

October 2018

Kitchen & Bath Business

Kitchen & Bath Business

OCTOBER

VANITIES / REFRIGERATION / SHOWER TRENDS

THE OFFICIAL PUBLICATION OF KBIS

**KBB's 2018 Product Innovator Award Winners
Industry Professionals Share Supplier Expectations
A Glimpse of KBIS 2019 Hits & Highlights**

THE OFFICIAL PUBLICATION OF **KBIS**

Happenings



SIEMATIC has appointed **SCOTT ROY** to CEO of **SIEMATIC NORTH AMERICA**.

He will lead the direct operating stores, partner showrooms and multi-unit products divisions. Roy has more than 30 years of experience in the building products industry and has held such titles as president and CEO of **GILFORD-JOHNSON FLOORING**.



DURA SUPREME's manufacturing engineer manager, **ERIC SCHWARZKOPF**, has received a 2018 Wood Industry 40 Under 40 Award from the Woodworking Network. The awards celebrate the next generation of professionals making an impact on wood products manufacturing in North America.



MTI BATHS celebrates its 30th anniversary this year by honoring its design innovation, craftsmanship and customer service. The company offers a variety of products and has won more than 100 awards. Pictured is **MTI Baths' CEO, KATHY ADAMS**.

Cosentino Opens Honolulu Showroom



THE NEW HAWAII LOCATION HIGHLIGHTS Cosentino's international growth and continued expansion in North America. To celebrate the opening of the new showroom, the company hosted a traditional Hawaiian ceremony and dance performance. A Hawaiian "Kahu" conducted various traditional blessings and cleansings to clear any curses or negative energy that might have been placed on the space, allowing the new occupants to move forward with a clean slate. Photo shows the Cosentino City Hawaii Team (L-R): Sean Paul, CSR; Matt Thurston & Joseph Torres, warehouse associates; Paul Custino, Chris King, Brandon Calvo, Patty Dominguez & Don Detwiler, AM/ADSM

Lumber Company Promotes New Campaign

NORTHWEST HARDWOODS RECENTLY ANNOUNCED the launch of its new marketing campaign, "Lumber Brings Everything to Life," which unites its two brands – Northwest Hardwoods and the Industrial Timber and Lumber Co. (ITL) acquired in 2015. The goal of the campaign is to illustrate the importance, sustainability and natural beauty that lumber holds in our daily lives. It includes a new customer-focused website, advertising centered on visually appealing wood applications and the launch of Northwest Hardwoods' Pinterest and Instagram accounts. It also offers an opportunity for the company to reach new audiences, including designers, specifiers, architects and OEMs.



ATLANTA'S ADAC IS ACQUIRED

INTERNATIONAL MARKET CENTERS (IMC) HAS ACQUIRED the Atlanta Decorative Arts Center (ADAC), a leading design facility with the Southeast's largest collection of luxury furnishings for residential, hospitality and commercial applications. Opened in 1961, the 550,000-sq.-ft. ADAC houses more than 60 showrooms and 27 design studios for interior designers, architects, builders and design enthusiasts. The acquisition brings ADAC into the IMC national home furnishings network to create strategic business opportunities among all properties. With the addition of ADAC to its portfolio, IMC becomes the world's largest owner and operator of trade mart properties, encompassing more than 20 million square feet of facilities serving the global home furnishings, design and fashion apparel sectors.

What's Hot in Vanities



1



2



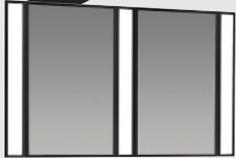
3



4



10



6



8

9



7



1. CROSSWATER LONDON has introduced new basins to its Arcade Series. Comprised of fine Italian vitreous china, the new Arcade 24-in. Pedestal Basin is available with a pedestal base, console legs (pair) or console and glass shelf in a polished-chrome or polished-nickel finish. The 24-in. Basin and Metal Console Set boasts an airy glass shelf and sleek, metallic slats, available either in a polished-chrome or polished-nickel finish.

2. VICTORIA + ALBERT introduces the Metallo 61 Quartz Washstand, which is only 24 inches wide and is ideal for smaller bathrooms. The washstand is topped with quartz and features a curved 'ogee' edge with an optional quartz upstand. The washstand also includes an undermounted basin with a built-in overflow.

3. STONE FOREST's Petite Renaissance Console is a smaller version of the original. The design, carved from blocks of honed Carrara marble, is distinguished by the sinuous, semi-circular projection of its basin. It is a traditional-style piece that can stand on brass console legs or float on a wall bracket with a towel bar.

4. The Onda Collection from **HASTINGS TILE AND BATH** combines curves and colors in almost infinite arrangements. The vanities are available in 35 matte or gloss colors or a natural oak finish. These finishes can be mixed within the same vanity, and curves can go in an asymmetrical style or follow the same line.

