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Federal Corp., a manufacturers' representative company located in Oklahoma, celebrates its 100th anniversary. The family business was started by a man who promised, "we sell results." A century later and the tradition continues. The story starts on page 48. Pictured is the Oklahoma City management team (from left to right) of Grant Flurry, Mike Haigh, Alan Loeffler, and Darrin Ray.

Photo courtesy of Dan Frisch.

Saniflo Takes 'Early Adopters' to Paris

Company flew more than 60 PHCP industry members to France for a factory tour and sightseeing.

BY STEVE SMITH

Christopher Velonis well remembers the day more than a decade ago when one of his salesmen – a rookie, no less – asked him to sign off on a credit application for a company that made something called an "up flush toilet."

To Velonis, profit center manager, Peabody Sales & Service, the toilet looked more like an appliance. And he didn't sell appliances. He sold fixtures.

The salesman wanted to buy three to test the market. One was already sold, but Velonis figured the

company wouldn't break even until a contractor bought the second one, which meant there wouldn't be a profit until the third one went out the door:

SANIFLO

A pump company since 1958

Times were tight for the wholesaler at the time, which operates eight New England locations from its base in North Andover, Massachusetts, and Velonis didn't think the two purchased for stock would ever sell. "I fully expected to take a loss,"

Velonis says. "I agreed to do it, however, because my father always said, 'Don't invest in inventory. Invest in people.'"

Today, Kip Brown, that newly hired salesman Velonis chose to invest in, still works for him, and Peabody has since sold thousands of Saniflo's macerating toilets, plus the supply house now stocks every one of the company's SKUs, which have grown to include 15 different products for the U.S. market.

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Summer K&B Trend Alert

The color mustard has a moment, industrial design goes strong and teak accents gain in popularity.



BY LINDA JENNINGS
Kitchen & bath specialist

Summer is a season for relaxation and taking a break from daily routines. It's also a great time to tackle home renovation projects and embark on those decorating ideas you've been saving on Pinterest. The kitchen and bath are often top areas in need of attention — perhaps as simple as a fresh coat of paint on the walls or new hardware for the doors or cabinets. It may be time to consider larger investments too, such as a new kitchen sink or a fabulous vanity.

This summer's trends are hotter than ever and include a warm mustard color and rich teak accents. Consumers are clamoring for styles inspired by such disparate muses as the Victorian era and the industrial revolution. Trends are governed by practical concerns, too, with designs that serve dual functions and conserve space being in high demand. Here are a few of the emerging trends in the news for summer 2018.

Millennial Mustard

This warm hue of yellow is a favorite among Millennials. Earthy, muted and similar in shade to Dijon mustard, it's trending in both fashion and furnishings, and is transitioning over to home interiors as well. Adding this distinctive color is

a great way to freshen up a tired décor. Think of a mustard chair or throw pillows or a coat of mustard-inspired paint on the exterior of a freestanding tub.

The Furniture Guild has welcomed mustard into its palette of more than 50 finish options. The contemporary Angolo vanity looks sleek and sophisticated in a custom mustard matte paint. Featuring integrated finger pulls and mitered corners, the Angolo is popular for its split-top drawer and deep bottom drawer with copious storage. Paired with a Guildstone sink in matte white, the yellowish cabinet makes a memorable design statement for a modern bathroom.

Shower tiles are a creative way to incorporate mustard into a bathroom design. A mustard-tiled shower would look stunning when paired with a bold drain design, such as the Stream drain system by QuickDrain USA. Created in partnership with renowned architect and designer Michael Graves, Stream features a wavy design that catches the eye but fits flush into the shower floor. Crafted of 18-gauge 304 stainless steel with a brushed stainless-steel finish, the low-profile drain system is offered in standard and custom lengths.

Also joining this colorful design

trend is a dramatic kitchen faucet by Isenberg that offers a mustard finish option. The Klassiker Kitchen Collection includes modern spouts and graceful goosenecks, all with an industrial-chic look and a surprising range of colors. Isenberg uses advanced resin technology to achieve this vibrant effect with ceramic-based, eco-friendly finishes. The faucets are cured in the oven, resulting in a durable product that resists scratches, chips and solvents. Klassiker faucets are practical as well, with powerful pull-down sprayers, rotating spouts and optional industrial-grade rubber hose covers.

Old is New

The vintage look is huge right now, from aged metal finishes to weathered woodwork. Nostalgic Warehouse mixes retro with a bit of sparkle with its new Crystal Cabinet Hardware Collection. Crafted of the highest-quality, lead-free crystal and solid forged brass, these knobs and pulls bring a sense of luxuri-

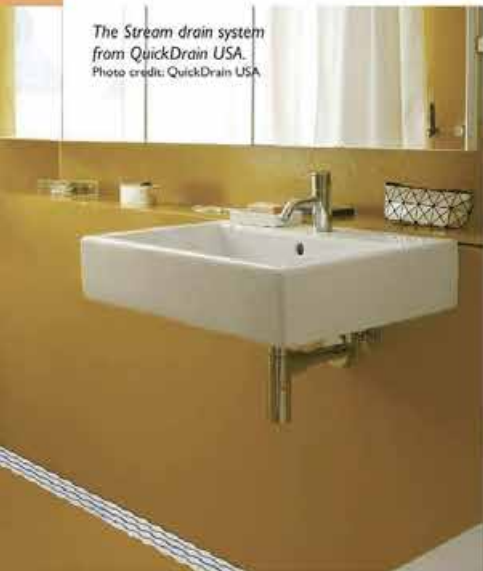
ous refinement and pay homage to the timeless appeal of traditional design. They are ideal for restoration projects in the kitchen or bath, or for use with furniture or closets.

