40 YEARS OF CONTROL SUPPLY

As Control Supply Corp. gears up to celebrate its 40th year in business, it balances technological change with doing business the old-fashioned, personal way. From left to right: Dianne Stanzione, Sal Bocchicchio, Deborah Herbst, Gary Herbst, Lewis Finn, Armin Csibi, Louis Simonetti, Tony Demarinis. Back Row left to right: Brian Stone, Anthony Cinelli, Daniel McGuinness, Frank Bachhuber. Story begins on page 66.

Ferguson opens flagship showroom that doubles as national training center

BY STEVE SMITH

The fact that Ferguson Enterprises decided to open up a new showroom could be treated as old news. After all, the company already operates more than 280 showrooms throughout the country. So what’s so newsworthy about this latest one? Actually, there is an interesting difference with the new 15,000 sq. ft. facility opened recently on the distributor’s Newport News, Va., corporate campus. Walk past the opulent displays of plumbing, lighting and appliances, and you’ll find a training center large enough for about 30 Ferguson associates.

Soon, the room will be filled with associates from many of those other Ferguson showrooms for additional showroom training.

“We plan to bring in different levels of associates to train them on sales profits, customer service, new product launches and other important categories to run a showroom,” explained Brittnay Hopkins, showroom trainer and brand ambassador.

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DECORATIVE TRENDS

Highlights from KBIS 2016

I've always loved design shows. The exhibits, the demonstrations, the opportunity to admire up close the latest designs and products. For my colleagues and me, the annual Kitchen and Bath Industry Show (KBIS) is like Christmas morning — the grand poobah of design shows and an event that we look forward to all year. The 2016 KBIS was held in Vegas, and the glitz and glamour of that famous city definitely found its way into the show floor at the convention center where a spectacular array of the latest kitchen and bath innovations were on display. Here are just a few of the highlights that particularly caught our eye.

**Lenova** is known for its exceptional sinks, and its display at KBIS was filled with stunning examples.

**Water movers with style**

It stands to reason at a kitchen and bath industry event that you're going to see exhibits related to water. What was impressive at KBIS 2016 was the extraordinary style and thoughtful design that was obviously behind many of the products on display. Case in point: the Isenberg booth and its amazing in-wall Cascade Flow tub filler/showerhead. As its name implies, this Italian-made beauty can serve a dual function and performs beautifully at both. Its sleek, modern design creates a flat arc of flowing water that is mesmerizing to watch and listen to, and its flush-to-the-wall installation is perfect for a minimalist setting or a cozy alcove tub. With a built-in adjustable flow rate, this unique device can be tweaked to create a gentle stream or an invigorating cascade to suit your mood and preferences.

**Isenberg Cascade Flow Tub Filler/Showerhead: Bath or shower? The Cascade Flow Tub Filler/Showerhead from Isenberg goes both ways.**

**Lenova Vanities:** Lenova expands its line of stand-out sinks to include eight styles of vanities.

of the company's artistry. The brand also just unveiled a new line of vanities as well, with eight different styles and a wide range of finish options. Constructed of eco-sensitive zero emissions solid hardwood, the vanities are CARB-certified and finished with five layers of premium, eco-friendly paint. These beauties come with many thoughtful touches, including soft-close drawers and door hinges, pre-drilled tops in granite, marble, travertine or porcelain, and a high-quality Lenova square under-mount porcelain sink.

**Huntington Brass** impressed KBIS crowds with its sleek Euro Collection. Visitors loved the novel idea of being able to remove the faucet handles and replace them with coordinating buttons for a custom look at a very reasonable price. Finished in polished chrome, tile or stone, creating a uniform appearance that allows for complete design flexibility. Great for hospitality, residential or commercial projects, Wall-Drain is ADA-approved and easy to install.

**Haute hardware**

There's nothing like the perfect hardware to finish off a well-designed bathroom or kitchen. **Atlas Homewares** was front and center in Vegas with a fun new collection with a military inspiration. Known as the Campaign Collection, this industrial look is reminiscent of classic army trunks and offers a fun mix-and-match assemblage that allows users to create their own unique look. Options include a traditional rope or screw backplate design and a selection of round or rectangular knobs and pulls, along with drop pulls, cup pulls, and bar pulls. We also noticed that Atlas had been chosen to supply the decorative tile or stone, creating a uniform appearance that allows for complete design flexibility. Great for hospitality, residential or commercial projects, Wall-Drain is ADA-approved and easy to install.

**Atlas Homewares Campaign Collection:** Atlas gives a nod to classic military style with its mix-and-match Campaign Collection.

**QuickDrain USA WallDrain:** QuickDrain USA is nearly invisible and highly efficient.

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**Huntington Brass Euro Faucet:** Removable handles make the Euro Faucet from Huntington Brass customizable.
DECORATIVE TRENDS

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hardware for Thermador’s 100th anniversary display, which included nine kitchens styled with a variety of Atlas’s most popular collections, from Steam Punk to the exotic Zanzibar.

And speaking of exotic, Zen Design was displaying some very cool collections. The company

style that manages to be grungy and upscale at the same time. The collection even includes a magazine holder for a completely cohesive look!

Eco-friendly excellence

The Lenovo booth was crowded throughout the show, and one of the main attractions was its new Aqualogic faucet, which uses cold ozonated water
to sanitize kitchen and bath surfaces, clean hands, and remove residues and pesticides without the need for harsh chemicals. Its ingenious design includes a small, thin ozone generator that naturally produces ozone water, a safe yet extremely effective way to

In the United States.

Lasertron Direct used KBIS 2016 to showcase its sustainable line of stainless steel backsplashes, cabinetry and countertops. These are so beautiful! The craftsmanship here is impeccable, and the finished products are amazing strong and durable. They even resist fingerprints! We love the customization options here, from drawer configurations to cabinet fronts. The Lasertron technicians can create nearly any design, from a simple brushed look to glass inserts, artwork, patterns and wood grains.

The fact that they’re eco-friendly is just another reason to be a fan. Stainless steel products are 100 percent recyclable, so unlike many other engineered materials, stainless steel can be recycled without any degradation.

Du Verre Hardware made an appearance at Northern Contour’s booth to provide the eye-catching hardware for its bathroom vanities. We particularly love Du

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ZEN Designs Garage Knobs: Leather adds an unexpected twist to the industrial Garage Collection from ZEN Designs.

pulled out all the stops for fashionable hardware, even showing leather and laced pulls. Its Garage Collection particularly caught our eye with its mix of materials and colorful hues of red, teal and brown. We love that urban chic

made of 350 16-ounce recycled soda and water bottles that could have ended up in a landfill. These shower pans are pretty amazing

for other reasons too. They are suitable for interior and exterior use and can be used with both sheet and liquid topical waterproofing.

As you can see, KBIS 2016 was a pretty amazing show. The exhibitors were represented the best of the kitchen and bath industry when it comes to innovation, quality and design aesthetics. I’m so proud to be part of this exciting industry, and I’m already looking forward to next year’s show when KBIS returns to Orlando. See you at the show!

To learn more about these products from KBIS 2016 visit:

- www.AtlassHomewares.com
- www.Ceramicagalassia.com
- www.Duverre.com
- www.LenoSink.com
- www.JensenFaucets.com
- www.HuntingtonBrass.com
- www.LasertronDirect.com
- www.QuickDrainUSA.com
- www.ZenDesign.us

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