5. The new **ROBERN** Profiles Collection offers ala carte cabinetry and vanity sizes, lighting options and a wide range of glass and metal finishes. Inspired by Art Deco design and Cubist styling, the vanities feature integrated nightlights, in-drawer electrical outlets, slow-close, tip-out drawers, slim drawer inserts and organization kits in a range of finishes.

6. The CS-17121BU Vanity from **LUENDE FURNITURE** boasts vanity drawers, doors and sides made of high-quality MDF wood in a distressed blue finish. The white, undermount porcelain sink pairs with a countertop made from one natural slab of white marble, with a pre-cut back panel opening for easy plumbing access.

7. KEUCO's Edition 400 vanities are available in 28-, 42- and 55-in. widths and can be combined with different ceramic washbasin solutions. Available with push-to-open and soft-close technology, the vanities can be combined with 24-in. or 32-in. ceramic drop-in basins or full vanity-width sinks in soft or rectangular shapes.

8. From **LACAVA**, the Navi Freestanding Undercounter Vanity comes with three drawers, a bottom wood shelf and a metal frame. The frames are available in brushed and polished stainless steel, matte black and brushed brass. Shown here is the vanity in horizon blue with a brushed-brass frame.

9. NATIVE TRAILS now offers new sizing for its Americana Vanity, which is handcrafted by American artisans from reclaimed barn wood. This vanity base pairs with stone or copper tops and is available in 24-in. to 48-in. sizes and chestnut, driftwood, whitewash and anvil finishes.

10. The **FURNITURE GUILD** unveils the new Josie Bathroom Vanity, a colorful interpretation of mid-century modern design. Available in sizes ranging from 24 to 72 inches, the vanity rests on four brass legs and includes three fully functional drawers wrapped in decorative metal trim. A wall-mounted version without legs is also an option.



1



2

What's Cool

What's Cool Everywhere Else

1. The new Monarch Collection from **BELWITH-KEELER** boasts regal elegance with minimal opulence. With scalloped detailing, this collection of knobs and pulls comes in polished nickel, satin nickel, chrome, brushed-gold brass and oil-rubbed bronze finishes.

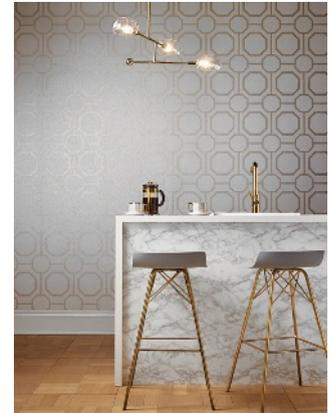
2. The Ultra Ledge Sink from **LENOVA** is the newest addition to the Ledge series of professional-grade workstations. Available in 46-in. and 58-in. models, the Ultra Ledge includes engineered platforms that allow the user to slide in optional accessories as needed, including cutting boards, roll-up grid racks and colanders in various sizes.

3. The Sashiko Pearl Wallcovering from **GRAHAM & BROWN** adds glamour to a geometric Eastern pattern with highlights of gold metallic detailing. Designed for quick-and-easy application with no pre-cutting required, this wallcovering is inspired by a Japanese form of decorative reinforcement stitching that was popular during the Edo period of the country's history.

4. **MEYDA CUSTOM LIGHTING** unveils PipeDream, which was inspired by a configuration of various pipes used in modern industrial architecture. Shown is the 36-in. square PipeDream Alva 20 Light Cascading Pendant, which highlights clear-coated pipes with matching hardware and Edison-style bulbs.



4



3



HÄFELE

OUR FAVORITE WAY TO TRASH UP THE PLACE

The Hailo Euro Cargo 60 from Häfele brings together unparalleled innovation, superiority in design and durable components to create your perfect waste solution for trash, recycling, compost and practically anything else. Four bins in multiple sizes and high-quality, soft-close slides complete the package.

PUT HÄFELE'S WASTE SOLUTIONS IN YOUR SHOWROOM AND RECEIVE ADDITIONAL DISCOUNTS!

Online & Livechat: www.hafele.com/us

Phone: 800.325.6202

Email: experts@hafele.us

INNOVATION

95 Years of Thinking Ahead

Kitchen & Bath Business product innovator AWARDS 2018

by **CHELSIE BUTLER**

Announcing the winners of the *KBB* 2018 Product Innovator Awards! This year's rock-star panel of judges chose the winning products based on meeting market needs, engineering advancements, aesthetic merit and innovation. Awards go to both the Kitchen and Bathroom Products of the Year; Second- and Third-Place Kitchen and Bathroom winners; and six Honorable Mentions.

This year, we saw everyday products with a twist; customization on everything from coffee makers to bathroom furniture to shower controls; the kitchen as part of the living home; new takes on technology; the celebration of food through preservation and catering to the home chef – indoors and outdoors; and products that solve some of the industry's most common challenges.

CONGRATULATIONS TO THIS YEAR'S WINNERS!

