Earlier this year, Nicholas “Nick” Giuffre retired as CEO of Bradford White, a water heater and boiler manufacturer based out of Ambler, Pennsylvania. Throughout his 40 years in the industry, he emphasized education and unification through his support of many associations and organizations. His “never say no” attitude helped the industry grow and unite, while building a solid foundation for the company he oversaw. Read how Nick advanced the industry forward, and forged lasting friendships along the way. Story starts on page 36.

SupplyHouse.com Ranked No. 2 in Top Long Island Workplaces

SupplyHouse.com was awarded 2nd place in the 2018 Top Long Island Workplaces honor by Newsday. The list is based solely on employee feedback gathered through a third-party survey administered by research partner Engage, LLC (formerly WorkplaceDynamics). SupplyHouse.com believes the keys to its success include a culture built on respect, and open communication—which fosters a positive environment. “One of our missions is to create an environment where people feel good and are able to rise up and succeed,” said Josh Mayerowitz, president of SupplyHouse.com. “Being recognized as a top workplace gives assurance that we are accomplishing this goal.”

“Top Workplaces is more than just recognition,” said Doug Claffey, CEO of Engage. “Our research shows organizations who earn the award attract better talent, experience lower turnover, and are better equipped to deliver bottom-line results. Their leaders prioritize and carefully craft a healthy workplace culture that supports employee engagement.”

The online supplier of plumbing, heating, and HVAC products strives to offer employees a comfortable workspace which encourages innovation and teamwork. During breaks, employees are able to enjoy ping pong and pool tables, plus a fully-equipped gym consisting of various fitness machines, a half basketball court, kickboxing area, lockers, and showers. Employees can also spend their breaks recharging in the nap room. To ensure quality performance, team members may participate in 20 minute unwind-the-mind meditation sessions led by a guided meditation coach.

(Turn to ... page 4)
New Plumbing Trends Emerge at DPHA

A sneak peek of decorative plumbing manufacturers pushing the design envelope.

The iconic Sawgrass Marriott Golf Resort & Spa in Ponte Verda, Fla., was the perfect venue for a sneak peek at the newest products and technology in the decorative plumbing and hardware industry. And although Hurricane Michael had just barrelled down along the coastline, the skies cleared and the weather was perfect.

The conference offered an educational program and engaging speakers, thus earning its reputation as one of the most popular events of the year for those in the plumbing and hardware industry. The finest showrooms, designers and dealers were on hand to network and admire the latest products. The following is a sampling of some of the exhibits that particularly caught our attention during the three-day show.

Spa-Inspired Steam Showers
Steamist brings the luxury of a spa-inspired steam shower to residential bathrooms with its impressive Showersense. Users can enjoy an oh-so-relaxing steam experience followed by a choice of three shower outlets. A single digital touchpad screen controls the sleekly designed unit for a clean-free shower environment. The unit hides neatly behind the wall and regulates both water temperature and pressure to optimize user comfort.

Customers can personalize their showers by choosing from traditional showerheads, rain showers, waterfalls, body sprayers and hand showers. Best of all, Steamist designs are eco-friendly, consuming less than 1 gal. of water for a 20-minute steam session.

Available as a soaker or air bath, the Madison is treated with a high-performance polyresin coating for an amazingly durable glossy finish. As with all MTI tubs, the Madison is made in the United States and finished by hand. All MTI tubs are covered by a 10-year warranty and ship within a 10-day lead time.

Individual Towel Warmers
The Sterlingham Co. showcased its design flexibility with the new Cascade Collection of towel warmers. These individual warmers can be stacked in any configuration, giving customers great options to customize their bathroom space.

The Park Lane Single Rail was a favorite design with its modern profile paired with straight joints and stepped wall mounts for an elegant look. Offered in a variety of finishes, this single rail is crafted by skilled artisans into one solid piece and polished by hand. Its unique mounting method has been functionally engineered to allow for concealed fixings and a sturdy attachment to the wall. Constructed from solid brass, the heated rails are available as electric, hot water or dual-fuel systems.

Farmhouse Concrete
We were intrigued by the idea of a concrete farmhouse sink. Native Trails showcased its versatile Farmhouse 3018, which brings a fresh twist to a classic design. Gorgeous as a traditional single-basin apron front sink, the Farmhouse 3018 also is a showstopper when installed behind the cabinet with no apron showing. This sink has a smooth glamour and practical durability, making it a winner in a modern décor or a country setting.

