars.com



GWT Submersible Turbine Pumps

Goulds Water Technology's (GWT) line of submersible turbine pumps features hydraulic coverage that delivers the pump head and capacity a system requires, while maximizing efficiency and extending pump life. The turbine models feature a pump design that is configured as a multistage assembly to provide flexibility in initial pump selection and future system modifications. They contain abrasion-resistant, thick-wall cast-iron bowls and 316SS investment cast stainless-steel impellers to ensure hydraulic coverage and durability. These models can be customized to meet the needs of each environment. All models are NSF/ANSI 61 and 372 certified. **GOULDS WATER TECHNOLOGY.**

goulds.com

DECORATIVE TRENDS

Trend Alert: The Wow Factor

New products that bring an immediate sophistication to everyday spaces.



BY LINDA JENNINGS
Kitchen & bath specialist



“Less is more” continues to be the mantra for home design. Gone are the busy rooms with matching fabrics and coordinated paint colors. Today we’re seeing a monotone design palette with the addition of one fabulous, intense fixture that makes the entire space dramatic and forever memorable. The entire rhythm of the room can be changed by adding just the right piece perfectly positioned within a simple setting. What sets this trend apart are products that feature exquisite detailing grounded in fine craftsmanship for a look that is guaranteed to spark lively conversations. A gold embellished vanity, glistening hardware on a bathroom door, a pop of organic terra cotta color on a sink, or an artistic bath faucet that transports you to the calm of the ocean with its inspired beauty!

While the style of home design seems to be simplifying, new product designs are increasingly advanced when it comes to style and sophistication. Today’s most talented designers have a knack for creating streamlined designs and then making the space great by adding a touch of drama to reflect the style of the homeowner. If done correctly, the space can be defined by this one exceptional fixture that sets the tone for the entire room. The secret to pulling

this off is a well thought-out design plan and innovative products that deliver that oh-so-elusive wow factor.

Here’s a closer look at some newly discovered products that can add that magical touch!

For those inspired by nature, the new Aurora Collection from Alex Miller Studio will speak to you. As the first in a new series



Alex Miller Studio Aurora Lavatory Set

of faucet designs, this amazing collection captures the essence of the ocean and translates it into a work of art that elevates even the most luxurious bathrooms.

Shown here is the Aurora Lavatory Set with widespread handles and soft touch drain with half inch valves. The set is designed with water savings in mind; a 1.2 gpm flow rate makes it as eco-friendly as it is elegant. Choose from coordinating roman tub and bidet faucets, shower sets, showerheads, hand-showers, accessories and even hardware. The collection is available in polished chrome, polished nickel, satin nickel, polished (24K) gold and satin (24K)

gold. To discover more, visit alexmillerstudio.com.

Nothing adds style to a space like an unexpected splash of color. MTI Baths greatly expands the color palette in the bathroom with six new organic hues inspired by the earth, sea and sky. This



MTI Baths organic hues

amazing variety is the result of MTI’s commitment to offer products for the luxury market that go beyond the functional. Available on a select number of tubs and vessel or semi-recessed sinks, these elegant exterior colors have names that capture the essence of the outdoors, including Blue Lagoon, Nightfall and Moonstone. Offered in a matte or gloss finish, these modern shades of earthy colors are seamlessly combined with selected models from MTI’s Boutique line of products manufactured in luxurious SculptureStone. Learn more at mtibaths.com.

Lenova makes it possible to look great and work hard with its new PermaClean Apron Front Ledge Prep Sink. Offering a modern twist of a classic look with sleek lines and a graceful 10-inch bowed front, this phenomenal sink is a true workhorse in today’s kitchen. Available in a single or double bowl configuration, one of the most notable aspects of the sink is its engineered platform

ledge that allows it to easily convert to a food prep center when accessorized with an optional stainless-steel colander, roll-up grid drainer, and bamboo cutting board. It’s the perfect set-up for rinsing pasta, prepping produce, or dealing with piles of dishes. As an added bonus, this new sink features Lenova’s PermaClean drain system — a seamless design that eliminates unsightly drain lines and creates a smooth high-end look that is more sanitary and includes removable splash guards and strainer baskets.

Crafted from durable commercial-grade 304 stainless steel, the PermaClean Apron Front Ledge



Lenova PermaClean Apron Front Prep Sink

DECORATIVE TRENDS

Prep Sink is a smart and sophisticated addition to any kitchen. Admire this and other remarkable sinks at

lenova.com.