The designs feature intricate detailing and complement the company's signature crystal door knobs, making it easy to create a cohesive look and bring the beauty of crystal into any room. The hardware is backed by a five-year warranty and comes in a selection of vintage finishes, including antique brass, antique pewter, satin nickel and timeless bronze.



Lead-free crystal and solid forged brass knobs and pulls from Nostalgic Warehouse.
Photo credit: Nostalgic Warehouse

The Stream drain system from QuickDrain USA.
Photo credit: QuickDrain USA



The Furniture Guild's Angolo vanity.
Photo credit: Home & Stone



Isenberg Faucets' Klassiker Kitchen Collection in mustard.
Photo credit: Isenberg Faucets



Teak tub tray from MTI Baths.
Photo credit: MTI Baths



Ruvati's WorkStation sink for smaller kitchens.
Photo credit: Ruvati



MTI Baths Halo Freestanding Pedestal Sink
Photo credit: MTI Baths

Natural Additions

When it comes to the bath, everyone is talking about teak. This extraordinary wood is well-suited for wet environments and is a wonderful way to introduce a natural element into the bathroom. Think of teak in terms of adding accents — keeping the look simple with one dramatic touch to stand out against the white.

The new Genuine Teak Tub Tray from MTI Baths is a perfect example. An ideal surface for holding a book or beverage, this teak tray is available in two styles (slatted or smooth) for tubs up to 48 inches wide, with custom sizes available. The trays are handcrafted and milled in the United States using the finest grade teak for exceptional quality and workmanship. MTI uses only 100 percent sustainable teak harvested by reputable suppliers from reclaimed forests and does not endanger or deplete rain forests.

Industrial Vibe

Inspired by old factories and abandoned mills, industrial interiors are one of today's fastest-growing style trends. Achieve this urban look by incorporating such elements as exposed brick and pipe, metal fixtures, vintage wall signs and concrete flooring.

Luxury British brand Victoria + Albert embraces the industrial movement with its new Metallo 113 quartz washstand with open pipe-work done in brass construction with a polished chrome finish. This modern-yet-retro washstand is notable for the right-angle tee-joints on its legs, which resemble traditional bathroom plumbing. Available in two sizes, the washstand includes a towel bar and tubular brass shelf for storage beneath.

Coordinating basins are made using the brand's exclusive English-cast material, a proprietary blend of Volcanic Limestone and high-performance resins for exceptional beauty and durability.

Small but Stunning

Making the best use of space is always a smart decision and manufacturers in the kitchen and bath industry are answering the call from consumers for space-savvy

designs. Ruvati's new WorkStation sink is made for smaller kitchens, particularly RV and tiny home customers, but it also is great for bars. Its efficient design includes built-in accessories, such as a solid African mahogany cutting board that converts the sink into a countertop and a 5-inch-deep colander that doubles as a strainer or drying caddy.

The WorkStation comes in two sizes, 15 inches by 15 inches with a 9-inch bowl depth, and 15 inches by 20 inches with a 10-inch bowl depth. Both sizes have top-mount installation and are crafted from 16-gauge premium 304 stainless steel. The sink features heavy-duty padding, a Zero Radius design and a satin finish.

MTI Baths brings stylish space-conscious designs to the bathroom with a new freestanding pedestal sink. The Halo makes an impressive design statement with its cylindrical silhouette, yet its modest footprint conserves floor space. Measuring 18 inches by 18 inches by 36 inches, the Halo offers a generously sized basin that is practical for daily routines. As part of MTI's popular Boutique Collection, Halo is crafted from its signature SculptureStone and finished by hand into a molded pedestal that is durable and easy to clean.

Icera offers a modern interpretation of small-but-smart bathroom spaces with its Julian console lavatory sink. Ideal for a powder room or guest bath, the stainless-steel

stand is simple and minimalistic with an open design that adds a spacious feel. The stand is PVD-coated for corrosion resistance and available in polished chrome, polished nickel, satin nickel and polished brass.

The coordinating lavatory top is crafted in vitreous china and features a MicroGlaze anti-microbial porcelain glaze. The Julian measures 27 inches by 21 3/8 inches by 34 3/8 inches and is part of a collection of console lavatory sinks, all designed to complement other pieces in Icera's line of bathroom furnishings. ●

Now is the time to bring your favorite summer trends into your design space. From innovative new products to stylish accessories, the trends featured here are bound to enhance the comfort and livability of your home. We hope you've discovered some new ideas and invite you to check out the products shown here at the following websites:

- The Furniture Guild thefurnitureguild.com
- ICERA icerausa.com
- Isenberg Faucets isenbergfaucets.com
- MTI Baths mtibaths.com
- Nostalgic Warehouse nostalgicwarehouse.com
- QuickDrain USA quickdrainusa.com
- Ruvati ruvati.com
- Victoria + Albert vandabaths.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.



Victoria + Albert's Metallo 113 quartz washstand.
Photo credit: Victoria + Albert



Julian Console Lavatory Sink from ICERA
Photo credit: Icera