MEET THE JUDGES



CHERYL KEES CLENDENON is owner and lead designer of the Gulf Coast-based design firm In Detail Interiors and retail shop 1514 Home. A passionate and irreverent designer with a keen eye for design that pushes the envelope, she has

been an influential presence in the design and kitchen and bath industry for 19 years. Attention to detail and bold use of color have earned her recognition in numerous publications and has garnered the In Detail team national accolades and awards. She is also a member of the *Kitchen & Bath Business* Editorial Advisory Board.



LOU SALGE is the vice president of Four Seasons Design & Remodeling in Angola, Ind. He carries a Michigan Residential Builders License and has been integral in the expansion of his company's service area into the state. Lou has been involved

with the Builders Association of Northeast Indiana since 2012, serving on the Board of Directors since 2013, as secretary (2014) and as vice president (2015-2016). He has a strong interest in emerging design and construction methods, as well as the development of new products and materials. He is also a member of the *Kitchen & Bath Business* Editorial Advisory Board.



JOHN CONROY is principal and founding partner of Lawrenceville, N.J.-based Princeton Design Collaborative. He has more than 25 years of experience in the architecture field and assisted in the development of New Jersey's largest American

Institute of Architects' continuing education design program during his tenure at Hillier Architecture. John also played a significant role in recruiting talented students from leading universities and helped build Hillier Architecture as one of the leading design firms in the nation. He chairs the Route One Redevelopment Committee to foster proper design along the corridor.



ERIN L. SERVENTI is the owner/designer of E.L. Designs in Watsonville, Calif. As a Certified Interior Designer with a degree in construction management, she blends the two sides of the business that need to work together for successful remodels.

She thinks about space from two perspectives: the pretty and the practical. Erin is passionate about intentional uses of space, consuming our natural resources wisely and making design changes that can evolve with us in our homes. She is a Universal Design Certified Professional, a Certified Green Building Professional, and she is certified as a LEED-Accredited Professional in Interior Design and Construction.



HONORABLE MENTIONS - BATH



Integrated Deck Designs **by MTI Baths**

INTEGRATED DECK DESIGNS WERE CREATED to surround the company's freestanding tubs and supply a mounting space for faucets, as well as a spot on which to set whatever your client wants to bring along on the soak.

"Typically, the integrated deck will be installed first, then the deck-mount faucet," said Art Gambill, director of product development for MTI Baths. "After the faucet has been water tested, the tub slides in place against the deck and will be color-match caulked. If the tub features a thermo-air massage system that includes a heated air blower,

that blower can be mounted under the integrated deck, and an access panel can also be provided."

The product, which ranges in price from \$3,500-\$7,000 and was only used in the hospitality market, is now available in custom sizes for residential applications. The company has plans to design optional storage cubbies and adjacent benches that can connect to other areas in the bathroom.

"These integrated decks revolutionize freestanding tub plumbing but still keep the overall aesthetic of the tub," said Erin Serventi, one of this year's judges.



Elemental Collection **by Stone Forest**

STONE FOREST'S ELEMENTAL COLLECTION of vanities and integrated sinks allows for total customization of this area of bath consoles and/or stand-alone storage systems. The modular concept allows you to mix sinks, wood drawers and steel or wood shelving in a variety of combinations for every bathroom size.

"In general, the designer and client would begin by reviewing the 20+ standard Elemental configurations together," said Michael Zimmer, Stone Forest's founder and president. "They might choose one of the configurations we show or set the designer loose to create a unique configuration."

The vanities feature legs with knurled fittings – available in brushed brass or polished nickel – in

a combination of stone, wood and steel components. Simple configurations of the collection start at \$2,735, and it is available as a single or double vanity with a choice of two Stone Forest sinks: Ventus and Terra.

Zimmer said the company will be adding accessories to the collection, including a toilet paper holder, towel bars and a robe hook, and more storage solutions, including drawers cut out for the P-trap that can be stacked to maximize storage space. The company is also exploring lighting to round out the collection.

This year's judges were impressed by the Elemental Collection's fit, finish, flexibility and mix of materials.



TubShroom **Chrome Edition**

by Juka Innovations Corp.

TUBSHROOM IS A HAIR STOPPER that fits inside the existing drain of a tub/shower combo. It is now available in the Chrome Edition, which is an improvement over the original model released in 2016.

"We heard the feedback – from people wanting it to match their bathrooms, to some asking for improved water flow, and some asked

for even easier cleaning," said Serge Carnegie, inventor and co-founder of Juka Innovations Corp. "We addressed all these issues with our latest release."

The \$13.99 Chrome Edition blends in with almost any bathroom, offers more mildew resistance, and its new hole size accommodates maximum water flow. The company plans to roll out a kitchen sink version later this year, and it already offers stoppers for bathroom sinks and stand-up shower stalls.

"This is a simple solution to a problem my clients bring up all the time," said John Conroy, one of this year's judges.