Inspired by the splendor of an elegant opal, BainUltra unveils Opalia, a collection of therapeutic baths inspired by a precious jewel



BainUltra Opalia

that has been prized over the centuries for its luminescent beauty and soothing properties. BainUltra has captured that essence in an exquisitely crafted line of free-standing tubs made all the more remarkable by singular options for deck designs and a luxurious bathing experience.

Opalia draws the eye with its fascinating curves, available in five configurations. The oval inner shell of the bath can be centered, off-centered to either side, or oblique from the center, creating an intriguing play of elliptical shapes and boldly distinctive decks. The tub measures 68 by 39 by 25 with generous proportions to accommodate two bathers in comfort and comes in two beautiful finishes. The Opalia Collection was designed with wellness and relaxation in mind with multiple therapeutic options that include hydrothermo massage, and integrated aromatherapy and chromatherapy. Discover the elliptical beauty of Opalia with its full menu of indulgent therapies at

bainultra.com.

Luxury begins at the door with the sensational new Soleil Ro-



sette from Grandeur Hardware. Soleil brings the transitional boldness that immediately sets a mood of elegant opulence, complete with gleaming finishes and beautiful baguette. Think of it as jewelry for the home, something exquisite, yet tasteful that transforms an ordinary space into something truly special.

Drawing its name from the French word for "sun," this line of hardware echoes that theme with a vivid corona-inspired motif that outlines the rims of the rosettes and brass knobs. The circular design is the perfect setting for the optional crystal knobs too, drawing

your eye to the exceptional clarity of the gems. The Soleil Ro-sette is available in seven unique finishes and is crafted from the highest quality forged brass, using time-honored techniques and hand-applied finishes and polishing. For more information about this beautiful hardware and a listing of dealers, visit

grandeurhardware.com.

These captivating console lava-



ICERA console lavatory stands

tories steal the show. ICERA is proud to introduce four new console lavatory stands to its extensive line of quality bathroom furnishings. Each is designed with the entire bathroom in mind to create a coordinated composition. The lavatory sets range in style from the decidedly classic Renaissance to the distinctively modern Julian. While all make an elegant design statement on their own, they create a truly stunning look when paired with a coordinating toilet. These consoles add style to any bath space...

a striking feature in a larger bathroom or the perfect centerpiece for a powder room.

Impeccably crafted in vitreous china, the lavatory tops feature MicroGlaze anti-microbial porcelain glaze and 8-inch faucet centers. The stainless-steel stands are PVD-coated for corrosion resistance and available in four beautiful finishes. All ICERA vitreous china products are backed by an unprecedented limited lifetime warranty. Discover more at

icerausa.com.

Step outside the ordinary with Stacked cabinet hard-



Du Verre Stacked Collection

ware by Du Verre. Created as an original work by renowned designer Clodagh, the Stacked Collection celebrates all that is contemporary, tactile and luxurious. Crafted from eco-friendly recycled aluminum, Stacked is the work of an award-winning Irish designer best known for her unique blending of modern technology, primitive materials and ancient techniques. Stacked is a perfect example of incorporating unexpected elements into a larger design scheme to produce an extraordinary finished look. The collection is available in oil-rubbed bronze and satin nickel, with each piece finished by hand for a one-of-a-kind finished look. See Stacked and other hardware masterpieces at

duverre.com.

White done right makes for a striking design. White has consistently been a top color choice for bathroom interiors, beloved for its clean and classic good looks. Victoria + Albert elevates that impact with its new Gloss White finish option for select bathroom vanities. This pristine finish coordinates seamlessly with the rest of the bathroom fixtures for a beautifully cohesive look that is both durable and easy to maintain.

Customers may choose from

three distinctive vanities that offer the Gloss White finish, including the Bosa 112 Glass, a traditional glass-topped vanity with a full-width single drawer, and the stylish Lavello 114 and Mandello 114 models. Both were created by award-winning product designers Meneghello Paoletti Associati and are available in glass-topped or wall-mounted styles. The new Gloss White finish is a special catalyzed spray paint that is applied in multiple coats for a long-lasting finish. Learn more at

vandabaths.com.

After perusing the many ex-

amples listed here, it's easy to see the idea of adding drama is a trend that's here to stay. People like to make a statement without spending a fortune. As leaders in the kitchen and bath trade have discovered, the key is thoughtfully designed products that offer something extra. It's about taking the luxuries and making them work.



Victoria + Albert gloss white vanities

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