The sink is crafted by talented artisans of NativeStone, a strong blend of cement and jute fiber that is surprisingly lightweight and easy to clean. The Farmhouse 3018 is available in three attractive finishes — ash, slate and pearl.

Sophisticated Bathing
BainUltra embraces the needs of a younger, sophisticated generation of bathers with its new VIBE Collection, the first from its uBAIN Category specifically targeting this consumer demographic. The VIBE is designed to fit in smaller installations without compromising the comfort and ergonomics of a therapeutic bath. It has a sleek silhouette delivering great style, creating an urban oasis that allows bathers to relax and recharge.
PLUMBING & SHOWROOMS

The tub is available with BainUltra’s array of therapies including Hydro-Therapy, Massage, Chromatherapy, and Bio-Therapy.

**Scratch-Resistant Stone Sink**
Known for its gorgeous sinks, Lenova introduced a buzz at the show with the debut of its stone apron-front sink. The NovoStone Composite Sink is a unique basin made of quartz, the brand’s popular Apron Front Sink Collection, which offers extreme functionality and its own accessory line.

Crafted from a proprietary mix that is 85 percent crushed granite, it is extremely durable, resistant to scratches, chips, and stains, and heat tolerant to accommodate pans straight from the stove. As an added benefit, the sink’s ingredient list makes it fully recyclable and a smart choice for today’s modern kitchens.

**Black Matte for Showers**
Zitta was proud to win DPHA’s “Plumbing Fixture of the Year” award for its impressive Matera Shower Door Collection. This brand is notable for its versatility and, of course, the beauty of its shower doors. A frame of black matte aluminum around the door and panels creates an impactful design statement and allows the shower to be configured to any bathroom setting. On a practical note, the 180-degree pivoting door creates an extra-wide opening for easy access and is ideal in small spaces.

**Crystal Door Knobs**
The Vintage Crystal Collection at the Nostalgia Warehouse display was a true standout at the conference. With three variations to choose from, these stunning door knobs feature raised embellishments that are exceptionally beautiful. We particularly loved the Crystal Meadow knob with its Greek Revival influence. All the crystal knobs are crafted from lead-free crystal and paired with high-quality solid-forged brass backplates. Vintage Crystal knobs are exceedingly durable and are well-suited for high-traffic areas.

**Freestanding Double-Ended Tub**
Victoria & Albert chose to showcase its gorgeous Vetraia freestanding double-ended tub in a gloss black finish. As the smallest bathtub in its product line, the Vetraia features a modern aesthetic and the perfect recline angle for a relaxing soak. As with all Vetraia tubs, Vetraia is made from ENGELBURG, a blend of Volcanic Limestone and high-performance resins with multiple beneficial properties.

The tub is warm to the touch, thus ensuring you never step foot into a cool bath, and it offers exceptional heat retention. Its finish is luxuriously smooth, resistant to scratches, and easy to wipe clean.

**Wood and Stone Bath Vanities**
Icera was proud to show off its handsome new line of bathroom vanities. Constructed of solid wood and hardwood plywood with stone tops, this collection offers both contemporary and transitional styles to complement a wide variety of bathroom decor.

High-quality construction includes dovetail drawer joinery for additional strength, along with soft-closing hinges and rails to ensure lasting durability. All designs include beautiful hardware in a polished chrome finish.

We’re excited to share these great products and only wish we had more space as there were so many great brands on display. The DPHA event is a great venue to celebrate all that is new and innovative in the decorative plumbing and hardware industry.

We believe customers appreciate manufacturers that push the design envelope while still prioritizing excellent quality and service. We look forward to future DPHA events and the exciting product launches that are sure to follow.

For more information on these products, visit these websites:
- BainUltra: www.bainultra.com
- Icera: www.icerausa.com
- Lenova: www.lenovasinks.com
- MTI Baths: www.mtitubs.com
- Native Trail: www.nativetrails.net
- Nostalgia Warehouse: www.nostalgicwarehouse.com
- QM Drain: www.qmdrain.com
- Steamist: www.steamist.com
- The Sterlingham Co.: www.sterlingham.co.uk
- Victoria + Albert: www.vandabaths.com
- Zitta: www.zitta.ca

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